

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 SFBI's newest client, Eimear Zone and her company, [Pebble + Rose](#), a provider of quality women and children's clothing.

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

Pebble + Rose fosters empowerment for women and girls through inspirational messaging on their products. Say "Hi!" to Eimear when you see her in the hallways.



The *Santa Fe New Mexican* recently highlighted client company [Vizzia Technologies](#) and founder Andrew Halasz. [Click here for the story](#). Thanks to New Mexican reporter Dennis Carroll for covering Vizzia Technologies solutions for healthcare organizations.



SFBI client [Nurses With Heart Home Care](#) exceeded their goal of 20 blood units during a blood drive held in conjunction with United Blood Services October 28th. We're proud to be a part of community-serving



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events such as this.

Graduate News

Congratulations to [ITConnect, Inc.](#) on their November ribbon cutting by the Santa Fe Chamber of Commerce followed by a reception to celebrate their expansion.



[Kareem and Mary Jo Edwards of ITConnect](#), accept a certificate from the Santa Fe Chamber of Commerce at the ribbon cutting ceremony.





Left to right: Marie Longserre, CEO of the Santa Fe Business Incubator, Kareem and Mary Jo Edwards of ITConnect, Inc. and Santa Fe City Councilor Michael Harris.

Upcoming Programs



NM Bio and SFBI present a workshop: "Bridging the Gap Between Discovery and Free Clinical Studies" December 5, 2016, 12-1:30pm at SFBI. Dr. Karthik Ramachandran, Ph.D., vice president and co-founder of [Likarda](#) is coming to New Mexico to give

his insights on how drug discovery research can occur at entrepreneurial speed. No-charge meal provided, registration required. [Register here](#) or contact NM Bio.org.



The next presentation in the SFBI series, **Building the Business Different**, takes place December 6, 2016 from 5pm - 7pm at the Incubator. Join Edward Herrera - Director of the New Mexico Office of International Trade as he discusses how the state can assist companies interested in exporting. Please register [here](#).

GEW Highlights

SFBI first brought **Global Entrepreneurship Week (GEW)** to New Mexico in 2012. Last year the

Incubator was named a Distinguished Partner of the Global Entrepreneurship Network by the Kaufman Foundation. Activities throughout the week of November 14-19, 2016 focused on this legacy.

Thanks to our partners and the scores of people who attended the five GEW events for making Global Entrepreneurship Week at the Incubator a great success.



Global Entrepreneurship Week

November 14th to 19th, 2016

Santa Fe Business Incubator

424-1140 www.sfbi.net



Santa Fe Business
incubator



Monday, Nov. 14th to Saturday, Nov. 19th:
CoWork it OUT and enjoy free coworking
at the Incubator from 9am to 5pm

Spokeshave 
a peer to peer pitchfest



Wednesday Nov. 16th— 6:00pm to 8:00pm join the pitch circle for the
only peer to peer pitch competition.... maybe ever. Pitch your idea for
chance to win \$100 . Who's got the best pitch? You be the Judge!

code4
<Community//Programming>

Thursday Nov. 17th— 5:00pm to 8:00pm: It's a
hacknight for Santa Fe. Ask/answer questions
about projects you are working on or just get
coding done in a friendly collaborative environment

soshea@sfbi.net // [@SantaFeInc](https://twitter.com/SantaFeInc) // 424-1140 // www.sfbi.net



Visitors enjoyed free **Co-Working** at the Incubator during Global Entrepreneurship Week. For more information about reciprocal co-working membership at The Incubator in Santa Fe, ProjectY in Los Alamos, and FatPipe in Albuquerque, contact SFBI at soshea@sfbi.net or 505-424-1140.

Equity 202 a workshop sponsored by the Regional Development Corporation, The Venture Acceleration Fund, and New Mexico Angels, hosted by SFBI was a great success. A full house of attendees learned about the NM equity ecosystem and how to pitch to investors.



Recent Programs

The award-winning **Eureka Effect** (like speed dating, only smarter) held in October, concentrated on manufacturing. Participants were paired with Los Alamos National Labs scientists. Sponsored by LANL Feynman Center in partnership with the NMSBA program and SFBI.





Tinwork by Jimmy Romero

Santa Fe Public Library

Community Services Department, City of Santa Fe, New Mexico

Shout outs of gratitude to SFBI board members/volunteers David Franklin and Alex Padilla for joining SFBI program director Sean O'Shea in last month's outreach event **Index** at the Downtown Santa Fe Public Library. Participants could ask questions about their business or startup idea and receive referrals and assistance.

"It was extremely beneficial for 'thinking out of the box' and for helping to define the objectives of the program...Thank you!"

Join the SFBI [Facebook Page](#) and watch for an announcement of our next **Index** event during first quarter 2017.

This 'n That



Thomas Lantieri, US Bank, Commercial Banking Relationship Manager, presents a check to Marie Longserre, SFBI President/CEO and David Franklin, SFBI Board Chair at a recent SFBI board meeting.

Our thanks to U.S. Bank for their generous donation. The bank also granted the Incubator free radio spots across Hutton Broadcasting Network promoting Global Entrepreneurship Week. Take a listen:

<https://clyp.it/wmwpfgop>

Congratulations to our friends and partners at Homewise and early clients Solution Werx and Kosh Solutions on being named as finalists for best places to work in 2016 by Albuquerque Business First.

Stewardship

Did you know?

While the Santa Fe Business Incubator is blessed with a talented staff and a dedicated Board of Directors, without its supporters who provide funding and in-kind services, SFBI would not be able to fulfill its mission to enable clients to launch and grow businesses.

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 supports the dreams of SFBI clients, keeps talent in Santa Fe, and builds the economic future of the community.

SFBI salutes US Bank and Wells Fargo Bank for recent grants in support of our programs and we recognize the investment of all our partners - the City of Santa Fe, Santa Fe County, the State of New Mexico, the Santa Fe Community Foundation and our many business and individual supporters!

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As friends of SFBI we would like to keep you updated with our news!

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