

The Santa Fe Business Incubator helps local entrepreneurs grow successful businesses. These emerging companies create new jobs, increase the tax base and diversify our economy, enhancing the quality of life for all in our community.

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Client News



Welcome to Founder **Isaac Brazil** and [Go Green New Mexico LLC](#), SFBI's newest client company.

Go Green NM provides residential contractors with energy efficient, green building solutions. They offer third party verification systems and energy audits for existing construction as well as new homes.

SFBI at a glance

Currently serving 26 client firms and 3 co-located partner organizations

More than 1,000 new jobs created by client companies

Home to more than 125 companies over the past 15-years

10,000 sq. ft. facility launched in 1997

20,000 sq. ft. expansion 2002 to 30,000 sq. ft. total

Marie Longserre, President and CEO since inception



Metal additive manufacturing and 3D software specialist, [Sigma Labs](#) welcomed representatives from Navajo Technical University in January.

The company also signed a commercial agreement with [Pratt & Whitney](#), a manufacturer in the aerospace and defense sectors.



Salud to [Santa Fe Spirits](#) Founder Colin Keegan, named Best Beverage Artisan by *Edibles* Regional Magazine.

In its Early Winter Heirloom edition, *Edibles* indicates



Facebook



Website



Google Plus



Twitter

Santa Fe Spirits has quadrupled in size since 2010: seven spirits, nine states, 11 employees and two tasting rooms. Great work!

Upcoming Events



Spokeshave Pitchfest

February 22, 5:30pm: Get your tickets [here!](#)

SpokeShave is a peer-to-peer pitch competition just for the startup community. Join the pitch circle for a chance to practice your pitch, give feedback to your peers, and maybe win \$100. SpokeShave is free to participate in but you must register, Visit the [event page](#) for more information.

Patent:ly



Patent:ly | February 23, 10am-11am

Patent lawyer and Intellectual Property expert Victor Johnson will lead a group discussion on patent information. Johnson, who founded Santa Fe IP, LLC in 2015, has 25 years of patent law experience.

Participants are encouraged to examine the complex world of IP in this quarterly offering. **Email**

soshea@sfbi.net or call 505-424-1140 if you would like to attend Patent:ly.

Recent Events



Market ID – a workshop series to help SFBI Clients identify and strategize entry into new markets.

During the the series SFBI was happy to have **Brian DuBoff from the Santa Fe SBDC** help participants with market research and analysis.

SFBI was also happy to welcome **Kim Sherwood from the Feynman Center for Innovation at LANL** to the **Service Advisory Council** to discuss the NMSBA leveraged project proposal process. And,

Julia Wise with the State's Science and Tech Department to the BioScience Advisory Council to discuss the Catalyst Fund.



Kudos and thanks to **Dean Willingham** and **James Ortiz of REDW CPAs** for their presentation on finances during January's Expert in the House.

Partner Events



[Etsy 101](#), a training program for artisans who want to sell online

online begins February 17th. Additional [WESST Santa Fe](#) trainings are listed here: <https://www.wesst.org/santa-fe/>.



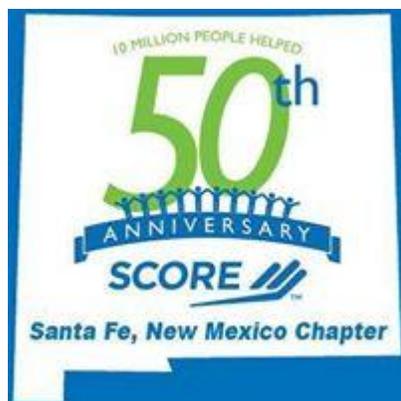
NORTHERN NEW MEXICO
VENTURE ACCELERATION FUND

[The Northern New Mexico VAF 2017](#) call for proposals opens February 21. This funding fills a unique niche in that it supports companies that lack collateral for debt financing and are not ready for Angel or Venture Capital funding. Completed applications are due by midnight March 31, 2017. Learn more <https://vafnm.org/>.

VAF applicants and awardees receive assistance from a variety of business expansion, retention and market intelligence programs from New Mexico Small Business Assistance Program (NMSBA), Los Alamos National Laboratory (LANL) and the Regional Development Corporation (RDC).



Save \$50 when you register early for the 2-day Santa Fe Art Business Summit. This professional development learning event includes presentations on marketing, pricing, art licensing, copyright protection, wholesaling, selling art online and more. See a complete schedule at <http://bit.ly/SantaFeSummit>



Congratulations to Marcia Swain who takes over as Chair of SCORE Santa Fe. Learn more

about [Santa Fe
Score.](#)



[North Central New
Mexico Economic
Development District](#)

hosted Senior Day at
the Roundhouse
January 24, 2017.

This 'N That

A tip of the hat to **Santa Fe
Reporter** for listing SFBI along
with Creative Santa Fe and MIX
in "**25 Things We Love About
Santa Fe.**"





New Mexico Economic Development Department Secretary Designate Matt Geisel (right) talks with Andrew Halasz, Founder and CEO of [Vizzia Technologies](#) during his tour of SFBI. Vizza is a technology solutions provider for healthcare organizations.



On the left, NMEDD Secretary Designate Matt Geisel looks at a cytometer, technology developed at Los Alamos National Lab and commercialized in New Mexico. In the picture on the right he visits with [Bio Direction](#), a company developing a test for early detection of traumatic brain injuries.



Marie Longserre, SFBI President and CEO has been reappointed to the [Federal Reserve Bank of Kansas City's Community Development Advisory Council](#) for a three year term,

CDAC Council members offer year-round insight on economic and community development issues.

Marie is credited as a trailblazer in business incubation by the CDAC.



Stewardship

Did you know?

In 1995, the current location of the Santa Fe Business Incubator (SFBI) was 3.25 acres of weeds providing little positive economic impact for our community. Fortunately, the City of Santa Fe and the Santa Fe Chamber of Commerce, with foresight and vision, recognized the untapped potential of the site as fertile ground for to grow a business incubator.

That once open field now showcases a vibrant facility dedicated to supporting the dreams of SFBI entrepreneurial clients, keeping talent in Santa Fe, and building the economic future of the community. But this has not been done without help.

The Santa Fe Business Incubator is a not-for-profit organization for which earned revenues only cover 50% of its annual operations. Additional support raised from grants and contributions provides funds that create the programs to nurture start-ups to become thriving businesses - creating jobs and prosperity in our community.

As we look toward celebrating 20 years of serving the community, SFBI salutes all those who continue to support of our programs and recognizes

the investment of all its partners - the City of Santa Fe, Santa Fe County, the State of New Mexico, the Santa Fe Community Foundation, US Bank, and all its business and individual supporters!



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