

Legislation – A True Partnership

The New Mexico Small Business Assistance (NMSBA) program is a great partnership with the State of New Mexico, Los Alamos National Laboratory, Sandia National Laboratories, and small businesses to strengthen the economy of New Mexico.

The Act Provides:

- › Up to **\$2.4M annually per lab**, in the form of a gross receipts tax credit
- › **\$40,000 worth of technical assistance** per business annually to help companies in **rural** counties
- › **\$20,000 worth of technical assistance** per business annually to help companies in **urban** counties (Bernalillo and Santa Fe)

Joint Program Impact



Assistance Provided (2000-2020):

- **\$71.7M** of assistance provided to small businesses
- **3,135** small businesses assisted – **62%** in rural NM
- **33** NM counties served

Economic Impact (2000-2020):

- **9,710** jobs created/retained
- **\$437.6M** increase in revenue
- **\$228.4M** decrease in operating costs
- **\$158.6M** investment in NM goods & services
- **\$189.1M** new funding or financing

Projected Results (2021):

- **175 – 200** small business assisted
- **\$4.4M to \$4.6M** of assistance provided to small businesses
- **20-24** counties served throughout NM

Overview

NMSBA is a mechanism for Los Alamos National Laboratory and Sandia National Laboratories to provide technical support to small businesses across New Mexico to address a wide range of business needs.

\$71.7M

Technical assistance provided by Labs since the inception of NMSBA in 2000

3,135

(2000-2020)

Businesses Assisted

33

(2000-2020)

NM Counties Served

9,710

(2000-2019)

Jobs Created/Retained



Industry Focus

Manufacturing:

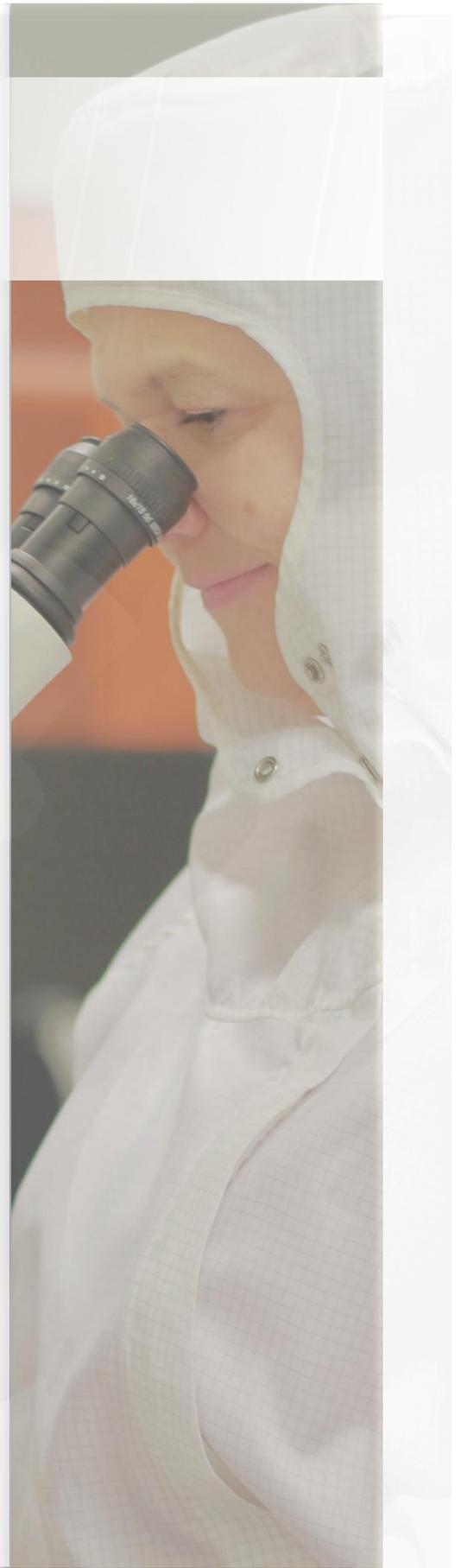
As online demand skyrocketed during the pandemic, New Mexico's manufacturers turned to NMSBA to help them establish new facilities, redesign warehousing, and facilitate efficient product selection and delivery in order improve online operations. Laboratory engineers worked with additive manufacturing companies to expand their offerings into 3D printing with advanced alloys enabling them to create new product lines and obtain new customers for their services.

Health & Bioscience:

When the pandemic struck, NMSBA worked with businesses to test the efficacy of sanitizer against multiple pathogens and develop better ways of dispensing sanitizer to ensure maximum effectiveness. Other businesses collaborated with researchers to develop high performance respirators and face masks as well as reusable personal protective equipment (PPE) with antiviral properties during a PPE shortage. NMSBA helped businesses design new methodologies to minimize contamination by pathogens. NMSBA also paired researchers with companies to develop anti-viral vaccine delivery mechanisms.

Energy & Environment:

NMSBA helped companies evaluate designs for standalone solar charging stations and novel micro generators so companies could begin manufacturing and acquire customers. Emerging Technology Ventures, an Honorable Speaker Ben Luján Award winner, approached NMSBA for help with the machine learning required to enable drone inspection of wind turbines. This assistance enabled them to create a prototype, receive a **\$200,000 grant** from the US Navy, and hire 3 new employees. Lithified Technologies, another Honorable Speaker Ben Luján Award winner, called upon NMSBA for earth and environmental science expertise to help test the suitability of Lithified Technologies' product for capping abandoned uranium mines. Positive results resulted in **\$15 million** in new revenue and **4 new hires** -- with plans to continue expanding.



Sandia National Laboratories is a multimission laboratory managed and operated by National Technology and Engineering Solutions of Sandia, LLC, a wholly owned subsidiary of Honeywell International Inc. for the U.S. Department of Energy's National Nuclear Security Administration under contract DE-NA0003525. SAND2021-11774 M



Solving New Mexico's Small Business Challenges