

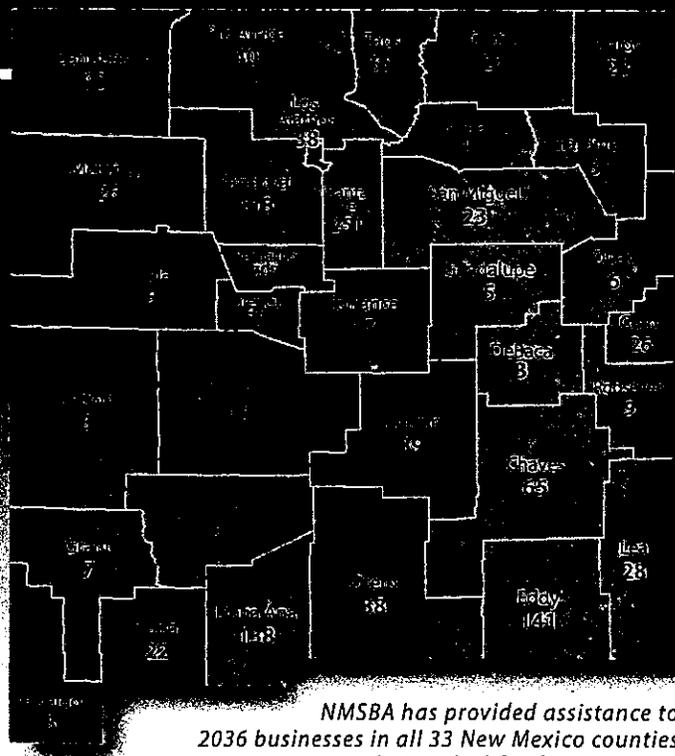
NEW MEXICO SMALL BUSINESS ASSISTANCE PROGRAM



Solving New Mexico's Small Business Challenges

“The most tangible benefits to the New Mexico economy are the new jobs and retained jobs reported by these small businesses as a result of the assistance received.”

Brian McDonald, PhD Economist



NMSBA has provided assistance to 2036 businesses in all 33 New Mexico counties during the life of the program

OVERVIEW

The New Mexico Small Business Assistance (NMSBA) Program assists for-profit small businesses in New Mexico to access cutting-edge technologies, solve technical challenges, and gain knowledge from laboratory experts at Los Alamos National Laboratory (LANL) and Sandia National Laboratories (SNL). Assistance is provided in the form of lab staff hours valued at up to \$20,000 per calendar year for businesses located in rural counties and \$10,000 for businesses located in an urban county (Bernalillo County).

A TRUE PARTNERSHIP

NMSBA is an effective partnership among small businesses, the State of New Mexico, LANL, and SNL. The program has more than 10 years of success leveraging world-class science and technology.

ACCOUNTABILITY & ECONOMIC IMPACT

NMSBA, enabled by the Laboratory Partnership with Small Business Tax Credit Act, is accountable to the State of New Mexico for its expenditures. Each year, NMSBA provides an annual report outlining projects, results, and economic impact. The program measures its economic impact through client surveys conducted by Research & Polling, Inc., and economic analysis provided by Brian McDonald, PhD Economist. This independent third party information is included in the annual report.

RESULTS

In 2012 the State of New Mexico, along with LANL and SNL, invested **\$4.5M** helping **349** small businesses in **27** counties to solve technical challenges.

2000 - 2011*

Economic Impact

Small Business Jobs Created and Retained	2874
Mean Salary	\$38,647
Increase in Revenue	\$145,254,992
Decrease in Operating Costs	\$72,644,271
Investment in NM Goods/Services	\$43,325,007
New Funding/Financing Received	\$52,334,828

2000 - 2012

New Mexico Small Businesses Assisted

LANL	374
SNL	1662
Combined	2036
Rural vs Urban Businesses	
Rural (65%)	1329
Urban (35%)	707
Combined	2036

Dollar Amount of Assistance \$34.3M

**Surveys are performed six months to one year after project completion*



SAVSU Technologies

Our goal is to have a pre-assembled ice maker that can be shipped with the NanoQ™ container. With help from NMSBA, this package of equipment will utilize only solar energy and will bring lifesaving vaccines to the far reaches of the world.

Bruce McCormick
Founder and President



MVD Express

As a fairly evolved company, I was unsure how NMSBA could help MVD Express, but the results have been transformational.

Melissa Stock
Chief Operating Officer



Herbs, Etc.

I feel confident in the new scientifically based standard that NMSBA helped me establish. In addition to making my products better and safer, I have experienced a positive impact on waste control, production, and cost.

Daniel Gagnon
Owner



Nanotitanium Dental Implants

We received two key benefits from NMSBA. Data on our product and competitive products helped us to validate our market advantage and the LANL analyses showed us ways to enhance the benefits of Biotanium™ implants.

Terry Lowe
Metallurgist



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NMSBA
Los Alamos National Laboratory
Sandia National Laboratories

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LANL is operated by Los Alamos National Security, LLC for NNSA

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