

Santa Fe County Economic Development Ecosystem Partners

Low Cost and Free Business Services

US Small Business Association: For small (under 500 employees) businesses – business planning, business finance programs, disaster assistance, Federal contracting, import/export assistance.

SCORE Santa Fe: SCORE is a nonprofit resource partner of the US Small Business Administration. It offers a wide range of products and services to Santa Fe’s small business entrepreneurs and non-profit organizations. These include:

- **Confidential and Free Mentoring**
- **Many Free Seminars**
- **Business Plan Execution**
- **Financial Management**
- **Human Resource Issues**
- **Production and Control**
- **Inventory Management**
- **Marketing Strategies**
- **Sales Methods**
- **Operational Efficiencies**
- **Online and Retail**

Santa Fe Small Business Development Center (SBDC): The SBDC serves both start-ups and existing businesses with confidential, free consulting services and low costs trainings. Their areas of expertise include small business planning, marketing and financial services management.

WESST: WESST provides consulting, training and low cost lending to help their clients successfully strengthen and grow their businesses through sustainable sales, financial knowledge and job creation.

Santa Fe Business Incubator (SFBI):

Core Incubation Program: The Business Incubator accepts companies as resident clients (those with a physical space in the facility) and affiliate clients (not leasing space onsite). Clients move through the incubation program in progression beginning with Startup or Fellowship; then advancing to the Partner progression, and then Graduation.

Co-Working: SFBI has open shared Co-Working space and private cubicle and office space designed for solo workers, freelancers, and visitors to Santa Fe.

RUNWAY: A pre-incubation program serves idea stage entrepreneurs and teams. This one-on-one course concentrates on concise idea formation, customer mapping, market validation, and business formation.

BioScience Lab: SFBI’s campus includes a fully equipped shared BioScience Lab for companies accepted into the BioScience category.

Archimedes Fabrication Lab: located on the campus as part of the international Fab Lab network based at the MIT center for Bits & Atoms.

Manufacturing

New Mexico Manufacturing Extension Partnership (MEP): The MEP is your partner to streamline your manufacturing process. Through workshops, on-site training and systems analyses, NM MEP engineers and experts help businesses increase profitability and competitiveness through lean concepts. Services include:

- **Lean Manufacturing**
- **Industry 4.0 Integration**
- **Design for Automation**
- **Growth Services**
- **Facility Layout**
- **Workshops and Training sessions**

Educational Institutes

Santa Fe Community College (SFCC) Entrepreneurial Institute

Workforce Training Programs:

PRO-TEC offers training for entry-level employment in a variety of industries. It is designed for those who are currently unemployed, under-employed or looking to increase their hire-ability in Santa Fe County. Accepted participants will prepare for industry certifications (social media, IT, leadership) through hands-on workshops and gain key job readiness skills in 130 hour intensive program. **Contact:** [Kris Swedin](#), Director; 505-428-1253

Certificate in Entrepreneurship: Entrepreneurs learn to grow their business skills through a concentrated certificate program of study.

Contact: [Kathleen Finn-Brown](#), Chair; 505-428-1745

Studio G: Student Business Accelerator

Studio G is free for students and recent graduates of Santa Fe Community College.

It offers:

- Coaching and assistance from the Quality Center for Business
- Access to Arrowhead Center's Enterprise Advisors including seasoned entrepreneurs, venture capitalists, investment bankers, marketing experts, engineers, and product developers ready to help you develop your business
- Access to Entrepreneurship Library with resources for entrepreneurs
- Opportunity to license technology from NMSU
- Funding opportunities and awards available only to Studio G members
- Access to distance learning events from Studio G at NMSU

SFCC Trades and Advanced Technology Center or Innovation Center:

Contact: [Luke Spangenburg](#), Director- Biofuels, Center of Excellence, Training Center Corporation; 505-428-1807

NMSU Arrowhead Center for Innovation

NMSU offers several **business accelerator programs** that entrepreneurs in northern New Mexico can apply for and participate in online. These are:

- **[BizSprint](#)** : BizSprint is an Arrowhead Accelerator program to launch successful businesses. The goal of this program is to accelerate New Mexico startups to drive economic growth. Through BizSprint you will receive mentorship, coaching and \$2,000 in participant support.
- **[AGSprint](#)** : AgSprint ventures receive 5-months of customized support tailored to each entrepreneur's unique path to business development and financial success. Along with the Arrowhead Investment Fund, AgSprint has its pulse on private, state, and federal funding and will curate a list of opportunities and assist with proposal/pitch development to make time-to-market more efficient.

[NM FAST \(Federal And State Technology\) Program](#): offers eligible small businesses assistance with funding efforts through the federal SBIR (Small Business Innovation Research) and STTR (Small Business Technology Transfer) programs.

Contact: Dana Rego Catron; 505-469-8411

Additional Accelerator Programs

[ABQid \(now a part of CNM Ingenuity\)](#): ABQid's curriculum is based on the Lean Startup methodology that gives entrepreneurs an effective way to test products with users for critical feedback; helps refine their business model to achieve product market fit; and ultimately builds products that a core set of users love.

Incentives and Grants

[Regional Development Corporation \(RDC\)](#): The RDC is a regional economic development organization for Northern New Mexico that focuses on creating a diverse and sustainable economy. The RDC collaboratively creates new jobs by strengthening services to businesses and developing the infrastructure, public policy, and workforce to support job growth.

Programs include the **Venture Acceleration Fund (VAF)** that is awarded annually to selected early stage technology and manufacturing startups in Northern New Mexico. The funding

supports companies that lack collateral for debt financing and are not ready for Angel or Venture Capital funding. Maximum funding amounts, eligibility requirements, and terms and conditions are subject to change each year.

NM Economic Development Department:

Job Training Incentive Program (JTIP): New Mexico's JTIP is one of the most generous training incentive programs in the country. The JTIP Program funds classroom and on-the-job training programs for newly created jobs in expanding or relocating businesses for up to 6 months. For more information go to the [NMED website](#).

Finance Development Programs: Learn about tax incentives, job-training reimbursements and financial assistance programs. The state economic development finance team team assists every type of company, from technology commercialization to rural retail and service businesses. A team member will meet with you individually and offer a free, customized analysis of the incentives and state programs that will work for your company.

Contact: [Juan Torres](#), Director at 505-827-0238.

NM Resource Directory: For a more comprehensive listing of resources, please click [here](#).

Business Associations

Santa Fe Chamber of Commerce: The Santa Fe Chamber's mission is to strengthen the local economy and serve as a voice for business in community affairs. Offerings include networking events, classes, community collaborations and lobbying.

Santa Fe Green Chamber of Commerce: The Santa Fe Green Chamber of Commerce empowers businesses to increase their own gains through a triple bottom line philosophy. The organization hosts networking events, seminars, and advocacy.

Contact: [Glenn Schiffbauer](#).

Santa Fe Hispanic Chamber of Commerce: The Santa Fe Hispanic Chamber of Commerce (SFHCC) welcomes members from all backgrounds from the business community. Serves as an advocate and resource for needs of small business.

Job Posting Boards For Employers

Santa Fe Community College: An online tool connects local employers with job seekers. www.sfcc.edu/employer-services

Employers can:

- Enter and monitor job postings
- Create a company web profile
- Receive applications and emails directly from job applicants

Business Energy Efficiency Programs and Rebates

PNM: Efficiency upgrades, retrofit rebates, new construction rebates.

<https://www.pnm.com/bizrebates>

New Mexico Gas Company: Energy Efficiency Savings and Rebates

https://www.nmgco.com/en/business_energy_efficiency_savings_and_rebates