

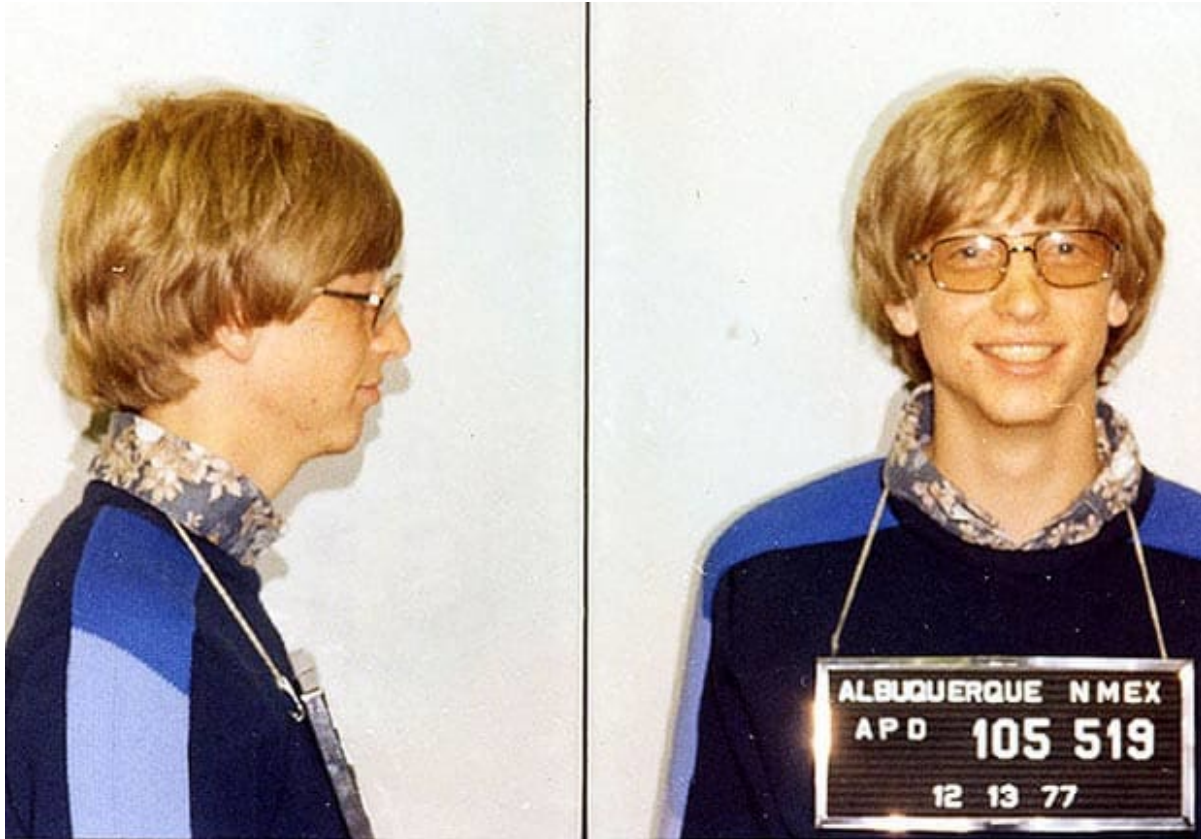


Ted Trujillo

Director

**Albuquerque & Sandoval County
Small Business Development Centers**

www.nmsbdc.org



Breaking Bad Precursor?

Bill Gates



Net worth - **\$90,000,000,000**
Started **Microsoft** in his garage in **Albuquerque**.
Richest man in the world.



Who is Jeff Bezos?





Born in **Albuquerque** on January 12, 1964

Net worth - **\$70,000,000,000**

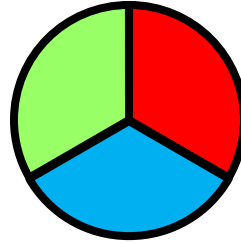
3rd Richest Man in the world.....
but gaining ground on Amancio Ortega Gaona

Amazon started in 1995 selling books online.

Which one of you will be the third **billionaire**
with an **Albuquerque** connection?

New Mexico Small Business Development Center

NMSBDC



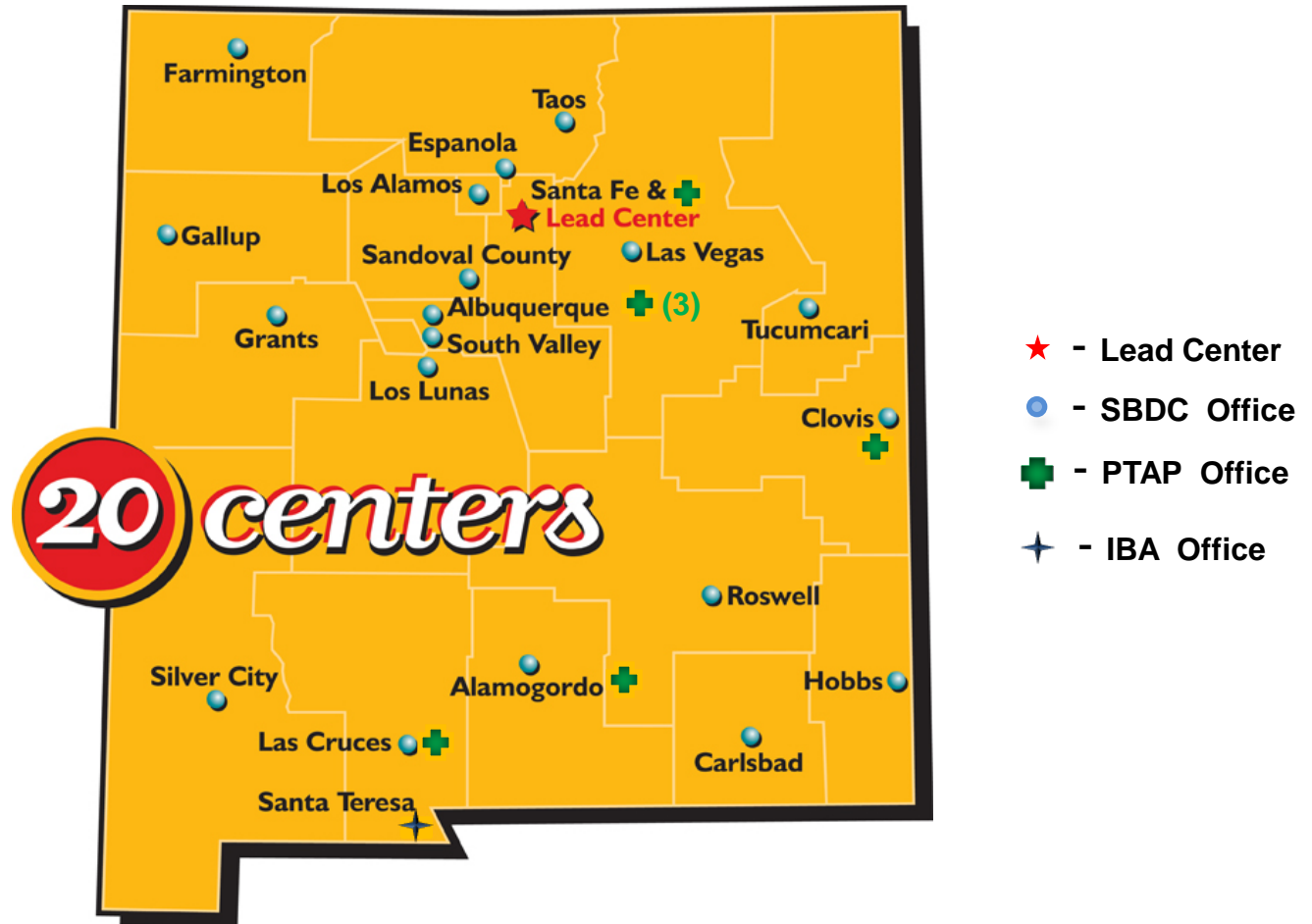
■ SBDC ■ IBA ■ PTAP

SBDC – offers **FREE** business counseling to NM small business owners and start-ups. We also conduct business training programs.

PTAP – Procurement Technical Assistance Program – Assist NM small businesses with securing governmental contracts. **FREE**

IBA – International Business Accelerator – Assists NM small businesses with expanding to international markets. Conduct trade missions. **FREE**

New Mexico SBDC Offices





Services offered by the SBDC

- Free one-on-one counseling
- Confidentiality
- Business Plan Assistance
- Assistance in developing financial statements
- Marketing assistance
- Assessing Finance options and making recommendations.
- Demographical Research
- Assistance with forming your business entity
- Etc.

Our 2015 Results in the Region & Statewide. Brought to you by the New Mexico Small Business Development Center Network

NMSBDC AREAS OF ASSISTANCE PROVIDED

Area of Consulting	Total FY 15
Business Accounting/Budget	96
Business Plan	541
Buy/Sell Business	134
Cash Flow Management	39
Customer Relations	45
eCommerce	14
Engineering R&D	18
Financing/Capital	338
Franchising	9
Government Contracting	74
Human Resources/Employee Mg't	48
International Trade	5
Legal Issues	161
Managing a Business	450
Marketing/Sales	342
Start-up Assistance	1,137
Tax Planning	124
Technology/Computers	19
Other	7
Total Start Up Assistance	1137
Total Existing Business Assistance	2464

JOBS CREATED AND RETAINED FY 2015

	TOTAL JOBS	CREATED	RETAINED
TOTAL FY 2015	1,419	977	442
July 1989 to Sept. 2015	26,367	21,113	5,254
SBDC	977	76	217
PTAP	260	166	194
IBA	82	51	31

CAPITAL FORMATION

	Amount	No. of Bus
Total FY 2015	\$30,960,154	289
July 1992 to September 2014	\$734,901,596	5,179
TOTAL #	\$765,861,750	5,468

NEW BUSINESSES CREATED

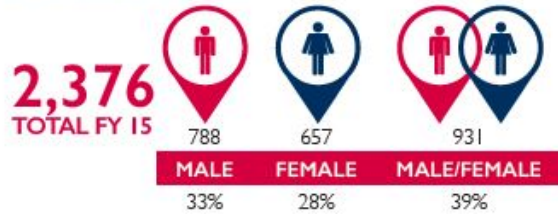
Time Period	No. of Bus.
Total FY 15	198
July 1991 to September 2014	8,566



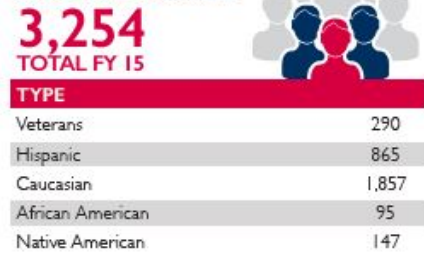
Program	Cents Served
SBDC	2,376
PTAP	604
IBA	53

CLIENT ACTIVITY 2015

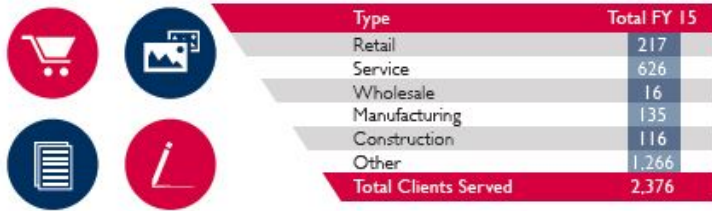
CLIENT GENDER



CLIENTS SERVED



INDUSTRIES SERVED



SEMINARS AND WORKSHOPS

PROGRAM	TOTAL FY 15	ATTENDEES
SBDC	381	3,855
PTAP	60	1,466
IBA	57	3,363
TOTAL	498	8,684



PROCUREMENT TECHNICAL ASSISTANCE PROGRAM

2008 to PRESENT	
943 # of Prime Contracts	\$158,464,781 Dollar Value of Prime Contract Awards
146 # of Subcontracts	\$26,114,580 Dollar Value of Subcontract Awards
TOTAL	\$184,579,361



INTERNATIONAL BUSINESS ACCELERATOR

EXPORTS
\$43,789,264

IMPORTS
\$5,595,780

BUSINESSES STARTED
74

JOBS CREATED & RETAINED
744

EQUITY INVESTMENTS
\$50,751,948



Thank You & Good Luck!

