



Solving New Mexico's Small Business Challenges

New Mexico Small Business Assistance (NMSBA) Program Call for Proposals 2018 Leveraged Projects

The New Mexico Small Business Assistance (NMSBA) Program is accepting proposals for calendar year 2018 leveraged projects. The program allows Los Alamos and Sandia national laboratories to apply their unique expertise and capabilities to help small for-profit New Mexico businesses solve critical challenges. Technical assistance is provided at no cost to the businesses and is rendered in the form of laboratory staff time and their use of specialized equipment and incidental materials.

Annually, each qualifying New Mexico small business is eligible to receive laboratory technical assistance equivalent to \$10K for businesses located in Bernalillo County and \$20K for businesses located in all other NM counties. Assistance requested must not be available in the private sector at a reasonable cost. The program does not provide cash or equipment to small businesses.

Through leveraged projects, the NMSBA program allows multiple small businesses that share technical challenges to request assistance collectively. Projects can be funded up to the sum of the assistance for which each participating company is eligible, with total funding from \$20K-\$100K. Leveraged projects must be completed by the end of calendar year 2018.

Proposals due:	February 2, 2018 (late submissions will not be accepted)
Submissions:	Submit proposals via fax or email SNL Proposals: Judy Hendricks, jkhendr@sandia.gov fax 505-284-9551 LANL Proposals: Kim Sherwood, ksherwood@lanl.gov, fax number upon request
Initial proposal decision:	February 9, 2018 Successful proposals will be moved forward to the next phase. Additional information and a presentation will be required.
Final project decision:	March 23, 2018

Proposals must include the following information:

1. The title of the project
2. The name and contact information for the laboratory technical staff member who will lead the project
3. A description of the proposed project including:
 - the technical challenges shared by the small businesses (250 word limit);
 - how this project will address the problem (250 word limit);
 - the laboratory capability utilized that is not available in the private sector at reasonable cost (100 word limit);
 - the anticipated economic impact the project will have on the participating small businesses (250 word limit).

Economic impact can include job creation or retention, increasing revenue, decreasing operating costs, cost avoidance, potential for funding and financing, investment in NM goods and services, etc.

4. The category that best describes the technical assistance work that will be done on the project (choose one from the following list):

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| (1) Astronomy & Physics | (7) Earth & Environmental Sciences |
| (2) Advanced Modeling & Simulation | (8) Energy |
| (3) Biological and Medical | (9) Engineering |
| (4) Business Development | (10) Manufacturing |
| (5) Chemistry and Biochemistry | (11) Materials Science |
| (6) Computational and Computer Science | (12) Micro- & Nano-Technology. |

5. Name, address (including county), and contact information for at least two New Mexico small businesses requesting the assistance.

Note: All small businesses must be for-profit, located and registered to do business in New Mexico, and meet the U.S. Small Business Administration's Small Business Size Standards (<http://www.sba.gov/content/small-business-size-standards>).

6. For each requesting company, the industry category that best describes the main activities of the business (select one industry for each company from the following list):

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| (1) Manufacturing | (6) Oil & Gas, Utilities and Mining |
| (2) Professional, Scientific, and Technical Services | (7) Educational and Health Services |
| (3) Agriculture and Natural Resources | (8) Real Estate, Finance, Insurance and Management Services |
| (4) Retail & Wholesale | (9) Other Services |
| (5) Media & Hospitality | |

A limited number of proposals will be selected to move forward. If the proposal is selected to continue, additional information and a presentation will be required. The additional information will be due March 5, 2018, and the presentation will be March 14, 2018 (in Albuquerque) or March 15, 2018 (in Santa Fe). Both will be evaluated by the NMSBA Program. The 2018 leveraged project decisions will be announced by March 23, 2018.

For more information on leveraged projects, please contact:

Kim Sherwood, 505-665-1305 (Los Alamos National Laboratory)

Judy Hendricks, 505-844-9623 (Sandia National Laboratories)