

*Solving New Mexico's Small Business Challenges*

## OVERVIEW

The New Mexico Small Business Assistance Program provides free technical support from Los Alamos and Sandia national laboratories to for-profit small businesses throughout the state. This support is offered as Lab expertise and resources valued at \$20,000 for New Mexico small businesses located in urban areas (Bernalillo and Santa Fe Counties), and \$40,000 for small businesses located in rural areas.

## HISTORY

In 2000, the New Mexico State Legislature created the Laboratory Partnership with Small Business Tax Credit Act for the purpose of "bringing the technology and expertise of the national laboratories to small businesses in New Mexico to promote economic development in the state, with an emphasis on rural areas." In response, Sandia National Laboratories established the NMSBA Program, and in 2007 Los Alamos National Laboratory began participating. Today, NMSBA has over 20 years of success leveraging federal investment in world-class science and technology.

## PARTNERSHIPS

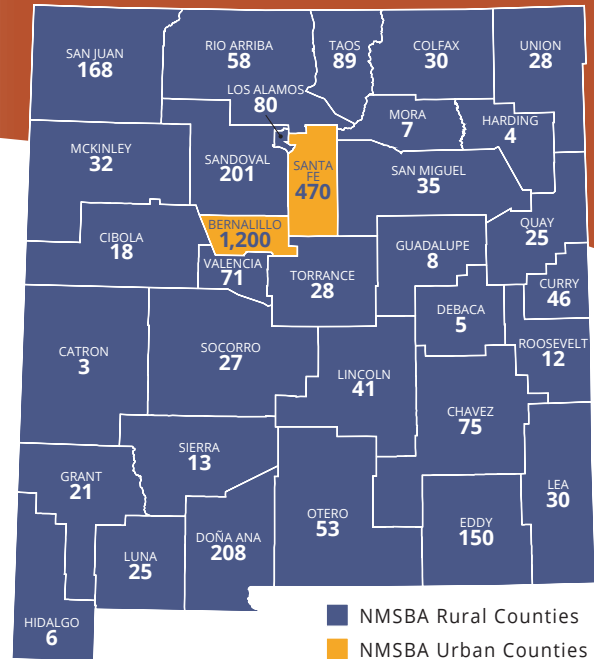
NMSBA is an effective partnership among small businesses, the state of New Mexico, and Los Alamos and Sandia national laboratories. In addition to services provided by the Labs, NMSBA contracts for unique services with the New Mexico Manufacturing Extension Partnership, University of New Mexico Management of Technology program at the Anderson School of Management, UNM School of Engineering, Arrowhead Center at New Mexico State University, and New Mexico Tech Business and Technology Management Program.

## ACCOUNTABILITY & ECONOMIC IMPACT

NMSBA is accountable to the state of New Mexico for its expenditures. Each year, NMSBA provides an annual report outlining projects and results. Economic impact is measured through client surveys conducted by Research & Polling Inc. and economic analysis provided by Robert Grassberger, PhD Economist.

## RESULTS

In **2022**, the state of New Mexico, along with Los Alamos and Sandia national laboratories, invested **\$4.55M** helping **239** small businesses in counties.



*NMSBA has provided assistance to 3,267 small businesses in all 33 New Mexico counties during the life of the Program.*

2000 - 2021\*

### Economic Impact

Small Business Jobs Created and Retained	11,116
Average Reported Salary (2021)	\$64,909
Increase in Revenue	\$485,875,734
Decrease in Operating Costs	\$275,973,900
Investment in NM Goods/Services	\$183,643,608
New Funding/Financing Received	\$248,676,530

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

2000 - 2022

### New Mexico Small Businesses Assisted

Los Alamos National Laboratory	1,181
Sandia National Laboratories	2,474
Combined	3,267**

### Rural vs Urban Businesses

Rural (62%)	2,012
Urban (38%)	1,255
Combined	3,267

### Dollar Amount of Assistance

**\$80.6M**

### Return on Investment

For every \$1.00 of tax credit invested, the State receives a return of \$1.60.

\*\* Some companies are served by both laboratories.

The NMSBA Program is a great success story and a true asset for New Mexico's small businesses. NMSBA has had a very positive impact in the state in terms of job creation, job retention, and economic development.

— Brian Sanderoff, President, Research & Polling Inc.

## WHAT BUSINESSES ARE SAYING ABOUT NMSBA



### Predicting siRNA Leveraged Project - Los Alamos, Sandoval, and Santa Fe Counties

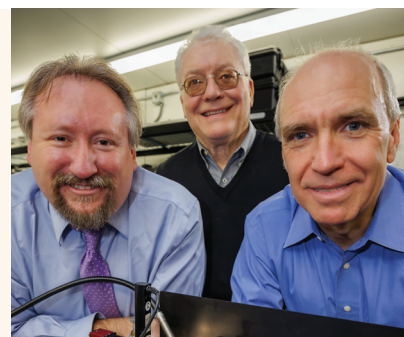
*Being able to access world-class scientists and the tools and facilities of national labs is a remarkable benefit to small businesses.*

— Bruce McCormick  
CEO, Mercury Bio LLC  
fka Spartina Biotechnologies Inc.

### High Laser Induced Damage Threshold Metasurface Phase Retarder Leveraged Project - Bernalillo County

*This Program has given us the ability to leverage Sandia's nanotechnology fabrication facility, which has been critical in taking our design from a concept to a produced test sample.*

— Alex Lovesee  
Senior Scientist, Voss Scientific LLC



### SYZYG - Grant County

*NMSBA, with New Mexico MEP, has led us to be more efficient, not just through their recommendations, but by teaching us to think more critically about our business.*

— Josh White  
Co-owner, Syzygy Inc.

### Worthington Farms - Doña Ana County

*NMSBA gives start-ups a great set of mentors and resources to answer questions about manufacturing techniques, working capital, and succeeding as an entrepreneur.*

— Kristen Worthington  
Owner, Worthington Farms LLC



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[NMSBAprogram.org](http://NMSBAprogram.org)

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