

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

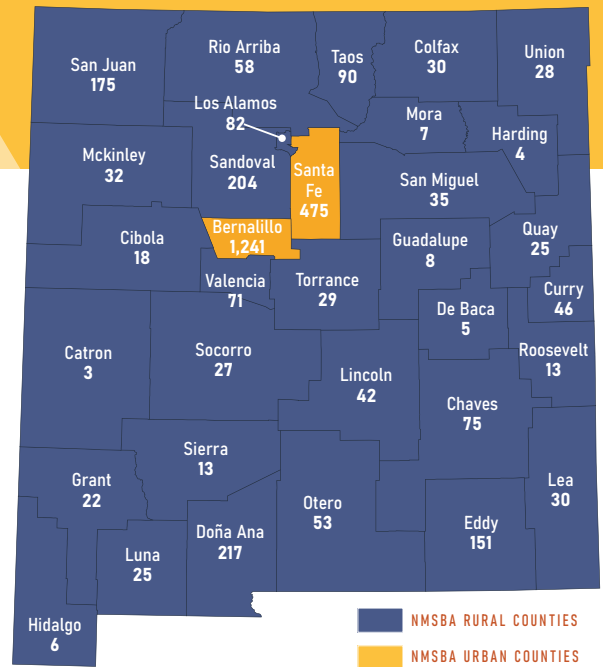
NMSBA is an effective partnership among small businesses, the state of New Mexico, and Los Alamos and Sandia national laboratories. In addition to services provided by the Labs, NMSBA contracts for unique services with the New Mexico Manufacturing Extension Partnership, University of New Mexico Management 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 **2023**, the state of New Mexico, along with Los Alamos and Sandia national laboratories, invested **\$4.49 million** helping **241 small businesses** in **21 counties** to solve technical challenges.



NMSBA has provided assistance to 3,340 small businesses in all 33 New Mexico counties during the life of the Program from 2000-2023.

2000 - 2022*

Economic Impact

Small Business Jobs Created and Retained	12,199
Average Reported Salary (2021)	\$69,730
Increase in Revenue	\$538,754,733
Decrease in Operating Costs	\$321,511,300
Investment in NM Goods/Services	\$196,570,583
New Funding/Financing Received	\$297,336,730

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

2000 - 2023

New Mexico Small Businesses Assisted

Los Alamos National Laboratory	1,224
Sandia National Laboratories	2,524
Combined	3,340**

Rural vs Urban Businesses

Rural (61%)	2,039
Urban (39%)	1,301
Combined	3,340

Dollar Amount of Assistance

\$85.1M

Return on Investment

For every \$1.00 of tax credit invested, the state receives a return of \$1.77.

**Some companies are served by both laboratories.

WHAT BUSINESSES ARE SAYING ABOUT NMSBA

“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.**



OTERO COUNTY

“The path from an idea to a prototype and functioning system is very challenging. The NMSBA Program is the launchpad from idea to reality. Such technical assistance and guidance are resources of unmeasurable value.”

Mike Lisk
Owner | **Remote Well Solutions LLC**

BERNALILLO, SANTA FE, TAOS, SANDOVAL COUNTIES

“It is a privilege to work with an institution as distinguished as Los Alamos on such a groundbreaking project and this would never have been possible without funding and organization from NMSBA.”

Bert Boyce
Brewmaster | **Santa Fe Brewing Company Inc.**



SANTA FE COUNTY

“New Mexico businesses have a phenomenal opportunity to work with NMSBA, a partnership between the New Mexico national labs, New Mexico MEP, and universities. I encourage all companies to reach out and see how they can help you grow!”

Chris Donnelly
President | **National Water Services dba FreshPure Waters**

BERNALILLO COUNTY

“Collaborating with UNM via the NMSBA Program enabled Dash2 Labs to streamline industry evaluations and fine-tune technical requirements, which is crucial for small firms yet often time consuming and resource intensive.”

John Hernandez
CEO | **Dash2 Labs Inc.**



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