

ANNUAL REPORT 2010 PERSPECTIVES



10  **NMSBA**
Y E A R S Los Alamos National Laboratory
Sandia National Laboratories

Solving New Mexico's Small Business Challenges

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Solving New Mexico's Small Business Challenges



“The NMSBA collaboration between the State of New Mexico, Los Alamos National Laboratory and Sandia National Laboratories has been truly a valued resource to small businesses throughout New Mexico and significant to economic growth for the state. We look forward to the continued success of NMSBA and the companies who participate in this unique program to create and retain jobs.”

Jon Barela

***Economic Development Secretary Designate
State of New Mexico***



Dear Governor Martinez and New Mexico State Legislators,

We are pleased to share with you the 2010 Annual Report for the New Mexico Small Business Assistance (NMSBA) Program. This report highlights results from the past year, recognizes impact from the first 10 years of NMSBA, and celebrates a national award.

During 2010, while tough economic times continued to dominate the headlines, NMSBA was sought out by small businesses in New Mexico who used NMSBA as a tool to help grow and sustain their companies. Thanks to the Laboratory Partnership with Small Business Tax Credit Act, the State of New Mexico, along with Los Alamos National Laboratory (LANL) and Sandia National Laboratories (SNL), invested over \$4.5 million. These funds went to support 339 small businesses in 27 counties throughout the state, mostly in rural areas.

Highlights from NMSBA in 2010 demonstrate the impact within various industries in all corners of New Mexico. An alpaca fiber processor in Ruidoso turned to SNL for design consultation on a metal fabricator for a smaller, more efficient baler for the alpaca grower community. Local farmers in the Española Valley collaborated on a sediment and water management study to help implement water resource practices that will help preserve the Santa Cruz reservoir capacity for future crop production. A coffee company at the Albuquerque International Sunport reduced their assembly space by 70% and assembly time by 60% after NMSBA worked with them to create a value stream map to identify opportunities for improvement.

During the first 10 years of NMSBA, the impacts of the program on our state's small businesses resulted in jobs created and retained, increased revenues, decreased operating costs, more investments in New Mexico goods and services, and new funding opportunities. Since 2000, 1,736 businesses have been assisted, 1,549 jobs have been created or retained, and \$25.2 million of technical assistance has been provided by our two national laboratories. NMSBA has assisted businesses in all 33 counties in New Mexico.

Our partnership with the State over the past decade resulted in NMSBA receiving the *National Award for Excellence in State and Local Economic Development* from the Federal Laboratory Consortium (FLC), a nationwide network of federal laboratories that provides a forum to develop strategies and opportunities for linking laboratory mission technologies and expertise with the marketplace.

Thank you for your continued support of NMSBA, allowing the State of New Mexico to engage our national laboratories and the small business community in promoting economic development throughout our great state!

Sincerely,



Mariann Johnston
Los Alamos National Laboratory



Jackie Kerby Moore
Sandia National Laboratories

PROGRAM INFORMATION

OVERVIEW

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.” As a result, SNL established NMSBA to help small businesses throughout the state by providing technical support. LANL began participating in 2007.

During 2010, NMSBA assisted 339 small businesses and celebrated 10 years of innovation for small businesses across the state.

NMSBA is committed to:

- ▣ Solving small businesses’ critical challenges with national laboratory expertise and resources
- ▣ Influencing New Mexico business development by building capacity, capabilities, and competencies
- ▣ Acting as an advocate for small businesses through an entrepreneurial culture

NMSBA has assisted small businesses in New Mexico acquire knowledge and technology that will help them compete. The program enables these businesses to reach

developmental goals, create products for commercial use, and increase profitability. Participants receive consulting on viable business and operational alternatives from the laboratories’ technical experts. While each company utilizes NMSBA in a different way, all use it as a means to maintain or grow their businesses.

NMSBA makes a statewide impact by:

- ▣ Enabling New Mexico small businesses to access cutting-edge technology
- ▣ Increasing New Mexico small businesses’ technical sophistication and capabilities
- ▣ Sharing knowledge and resources between laboratory personnel and small businesses to address issues and develop real-world applications

Assistance is provided in the form of lab staff hours valued at up to \$20,000 per calendar year for businesses located in rural counties and \$10,000 for businesses located in an urban county (Bernalillo County). The total amount of assistance is capped at \$2.4 million annually for each laboratory. The assistance that NMSBA provides cannot be available in the private sector at a reasonable cost. Furthermore, no equipment or cash can be given to a company.

TYPES OF SMALL BUSINESS ASSISTANCE

Individual Projects

Individual projects involve a single New Mexico for-profit small business. Projects address challenges specific to the business that can be solved with national laboratory expertise and resources. Technical assistance challenges are wide ranging. Requests for individual projects are accepted by NMSBA year-round until funding is exhausted.

Leveraged Projects

Leveraged projects allow a group of small businesses that share technical challenges to collectively request assistance. Leveraged projects address issues that are too large or complex to solve through an individual project. Proposals for leveraged projects are reviewed once a year by NMSBA and its advisory council.

Contract Projects

Legislation allows NMSBA to contract with entities that have the capability to provide small business assistance services not available in the private sector at a reasonable cost. Current contracts include:

New Mexico Manufacturing Extension Partnership (NM MEP) for training and assistance in the areas of quality and lean manufacturing principles

Management of Technology (MOT) program at the University of New Mexico (UNM) Anderson School of Management for technology road mapping and assessments to determine the market potential of a technology and provide an evaluation on methods for market penetration of the technology

New Mexico Tech (NMT) for evaluating a technology or technical issue facing the small business. The assessments are provided by a cross-functional team of NMT staff and students in management, engineering, and computational sciences

New Mexico State University's (NMSU) Arrowhead Center for technical assessments including assignment of a Technology Readiness Level (TRL) and aiding in commercialization of viable small business technologies

FUTURE DIRECTION

NMSBA engages in ongoing evaluation and implementation of strategies to maximize the economic benefit for small businesses and the state.

As NMSBA moves into its second decade, it will continue to reach out to New Mexico small businesses in order to better understand their needs. NMSBA will also expand initiatives to provide technical assistance to companies in underserved counties. NMSBA will aggressively pursue goals of broadening the types of businesses served, as well as leveraging an even wider range of expertise and technical capabilities available from the national laboratories.

By collaborating with New Mexico universities, NMSBA will provide additional services and training to promote the development of New Mexico small businesses. In addition, program management at both LANL and SNL continue to develop relationships with other business support programs to create a network of resources for their clients. These relationships will provide small businesses with an even greater variety of business development services that can help them build capabilities, attract funding, expand capacity, and create high-wage jobs resulting in increased revenues for New Mexico.



CELEBRATING
10 YEARS OF
RESULTS



1,736

BUSINESSES ASSISTED

1,549

JOBS CREATED/RETAINED

\$25.2M

TECHNICAL ASSISTANCE
PROVIDED BY LABS

NMSBA ASSISTED BUSINESSES IN ALL
COUNTIES IN NEW MEXICO

33

CELEBRATING 10 YEARS OF SUCCESS

ARMED RESPONSE TEAM, INC.

The Armed Response Team, Inc., (ART) was founded in 2004 by a group of retired Albuquerque Police Department officers to address the inability of police to respond promptly to burglar alarms. The company fills a unique

need by having armed personnel respond in person to locations where intrusion alarms have occurred.

To grow the business, ART wanted to provide security for outdoor storage and construction yards. Securing such locations has long been expensive and ineffective, and the company realized that new technology would be needed. Through NMSBA, SNL Principal Investigator David Furgal helped ART identify and evaluate video motion detection technology. Later, LANL Prin-

icipal Investigator Kirk Ellard evaluated solar and battery power technology to power outdoor security systems.

“Our partnership with NMSBA has absolutely paid off,” says Meurer. “The expertise of our national labs allowed us to get into the marketplace faster, at a lower cost, and with better technology.” Building on the company’s growth from 6 to 33 employees and a 70% increase in revenue, ART plans to expand into additional markets by 2012.



CLEANAIR SYSTEMS

CleanAIR Systems of Santa Fe offers innovative technology to clean the emissions of large diesel engines. Controlling emissions for activities such as electricity generation, oil drilling, and marine applications is a \$12 billion worldwide business, driven by government regulations to reduce emissions.

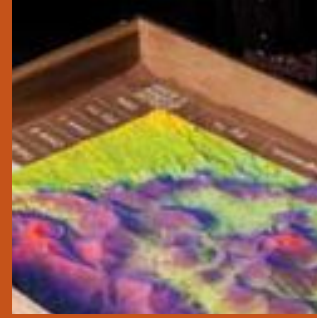
In 2001, CleanAIR Systems was one of the first small businesses assisted by NMSBA. By conducting experiments on diesel engine exhaust samples, SNL Principal Investigator Ted Borek tested and verified CleanAIR’s

catalyst system. “It made a huge difference to customers to have SNL evaluate our products’ performance,” says Roach. “The State of New Mexico and our national labs do a great job of providing access to scientific expertise and equipment at no cost.”

Over the past 10 years, CleanAIR has achieved substantial business success. Caterpillar, Inc. acquired the company in 2010. The CleanAIR facility in Santa Fe is being expanded, and

the company’s workforce will double to 85 employees in 2011. CleanAIR has also received numerous awards for its innovative technology, including the prestigious *Environmental Protection Agency Technology of the Year Award* in 2009.





Every year, NMSBA selects projects from the previous year that demonstrated successful teamwork and had economic impact for the small business. These projects are presented with an award at the annual NMSBA Innovation Celebration.

Please join us in recognizing the projects that have been honored as Success Stories over the 10-year history of NMSBA.

2001

- Albuquerque Hispano Chamber of Commerce Leveraged Project
- Canyon Woods
- Carlsbad Irrigation District Leveraged Project
- CleanAIR Systems
- Quicktruss, Inc.
- Rio Grande Export
- Santa Fe Aerospace Corporation

2002

- Cooperative Modeling Leveraged Project
- El Kabode Tile Company
- Global Haptics, Inc.
- Providence Technologies Leveraged Project
- Sol Aqua, Inc.
- Solar Pet Homes, Inc.
- TEAM Technologies, Inc.

2003

- Beer Engineering
- Enerpulse, Inc.
- Enviro-Care Services
- Fast Ditch, Inc.
- Last Chance Water Leveraged Project
- NM Chile Taskforce - Chile Cleaning Leveraged Project
- Nickel Brand Software
- Owens Office Box
- PEMCO
- Star Cryoelectronics, LLC

2004

- Controlled Agriculture Environment Leveraged Project
- Drennan Mechanical Services, LLC
- Figaro Systems
- Meso Systems, Inc.
- Metes and Bounds
- NM Childcare Association Leveraged Project
- Olona, Inc.
- PESCO, Inc.
- Petty's Farm and Ranch
- Surfact Technologies

2005

- Arquin Corporation
- Diana's Homegrown, Inc.
- E.M. Optomechanical, Inc.
- Healthy Buildings Wood Chip Block, LLC
- Northeastern NM Educational Foundation Leveraged Project
- Queston Construction
- Southeast NM Farmer's Irrigation Research Association Leveraged Project
- Viviendas!, LLC

2006

- Altela Leveraged Project
- Fabtec Solutions, LLC
- Force Four Enterprises
- Kids Console

- La Luz Technologies
- Los Alamos Renewable Energy, LLC
- Satyrne Biotechnologies, LLC
- Visualization Sandbox Leveraged Project

2007

- Affordable Monitoring Services
- Archeobotanical Services
- Armed Response Team, Inc.
- Brown La Salita
- Carlsbad Irrigation District - Salt Cedar Leveraged Project
- Liste De Technologies, LLC
- NM Chile Association - Destemming Leveraged Project
- Sunland, Inc.
- Super-Cooled Liquid Cloud Water Inventory Leveraged Project

2008

- Cinnafilm, Inc.
- Creative Consultants, LLC
- Energy Matter Conversion Corporation
- Ffhoenix Cuivre, LLC
- Four Corners Leveraged Project
- Giggling Springs
- La Puerta Originals

- Rio Nambe Leveraged Project

2009

- Allied Medical Technologies, Inc.
- Firefly Lighting, Inc.
- ICE-LOC®
- Intor, Inc.
- Ramah - Española Leveraged Project
- Simtable
- Sustainable Resources, Inc.
- ThermaSun, Inc.
- Trinity Medical Corporation

2010

- Animal Haven Veterinary Clinic of Socorro, P.C.
- AgVentures, LLC
- Black Mesa Coffee Company, Inc.
- Concrete Impressions USA/ Jumping Bean Party Rentals
- Eldorado Biofuels, LLC
- PCRT Leveraged Project
- Pesticide Application Technologies, LLC
- Royal Fiber Spinnery
- Samitaur Medical Technologies, LLC
- Santa Cruz Sediment Management Leveraged Project



AGVENTURES, LLC

“AgVentures would never have been able to gain access to such expertise if not for the assistance provided by NMSU and NMSBA.”

Dana Heacox, President



Dana Heacox, founder of AgVentures, LLC, developed the Dairy Ozone Delivery System (DODS) to replace the costly and highly toxic chemical methods used for the prevention of mastitis and foot disease in dairy cows. DODS uses ozone, a bleaching agent that does not remain in water after disinfection and does not contribute to water and soil toxicity. It is also cheaper to use.



Heacox wanted to investigate other potential uses for DODS and approached NMSU for assistance. Through NMSBA, Chris Kientz, Dawn Hommer, and Chris Penner of NMSU’s Arrowhead Center and university subject matter experts worked with AgVentures to fully assess the technology and assign a TRL to DODS related to use in uranium remediation and as a Clean-in-Place system for disinfecting the pipes used in dairy milk production.

A TRL is an important measure of a technology’s maturity that is considered by many funding sources and potential purchasers. The highest achievable level is a TRL of 9. Results showed that AgVentures’ DODS had a TRL of 8 for both applications. The assessment also detailed the minor changes that would have to be made to promote DODS for the new market applications. The company’s success has recently drawn the interest of local investors, including the Verge Fund, which is considering AgVentures for potential investment.



ANIMAL HAVEN VETERINARY CLINIC OF SOCORRO, P.C.

“The students who worked on the project through NMT and NMSBA have been dedicated, dependable and hard-working. All of us at the clinic are looking forward to the finished product.”

Dr. Dean Wilkinson, Vice President



Record keeping is challenging for any health care business. For the small, family-owned Animal Haven Veterinary Clinic in Socorro, it was difficult to keep up with patients' needs and the Veterinary Board and U.S. Drug Enforcement Administration regulations. According to owner/operator Dean Wilkinson, Doctor of Veterinary Medicine, clinic staff was spending an inordinate amount of time manually recording incoming drugs, used drugs, and unused drugs intended for disposal.

Wilkinson heard about NMSBA through his client, Peter Anselmo, head of the Management Department at NMT in Socorro. NMSBA project lead Professor Frank Reinow and students from the Management and Computer Science departments identified the most viable practices for managing controlled substances, and then evaluated commercially available hardware and software for records management. The students identified a customized system that would meet the clinic's needs in a cost- and time-efficient manner.



After completing the NMSBA project, the student team developed a prototype software program and hardware interface for the clinic. That system is currently being tested in a computer science course at NMT. Animal Haven will begin using it once it is fine-tuned in the upcoming months.



BLACK MESA COFFEE COMPANY, INC.

“With help from NM MEP and NMSBA we were able to save between \$10,000 and \$15,000 monthly in inventory kept on hand. This was a huge improvement.”

Chris Christy, CEO and Owner

Black Mesa Coffee Company, Inc., is a certified Women’s Business Enterprise, co-founded by Albuquerque native Chris Christy, the company’s sole owner since 2001. Her company employs 43 people and generates over \$2.4M in annual sales with two retail stores and a kitchen/bakery, all at the Albuquerque International Sunport. Maintaining inventory, accepting deliveries, preparing food, and moving it to retail locations became a challenge due to airport security requirements and current renovations, which required the bakery to move temporarily to an external building.

Through NMSBA, Black Mesa Coffee Company worked with Matt Moser at NM MEP to create a manufacturing value stream map to identify opportunities for improvement. Moser and the company mapped out a new flow of products and employees between the kitchen/bakery and the retail locations inside the airport.

The result was a concise plan minimizing unnecessary transfer and reallocating storage space. In addition, preparation and assembly were assigned to individual

locations to ensure that items are kept on-site or moved the shortest distance possible. In-flight, First Class breakfast catering for Delta Airlines was reorganized and streamlined, reducing the assembly space by 70% and assembly time by 65%. The company also moved to a more just-in-time ordering approach rather than keeping large quantities of expensive inventory on hand.





CONCRETE IMPRESSIONS USA/JUMPING BEAN PARTY RENTALS

“MOT and NMSBA opened my eyes to the marketplace. While I had the vision for my product, I needed experts in business to advise me and set me on the right course.”

Silvino Suarez, Owner



As a project manager for roads, parking structures, and other large infrastructure projects, Silvino Suarez began wondering why concrete barriers couldn't be more aesthetically pleasing while at the same time being more cost- and labor-efficient. Currently, highway departments that want to implement aesthetics use a labor-intensive process: Custom molds are purchased, concrete is poured into them off-site, and then decorative elements are transported and installed at the job site. Suarez thought there had to be a better way.

Initially, Suarez worked with UNM Mechanical Engineering Professor Ron Lumia on the design of a concrete mold using recyclable plastic. Then Professor Lumia referred Suarez to Professor Sul Kassicieh and students at the MOT program at the UNM Anderson School of Management.

Through NMSBA and under the guidance of Professor Kassicieh, MOT students conducted a technological assessment and forecasting to assess the technology's

application in the marketplace. Based on their results, Suarez changed the company's name to Concrete Impressions USA, began developing a business plan, and started testing his prototype for state highway departments and construction developers.





ELDORADO BIOFUELS, LLC

“NMSBA brought the science and procedures to test our technology. We wouldn’t be where we are today without access to New Mexico’s national labs.”

Paul Laur, CEO

When Paul Laur first began working with algae biofuels, he never expected to end up in the oil fields of southeast New Mexico. With partner Alfonz Vizsolay of VM Technology, Laur quickly realized that the large amount of water required for algae production could potentially limit the scope of his business. After consulting with an investor (and former petroleum company owner), Laur learned that millions of gallons of produced water are wasted annually as an unintentional consequence of oil and gas production. It was an ideal water source if Laur could figure out how to use it.

Through NMSBA, the Chemistry Division at LANL provided research and analysis of the chemistry of the produced water and biochemistry of algae based on VM Technology’s Ultra-Violet Ozone Oxidation (UVOX) water treatment system. LANL researcher Greg Wagner demonstrated successful algal growth in treated water under controlled laboratory conditions.

The team found that the produced water in the Jal fields had the ideal constituents for algal growth and learned how to customize the treatment process for different

types of produced water. Eldorado Biofuels’ first 10-acre test bed in Jal will serve as a pilot for similar facilities that can be built on oil and gas fields statewide. It will also provide the data needed to scale up as the nation’s first 1,000-acre commercial algae facility.



PROGRAM METRICS

VALUE OF PROGRAM ASSISTANCE IN 2010

In 2010 the State of New Mexico, along with LANL and SNL, invested **\$4.6M** helping **339** small businesses in **27** counties to solve technical challenges. The following table contains the number of small businesses that received assistance from NMSBA with dollar value of the assistance for calendar year 2010, and cumulative numbers from 2000-2010.

	LANL	SNL	Total
Number of Small Businesses Served			
2010	148	194	339[†]
Rural	123	113	235 [†]
Urban	25	81	104 [†]
2000-2010*	282	1547	1736[†]
Rural	212	974	1122 [†]
Urban	70	573	614 [†]
Value of Assistance Provided			
2010	\$2,158,866	\$2,399,313	\$4,558,179
Rural	\$1,987,602	\$1,772,773	\$3,760,375
Urban	\$171,264	\$626,540	\$797,804
2000-2010*	\$5,318,857	\$19,882,511	\$25,201,368
Rural	\$4,812,219	\$15,918,354	\$20,730,573
Urban	\$506,638	\$3,964,157	\$4,470,795

*LANL began participating in NMSBA in 2007

[†]Some companies are served by both laboratories

BUSINESSES ASSISTED BY COUNTY 2000 - 2010



NMSBA has provided assistance in all 33 New Mexico counties during the life of the program

ACCOUNTABILITY & ECONOMIC IMPACT

NMSBA, enabled by the Laboratory Partnership with Small Business Tax Credit Act, is accountable to the State of New Mexico for its expenditures. It measures its economic impact through client surveys conducted by Research & Polling, Inc., and economic analysis provided by Brian McDonald, PhD Economist.

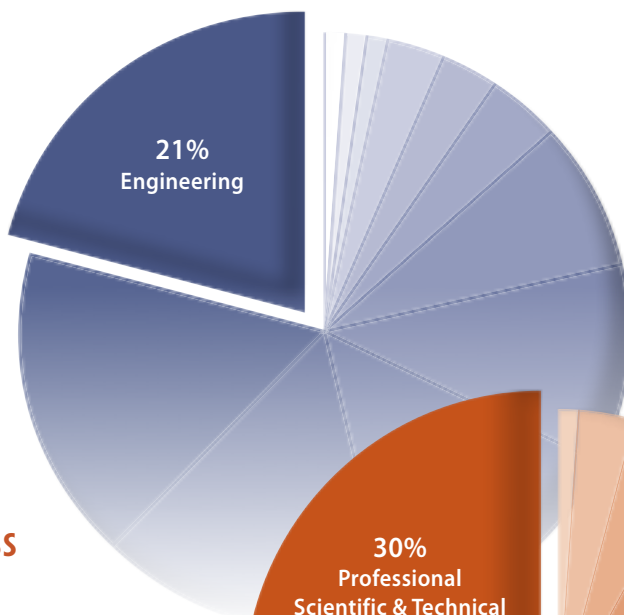
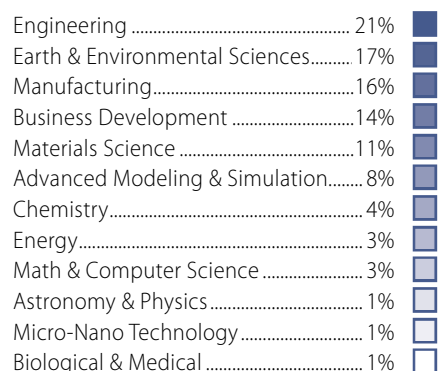
Economic Impact for Small Businesses from NMSBA Projects

	2000 - 2009*
Return on Investment (ROI)**	\$1.24
Small Business Jobs Created and Retained	1,549
Mean Salary	\$38,574
Increase in Revenue	\$82,498,526
Decrease in Operating Costs	\$45,724,004
Investment in NM Goods / Services	\$19,534,614
New Funding / Financing Received	\$17,423,750

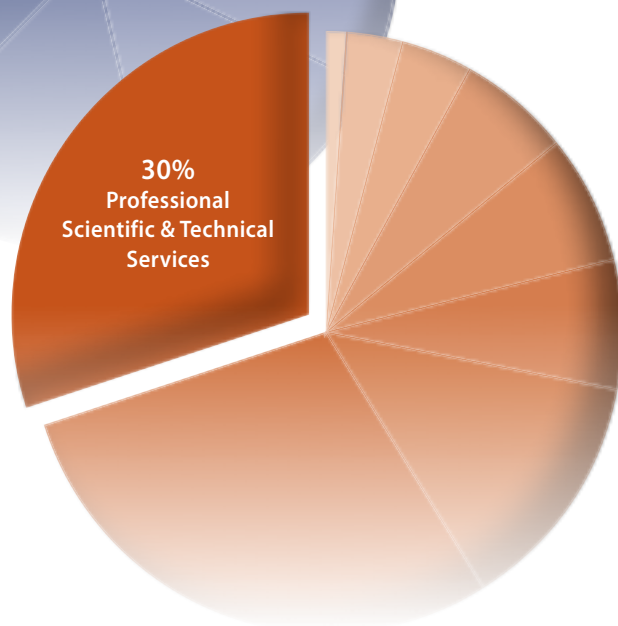
*Surveys are performed six months to one year after project completion
 **ROI is based on tax dollars generated from salaries of jobs created and retained divided by tax credit claimed by the national laboratories

NMSBA identifies the areas of technical expertise of the national laboratories and their contractors, as well as the industry sectors of NMSBA participants. This information is used to gain a better understanding of the technical challenges that were solved by the expertise and resources available.

LABORATORY CAPABILITIES UTILIZED IN 2010

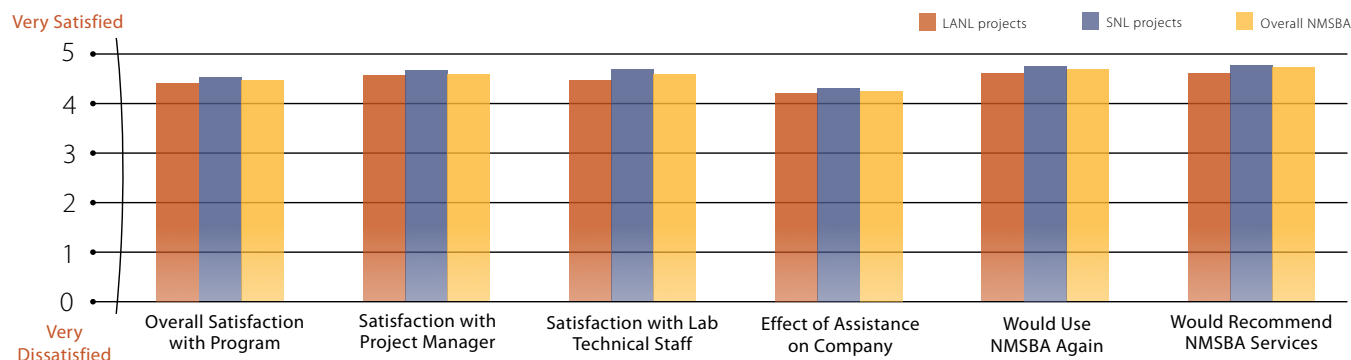


INDUSTRIES OF SMALL BUSINESS SERVED IN 2010



CUSTOMER SATISFACTION IN 2010

Each year, NMSBA hires a third party to survey the participating businesses to learn about their satisfaction with the program. In 2010, 95% of the businesses responded to the survey.





PESTICIDE APPLICATION TECHNOLOGIES, LLC

“With the help of NMSBA, the final product will benefit people in the military as well as developed and developing countries.”

Ellis Huddleston, Research Director



Annually, mosquitoes infect more than 700 million people causing at least 2 million fatalities. Ellis Huddleston, Research Director of Pesticide Application Technologies, LLC (PATco) and Emeritus Professor at NMSU, wanted to use his expertise in pesticide application and integrated pest management to design a sprayer that could decrease the number of disease-carrying mosquitoes in isolated areas.

Huddleston realized that currently available equipment can produce only a limited volume of effective mosquito spray. The rest is deposited on the ground or becomes airborne droplets that can penetrate the human lung. In addition, because power requirements of current nebulizers are too high for use in remote locations, the unit must be low power to be battery operated.

Huddleston requested assistance from NMSBA to increase his nebulizer to field-scale maintaining appropriate droplet size with low power needs. John Brockmann and Daniel Lucero, of SNL's Fire and Aerosol Sciences Department, used SNL's measurement capabilities to

examine the drop size distribution and prototyped spinning disks to address the problem. They also made recommendations on low power motors, spinning speeds, disk configuration, and the process to deliver the liquid to the disk for atomization.

Now Huddleston has a blueprint for a small, hand-held pesticide sprayer and data to prove his concept, enabling him to bid on larger contracts and get his technology out to the world. The final product will benefit those serving in the military as well as those living in developed and developing countries.





PROCESS COMPENSATED RESONANCE TESTING (PCRT)

“The ability to work directly with SNL’s aerospace experts has helped us to better understand our market and the opportunities it holds.”

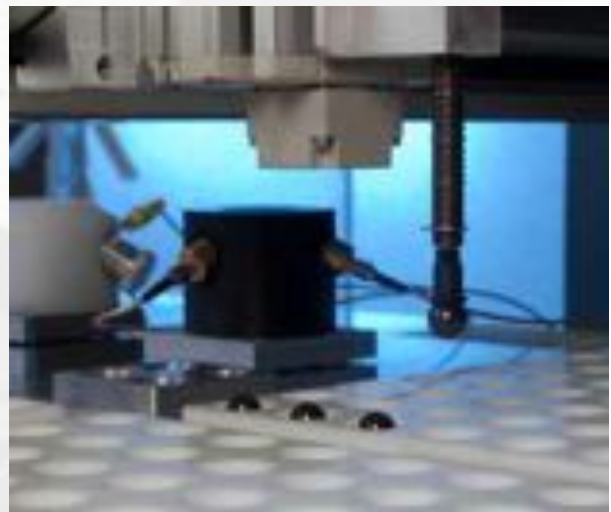
Lem Hunter, CEO of Vibrant Corporation



Process Compensated Resonance Testing (PCRT) is a relatively new technology that provides cost-effective and fast reporting on the structural integrity of components. In the aviation industry, PCRT offers increased sensitivity to defects as well as reduced engine down time and waste compared to the aviation standard, which uses sample based destructive inspection of suspect turbine blades.

Albuquerque companies Vibrant, Mechtronic Solutions, Inc., Fiore Industries, and ZTEC Instruments collectively requested assistance through an NMSBA leveraged project with SNL’s Airworthiness Assurance Non-Destructive Inspection Validation Center to compare known good and bad engine turbine blades using the aviation standard and PCRT. SNL’s Kirk Rackow, Mike Bode, and Justin Newcomer, and David Piotrowski from Delta Airlines helped the companies by comparing the two methods in a report included in an application to the Federal Aviation Administration (FAA) for an “Alternative Means of Compliance” for all airlines.

Since working with SNL, Vibrant has earned FAA approval for inspection of turbine blades for exposure to exces-



sive operating temperatures using PCRT, creating new business opportunities for Vibrant, increased contracts for the partner companies, and substantial cost savings to the aviation industry. The nation’s largest commercial aircraft maintainer, Delta Airlines’ TechOps, has received FAA approval to implement PCRT. In addition, the FAA recently recognized TechOps and Vibrant as winners of the 2010 FAA-ATA Non-Destructive Testing Better Way Award for developing and applying technology resulting in a more sensitive, reliable, and cost-effective model for inspecting and testing aviation components and systems.



ROYAL FIBER SPINNERY

“NMSBA’s attitude is, ‘Tell us what the problem is and let’s see if we can fix it.’ That’s the kind of thing that made this country great in the first place.”

Rod Dakan, Owner



Rod Dakan, the owner of America’s largest alpaca fiber processor, Royal Fiber Spinnery in Ruidoso, says the greatest challenge to the alpaca grower community is the expense and logistics of transportation of fiber. Most of the 100,000 alpacas in the U.S. exist in herds of 20, scattered in all 50 states. Moving the annual fiber clip from farms to processing centers across the U.S. is prohibitively expensive based on available wool or cotton balers. Current equipment creates bales weighing 700 pounds and measuring 4’ x 5’ x 2’, which is more fiber than most small farms would produce in a year.

Through NMSBA, Bob Winters, from Sandia’s Organic Materials Department in the Manufacturing Science and Technology Group, provided design consultation on a baler that compresses alpaca fiber to a maximum weight of 50 to 70 pounds and a size of 1.5’ x 1.5’ x 1.5’. As the design developed, a testing device was built to validate the concept, then a 3D model and detailed drawing were created for Royal Fiber Spinnery to have the baler manufactured.

Dakan has taken the design to a metal fabricator to begin production and plans to market the smaller, more



efficient baler to the alpaca grower community, as well as utilizing it in his own processing facility. As a result, he anticipates significant increases in revenue and business for Royal Fiber Spinnery.



SAMITAUR MEDICAL TECHNOLOGIES, LLC

“We are indebted to NMSBA for providing the critical initial support that got our project started.”

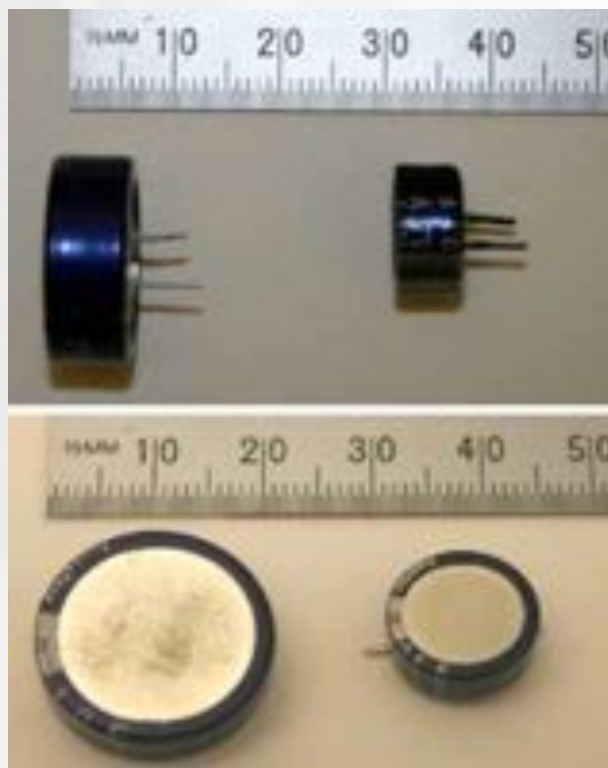
Laurie Samitaur Smith, Partner

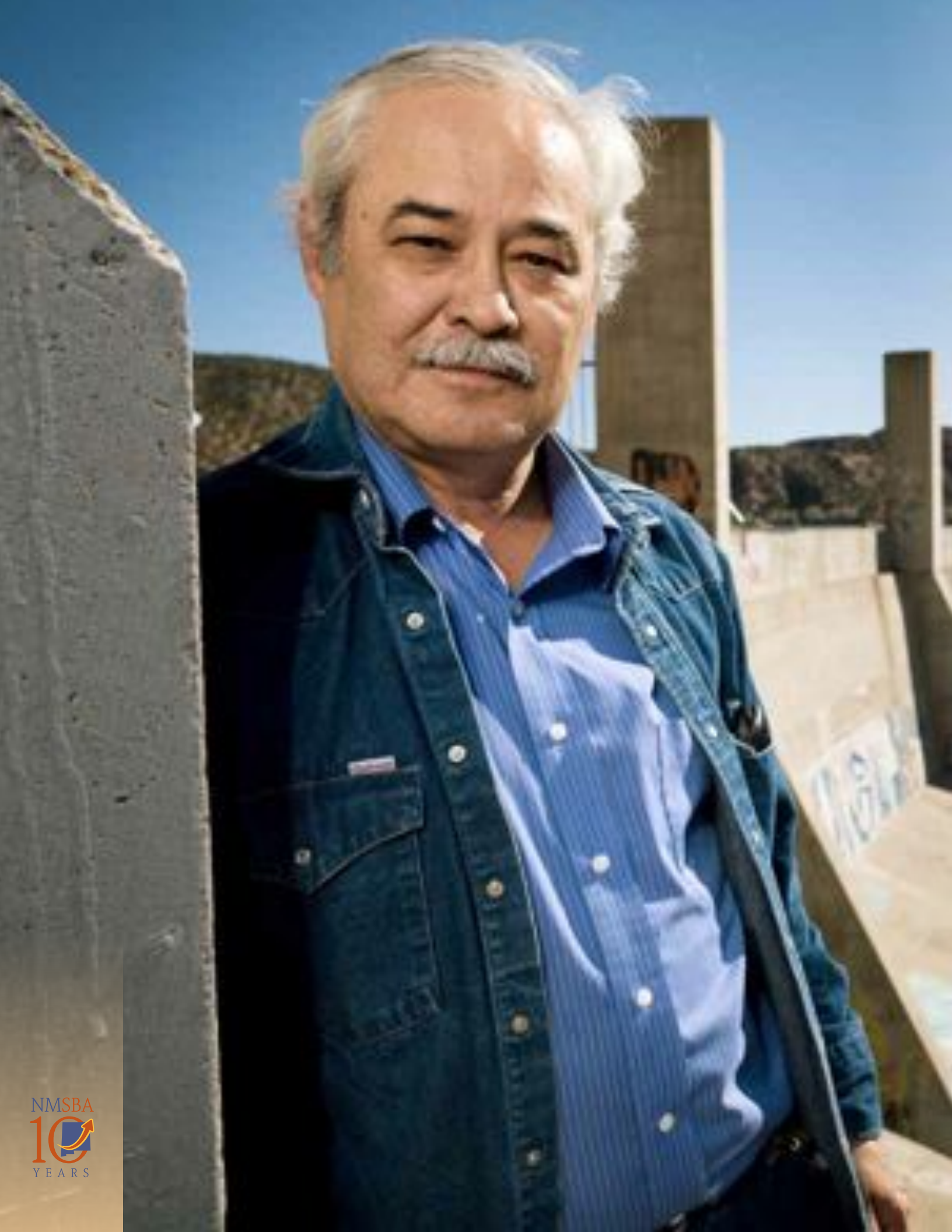
Samitaur Medical Technologies, LLC, is a start-up company seeking to transfer national defense laboratory technologies to medical applications. The objective of the company’s partners, Frederick and Laurie Samitaur Smith, was to initially focus on developing a battery that recharges in place for brain implants that regulate epilepsy, Parkinson’s disease, and other neurological disorders. Currently, recharging these batteries requires that they be surgically removed, a painstaking and often dangerous process.

Through NMSBA, LANL’s Kevin Farinholt and Gyu Hae Park conducted exploratory research to determine power sources that can potentially recharge in place. The LANL team collaborated with Antonio De Salles of the University of California, Los Angeles, a renowned brain surgeon serving as Samitaur’s lead medical representative on the project.

The NMSBA project has led to a Cooperative Research and Development Agreement (CRADA) between Samitaur and LANL for development of an

innovative miniaturized neurological stimulator. This device and its power source will serve as a prototype that Samitaur hopes to test, obtain approval for, and ultimately manufacture and distribute.





SANTA CRUZ SEDIMENT MANAGEMENT

“NMSBA prevented us from making a costly investment that would not be effective and offered better alternatives to benefit the farmers.”

Kenny Salazar, Owner of Kenny Salazar Orchard



Perched above the Española Valley, the Santa Cruz reservoir overlooks more than 1,600 farms that depend on its water. Over the years, sedimentation has reduced the reservoir’s capacity by 36%. Kenny Salazar, owner of Kenny Salazar Orchards and Santa Cruz Irrigation District (SCID) Board Chairman, is one of those farmers. In dry years, the SCID is forced

to ration its water and shorten the growing season, affecting commercial farmers like Salazar, who have used the water to irrigate their fields for generations. A multi-million dollar project is planned to raise the height of the dam and recover part of the lost storage, but any storage gains will be lost within 15 to 20 years if the sediment is not managed.



Through a joint NMSBA project, LANL and SNL leveraged their technical expertise to determine the sources of sediment and recommend solutions for its management. LANL project lead Robert Roback, SNL co-lead Jesse Roberts, and their team found that a significant amount of sediment comes from the arroyos feeding Santa Cruz Lake, with less sediment originating from the main stem of the Santa Cruz River. This finding prevented SCID—and the small businesses it represents and supports—from building a large and expensive sediment trap in the wrong location. The SCID is now pursuing plans to build smaller, lower-cost traps in the arroyos, optimizing sediment capture while minimizing expense to affected businesses.

LEVERAGED PROJECTS 2010

Lab	Project	Description	Business Participants	Counties	Funding
LANL / SNL	AltelaSM Water Desalination Technology Optimization	Optimized the design and performance of Altela, Inc.'s AltelaRain [®] technology for water desalination and decontamination through application of the laboratories' unique expertise in materials science, software modeling, simulation expertise of complex multi-parameter systems, and advanced chemistry.	Albuquerque Pipe & Pump Supply Company; Altela, Inc.; Harwood Consulting, PC; M & M Sales, Inc.; M & R Trucking; M M Fabrication, LLC; Merilatt Industries, Inc.; New Mexico Salt Water Disposal Company; RS Hughes; WPL, LLC	Bernalillo, Chaves, San Juan, Sandoval, Santa Fe	\$41,000 / \$96,000
SNL	Arsenic Removal for Small New Mexico Drinking Water Supplies	SNL worked with NM Environment Department & NM Rural Water Users Association to get authorization for alternate types of arsenic treatment systems that are applicable for rural water systems. SNL also worked with small businesses to customize the design and assess the alternate systems for feasibility. SNL provided a full report including economic analysis and details of the technology transfer from this three year effort.	AMMRE, Inc.; Davis Solutions, LLC; Desert Plastics, LLC; HydraTech of New Mexico; Pocagua Consulting; Toma Alliance Group of NM, LLC	Bernalillo, Sandoval	\$70,000
SNL	Biomass Utilization	SNL continued developing a bench scale system for converting woody biomass to pyrolysis oils with a focus on optimizing the yields and quality of the yields from the current experimental system. SNL supported visits for technology consultations to help businesses understand and apply the technology. Data from liquid, gas, and power analyses will be folded into the final economic study due at the close of 2011.	Biofuels & Energy, LLC; Cañon Forestry, LLC; Pica Services, LLC; Restoration Solutions, LLC	Lincoln, Taos	\$80,000
LANL / SNL	Desalination Technology for Coal Bed Methane Produced Water at a Four Corners Salt Water Disposal (SWD) Facility	LANL and SNL assisted companies involved in a pilot project to demonstrate clean-up and reuse of brackish Coalbed Methane produced water. Ultrafiltration and zeolites were tested for effective pre-treatment, and nanofiltration was evaluated for desalination. Treated and untreated water were then evaluated for use in revegetation of the well pad.	Advanced Wireless Communications, LLC; Air Star, Inc.; BC Water Solutions, LLC; Biosphere Environmental Sciences & Technologies, LLC; CIP, Inc.; Richard N. Arnold Consulting	McKinley, San Juan	\$48,000 / \$59,000
LANL	Detection of Bovine Tuberculosis in Cattle using a Waveguide-based Biosensor	LANL continued work on a rapid, accurate, and inexpensive pen-side test for detection of bovine tuberculosis. Detection of bovine TB biomarkers requires good antibodies that recognize them, development of assays for quantitative determination of the biomarkers, and validation of the assays in field samples. In 2010, LANL identified unique biomarkers that are secreted by the bovine tuberculosis mycobacterium and began to develop an assay that can detect these biomarkers. The next phase of the project will include animal testing of the assay.	Bluejay, Inc.; Rita Beard; Track L Ranch; Walker Brangus; Steve Washawer	Colfax, San Miguel, Santa Fe, Union	\$97,000

Lab	Project	Description	Business Participants	Counties	Funding
LANL / SNL	Development and Application of Geo-Cellular Models for Complex Carbonate Geologies	LANL and SNL developed geo-cellular earth model construction software, capable of realistically representing heterogeneous geologic properties common within the carbonate petroleum reserve formations of the Central Basin Platform of the Permian Basin. The software will generate three-dimensional earth models for input into existing suites of seismic wave propagation algorithms and calculation of synthetic seismic reflection data.	CH4NET, Inc.; El Dorado Land Corporation; HEYCO Energy Group, Inc.; Providence Technologies, Inc.; Richard Martin Geophysical Consulting; Rio Magdalena Investment Corporation; Sun Valley Energy, Inc.; Thrust Energy Corporation; Yates Energy Corporation	Chaves	\$78,000 / \$97,000
LANL / SNL	Development of Sediment Management Strategies for the Santa Cruz Reservoir	LANL and SNL determined the sources of sediment into the Santa Cruz reservoir and recommended solutions for its management. The team found that a significant amount of sediment comes from the arroyos feeding Santa Cruz Lake, with less sediment originating from the main stem of the Santa Cruz River. This finding prevented the Santa Cruz Irrigation District (SCID) from building a large and expensive sediment trap in the wrong location. The SCID is now pursuing plans to build smaller, lower-cost traps in the arroyos, optimizing sediment capture while minimizing expense to affected businesses.	Charlie Esquibel Traditional Woodwork; Galeria Ortega, Inc.; Joseph Merhege; Kenny Salazar Orchard; Mr. Q's Rentals; Ortega's Weaving Shop, Inc.; Rancho de Chimayo; Santa Cruz Farm	Rio Arriba, Santa Fe	\$100,000 / \$49,000
LANL	Development of Viable Feedstock for Cost Effective Innovative Deoxygenation Processing of Biofuels	LANL assisted small businesses with creating a scaled-down version of Cetane Energy's biofuel deoxygenation unit. The unit will be used for evaluating different feedstocks, including pyrolysis oils, and testing process parameters for the processing of biofuels.	Brininstool Equipment Sales, Inc.; Cetane Energy, LLC; Walterscheid Heifers, Inc.; Walterscheid Trucking and Farms, Inc.	Eddy	\$72,000
LANL	Electric Reliability and Costs Analysis for Santa Teresa Industrial Park, Las Cruces, NM	LANL documented and evaluated power reliability problems for small businesses located in the Santa Teresa industrial park. The LANL team also evaluated the causes of some of the power interruptions, including ground bouncing caused by crosstalk between power system conductors and individual phases, and disruptive interference during periods of power system disruptions. Possible in-plant applications of rotary UPSs or power-electronics-based active filters were identified, and possible alternative power generation and marketing options were assessed.	FPhoenix Cuivre, LLC; Glaz-Tech Industries	Dona Ana	\$35,000
SNL	E-Rad™ Radiation Detector	SNL provided mapping of the sensitivity parameters of ERad's radiation sensing platform and optimization of these parameters for two distinct end uses: personnel radiation detectors and cargo container radiation detectors.	Caldera Pharmaceuticals, Inc.; Energy Related Devices; Gram, Inc.; Leo S. Gomez Consulting; Noel Savignac Consultants	Bernalillo, Los Alamos	\$69,000
SNL	Evaluation of Process Compensated Resonance Testing (PCRT)	SNL's Airworthiness Assurance Non-Destructive Inspection Validation Center compared known good and known bad engine turbine blades using the aviation standard and PCRT. Sandia helped the companies by comparing the two methods in a report that was included in an application to the FAA for an "Alternative Means of Compliance" for all airlines in the industry.	Fiore Industries, Inc.; Mechtronic Solutions, Inc.; Vibrant Corporation; ZTEC Instruments, Inc.	Bernalillo	\$39,000
SNL	Gasoline Sensors for Environmental Monitoring	SNL assisted in the development of a volatile organic compound sensor with performance and manufacturability tailored for an application that will aid the companies commercializing the sensor.	Eberline Services, Inc.; iina ba, Inc.; TEAM Technologies, Inc.; Truchas Hydrologic Associates, Inc.	Bernalillo, Los Alamos, San Juan, Sandoval	\$65,000

LEVERAGED PROJECTS 2010 (CONT.)

Lab	Project	Description	Business Participants	Counties	Funding
SNL	Groundwater Sulfate Removal for Improving Cattle Health	SNL utilized expertise and resources developed during the Sandia Arsenic Water Treatment Technology Demonstration (SAWTTD) program to identify appropriate technologies for treatment of high sulfate groundwater. The assistance included: evaluation of applicability of existing water treatment technologies for sulfate removal from a water chemistry with major consideration given to cost and scale; development of technical guidance for a prototype water treatment system; and development of an economic analysis based upon literature and field data that can benefit the interested area ranchers with high sulfate groundwater.	McKenzie Land and Livestock Company; Singleton Ranches; Western Environmental Management Group	Eddy, Guadalupe, Torrance	\$60,000
SNL	Hydrogeological Assessment of Groundwater Distribution, Recharge, and Salinity in the Estancia Basin	SNL performed several field test activities and summarized the results to develop hydrogeologic information that leads the supporting companies to a better understanding of the groundwater resources of the Estancia Basin with respect to the brackish water in the eastern portion of the basin.	Entranosa Water and Wastewater Association; Greene Ranch, LLC; Osita Ranch, LLC; Schwebach's LLC	Bernalillo, Santa Fe, Torrance	\$62,000
SNL	Hydrogeological Assessment of Hydraulic Parameters in the Salt Basin	The project involved the assimilation of all of the hydrogeologic data collected by SNL in the Salt Basin region into a final report. The report was independently reviewed within Sandia and then distributed to the supporting companies.	Church Mountain Ranch; George Rauch Ranch; Last Chance Water Company; S/4 Ranch	Eddy, Lincoln, Otero	\$76,000
LANL	Investigation of Plasma Instability in a Multi-Cusp Fusion Power Reactor	LANL provided diagnostic assistance to companies involved in developing the next generation design of a fusion power reactor. The assistance helped the companies diagnose causes of plasma instability and the location and intensity of x-rays produced by the first generation reactor.	Decysive Systems; Energy Matter Conversion Corporation; GED, LLC; McFarland Instrumentation Services	Los Alamos, Rio Arriba, Santa Fe	\$70,000
LANL / SNL	Isotope Forensics for Groundwater Contamination: Support for Environmental, Dairy, and Mining Industries	LANL and SNL provided isotopic analysis of water samples from selected sites to discriminate between dairy and non-dairy sources of nitrates in groundwater, and between naturally occurring and mining related sources of uranium and radium in groundwater near mine sites. Participating companies received a final report providing a description of the methodology for collection of isotopic data and described the general approach for use of isotopes to evaluate contaminant provenance. The report also provided the analysis results and interpretation of the data for the sites evaluated, as an example of the application of the method.	Ashcraft Consulting, Inc.; Eco-sphere Environmental Services, Inc.; Ecosystem Management, Inc.; EnviroLogic, Inc.; Glorieta Geoscience, Inc.; Hall Environmental Analysis Laboratory; Medina Consulting, LLC; MJDarrconsult, Inc.; Perry Farms; TK Services, Inc.; WaterMart of NM	Bernalillo, Chaves, San Juan, Santa Fe	\$80,000 / \$67,000
SNL	Landfill Waste Consolidation	SNL derived a set of consolidation ratios for municipal solid waste. These ratios can then be utilized to estimate future waste settlement and consequently an increase in the landfill's effective 'air space'.	Armored Construction; Associated Surveys; TerranearPMC	Bernalillo, Los Alamos, Santa Fe	\$39,000
SNL	Ocean Pump Optimization	SNL used computational fluid dynamic modeling for design optimization and design testing of a wave-driven, upwelling ocean pump to address expected performance issues encountered under harsh ocean conditions.	Atmocean, Inc.; NExSW, Inc.; Reytek, Inc.	Bernalillo, Santa Fe	\$48,000
SNL	Sol Gel Process for Depositing Zeolite Coating on Catalyst Support Structure	SNL used their sol gel expertise to develop a process for coating reticulated ceramic or stainless steel supports with a controlled pore size distribution, well adhered zeolite coating. SNL also developed processes for doping the zeolite coating with metal ions and over coating with ceria.	Adherent Technologies, Inc.; Clear Skies Unlimited, Inc.; MMM Snowplay	Bernalillo, Otero	\$49,000

Lab	Project	Description	Business Participants	Counties	Funding
LANL	Solar Thermal Materials Compatibility	LANL conducted materials compatibility studies between various heat transfer fluids and the polymer components used in solar thermal heating systems. These studies were conducted at ambient and elevated temperatures to provide initial compatibility, as well as compatibility and aging under extreme (but realistic) environments.	Kreger Design Build; ThermaSun, Inc.; Valverde Energy, Inc.	Santa Fe, Taos	\$58,000
LANL / SNL	Super-Cooled Cloud Liquid Water Analysis Tool	LANL and SNL collaborated in the development of an automated Cloud Super-cooled liquid water Estimation Algorithm (CSEA). The algorithm can be used by the companies to calculate the instantaneous amount of cloud super-cooled liquid water from satellite data.	Chapman Realty, Inc.; Comunico, Inc.; Los Atrevidos, Inc.; Paynes Nurseries & Greenhouses, Inc.; S. Silber & Associates; Sierra Aviation, LLC; Sunland Nursery Company	Dona Ana, Santa Fe	\$79,000 / \$57,000
LANL	Technical Support for New Mexico's Renewable Energy Project "CRELA Ranches"	LANL developed an estimate of total developable wind capacity for ranches in the CRELA footprint. LANL also did in-depth studies of renewable energy potential for clusters of ranches located in areas that are close to existing or proposed transmission lines. The final report included estimates of the power generation potential for the CRELA footprint, examples of buildout plans, and estimates of the capital investment that would be needed.	Antelope Ridge Wind Farm, LLC; Brockman Ranches, Inc.; El Bigote Cattle Company, LLC; Farming Services Company of New Mexico dba FarmKo; Hutcherson Family Limited Partnership; Russell Heimann Ranch; Sage Services Group, LLC	Chaves, Curry, DeBaca, Union	\$133,000
LANL	Technical Support for New Mexico's Renewable Energy Projects "Y Bar Ranch"	The participating companies are partners in a renewable energy project development plan. LANL evaluated the wind and solar energy generation potential for the proposed project and assisted the companies with technical advice on strategy and development options.	Tierra Merced, LLC; Waverly Duggar Ranch; Y Bar Ranch, LLC	Lincoln, Otero, Santa Fe	\$52,000
LANL / SNL	Uranium Attenuation and Remediation	LANL and SNL provided assistance to NM-based companies that are working to license sites for in situ removal (ISR) of uranium by providing them with geochemical models that used different chemicals that could potentially restore the natural reduction capacity of the aquifers after the uranium is removed. The team also provided statistically defensible groundwater background values for two ISR sites, and a new hydrogeochemical modeling code and several test cases that the companies can use to model potential problems.	Comeau, Maldegen, Templeman & Indall; Daniel B. Stephens & Associates, Inc.; Hydro Resources, Inc.; Linear Point Consulting, LLC; Stewart Brothers Drilling Company	Bernalillo, Cibola, McKinley, Santa Fe	\$40,000 / \$38,000
LANL / SNL	Water Treatment in the Albuquerque and Espanola Basins and Zuni Mountains/Ramah Navajo Reservation	LANL and SNL continued to assist small New Mexico companies in the Santa Fe and Ramah areas that use or provide treatment for private wells in characterizing areas with high levels of certain drinking water contaminants and in improvement and commercialization of innovative water treatment technologies for private wells.	Good Water Company; Inscription Rock Trading & Coffee Company; National Water Services, Inc.; Noaz Sourcing Ltd, Company; Santa Fe by Design Water Treatment; Tayshas Traders, LLC; Water Lady, Inc.; Watermatters, LLC	Bernalillo, Cibola, Santa Fe	\$53,000 / \$66,000

INDIVIDUAL PROJECTS 2010

RURAL INDIVIDUAL PROJECTS

Chaves County

AgVentures, LLC
Berken Energy
Dean Baldwin Painting
Deco Veeneer
GeoScience Technologies
Rich Glo Products, Inc.

Cibola County

GreenVolt Systems, LLC
Rael's General Construction &
Cabinet Shop, Inc.
Sun King Solar, LLC

Colfax County

Accent Alternatives
Angel Fire Resort Operations, LLC

Curry County

Clean Funnel
Leslie Candy, Inc.
Ogallala - Clovis Bottlers, Inc.
Southwest Cheese Company, LLC

Dona Ana County

Abisur Medical Innovations, Inc.
FXI - Foamex Innovations
Medius, Inc.
Monarch Litho, Inc.
Northwire, Inc.
Pesticide Application Technologies, LLC
Porter Farms, LLC
Shouman Associates Engineering

Eddy County

Bar W Farms
Enchanted Herb Pantry
Johnny Reid Farms
Jurva Farms
New Mexico Texas Coaches
Oscar Vasquez Farms
RESPEC

Guadalupe County

Thompson Cattle Company

Lea County

RMS Foods, Inc.

Lincoln County

Royal Fiber Spinnery
Southwest Wind Dynamics

Los Alamos County

Adaptive Radio Technologies, LLC
Aviani Ltd.
Cottonwood Technology Group
Information Assets Management, Inc.
Manhattan Isotope Technology
North Wind, Inc.
Portage Environmental, Inc.
Samaritaur Medical Technologies, LLC
Sci Tac, LLC

Luna County

Compass Components

McKinley County

Cabinets Southwest, Inc.
M & L Programs
Navajo Spirit Southwestern Wear
Newberry & Associates, Ltd

Otero County

Affordable Monitoring Services
Applied Messaging
Tularosa Vineyards

Quay County

Jim Keith Tools
JX Cattle Company, LLC

Rio Arriba County

Asher Fire Hose Company
McFarland Instrumentation Services
R Jim Dow

Roosevelt County

DairiConcepts
Sunland, Inc.

San Juan County

Alpha Bioscience Company, LP
Aztec Machine & Repair, Inc.
Clean Can Technology, Inc.
EnviroTech, Inc.
FS Enterprises
Haulrite of Four Corners, Inc.
Henry Production, Inc.
Herbert's Welding
Jack's Plastic and Welding
King Sun Solar
Nexstar I, LLC
PESCO, Inc.
R & T Holdings, LLC
Real Green Building Systems
Shoes by Z-Coil of the Four Corners, Inc.
Terra Tersus, LLC
Worthy, Inc.

San Miguel County

Old Wood, LLC

Sandoval County

Advanced Composite Structures, LLC
AeroParts Manufacturing & Repair, Inc.
ARS USA, LLC
Corrales Innovations, LTD dba Thompson
Engineering
Focus, LLC
Hydroscience Associates, Inc.
Insight Lighting
JSA Photonics
KEWA Resources, Ltd
Mirasol Solar Energy Systems
Paverde, LLC
Seed International, Inc.
Travois Industries, LLC
VSTV Holdings, LLC

Santa Fe County

Ambient Pixel, LLC
 AMI Corporation
 Amy C. Lewis, Consulting Hydrologist
 APJeT, Inc.
 Aromaland
 Arrakis Corporation
 Center for Orthopaedic and Sports Performance
 Research, Inc.
 Centric Management Services
 Eldorado Biofuels, LLC
 EnvironX, LLC
 Firefly Lighting, Inc.
 First Serve Productions
 Heilbron Associates, Inc.
 JG - Marketing Enterprise Associates, LLC
 Lau-Nahmias, LLC
 Mesa Tech International, Inc.
 Metallicum, Inc.
 Mountain Hound, LLC

Native Son Builders, LLC
 New Mexico Biotech, Inc.
 Phelan Group, The
 Planet Forward, LLC
 Pointy Triangle, LLC
 Simfony, LLC
 Simtable
 Steady Yeddy
 Sustainable Resources, Inc.
 Vista Therapeutics, Inc.
 Vitre International, LLC
 VM Technology, Inc.
 Wartell Enterprises, LLC

Socorro County

Animal Haven Veterinary Clinic of Socorro, P.C.
 BBS Group, LLC
 Intor, Inc.

Taos County

Musicode Innovations
 PNI Institute
 Private Label Select Ltd Company
 River Brink, LLC, The

Valencia County

Jumping Bean Party Rentals dba Concrete
 Impressions USA
 Lava Living, LLC
 Pro-Fab, Inc.
 Simons Systems
 Soil Secrets, LLC
 Wall Colmonoy

URBAN INDIVIDUAL PROJECTS**Bernalillo County**

AAA Solar Supply, Inc.
 AEgis Technologies Group, Inc.
 Allied Medical Technologies, Inc.
 Analytical Solutions, Inc.
 Ardham Technologies, Inc.
 AS-Photonics, LLC
 Believe, Inc.
 Big J Enterprises, LLC
 Birdblaster of New Mexico
 Black Mesa Coffee Company, Inc.
 Century Sign Builders
 Commercial Door & Hardware, Inc.
 Concise Motion Systems
 Consolidated Service Systems, Inc.
 Continental Machining Company
 Cornerstone Technical Services
 Crestline Plastics, Inc.
 Defiant Technologies
 Desert Paper & Envelope
 Company, Inc.

Direct Power & Water Corporation
 Ecofec.com, LLC
 Edometrics
 Electro Science Technologies, LLC
 Excel Manufacturing
 Ex-El Company, Inc., The
 Friktiontek
 Gratings, Inc.
 Greenbuilt Construction, LLC
 InLight Solutions, Inc.
 Instructional Design and
 Educational Specialists, LLC
 Jade West, Inc. dba FastSigns
 Jaguar Precision Machine
 Corporation
 Kinesio
 Ktech Corporation
 Leather Wranglers
 Life BioSciences, Inc.
 Linac Systems, LLC
 Lumidigm

MacAleese Companies, Inc., The
 dba Safe Zone Systems
 Machining Solutions, LLC
 Magic Machine Company
 Management Sciences, Inc.
 Manuel Figueroa
 Masha Manufacturing, Inc.
 MPS, Inc. dba Formulab
 New Mexico Clay
 New Mexico Mail Sort
 OGB Architectural Millwork, Inc.
 Osuna Development
 Precision Grinding, Inc.
 R. T. Hicks Consultants
 Roberson Construction
 Company, Inc.
 Royal Pacific
 SBA Materials, Inc.
 Senior Scientific, LLC
 SK Infrared, LLC
 Skorpios Technologies, Inc.

Software Solutions, Inc.
 SoilCo, LLC
 Soilutions, Inc.
 Southwest BioFuels, LLC
 Sun Country Industries
 Taycar Enterprises, Inc.
 TPL, Inc.
 Treeline Consulting, LLC
 Turquoise Trail Films, LLC
 Union Development Corporation
 Unirac, Inc.
 US Hydrants, LLC
 VeraLight, Inc.
 Waterjet Cutting, Inc.

10 YEARS OF INNOVATION CELEBRATION



On April 7, 2011, NMSBA hosted the 10 Years of Innovation Celebration at the Indian Pueblo Cultural Center in Albuquerque. The Success Stories throughout this publication highlight the companies that were recognized at the event.

The photos above capture the spirit of the celebration.

NATIONAL RECOGNITION AWARD CEREMONY

2011 Federal Laboratory Consortium

*National Award
for Excellence
in State and Local
Economic Development*



ACKNOWLEDGEMENTS

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- ▶ Thank you to each and every Company for participating in NMSBA and for creating jobs and economic wealth for New Mexicans.
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Naomi Engelman

Regional Development
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David Meurer

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Tucumcari Economic Development

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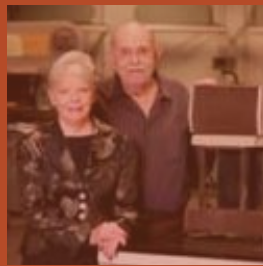
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Solving New Mexico's Small Business Challenges