Welcome
Virtual Small Business Subcontractor Forum
We will begin shortly
Virtual Small Business Subcontractor Forum

Presented in partnership with the Small Business Development Center (SBDC)

July 20, 2022
<table>
<thead>
<tr>
<th>Time</th>
<th>Topic</th>
<th>Presenter</th>
</tr>
</thead>
<tbody>
<tr>
<td>10:00 – 10:05</td>
<td>Forum Logistics</td>
<td>Julianna Barbee, SBDC Director</td>
</tr>
<tr>
<td>10:05 – 10:10</td>
<td>Welcome and Opening Remarks</td>
<td>Warren Finch, ASM Deputy Division Leader</td>
</tr>
<tr>
<td>10:10 – 10:20</td>
<td>Safety Share – COVID Update</td>
<td>Dr. Sara Pasqualoni, Medical Director</td>
</tr>
<tr>
<td>10:40 – 10:50</td>
<td>Small Business Administration (SBA) Update</td>
<td>John Garcia SBA District Director – New Mexico District</td>
</tr>
<tr>
<td>10:50 – 10:55</td>
<td>New Mexico International Business Accelerator</td>
<td>Joshua Orozco, Research Specialist</td>
</tr>
<tr>
<td>10:55 - 11:00</td>
<td>Small Business Development Center Services</td>
<td>Julianna Barbee, SBDC Director</td>
</tr>
<tr>
<td>11:00 – 11:30</td>
<td>The Power of Adapting in a Virtual World</td>
<td>Julianna Barbee, SBDC Director and Ryan Baca, Deloitte Consulting Business Analyst</td>
</tr>
<tr>
<td>11:30 – 11:40</td>
<td>Help with Government Contracting</td>
<td>Therese Rivera, Statewide PTAC Program Manager</td>
</tr>
<tr>
<td>11:40 – 11:50</td>
<td>Leveraging Assistance from Minority Business Development Agency (MBDA) – New Mexico</td>
<td>Gabriela Marques, MBDA Director</td>
</tr>
<tr>
<td>11:50 – noon</td>
<td>Small Business Update &amp; Closing remarks</td>
<td>Yvonne Gonzales, LANL Small Business Manager</td>
</tr>
</tbody>
</table>
Welcome and opening remarks

Warren Finch
Deputy Division Director
Acquisitions Services Management
Safety share – COVID-19 Update

Dr. Sara Pasquaioni
Medical Director
Associate Laboratory Directorate for
Environment, Safety, Health, Quality, Safeguards, and Security
Summary of changes to Policy 1201-6

- Whenever possible we have referred to CDC guidance and removed specific/detailed instructions
- Made changes in purpose, strategy and other areas to reflect the long-term presence of COVID-19
- Pulled together the requirements for employees and for visitors who are not fully vaccinated
- Replaced required outdated training with a briefing (read only, not read and sign)
- Added an attachment that references the required work controls by community level in Los Alamos County
- Simplified the travel section
- Replaced the old testing section that provided direction for our onsite testing program with a new section that allows for flexibility to use home rapid antigen test kits and clarifies that employees not fully vaccinated must still submit PCR tests for their periodic or before coming onsite testing.
- Removed Attachments A and B (DSA and specific isolation requirements) These have been replaced with a strong recommendation that employees stay home when sick, and a requirement that if they have COVID like symptoms or a close contact exposure that they go to the CDC’s Quarantine and Isolation Calculator and notify their manager of any masking, quarantine, isolation, testing or travel guidance from the calculator.
- Require employees to notify known close contacts of their exposure. There is a web-based resource https://tellyourcontacts.org/ provided that allows for anonymous text or email notifications.
- Return to work through Occupational Medicine if unable to perform any official LANL work or if they have concerns regarding their ability to work safely
  - Centerra has been advised that all SO’s and SPO’s have to RTW through OM
- Added a definition section—note move to CDC definition of close contact, not NMDOH
- Updated responsibilities for employees and line managers reflecting self management
Employees and visitors who are not fully vaccinated

**Visitors**

- Wear a face mask while indoors. If working within six feet of others, or riding in a vehicle with others, wear an N95 mask. N95 masks can be obtained through the Deployed Industrial Hygienist Team Lead. Refer to the list posted on the COVID Hub.
- Maintain physical distancing, minimize time in close contact, and maintain a distance of at least six feet from others whenever possible. If one must be within six feet of other people due to safety or job requirements, the following must be observed:
  - Pre-plan the work to minimize the time and the interactions within six feet.
  - Pre-plan the work to minimize the number of necessary personnel.
- Obtain weekly COVID-19 RT-PCR viral testing if onsite for longer than a seven (7) day period (unless the visitor has tested positive for COVID-19 in the previous 90 days).

**Note:** On-site federal employees and federal contractors and subcontractors, must follow the requirements of their department. **

** Employees**

- Wear a face mask while indoors. If working within six feet of others, or riding in a vehicle with others, wear an N95 mask. N95 masks can be obtained through the Deployed Industrial Hygienist Team Lead. Refer to the list posted on the COVID Hub.
- Maintain physical distancing, minimize time in close contact, and maintain a distance of at least six feet from others whenever possible. If one must be within six feet of other people due to safety or job requirements, the following must be observed:
  - Pre-plan the work to minimize the time and the interactions within six feet.
  - Pre-plan the work to minimize the number of necessary personnel.
- Employees in a hybrid or on-site status are required to perform viral RT-PCR tests weekly submit their test results to covidweeklytesting@lanl.gov and copy their manager when they submit their test results.
- Employees in telework status are required to provide a negative RT-PCR viral test result within 72 hours before coming on-site, submit their test results to medical_records@lanl.gov and copy their manager when they submit their test results.

**Note:** Employees who test positive for COVID are not required to perform the following testing for 90 days from the date of symptom onset when they had COVID-19, or test collection if asymptomatic, unless they develop COVID-like symptoms:
  - the weekly RT-PCR test, or
  - the RT-PCR test within 72 hours prior to coming to work on-site.
Briefing instead of training

Briefings

• As a pre-requisite to performing work or coming on-site, all new Triad employees, subcontractors and visitors, should review the COVID-19 Briefing, available on the COVID-19 Hub.

• Also, the new Attachment B to the policy
<table>
<thead>
<tr>
<th>Baseline Workplace Controls Executed at All Community Levels</th>
<th>CDC Community Levels</th>
</tr>
</thead>
<tbody>
<tr>
<td>All Levels</td>
<td>Low (CDC)</td>
</tr>
<tr>
<td>1. Vaccination required for all onsite, except those with approved medical or religious exemptions.</td>
<td><em>Stay up to date with COVID-19 vaccines</em>&lt;br&gt;&lt;br&gt;<strong>Get tested</strong> if you have symptoms</td>
</tr>
<tr>
<td>2. Employees who come onsite and are not fully vaccinated must comply with periodic testing, masking, and physical distancing requirements.</td>
<td></td>
</tr>
<tr>
<td>4. Stay home when sick and test, quarantine, and isolate in accordance with CDC guidance.</td>
<td></td>
</tr>
<tr>
<td>5. Background surveillance with wastewater testing.</td>
<td></td>
</tr>
<tr>
<td>6. Clean shared surfaces and common areas routinely.</td>
<td></td>
</tr>
<tr>
<td>7. Maintain adequate supply of sanitizing and disinfecting solutions, including hand sanitizers.</td>
<td></td>
</tr>
<tr>
<td>8. Optimize ventilation in all occupied facilities.</td>
<td></td>
</tr>
<tr>
<td>9. All new workers and visitors complete COVID briefings.</td>
<td></td>
</tr>
</tbody>
</table>

For CDC, people may choose to wear a face mask at any time. People with symptoms, a positive test, or exposure to someone with COVID-19 should wear a mask. Masks are required on public transportation and may be required in other places by local or state authorities.

For CDC, if you are immunocompromised or at high risk for severe disease, learn more about how to protect yourself with additional CDC recommendations for each COVID-19 Community Level.
Travel

All Triad employees who go on work-related travel must review and adhere to CDC guidelines before, during, and after travel, particularly relating to mask use and testing.

Triad employees who experience COVID-19 symptoms while on travel shall isolate from others and obtain a COVID-19 viral test as soon as possible. If COVID-19 symptoms worsen, employees should seek guidance from a local urgent care facility. When the employee returns from travel, their return to work on-site must be coordinated through their line manager. For further guidance on what to do if experiencing COVID-19 symptoms while on travel, see the COVID Hub.

Note: Individuals with approved exemptions to the LANL vaccination requirement are not permitted to go on work-related travel.

Employees who go on work-related international travel must have approval from the Laboratory Director and:

1. Have up-to-date vaccinations, which includes completion of an initial mRNA vaccination series (e.g., Pfizer or Moderna) or viral vector vaccination series (e.g., Johnson & Johnson) and receipt of all recommended vaccine boosters, as deemed eligible by the CDC;

   OR

2. Otherwise be considered up to date on their vaccinations, by being fully-vaccinated and following all booster recommendations in accordance with the CDC guidance for “People who received COVID-19 vaccine outside the United States.”
Testing

- Employees shall follow CDC guidance on COVID-19 viral testing. The most commonly available viral tests are reverse transcriptase polymerase chain reaction (RT-PCR) tests and antigen tests. Antibody tests indicate if a person has had a past infection or vaccination and are not recommended for use in the determination of current infection.

- In addition to the required viral testing for individuals who are not fully vaccinated, employees should seek viral testing if they have COVID-like symptoms at least five days after a close contact exposure to someone with COVID-19, and they should consider testing before and after travel.

- Nucleic Acid Amplification Tests (NAAT) are the gold standard for the diagnosis of current infection. The most common NAAT is the reverse transcription polymerase chain reaction (RT-PCR). While in-home kits are available, these tests are most often collected outside of the home and analyzed in a laboratory. Because they look for fragments of genetic material, RT-PCR tests can remain positive for up to ninety (90) days after infection.

- Rapid antigen tests are most often used for in-home testing. They are quite accurate when the test result is positive. However, negative results should be verified with a RT-PCR test, particularly when used for testing asymptomatic people. If unable to obtain a RT-PCR test, negative results should be verified with a second antigen test at least twenty-four (24) hours after the first test was collected. Because antigen tests look for pieces of live virus, they do not remain positive for an extended period after infection.

- The CDC offers an interactive Viral Testing Tool designed to help you understand when you should test and where to find tests at https://www.cdc.gov/coronavirus/2019-ncov/testing/viral-testing-tool.html.

- **Note:** Employees who are not fully vaccinated must complete RT-PCR tests to fulfill their weekly viral test requirement or their requirement to submit a negative viral test result before coming onsite (see Section 4.1).
Exposures, symptoms, positive tests

• Staying home when sick, even if not COVID-19, is the best way to protect other employees from unnecessary illness. Employees should do a quick health assessment every day before they work onsite. If an employee has any COVID-like symptoms, tests positive for COVID-19, or has a known close contact exposure to someone confirmed to have COVID-19, then they must follow the guidance provided in the CDC Quarantine and Isolation calculator: https://www.cdc.gov/coronavirus/2019-ncov/your-health/quarantine-isolation.html.

• Employees shall notify their line manager of any testing, masking, quarantine, or isolation requirements in accordance with the relevant CDC guidance.

• If an employee has chronic symptoms included in this list, then they should use the CDC Quarantine and Isolation calculator for guidance if there is a change in those symptoms. The CDC has a helpful Coronavirus Self-Checker tool https://www.cdc.gov/coronavirus/2019-ncov/symptoms-testing/symptoms.html that can provide additional guidance regarding symptoms.

• If an employee obtains a positive viral test, they should notify their responsible line manager and any known close contact exposures. Guidance on how to notify close contact exposures can be found here: https://www.cdc.gov/coronavirus/2019-ncov/daily-life-coping/tell-your-contacts.html.

• **Note:** Individuals who receive antiviral therapy with Paxlovid may experience rebound COVID. If an employee receives Paxlovid and then has a recurrence or worsening of their symptom and or tests positive after having tested negative, they should restart their isolation and isolate again for at least five (5) days and wear a mask around others for a total of ten (10) full days after rebound symptoms started.

• **Note:** Individuals who did not receive Paxlovid but experience recurrent symptoms after recovery should reach out to their community healthcare provider for recommendations on evaluation, treatment, and isolation.
Return to work

Employees must return to work through Occupational Medicine if:

• They isolate due to illness and are unable to perform any official work for 5 or more consecutive days (if an employee performs some remote work during their isolation they do not need to return to work through Occupational Medicine).

• They have concerns about their ability to work safely due to lingering symptoms.

Employees do not need to return to work through Occupational Medicine if they quarantine for five or more consecutive days and are not symptomatic.
Definitions

• The term “fully vaccinated” throughout this policy means that it has been 14 days or more since an individual received their primary series of COVID-19 vaccines.

• The term “up-to-date vaccinations” throughout this policy means the individual has received all doses in the primary series and all boosters recommended for them, when they are eligible. The individual is up to date as soon as they receive their booster; they do not need to wait 14 days afterward to be up to date. Booster eligibility can be found here: https://www.cdc.gov/coronavirus/2019-ncov/vaccines/booster-shot.html#when-you-can-get-booster.

• The term “not fully vaccinated” throughout this policy means that an individual has either not been vaccinated or that it has not yet been 14 days or more since the individual received the last required dose in their primary vaccine series.

• The term “close contact” means that an individual has been less than 6 feet away from an infected person (laboratory-confirmed or a clinical diagnosis) for a cumulative total of 15 minutes or more over a 24-hour period.

• The term “viral test” means reverse transcriptase polymerase chain reaction (RT-PCR) tests and antigen tests.
Responsibilities

**RLM**

- Ensure that staff within their organization are aware of, and adhere to, this document.
- Refer staff members to Laboratory and CDC guidance for travel, vaccine, testing, masking, quarantine, isolation and other relevant COVID-19 guidance.
- Review submitted CDC Quarantine and Isolation Calculator guidance with their employee and monitor for compliance.
- Refer any employee who is not compliant with using the CDC Quarantine and Isolation Calculator, or with following the guidance provided by the calculator to HR/ER.
- Promote a culture that encourages employees to monitor their health daily; report exposures, COVID-like symptoms and positive tests; and follow CDC guidance.
- Coordinate project requirements, assignments, and remote work when staff are not available to work onsite.

**Employees**

- Adhere to all COVID-19 Safety Protocols and requirements of this policy in the performance of on-site work activities.
- Check the LANL website on a regular basis for updates and be aware of the current CDC Community Level for Los Alamos County posted on the LANL COVID Hub.
- Follow current COVID-19 CDC guidance available on the CDC website.
- Monitor their health daily before coming on-site.
- Use the CDC Quarantine and Isolation Calculator for any close contact exposures, symptoms of COVID-19 or positive COVID-19 tests.
- Notify their line manager of any testing, masking, quarantine or isolation guidance resulting from the CDC Quarantine and Isolation Calculator.
- Follow CDC COVID-19 travel guidance regarding precautions to take on work-related travel, and when not to travel when using public transportation.
Managing the transition away from onsite testing and hotline support

Testing

- PCR tests remain gold standard
- If unable to obtain a PCR test you can do an antigen test
- If your antigen test is positive, no need to repeat
- If your antigen test is negative, it should be verified with a PCR test at any time, or a second antigen test at least 24 hours after the first test
- PCR and antigen test kits in NM can be found here
- Pathology Consultants has drive through PCR testing sites, including Overlook Park, no appointment required. Sites can be found here
- Curative offers PCR testing across NM, including the old Smiths parking lot, locations can be found and appointments can be made here
- Free home test kits can be obtained through the following:
  - https://www.covid.gov/tests
  - https://www.express-scripts.com/covid-19/resource-center
  - https://accesscovidtest.org/
  - In pharmacies, using your insurance card, information found here
- Individuals who are not fully vaccinated are still required to submit PCR tests for their periodic COVID-19 testing, unless they have tested positive in the previous 90 days

Travel, exposures, symptoms, positive tests

- If you travel, follow P1201-6 and CDC travel guidance
  - Information on if you get exposed or sick on travel can be found here
- If you are exposed to COVID-19 use the CDC quarantine and isolation calculator for masking, testing and/or isolation requirements
- If you are sick, STAY HOME!
- If you are sick and have COVID-like symptoms use the COVID quarantine and isolation calculator for masking, testing and/or isolation requirements
- If you test positive for COVID-19
  - Use the COVID quarantine and isolation calculator for masking, testing and/or isolation requirements
  - Notify your close contacts of their exposure, anonymous emails can be sent from here
  - Return to work through Occupational Medicine if you cannot perform any official work for 5 or more consecutive days, or if you feel you will need medical instructions to work safely.
- Notify your manager of all masking, testing, quarantine and/or isolation requirements assigned by the CDC quarantine and isolation calculator
John M. Garcia  
District Director  
U.S. Small Business Administration  
New Mexico District Office  

John M. Garcia is the District Director of the U.S. Small Business Administration (SBA) New Mexico District Office. Garcia is responsible for the statewide delivery of SBA programs and services to the 33 counties in the state. He supports business owners in starting and growing their businesses, creating jobs and developing local economies throughout New Mexico.
The International Business Accelerator
Joshua Orozco, Research Specialist
Transforming New Mexico’s Economy by Connecting it to the World
The **New Mexico International Business Accelerator (or IBA)** is part of the NM Small Business Development Center Network and administered by Western NM University.

Although part of the **NMSBDC** network, the IBA is 100% funded by the state and therefore can help businesses of all sizes in the state. As a state funded program, the IBA’s services are provided free of charge.
Executive Director:  
Jerry Pacheco

Research Specialist:  
Joshua Orozco

International Trade Specialist:  
Priscila Gurrola

International Trade Specialist:  
Susana Cisneros

International Trade Specialist:  
Ilse Arreola

IBA Office:  
www.nmiba.com  
info@nmiba.com  
575-589-2200  
2660 Airport Rd. Suite 780  
Santa Teresa, NM 88008
Transforming New Mexico’s Economy by Connecting it to the World

• In support of the mission above, the IBA is charged by the state to:
  • Grow New Mexico’s Exports
  • Be NM’s International Trade and Border Expert
Grow New Mexico’s Exports

the IBA does 5 things:

1. **Recruit**
   export industries to NM.

2. **Counsel**
   our clients on international trade.

3. **Assist**
   our clients with navigating federal, state, and local governments and agencies.

4. **Build**
   a statewide supply chain through the Supply the Supplier program.

5. **Grow**
   and identify international markets for NM industry and businesses through research and trade missions.
New Mexico’s International Trade and Border Expert

- **Policy-Makers**
  The IBA keeps federal and state policy-makers updated on international trade and border issues.

- **Local Officials**
  The IBA informs counties and municipalities of economic opportunities related to the border with Mexico.

- **Unofficial Mexican Embassy**
  1. The IBA has become NM’s unofficial embassy with Mexico. We provide information to New Mexicans wanting to visit Mexico and vice versa.
  2. The IBA works closely with the states of Chihuahua and Sonora on bi-national issues.
  3. The IBA has close relationships with industry in Chihuahua to identify opportunities for NM businesses.
New Mexico’s International Trade and Border Expert (cont.)

• **Business and Industry**
  • International Trade Counseling
  • Trade Leads
  • Trade Missions

• Foreign Businesses Assistance
• Supply the Supplier Program
Are you Ready for International Trade?

✓ Do you have an established business?
  ✓ Is the business is registered?
  ✓ Do you have a business plan?
  ✓ Do you have a strong understanding of your local market?

✓ Are you ready and willing to dedicate the resources necessary?
  ✓ Do you have access to financing or equity?
  ✓ Do you have time to meet with us, brokers, potential clients, etc?

If you can answer yes to these questions, the IBA can help you with entering the international marketplace.
Supply the Supplier Program

• NM is ideally located close to the large industrial base of Chihuahua, Mexico. This has resulted in the growth of Santa Teresa through the recruitment of industry that supply maquiladoras, south of the border. As a result, Santa Teresa has become responsible for half of all NM exports.

• However, not all businesses are ready to directly supply Mexican maquiladoras nor or they able to pick up and move to the border. However, they may be able to sell to the companies already exporting to Mexico.

• This led to the development of the Supply the Supplier program.
Through this program, the IBA accomplishes 3 things:

1. More communities directly benefit from the growth occurring in Santa Teresa.
2. NM exports increase through the growth of indirect exports.
3. As more NM businesses supply a supplier, more businesses will be comfortable exporting directly.

In three years, the Supply the Supplier program has generated $27 million in new revenue for businesses across NM.
Supply the Supplier Program
Requested Production Inputs:

<table>
<thead>
<tr>
<th>Most requested production inputs:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pallets</td>
</tr>
<tr>
<td>Office supplies (specifically labels)</td>
</tr>
</tbody>
</table>
2021 NM Exports Review
NM Exports to the World

<table>
<thead>
<tr>
<th>Year</th>
<th>Export Amount</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>$2,957</td>
<td>41%</td>
</tr>
<tr>
<td>2013</td>
<td>$2,726</td>
<td>-8%</td>
</tr>
<tr>
<td>2014</td>
<td>$3,801</td>
<td>39%</td>
</tr>
<tr>
<td>2015</td>
<td>$3,781</td>
<td>-1%</td>
</tr>
<tr>
<td>2016</td>
<td>$3,616</td>
<td>-4%</td>
</tr>
<tr>
<td>2017</td>
<td>$3,695</td>
<td>2%</td>
</tr>
<tr>
<td>2018</td>
<td>$3,899</td>
<td>6%</td>
</tr>
<tr>
<td>2019</td>
<td>$4,678</td>
<td>20%</td>
</tr>
<tr>
<td>2020</td>
<td>$3,688</td>
<td>-21%</td>
</tr>
<tr>
<td>2021</td>
<td>$5,378</td>
<td>46%</td>
</tr>
</tbody>
</table>

Source: U.S. Census
### NM Exports to Mexico

<table>
<thead>
<tr>
<th>Year</th>
<th>NM Exports  (Billions)</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>593.03</td>
<td>28%</td>
</tr>
<tr>
<td>2013</td>
<td>800.90</td>
<td>35%</td>
</tr>
<tr>
<td>2014</td>
<td>1,547</td>
<td>93%</td>
</tr>
<tr>
<td>2015</td>
<td>1,683</td>
<td>9%</td>
</tr>
<tr>
<td>2016</td>
<td>1,557</td>
<td>-7%</td>
</tr>
<tr>
<td>2017</td>
<td>1,682</td>
<td>8%</td>
</tr>
<tr>
<td>2018</td>
<td>1,510</td>
<td>-10%</td>
</tr>
<tr>
<td>2019</td>
<td>2,388</td>
<td>58%</td>
</tr>
<tr>
<td>2020</td>
<td>2,197</td>
<td>-8%</td>
</tr>
<tr>
<td>2021</td>
<td>2,473</td>
<td>13%</td>
</tr>
</tbody>
</table>

Source: U.S. Census
NM Exports to Mexico

<table>
<thead>
<tr>
<th>Year</th>
<th>NM Exports</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>76,996</td>
<td>-14%</td>
</tr>
<tr>
<td>2013</td>
<td>96,456</td>
<td>25%</td>
</tr>
<tr>
<td>2014</td>
<td>105,891</td>
<td>10%</td>
</tr>
<tr>
<td>2015</td>
<td>117,214</td>
<td>11%</td>
</tr>
<tr>
<td>2016</td>
<td>496,888</td>
<td>324%</td>
</tr>
<tr>
<td>2017</td>
<td>1,002,512</td>
<td>102%</td>
</tr>
<tr>
<td>2018</td>
<td>1,256,886</td>
<td>25%</td>
</tr>
<tr>
<td>2019</td>
<td>802,798</td>
<td>-36%</td>
</tr>
<tr>
<td>2020</td>
<td>484,770</td>
<td>-40%</td>
</tr>
<tr>
<td>2021</td>
<td>1,389,124</td>
<td>187%</td>
</tr>
</tbody>
</table>

Source: U.S. Census
Comparisons

New Mexico, 254%

50 State Export Growth % to the World Using 2010 as a Baseline

New Mexico, 476%

50 State Export Growth % to Mexico Using 2010 as a Baseline
Thank You

Joshua Orozco
joshua@nmiba.com
NEW MEXICO SBDC SERVICES
Los Alamos National Laboratory
Virtual Subcontractor Forum

Presenter
Julianna Martinez-Barbee
New Mexico SBDC
SBDC Director NNMC
jbarbee@nnmc.edu

Your Local, National, Global Business Resource
NMSBDC.org AmericasSBDC.org
Thank You to Our LANL Partners!

Los Alamos National Laboratory
LANL Small Business Office
LANL Community Partnerships Office
Regional Development Corporation

Collaborating Resources to Help our Small Businesses
Economic Impact | Job Creation | Innovation | Sustainable Outcomes
Job Creation
Growing Businesses | Start-ups | Pre-venture

A new business started every 26 minutes

No-Cost Consulting
National Network
Global Resources
No-Cost Training

SBDCs Helped Create
91,767 New jobs
That’s a new job created every 5.7 minutes

A new business started every 26 minutes

8/17/2022
Presenter: Julianna Martinez-Barbee
New Mexico SBDC
Small Business Development Center Network

America’s SBDC
U.S. SBA
NM State Legislature
Colleges Universities

National Accreditation
Funded in Partnership
Supported
Our Host

Resource Partners
SBDC
WESST
SCORE
VBOC

Developing skilled entrepreneurs and strong businesses
New Mexico SBDC
Small Business Development Center Network

We are here to help you, guide you, inform you, advise you

- SBDC’s statewide in every community
- Procurement Technical Assistance Program
- NM International Business Accelerator
- Technology Commercialization Accelerator

Over 30 Years of Growing NM Small Businesses
SBDC’s are helping local businesses start, grow & thrive!

SBDC Certified Experts

All Businesses
All Industries
All Stages
Women
Minorities
Veterans
Updates on Funding Resources
Live and On Demand Training

NMSBDC.org
Helping Small Businesses Navigate COVID-19

- **REIMAGINE**
- **COVID-19**
- **RENEW**
- **GROW**
- **LAUNCH**
- **START-UP**

**SBDC NEW MEXICO**

Creator: Julianna Martinez-Barbee

8/17/2022
# SBDC Business Services
## Consulting & Training

### Resources, Partners, Tools & Templates

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Access to Capital</td>
<td>Human Resource Issues</td>
<td>Taxes</td>
<td>Government Contracting</td>
<td>International Trade</td>
</tr>
<tr>
<td>Reimagine Plan</td>
<td>Internet Marketing</td>
<td>Social Media E-Commerce</td>
<td>State/Federal Resources</td>
<td>Financials Cash Flow</td>
</tr>
</tbody>
</table>

**America’s SBDC Experts... Assisting America’s Job Creators**
Thank You!

NMSBDC.org
AmericasSBDC.org
The Power of Adapting in a Virtual World

Presenter
Julianna Martinez-Barbee
New Mexico SBDC
SBDC Director at NNMC
jbarbee@nnmc.edu
I help people live their passion, create a business legacy and unleash their creative spirit...

Co-Presenter
Ryan Baca
SBDC Student Star Recipient
Business Analyst | Deloitte
Government & Public Service Sector
“Lead. Inspire. Focus. Empower. At the end of the day, we learn from each other!”

Your Local, National, Global Business Resource
NMSBDC.org
Global Pandemic, Economic Injury, Natural Disasters Affected Workforce Well-being

Take care of your whole body---It’s the only place you have to live

What you choose to do today can change all your tomorrows

Presenters: Julianna Barbee | Ryan Baca
Happy, Healthy Employees is a Key Driver to Business Success

Forbes Research: 96% of employees feel flexibility in working arrangements and well-being are top priorities

Physical, Emotional and Mental Well-being Matters!

Ensure successful business operations by focusing on wellbeing

- Physical: High Energy, Motivated, Right Tools, Promote Wellness, Make Time
- Emotional: Positive Mindset, Feels Valued, Workplace Flexibility, Embrace Change, Innovative vs Robotic
- Mental: Enjoys work/life, Purposeful, Recognize Strengths, Empower Trust, Focus on What Matters
Energize Up!

How are you adapting to the new normal?

1. DO WORK THAT MATTERS
   It is important to ask yourself how the work that you are doing is adding value to society, your neighbors and yourself.

2. MAKE WELL-BEING A PRIORITY
   Showing up for yourself is key to being successful in anything you do. Be intentional and make YOU a priority.

3. BE AWARE OF CURRENT TECHNOLOGY
   Learning what new technologies are being used is imperative to business growth. Curiosity leads to innovation and innovation leads to impact.

Presenters: Julianna Barbee | Ryan Baca
Well-Being Non-Negotiables

How are you making yourself a priority?

Respect your body when it’s asking for a break. Respect your mind when it’s seeking rest. Honor yourself when you need a moment for yourself.

Presenters: Julianna Barbee | Ryan Baca
Adapting in a Virtual World
Organizations are Reinventing—Urgency!

Reinvention is the flipside of disruption—Then the magic happens

ROE
- New Demands
- Mistrust
- Nourish
- Hybrid work
- Fluid/Flexible
- Mentoring
- Character Counts
- Win-Wins
- Pro Active
- Right Support
- Right Seat

People | Leadership

Tech Shift
- Digital Literacy
- Multi-cloud
- Edge Computing
- Cyber security
- Artificial Intelligence
- Integrating AR & VR
- Faster

Data-Driven | Change

Experimentation
- Sustainable
- Reimagine
- Different
- Thinking
- Collaboration
- Synergy
- Incentives

Innovation

In the virtual world, organizations are reinventing to meet new demands, fostering trust, and embracing hybrid work models. Fluid and flexible approaches to mentoring and character counts are crucial for winning-win scenarios. Proactive leadership is essential for right support and right seat decisions. Faster connectivity and data-driven experimentation are key. In the digital age, sustainability is reimagined through collaboration and incentives, emphasizing the importance of change management. Don’t adapt to the energy in the room—Influence the energy in the room with proactive and strategic approaches.
Virtual Reality is the Future!

Metaverse---will change how we learn, how we connect—it is about BEING IN the EXPERIENCES

VR will modify real life giving us access to teleport wherever you want
If you can dream it, VR can make it.
Social Media Use Post 2020

How to best leverage the digital world!

Presenters: Julianna Barbee | Ryan Baca
The Benefits of Social Media

*Consumer behavior shifts amid Covid-19*

- Consumers now buy directly from social media networks.
- Consumers expect two-way engagement with brands.
- Consumers are heavily influenced by social media reviews.
- Consumers turn to social media for customer service.

Presenters: Julianna Barbee | Ryan Baca
The Digital Experience Economy

The Metaverse was valued at $47.69 billion in 2020
The Metaverse will be worth more than $800 billion in 2028
What is a Digital Detox?

A digital detox is an opportunity to eliminate social media for a period to gain realignment and clarity in one's daily life.

- How much social media am I consuming on a daily basis?
- Are my performance levels being negatively impacted?
- Have I forgotten about certain tasks?
- Do I feel unmotivated?
- Am I stressed?
Digital Detox

Make time to check out of the digital and check in on you!

Presenters: Julianna Barbee | Ryan Baca
Ways to Energize & POWER UP!

“I am not a product of my circumstances, I am a product of my decisions.”

Stephen R. Covey

Prioritize Healthy Habits

• Move More & Make Time Exercise
• Hydrate & Eat Healthy
• Sleep and Breathe
• Take Time off to Recharge
• Unplug from all Devices
• Step Outdoors
• People Inspire you or drain you—choose wisely

Change Your Mindset

• Positive Thinking
• Show Gratitude
• Acts of Kindness
• Choose What Matters
• Focus on What You Want
• Do the Right Thing
• Learn New Things
• Growth Mindset
• Open-Minded
• Make an Impact Everyday
• Take Risks—Fall Forward
• Make your Words Count
• Focus on Win-Win
• Share Good News

Be an Energizer Leader

• Uplift Others
• Demonstrate Character
• Compassionate
• Be Flexible
• Truly Care
• Be approachable
• Show Value & Respect
• Find Others Strengths
• Be the Game Change
• Promote PD
• Allow innovation—Trust
• Prevent Burnout
• Inspire Others to Dream More, Learn More, Do More, Become More

Presenters: Julianna Barbee | Ryan Baca
Thank You! Any Questions?

Imagine a place where everyone chooses to bring energy, passion, and a positive attitude every day.

Stephen C. Lundin

Presenters: Julianna Barbee | Ryan Baca
New Mexico PTAC Overview

Therese Rivera, NMPTAC Statewide Program Manager

The New Mexico Procurement Technical Assistance Center (NMPTAC) is funded in part through a cooperative agreement with the Defense Logistics Agency. The NM PTAC is also funded by the State of New Mexico.
Procurement Technical Assistance Program (PTAP)

- Authorized by Congress – 1985
- Grant program funded by Department of Defense
  - Established to expand the number of businesses capable of contracting with government entities.
  - Nationwide network of procurement professionals who help businesses compete for and perform contracts with the DoD, other federal agencies, state & local governments and with government prime contractors.
New Mexico Procurement Assistance Center (NMPTAC)

Mission:
Counsel, train, and assist New Mexico business owners to obtain government contracts, thereby advancing economic growth in New Mexico

Started in New Mexico in 2009
Funded by DoD and the State of New Mexico general fund (GF)

Administered by the Santa Fe Community College
NMPTAC Offices

Santa Fe Community College – Main Office
  Statewide Program Manager, Therese Rivera
Albuquerque – CNM/Workforce Training Center
  2 PTAC Advisors + 1 Administrative Assistant
    Elythia McAnarney, Steve Hogan + Tracey Edwards
ABQ Hispano Chamber of Commerce
  1 PTAC Advisor – Steve Stewart
Santa Fe/Northern New Mexico – Higher Education Center
  1 PTAC Advisor – vacant
Las Cruces – Arrowhead Center
  1 PTAC Advisor – Karen Medina
Clovis – located at the SBDC
  1 PTAC Advisor – Jonnie Loadwick
PTAC Roadmap of Services

Step 1: Discuss client goals; Explain PTAC services, obtain UEI #; research NAICS

Step 2: SAM registration & SBA profile; Bid Match

Step 3: Federal certification eligibility; marketing materials

Step 4: Market research; review marketing materials

Step 5: Start marketing plan; next steps . . .

After Steps 1-5 we counsel clients throughout the contract lifecycle
NMPTAC’s Services (virtually/hybrid)

Determining Suitability for Contracting
Securing Necessary Registrations:
• System for Award Management (SAM)
• Other government vendor databases (state/local/federal), State of NM/GSD, UNM, DOT, Sandia, LANL (Ariba System), etc.
SBA certifications: 8(a), WOSB, HUBzone, Mentor Protégé, and other certifications such as the VA Verification Cybersecurity trainings/updates
Marketing/Networking Events – Gov’t to Business (G2B Outreach)
Market Research – which agencies are buying what you are selling
Identifying Bid Opportunities
Proposal Preparation/Review
Contract Performance Issues
Preparing for Audit
PTAC Trainings

PTAC provides No-Cost Workshops including:

- Introduction to Government Contracting Basics
- Federal Certifications Workshop
- Marketing to the Government
- Cybersecurity
- Contract Ready I-V Part Series:
Upcoming Events – all services are free

August
15-18th – PACA Briefing for Industry - IN PERSON
23rd – Contract Ready Series Part V
23rd – Veteran Business Support Coalition
23rd – NMDOT Star On the Road (Farmington)
24th – NMDOT Star On the Road (Santa Fe)
31st – UNM Small Business and Strategic Partners Vendor Fair

September
8th – Introduction to Government Contracting (PTAC)
22nd – Intro to Government Contracting (SBDC Los Lunas)

October
18-19th – NM DOT DBE and Small Business Conference
19-21st – NMPPA Fall Conference
26th – Government to Business Outreach (Industry) IN PERSON
27th – Intro to PTAC Services (SBDC Los Lunas)

December
1st – Government to Business Outreach (Federal) IN PERSON
PTAC Statistics

- NMPTAC program year: April 1, 2021 to March 30, 2022
  - New Clients: 337
  - Active Clients: 578
  - Counseling hours: 2,100
  - Participated events: 83
Contact Information

Therese Rivera
PTAC Program Manager
Santa Fe Community College
6401 Richards Ave
Santa Fe, NM 87508
Work: (505) 428-1374
therese.rivera@sfcc.edu

• Registration/Location/Times
  • www.nmptac.org
Leveraging Assistance from MBDA

Presented by:
New Mexico MBDA Business Center

Operated by the City of Albuquerque, Economic Development Department
What We Are

New Mexico Minority Business Development Agency (MBDA)

• An agency of the U.S. Department of Commerce that helps create and retain U.S. jobs by promoting the growth and global competitiveness of minority owned businesses of all sizes

• National network of 36 business centers and a wide range of domestic and international strategic partners

• Provides clients with the technical assistance and access to capital, contract opportunities, and new markets
MBDA is working on behalf of the nation’s 11 million minority-owned firms in support of their growth and global competitiveness.

• **VISION:** Economic prosperity for all American business enterprises

• **MISSION:** To promote the growth of minority-owned business through the mobilization and advancement of public and private sector programs, policy and research.
Who We Serve

Our clients are U.S. minority business enterprises (MBEs) owned and operated by African Americans, Asian Americans, Hasidic Jews, Hispanic Americans, Native Americans, and Pacific Islanders.

The Center will maximize its impact by focusing on high growth sectors in which New Mexico excels: biosciences, aerospace and drone technology, energy, defense, construction, health care, optics and photonics, cybersecurity, advanced manufacturing, and film and television.
By the Numbers

- There are nearly **11 million** minority-owned businesses in the United States.
- Employing more than **6.3 million** people.
- Generating more than **$1.8 trillion** in revenue annually.
We Give Access to...

**Access to Capital**
MBDA connects entrepreneurs to private lenders, including banks, mutual funds, and investors. With the Agency’s support, minority-owned businesses gained access to more than $1.6 billion capital in FY19.

**Access to Contracts**
MBDA produces and promotes information for and about MBEs. In FY19, MBDA helped minority-owned businesses secure $3.1 billion in contracts.

**Access to Markets**
MBDA positions minority-owned businesses to perform in high growth industries, emerging markets and global supply chains. The Agency helped MBEs facilitate more than $300 million in export transactions during FY19.
What We Do

ACCESS TO CAPITAL
Identification of financing opportunities and equity funds; relationship-building with MBE-specific lenders; assistance with applications and loan packaging

ACCESS TO MARKETS
Government procurement assistance; identification of export markets; analysis of trade zone opportunities; international trade assistance and identification of export markets; and market research assistance.

ACCESS TO CONTRACTS
Preparation of government RFPs; identification of procurement opportunities; solicitation analysis; bid and proposal preparation; negotiation and closing support; contract lead-sharing and matching.

CAPACITY DEVELOPMENT & TRAINING
Growth plan consulting; business certification and registration help; promotion assistance. Business growth Sprint Workshop; roadshow events; virtual and in-person small group trainings; procurement training; Small Business Innovation Research and Small Business Technology Transfer workshops.
New Mexico Strategic Partners
Find Us

Located at
Hispano Chamber of Commerce
1309 4th Street SW.
Albuquerque, NM 87102
www.nmmbda.com
Contact Information

Gabriela Marques
Project Director
Phone (505) 376.7823
Email: gmarques@cabqmbdacenter.com

Mike Silva
Business Advisor
Phone (505) 376.7824
Email: msilva@cabqmbdacenter.com

www.nmmbda.com
Small Business Program Overview & Closing

Yvonne Gonzales
Small Business Program Manager
About Los Alamos National Laboratory (LANL)

- Established in 1943, LANL is a premier Research and Development Laboratory
- 1943 – 2006 managed by the University of California
- 2006 – 2018 managed by Los Alamos National Security, LLC (UC, Bechtel, BWXT, URS)
- November 2018 to present we are managed by Triad National Security, LLC (UC, Battelle, Texas A&M)
Our Vision

Delivering science and technology to protect our nation and world stability
Our Mission

Solve national security challenges through scientific excellence

Mission Areas

- Nuclear Deterrence and Stockpile Stewardship
- Protecting Against the Nuclear Threat
- Emerging Threats and Opportunities
- Energy Security Solutions
Small Business Program Mission

Los Alamos National Laboratory’s Small Business Program Mission to provide small business advocacy and promote utilization that strengthens the capacity, capability, and competency of businesses to assist the Laboratory in fulfilling its goal of protecting the nation.
Subject: Our Laboratory’s Ongoing Commitment to Small Businesses

Small business partnerships and related subcontracts are crucial to helping our Laboratory meet its mission of solving national security challenges through scientific excellence. We are committed to actively identifying opportunities for small businesses, neighboring communities, and pueblos. Small businesses are the backbone of the U.S. economy.

The Laboratory had an overall procurement spend of approximately $1.4 billion in FY21, with approximately 94.1% of that going to small business. Our goal in FY22 is to award 64.5% of subcontracts to small businesses.

Our commitment is also formalized in the Small Business Subcontracting Plan of Triad's Prime Contract. The Laboratory actively seeks to subcontract with capable small businesses in each of these socioeconomic categories: small disadvantaged businesses, woman-owned small businesses, historically underutilized business zones, veteran-owned small businesses, and service-disabled veteran-owned small businesses.

I take our obligation to meet these goals seriously and am committed to this program. I challenge you to actively incorporate and consider small businesses in your procurement planning and execution. When we make selecting small businesses a priority, doing so becomes an institutional norm and collective cultural enhancement.

To promote small business opportunities—and to connect Laboratory organizations with viable procurement solutions—our procurement organization, Acquisition Services Management Division (ASM), has a variety of excellent resources available:

- All small businesses are listed as preferred suppliers in the Ariba marketplace, making it easier to identify small business options.
- ASM holds regular supplier forums and support sessions to ensure suppliers receive information on how to do business with the Laboratory and to learn about upcoming procurement opportunities in the Ariba Discovery system.
- The Regional Purchasing Program for Northern New Mexico gives a 10% pricing preference to NNM small businesses and an additional 5% preference for the Triad Pueblo Business Alliance.

Your continued commitment to nurturing the Laboratory’s robust Small Business Program contributes to our collective and individual success, to economic growth, and ultimately to effectively delivering on our national security mission.

For assistance developing your organization’s small business prioritization strategy, contact ASM’s Small Business Program Office at business@lanl.gov.
Triad Prime Contract - Appendix E

• Triad’s Small Business Subcontracting Plan, Appendix E is part of Triad’s Prime Contract.

• Appendix E specifically deals with our small business goals in each socioeconomic category.

• In FY2021 we had 64.1% of our overall procurement spend going to small business. Our goal in FY2022 is to award 64.5% of our subcontracts to small businesses.
Unique Small Business Initiatives

• Regional Pricing Preference Program
  • Northern NM (7 counties and 8 pueblos)

• Triad Tribal Pueblo Business Alliance
  • Three Pueblos in NM

• Mentor Protégé Program
Small Business Program Point of Contacts

Warren Finch – Deputy Division Leader
Email: business@lanl.gov

Yvonne Gonzales – Small Business Program Manager
Email: business@lanl.gov
Phone: (505) 412-9982

Jim Carrigan – Small Business Advocate
Email: business@lanl.gov

Ashley Dominguez – Small Business Advocate
Email: business@lanl.gov