New Mexico Small Business Assistance Program

NMSBA

June 2017
What is NMSBA?

a) A program that provides funding for LANL/SNL researchers to use their expertise to help NM’s small businesses solve technical problems.

b) A mechanism to provide a State of NM tax credit for LANS and SNL.

c) A way for LANL/SNL researchers to expand their horizons while helping others, thereby improving the Laboratory’s standing as a good neighbor.

d) All of the above.
Creation of NMSBA

- 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.”

- Sandia National Laboratories established the New Mexico Small Business Assistance (NMSBA) Program to provide technical support to small businesses throughout the state.

- 2007 Los Alamos National Laboratory began participating in the NMSBA program.
The New Mexico Small Business Assistance (NMSBA) Program is a joint partnership of Los Alamos and Sandia National laboratories and the state of New Mexico that provides technical assistance from national laboratory scientists and engineers to NM small businesses at no cost.
Budget and Value

- Per legislation, the NMSBA program has an annual budget of $4.8M.
- LANL and SNL each receive $2.4M per CY

Return on Investment

- For every $1.00 of tax credit invested, the State receives a return of $1.26.

Matching Investment

- For every $1.00 of tax credit invested, the labs provide a matching investment of $.80.
Project Types

- Individual project—one small business
  - $10k funding for “urban” projects (Bernalillo County)
  - $20k funding for “rural” projects (all other counties)
  - The only burden is NMSBA overhead (currently 17%)
  - Requests come in throughout Calendar Year (CY) and projects can be started any time as long as they are finished by the end of the CY
Project Types (cont’d)

- Leveraged project—multiple small businesses
  - Funding per company, same as for individual projects
  - Two calls per year:
    - January (for funding in the current CY)
    - August (for funding the next CY)
  - Two phases
    - Paper proposal
    - Presentation to the NMSBA Advisory Council
Process, in a nutshell

1. NMSBA receives request from small business
2. PM conducts intake interview with small business to verify eligibility and assistance needed
3. PM identifies appropriate PI
4. PI develops a statement of work with input from small business
5. PM produces standard NMSBA agreement for small business signature and opens cost code.
6. Upon project completion, PI produces assistance provided (CSR) statement for small business sign-off
Assistance Provided in 2016

- 2016 number of business served
  - LANL – 121 Rural; 50 Urban
  - SNL – 104 Rural; Urban 94

- 2016 Value of Assistance Provided
  - LANL – $2,399,867
  - SNL – $2.4

- The result is NMSBA served 365 small businesses in 29 counties.