

THE BENEFITS ARE REAL

At the Santa Fe Business Incubator (SFBI) we understand the needs of new and emerging companies and provide the guidance needed to turn a business concept into a successful reality.

Established links with funding sources and partnerships with economic development organizations in the community make SFBI the Entrepreneurial Hub for your business.

The support and synergy found at SFBI helps entrepreneurs overcome risk, isolation and other barriers to success.

In addition, our programs and services save you time, money and resources, and give you that polished 'big company' look.

ABOUT SFBI

SFBI is a not-for-profit economic development organization and an entrepreneurial leader in our community. Since 1997, SFBI has provided a supportive environment for more than 250 entrepreneurs who had the passion and tenacity to grow a business.

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WHAT IS A BUSINESS INCUBATOR?

Business Incubators nurture the development of entrepreneurial companies, helping them survive and grow during the early years when they are most vulnerable.

The programs accelerate client business success through support services, resources tailored to new and emerging companies, onsite training and access to financial networks.

During the program and after graduation these emerging companies create new jobs, increase the tax base, and diversify the economy, enhancing quality of life for the entire community.

The success of SFBI graduates can be seen in the numbers: Over 80% of client firms remain in business after 5 years.

WHERE BUSINESSES PROSPER



Santa Fe Business Incubator
3900 Paseo del Sol
Santa Fe, New Mexico 87507

SFBI is an equal opportunity employer

Santa Fe Business **incubator**



*SUPPORTING THE GROWTH OF
NEW BUSINESS VENTURES
SINCE 1997*

STAY CONNECTED!



www.sfbi.net



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ABOUT THE PROGRAM

The Incubator accepts clients into the core incubation program on a rolling basis.

Companies can apply to be either a **Resident Client** or an **Affiliate Client**. Resident Clients have a physical presence at the Incubator while Affiliate Clients take part in the programs and services without leasing space.

Resident and Affiliate Clients are primarily early-to-mid stage companies past the ideation stage. They have validated their business idea, and typically have some customers and marketplace traction.

Resident Clients have access to:

- Office, service or production units, with flexible leases
- 24/7 access to secure 30,000 sq. ft. facility
- Use of conference and meeting rooms
- Receptionist who receives and screens visitors
- Mail and package reception and distribution
- Low cost printing and affordable high speed internet
- Break room facility and vending machine
- Ample free parking

Resident and Affiliate Clients have access to:

- Tailored business assistance and consulting
- Executive Business Coaching
- Introductions and exposure to funding sources
- Networking events, workshops and seminars

PRE-INCUBATION

SFBI has a pre-incubation program called **RUNWAY** that serves idea-stage entrepreneurs and teams.

RUNWAY is a one-on-one course that concentrates on market research and validation, customer mapping, pricing and cash flows, and business formation. RUNWAY costs \$200 and is designed to run for three months. RUNWAY is conducted on a rolling basis and participants can begin the program at their convenience.



HOW TO APPLY?

If you are thinking of starting a business, or you are a seasoned entrepreneur, SFBI is here help to remove the barriers to your success.

Visit www.sfbi.net/programs and Select **Inquire/Apply Now**

Disadvantaged, minority, and women-owned businesses are encouraged to apply.



A LITTLE OF WHAT WE OFFER



Live feedback on pitches, sales call or difficult business decisions

Discuss intellectual property questions with Santa Fe IP - a local patent firm

Patent:ly



Quarterly networking events after work for clients to connect



Invites decision makers to sit down and discuss the opportunities and challenges of doing business



One-on-one private micro-consultations with experts in various fields of business



One-on-one business coaching with trained SFBI staff

Category-specific Programming

SFBI Categories are unique groupings of industries, sectors and business models created to deliver more value to clients. They include: Service, Technology, Process & Product, and Bioscience.

Categories each include an Advisory Council made up of industry experts, resource providers, business people, and SFBI clients.