

New Mexico Small Business Assistance Program (NMSBA)

Overview

What is the NMSBA Program?



- Joint program between Los Alamos National Laboratory (LANL) and Sandia National Laboratories (SNL)
- Allows the laboratories to receive a gross receipts tax credit in exchange for providing assistance small businesses
- The goal is to bring the technology of the labs to small businesses to enhance New Mexico's economy with an emphasis on rural New Mexico.

The History of NMSBA

- DOE Small Business Initiative - 1991-2000
 - Funded by Technology Transfer Initiative
 - Served over 1700 small businesses nationwide
- In 2000 SNL proposed Gross Receipts Tax Initiative
- The Laboratory Partnership with Small Business Tax Credit Act became effective July 2000.
 - Assists small business with technical and business issues.
 - Emphasis on companies located rural NM.
 - Up to \$1.7M in gross receipts tax credit.
 - In 2007, Los Alamos National Lab was added and tax credit was increased to \$2.4M.

NMSBA Today

- Qualifications:
 - Must be a for-profit small business located in New Mexico
 - Must have a NM State Tax ID# (CRS number) unless it is a sole proprietorship
 - Must meet the definition of a small business as set by US Small Business Administration guidelines
- Funding:
 - Assistance is provided in the form of lab staff hours valued at up to:
 - \$20,000 per calendar year for companies located in rural counties
 - \$10,000 per calendar year for companies located in rural counties (Bernalillo Co.)
 - Assistance rendered at no cost to business
- Restrictions:
 - The service requested must not be available through private industry at a reasonable cost.
 - Cannot provide cash or equipment to the small business.

How does it work?

- The small business applies for assistance from either Laboratory via online application, fax, email or phone.
- An intake interview is conducted to determine if the business qualifies for the program and to define the assistance needed.
- The business need is matched to a Principle Investigator (PI) at the appropriate laboratory.
- The work is performed by the PI and communicated to the small business.
- All necessary paperwork is completed.
- Laboratory claims a credit on gross receipts tax equal to cost of assistance on quarterly basis.

Organizational Structure

- Each laboratory has its own team consisting of:
 - Program Lead
 - Oversees NMSBA Program
 - Responsible for Interactions with State Legislature
 - Performs Out-reach / In-reach Activities
 - Project Managers
 - Manage all NMSBA Projects
 - Match small businesses with SNL / LANL staff
 - Responsible for documentation management
 - Financial Administrator
 - Responsible for NMSBA budget and tax credit

NMSBA Advisory Council



- Reviews and prioritizes leverage project proposals
- Leads NMSBA legislative efforts
- Garneres community support and business support

- Co-Chairs: Jackie Kerby Moore and Mariann Johnston
- Membership: 15-20 Internal and External members from SNL, LANL, Small Business Owners, Economic Development/Political Leaders and Ex-Officio Members

NMSBA Project Categories

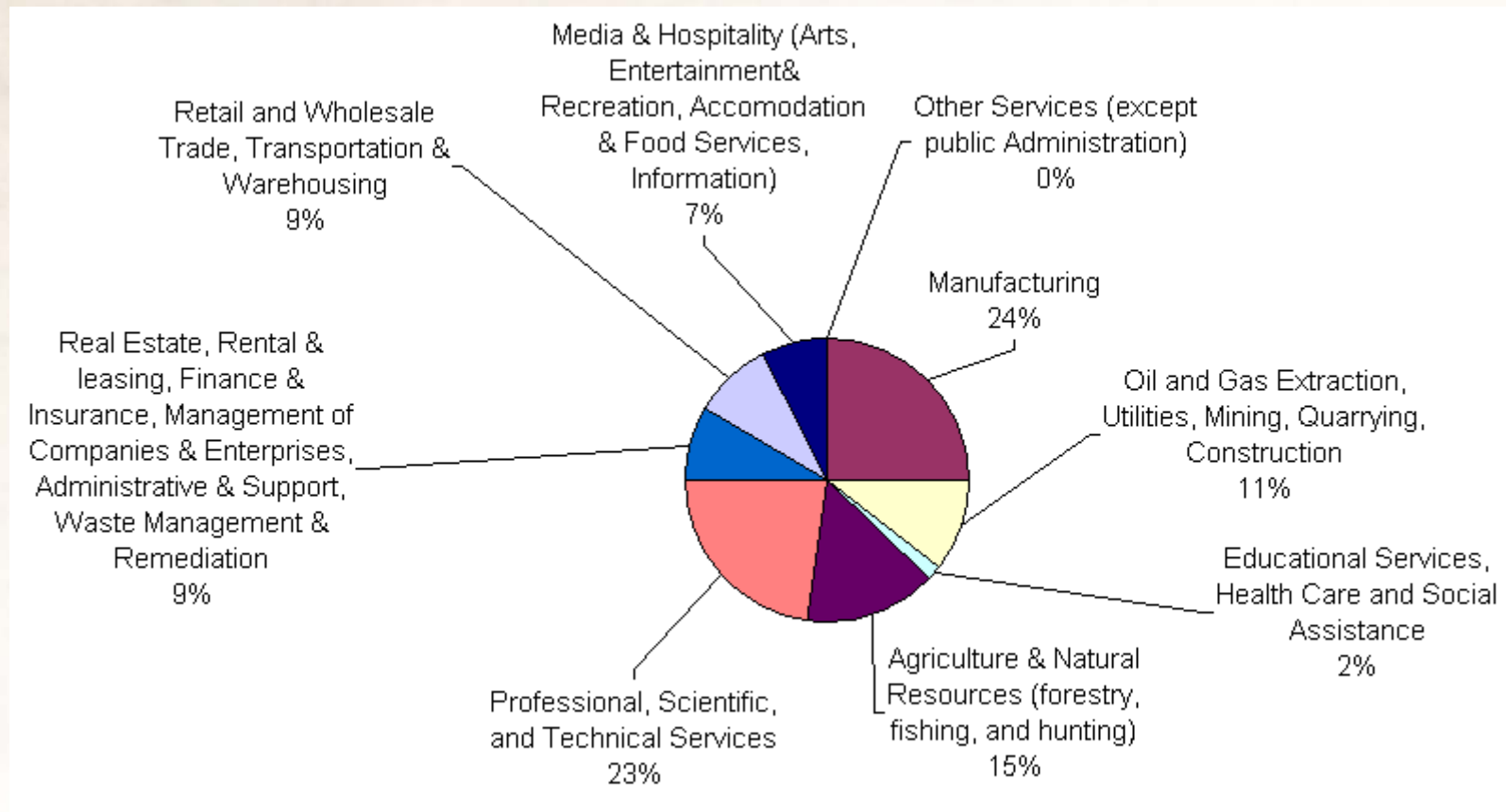


- Individual: Single business (\$10K or \$20K depending on location)
- Leveraged: Multiple (more than 1) businesses combine their allotment to address a common industry issue (Above \$40K, goes through proposal/selection process)
- Contract: NMSBA is allowed to contract with entities that can provide unique services to the small businesses.
 - Current contracts include: New Mexico Manufacturing Extension Partnership (NM MEP) and the Management of Technology assistance provided by University of New Mexico.

Program Statistics

- 2000 - 2007
 - Provided 2476 assistances to 1455 companies
 - In 32 of the 33 counties
 - In ten (10) technical areas
 - Business Development, Earth & Environmental Sciences, Engineering, Chemistry & Biochemistry, Advanced Modeling & Simulation, Materials Science, Manufacturing, Computational & Computer Science, Astronomy & Physics, Biological & Medical, and Micro- and Nano-technology
- 2008
 - Assisted 224 companies
 - Valued at \$3.316M for both labs

2008 Industry Areas of Participating Companies

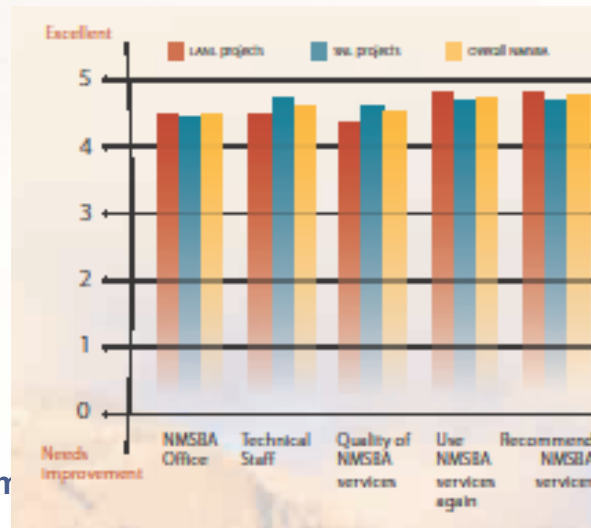


Economic Impact Results

	2000 - 2007*	2007*
Jobs Created/Retained	568	73
Mean Salary (\$)	39,406	43,451
Increase In Revenue (\$)	12,572,700	603,000
Decrease In Operating Costs (\$)	7,561,900	610,000
Investment in NM Goods / Services (\$)	5,750,870	288,000

*Surveys are performed six months to one year after completion

Customer Satisfaction



<http://www.nmsbaprogram>

Points of Contact

- LANL
 - Program Manager
 - Mariann Johnston (505) 667-4391
 - Program Leader
 - Lisa Henne (505) 667-1710
- SNL
 - Program Manager
 - Jackie Kerby-Moore (505) 845 - 8107
 - Program Leader
 - Genaro Montoya (505) 284-0625
 - Project Managers
 - Jenniffer DeGreeff (505) 844-9623
 - Leigh Watkins (505) 845-9700