



New Mexico Small Business Development Center

Central New Mexico Community College; Clovis Community College; Dona Ana Community College; ENMU- Roswell; Luna Community College; Mesalands Community College; New Mexico Junior College; NMSU- Alamogordo NMSU-Carlsbad; NMSU-Grants; Northern New Mexico Community College; San Juan College; Santa Fe Community College; UNM-Gallup; UNM-Taos; UNM-Los Alamos; UNM-Valencia; Western New Mexico University

EXHIBIT B PERFORMANCE BENCHMARKS

Center: University of New Mexico-Los Alamos

FY17-18

Annually the New Mexico SBDC state office negotiates with the U.S. Small Business Administration to arrive at the assigned statewide goals which are then included in the NMSBDC Program's Notice of Award/Cooperative Agreement with the S.B.A. These assigned goals are based on the federal fiscal year beginning October 1st through September 30th. While the NMSBDC's performance is measured at the statewide level, the SBA requires the NMSBDC state office to include each center's assigned goals in its annual proposal for the grant renewal each year.

The NMSBDC is working to build a collaborative team focused on statewide outcomes rather than each individual center's performance. To facilitate this transition, each center is being assigned benchmarks representing their fair share of the outcomes which they should be contributing to the overall program's statewide contracted goals. It is critical for each center to do its best to pull its weight by at least reaching assigned benchmarks, if not exceeding them whenever possible. Centers failing to achieve assigned benchmarks are expected to work with the NMSBDC state director to implement changes in strategy and effort to improve the center's outcomes. The NMSBDC recognizes that each center is facing different challenges and environments, thus some centers may contribute to the statewide efforts by aligning their strategies to significantly exceed certain assigned benchmarks to offset situations where they cannot achieve them all.

SBA contracted goals are not finalized until September 30th of each program year, which means that these benchmarks are subject to change and may be lowered or increased based on the outcome of the NMSBDC state offices contract negotiations with the SBA.

The 2017/2018 NMSBDC statewide projected goals are as follows:

- Number of new businesses started = 113
- Total dollars of capital infusion = \$26,329,560
- Number of long-term clients = 397

Each center's fair share benchmarks have been calculated as follows:

Number of new business starts: Based upon the percentage of New Mexico's total population residing within the center's assigned service area.

Total dollars of capital infusion: Based upon the percentage of existing businesses with 99 employees or less which are located within the center's assigned service area.

Number of long term clients: Based upon the statewide goal divided by the total number of the service center's FTE's.

The 2017/2018 projected fair share benchmarks for the UNM-LA SBDC are as follows:

- Number of new businesses started = 2
- Total dollars of capital infusion = \$277,024
- Number of long-term clients = 15
- Jobs created or retained = 6

In addition to the assigned benchmarks listed above centers are encouraged to align their strategic efforts to capture and increase outcomes of the following statewide measurements:

- Dollar amount of increased sales achieved by SBDC clients
- Number of third party endorsements
- Number of media exposures
- Number of positive legislative visits
- Number of website visits to www.nmsbdc.org
- Improvement in perceptions from client and stake holder surveys