

LFC

October 25, 2018

Why Are We Here

- **Inform about New Mexico Small Business Development (SBDC) Network**
- **Discuss FY20 funding request**

Together we are building New Mexico's economy,
one business at a time!

SBDC Program

The SBDC Program is designed to provide high quality business and economic development assistance to small businesses and nascent entrepreneurs (pre-venture) in order to promote growth, expansion, innovation, increased productivity and management improvement.

The SBDC program is the federal government's largest and most successful management and technical assistance program for small businesses

There are more than 1000 full time service centers

The State Office/Lead Center must establish and maintain a program control center to provide administrative services to the SBDC network within the state or territory. These administrative services shall include, but not be limited to: (1) program development; (2) program management; (3) promotion and public relations; (4) financial accounting; (5) reports management; and (6) internal quality control.

The State Office/Lead Center must have its own full-time staff, must have a separate budget and identity and, if part of a larger unit, must be a clearly distinguishable sub-unit. Staffing must include a full-time (100%) Lead Center Director who will operate and administer the operations of the SBDC network and must have full authority to make expenditures under the Center's budget as well as to manage the program activities. Other statutory requirements for the SBDC are outlined in 15 U.S.C. 648 (c)(2).

- The terms State/Region Office and Lead Center are used interchangeably, and refer to the prime recipient of Federal funds under the SBDC program from the SBA.
- The SBDC program has 63 State Offices across the US —one in each state (four in Texas and six in California), the District of Columbia, Puerto Rico, the Virgin Islands, Guam and American Samoa and their corresponding Service Center networks

NMSBDC Program

- Awarded in 1988 and annually thereafter Santa Fe Community College (SFCC) is the recipient organization for the SBDC program in New Mexico and is responsible for oversight and implementation of the program.
- SFCC receives NO funds from the grant.

What is the NMSBDC Network

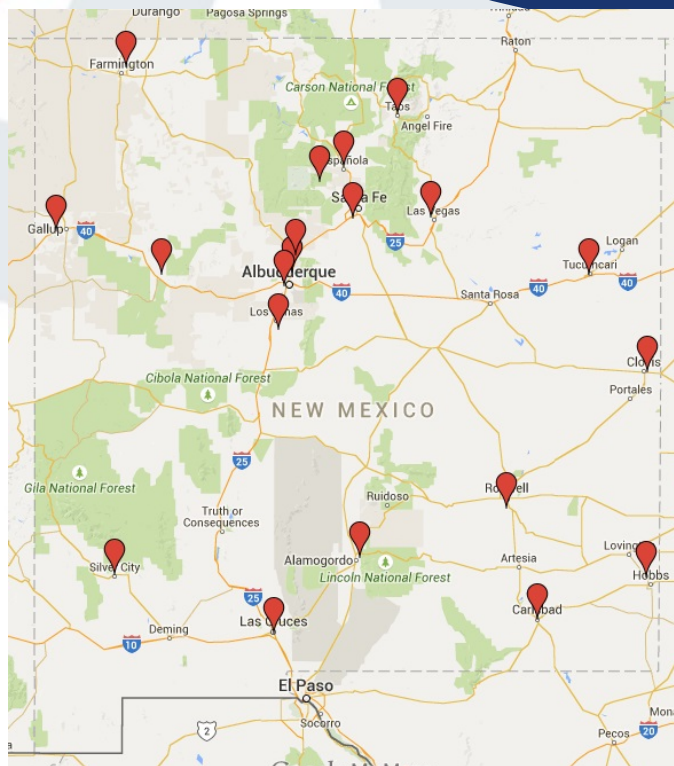
- **The SBDC network is a U.S. Small Business Administration (SBA) program;**
- **Funded by a federal grant and the State of New Mexico;**
- **With 18 service centers hosted at colleges/universities along with 7 satellite offices throughout NM ;**
- **5 Procurement Technical Assistance Centers (PTAC) - a U.S. Department of Defense program; and**
- **The International Business Accelerator in Santa Teresa in conjunction with Western New Mexico University**

What is NMSBDC Network

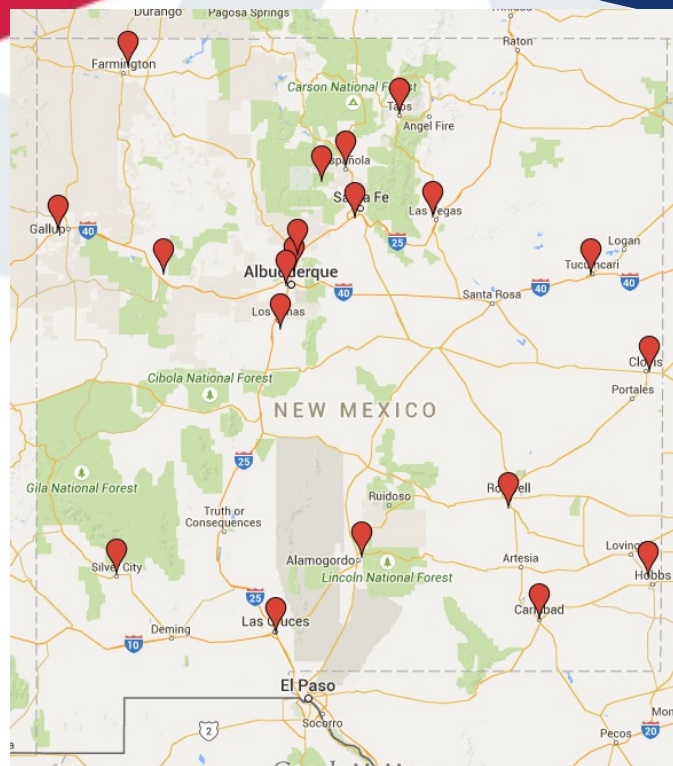
The New Mexico SBDC is the **State's ONLY nationally accredited** business assistance program. (5 year cycle)

Accreditation Visits will occur in the Fall of 2019

The New Mexico SBDC is the State's first business assistance program with an economic impact **verification system** in place.



The program is designed to leverage the strength of NM's Higher Education institutions allowing the SBDC network to provide direct assistance to both existing and potential entrepreneurs in all 33 counties of the State.



The Lead Center is located at SFCC with a total of 65 business professionals with small business management and ownership expertise within the network. Only the lead center and PTAC staff work for SFCC the rest of the network works for their host institution.

What We Do

The network develops skilled entrepreneurs and strong businesses through one on one business advising & training.

Direct hands on **NO FEE** assistance is provided in:



- Starting a new business
- Growing an existing business
- Saving a business
- Obtaining financing

No to low cost business training and workshops

PTAC is the bridge between business and government
IBA the one-stop to introduce products and services
into the global market

Procurement Technical Assistance Centers (PTACs) provide expert **Government Contracting** help at no charge, through training, one-on-one counseling, tailored to the specific needs of the business.

Teaches what businesses need to know to connect with other small businesses and agency buyers.

Funded in part through a cooperative agreement with the Defense Logistics Agency and the State of NM.

The International Business Accelerator is a one-stop shop of resources for NM businesses and individuals wishing to introduce their product or service into the global market. They offer:

- educational programs on how to export/import
- an online resource guide of international trade materials,
- an electronic database of international trade leads/joint venture opportunities.
- outgoing and reverse trade missions of foreign buyers and sellers for the benefit of NM companies.
- one-on-one counseling for businesses seeking assistance in meeting their international trade objectives.
- innovative supply the supplier program.

What We Also Do

Provide **indirect access** to robust research tools:

- Bidmatch
- SBDCnet – custom research
- Reference USA – business listings by industry
- Demographics Now – GIS based demographics
- IBIS World – industry reports

Economic Benefits brought into the State

- In 2018 the program assisted clients in obtaining \$22,140,000 in Federal prime and sub contract awards.
- Since 2008 the program has assisted clients in obtaining \$141,364,814 in Federal prime and sub contract awards.
- Since 1991 the program has assisted clients with starting 9412 new businesses and obtaining \$848,329,879 in loans and equity.

Jobs

In 2018 the program directly assisted clients with creating 4038 new jobs and retaining 464 existing jobs.

Since its inception in 1989 the program has assisted clients with creating and retaining more than 28,767 jobs.

The cost per job created in 2018 was
\$2,740

ROI

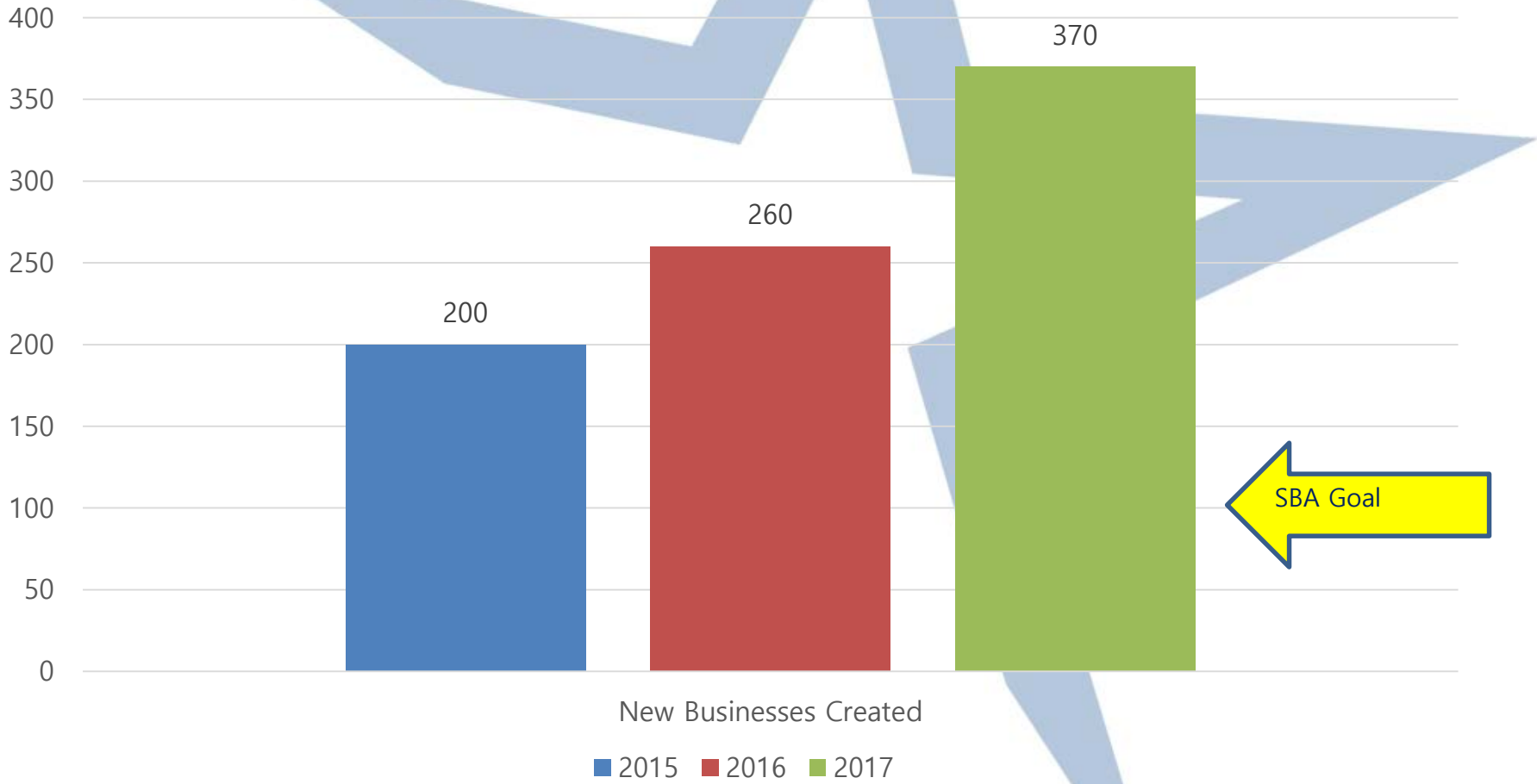
The New Mexico's investment leverages \$1,108,884 of Federal grant funding from the SBA and DLA.

New Mexico's 4.1 million investment in the New Mexico SBDC results in an estimated \$9,468,966 of tax revenue for the state.

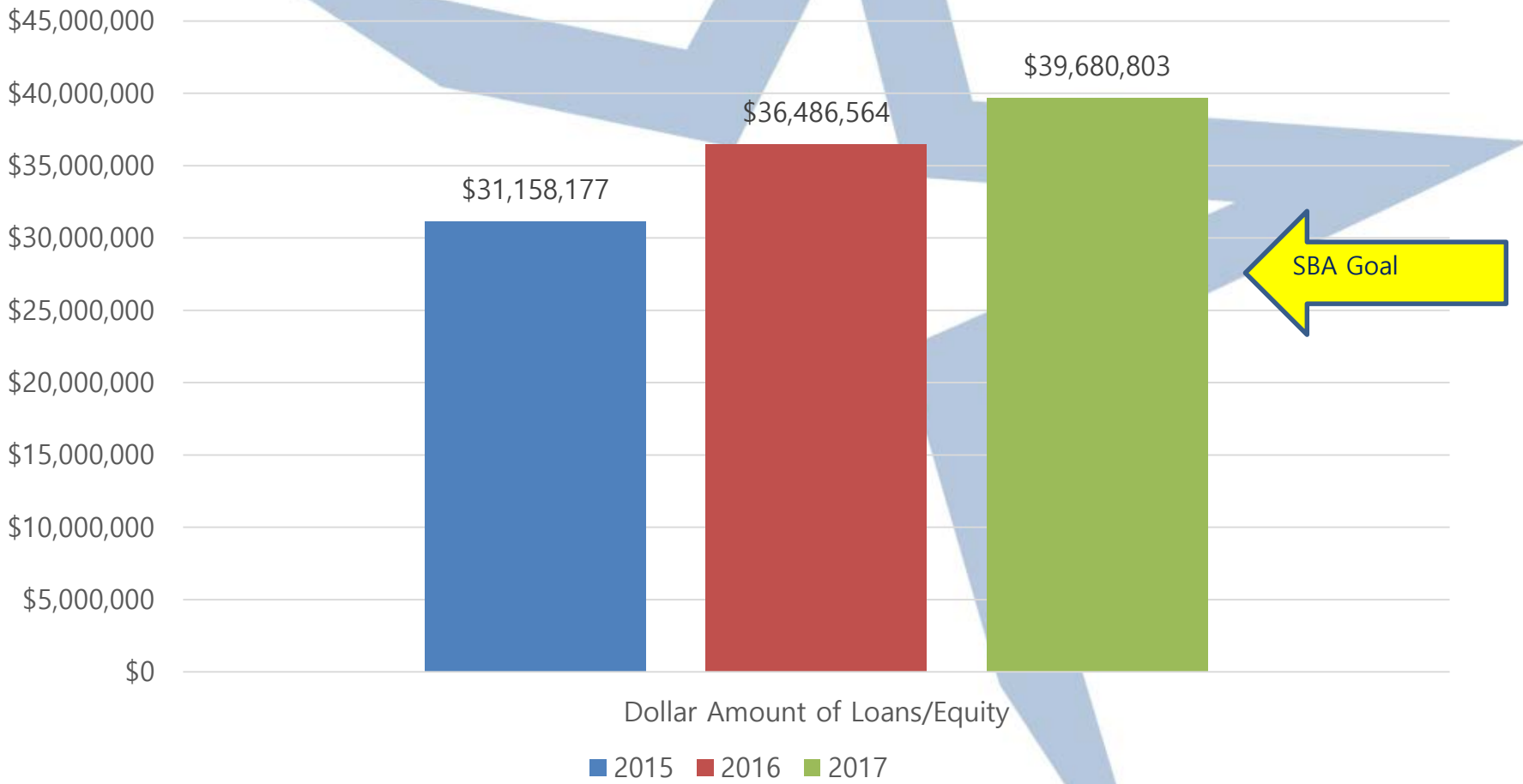
Every \$1 dollar invested into the New Mexico SBDC program results in \$2.31 of tax revenue for the state.

Every \$1 dollar invested into the New Mexico SBDC program results in \$5.40 of Federal contracting dollars flowing into New Mexico's economy.

New Businesses Created



Dollar Amount of Loans/Equity



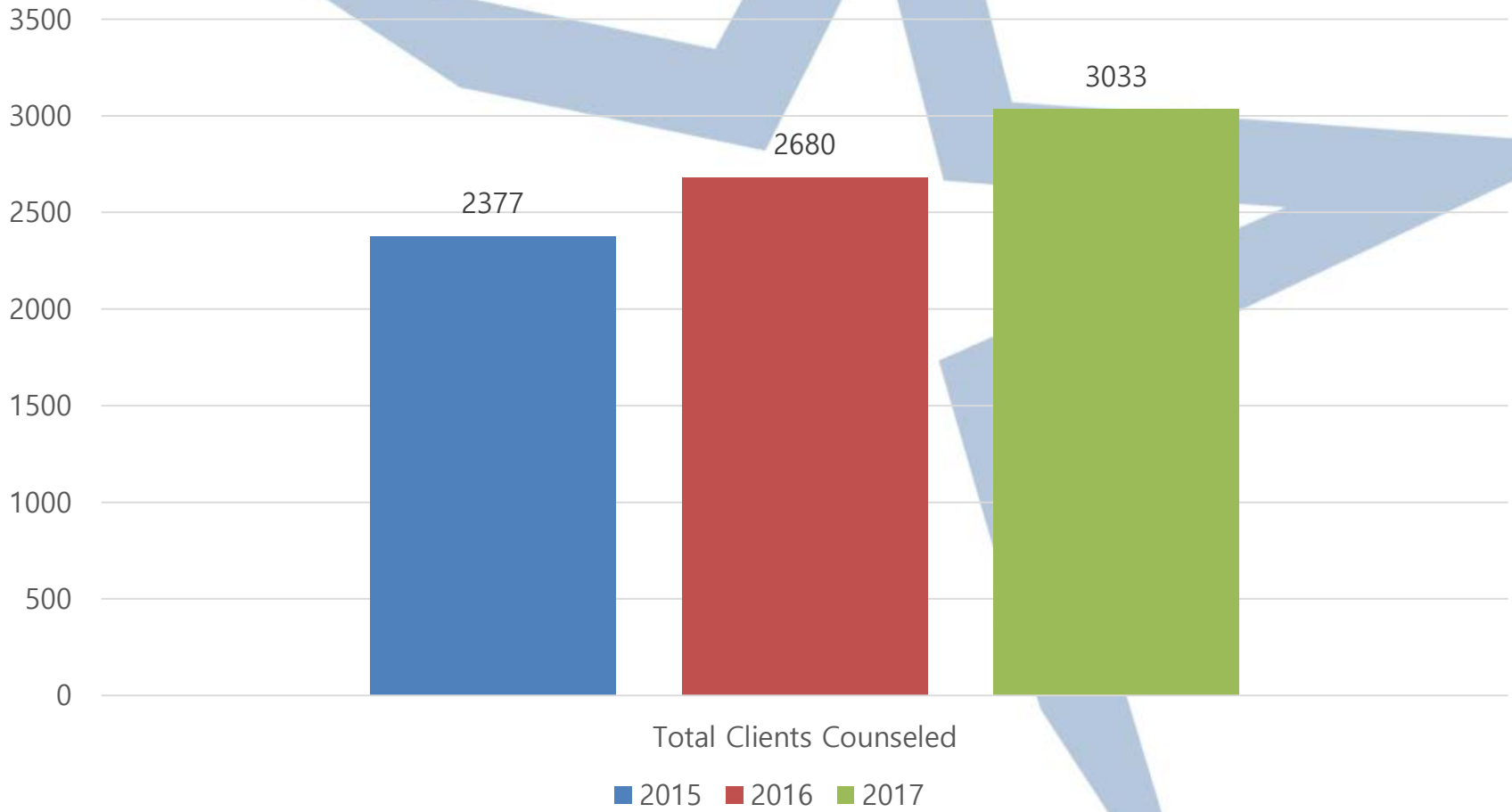
Long Term Clients



Extended Engagement Clients with Impact



Total Clients Counseled



Current Projects

- Enhanced Services to Remote Local Businesses Beyond our Current Center Locations via Virtual Advising
- Native American In-home Child Care Business Assistance
- Solopreneur Guides and Training
- Expand International Trade Impact through Supply the Supplier

Current Projects 2

- Facilitating SBA Resource Partner Collaboration. SCORE, WESST, VBOC, SBDC
- Establishing SBA Resource Partner Disaster Assistance Response Team.
- Engaging County, City and Community Leaders with SBDC Research Services.
- Furthering small business technology transfer

Funding

- NMSBDC – state - \$4,066,400; federal \$802,707
- PTAC – federal - \$576,344; state \$330,165
- IBA – state - \$142,500; Western - \$20,000

Funding 2

- Past cuts:
- 8% since FY15
- Compensation increases - \$0 received a few years ago, and \$10,800 for current year at a cost of over \$61,000 = loss of \$50,000
- Over \$1 million in total

RPSP FY20

- NMSBDC – continue present amount
- PTAC – continue present amount
- International Trade – increase of \$258,500

QUESTIONS/COMMENTS

Thank You For Your Continued Support of Small Businesses in New Mexico!



The New Mexico Small Business Development Center Network

- Centers Statewide
- No-Cost confidential business consulting
- Low-cost business training workshops
- Certified business professionals

The NMSBDC is funded in part through a cooperative agreement with the U.S. Small Business Administration. All options, conclusions or recommendations expressed are those of the NMSBDC and do not necessarily reflect the views of the SBA. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance.