



NMEDD Rural & Small Business Strategy Conference

September 27, 2019



SBDC Program

The SBDC program is the federal government's largest and most successful management and technical assistance program for small businesses.

What is the NMSBDC Network



The NMSBDC Lead Center provides counseling and training services to the entire state at 18 subcontracted service centers hosted by colleges/universities along with 9 satellite locations. The Network also includes the Procurement Technical Assistance Centers and the International Business Accelerator totaling 65 business professionals that can be available to assist.

What We Do

The network develops skilled entrepreneurs and strong businesses through one on one business advising & training.

Direct hands on **NO FEE** counseling and no to low cost business training and workshops are provided in:

- Starting a new business
- Growing an existing business
- Saving a business
- Obtaining financing
- Access to robust research tools



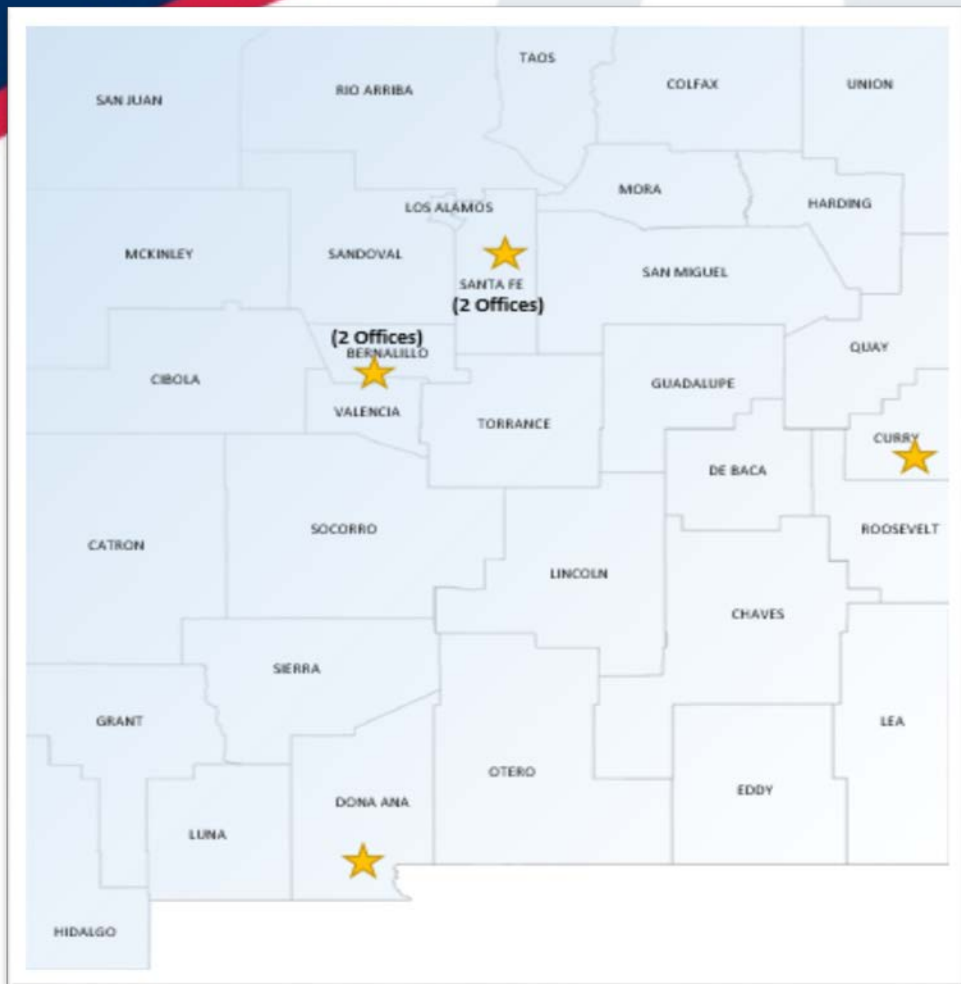
PTAC is the bridge between business and government and IBA the one-stop to introduce products and services into the global market.

Procurement Technical Assistance Centers (PTACs) provide expert **Government Contracting** help at no charge, through training, one-on-one counseling, tailored to the specific needs of the business.

Teaches what businesses need to know to connect with other small businesses and agency buyers.

Funded in part through a cooperative agreement with the Defense Logistics Agency and the State of NM.

PTAC 2



7 Procurement Advisors are located in 6 PTAC offices located in Santa Fe (lead center), Albuquerque, Las Cruces and Clovis.

How to be “contract ready”

- Register your business in government databases;
- Research strategies for accessing federal, state, and local government markets;
- Market the business to the government;
- Responding effectively to a request for proposal (RFP) and a request for quotation (RFQ);
- Obtaining federal set-aside certifications;
- federal accounting invoicing practices;
- post-award guidance; understanding government regulations

The International Business Accelerator is a one-stop shop of resources for NM businesses and individuals wishing to introduce their product or service into the global market. They offer:

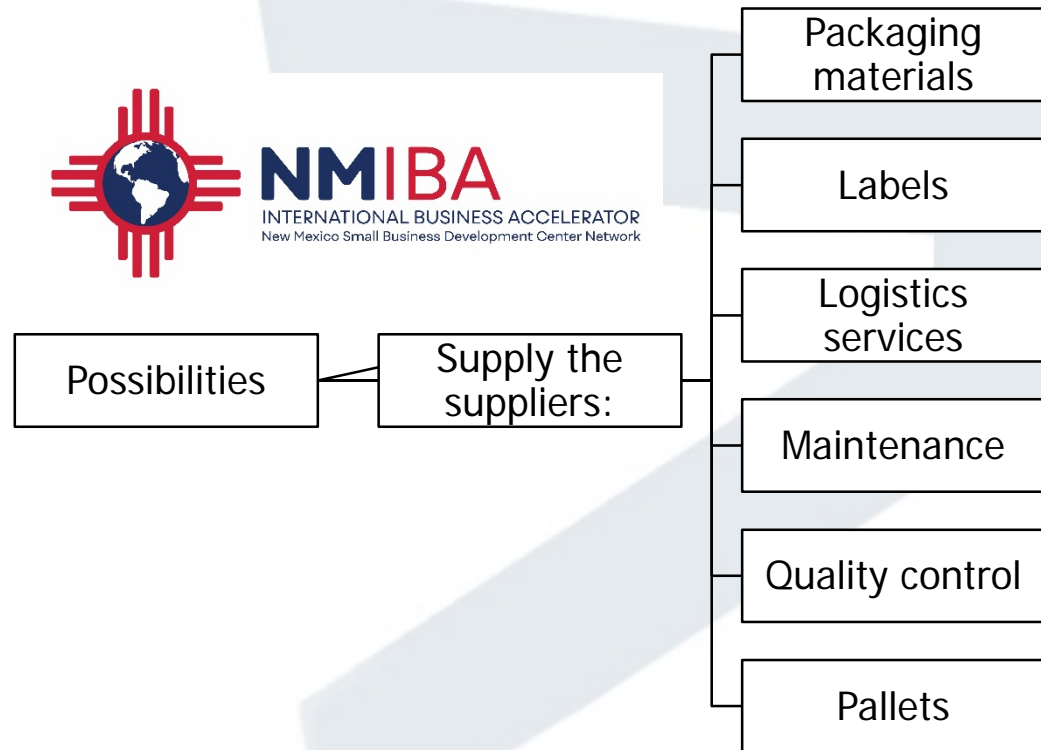
- educational programs on how to export/import
- an online resource guide of international trade materials,
- an electronic database of international trade leads/joint venture opportunities.
- outgoing and reverse trade missions of foreign buyers and sellers for the benefit of NM companies.
- one-on-one counseling for businesses seeking assistance in meeting their international trade objectives.

Strategic Advantage

building nm's supplier base

Through the IBA's *Supply the Supplier Program*, we can bring the benefits of the border directly to the rest of the state.

Santa Teresa is NM's *Built-in Market* which the rest of the state can use to develop indirect exports.



Current Projects

- Enhanced Services to Remote Local Businesses Beyond our Center Locations via Virtual Advising
- SBA Resource Partner (SCORE, WESST, VBOC) collaboration including co-counseling
- SBA Resource Partner Disaster Assistance Response Team

Current Projects 2

- Engaging County, City and Community Leaders with SBDC Research Services
- Native American small business issues
- Solopreneur Guides and Training

NMSBDC Network resources can be viewed at nmsbdc.org

Thank You For Your Continued Support of Small Businesses in New Mexico!



The New Mexico Small Business Development Center Network

- Centers Statewide
- No-Cost confidential business consulting
- Low-cost business training workshops
- Certified business professionals

The NMSBDC is funded in part through a cooperative agreement with the U.S. Small Business Administration. All options, conclusions or recommendations expressed are those of the NMSBDC and do not necessarily reflect the views of the SBA. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance.