

Small Business Assistance Providers in New Mexico



Steve Dubyk
NMED Air Quality Bureau

Why help Small Businesses?

Because helping small businesses is mandated by Section 507 of the Clean Air Act (CAA).

And most businesses in the United States are small, and they are less likely to have the resources necessary to deal with complex environmental regulations and issues.

Section 507 calls for...

1. Developing, collecting, and coordinating information concerning compliance methods and technologies for small businesses.
2. Assisting small business stationary sources with pollution prevention and accidental release detection and prevention.
3. Designating a State office with the relevant State agency to serve as **ombudsman** for small businesses.
4. Assisting small business stationary sources in determining applicable requirements and in receiving permits in a timely manner through a compliance assistance program.

Section 507 Continued

5. That small businesses be given a heads up so that they can evaluate possible compliance methods and applicable proposed and final regulations or standards.
6. Informing small businesses of their obligations under the CAA, including providing audits to determine compliance with regulations.
7. Considering requests from small businesses to modify work practices or technologies to comply with the CAA, including scheduling milestones for compliance prior to any applicable compliance date.

What is a small business?

Federal definition vs. New Mexico definition

The CAA considers a small business to be one that employs **fewer than 100 individuals, or is a small business concern as defined in the Small Business Act.**

The Air Quality Bureau defines "Small Business" in 20.2.75 NMAC (Air Quality Bureau fee regulation) as a company that **employs no more than ten (10) employees** at any time during the calendar year. Employees include part-time, temporary, or limited service workers.

For new sources, the company must certify that the source does not expect to employ any more than ten (10) employees in the first year of operations.

“Small Business” does not include:

- Major stationary sources
- any source which may emit more than **fifty (50) tons** per year of **any regulated air contaminant** that there is a National or New Mexico Ambient Air Quality Standard, or **seventy-five (75) tons per year of all regulated air contaminants** for which there are National or New Mexico Ambient Air Quality Standards; and
- any **major source for hazardous air pollutants** under 20.2.70 NMAC



What does the AQB/SBAP do?



The Small Business Assistance Program (SBAP) provides publications and technical assistance for small businesses with respect to the New Mexico air quality regulations and requirements.

The SBAP assists small businesses in understanding the environmental regulatory requirements associated with doing business in New Mexico, helps small businesses meet air quality regulation exemptions, and provides assistance in filling out permit applications.

The Air Quality Bureau SBAP is not an enforcement program!



Who do we work with?



- Sand and Gravel operations
- Wood processing facilities
- Painting and Coating Operations
- Abrasive Blasting Operations
- Mining and Mineral Processing Operations
- Dry Cleaning Operations

Air Quality Bureau Toll Free: 800.224.7009
Steve Dubyk 505.222.9507
Rosanne Sanchez 505.222.9583

www.nmenv.state.nm.us/aqb



Occupational Safety & Health Administration (DOL)



Authority: Occupational Safety & Health Act of 1970
(William Steiger Act)

The Law provides \$\$\$ to run NM State Program

- General Industry Standards 29 CFR 1910**
- Construction Standards 29 CFR 1926**
- General Duty Clause**

Purpose:

To ensure a safe and healthy work environment for all men and women.



OSHA Consultation Services



Provide Free Services

- **Must be invited by employers**
- **Provide information, education & training to assist employers in correcting hazards & preventing injuries/illnesses**
- **Focus on small businesses (<250 employees)**
- **Provide training in English and Spanish**



OSHA Consultation Services



- Conduct On-Site Safety & Health Inspections
- Industrial Sampling (Silica & /Noise)
- Program Assistance (Written Programs)
- Training and Education in English & Spanish
- Technical Assistance in correcting hazards
- Consultation Inspections, including review Safety Programs and Training, Injury log (300 log and Recordkeeping), PPE, Scaffolding, Fall Protection, and others specific issues related to each trade



OSHA Consultation Services



The OSHA Bureau provides services to all industries with employees.

OSHA Bureau:

505.827.4230

Kevin Koch (Santa Fe)

505.827.4230 ext. 134

<http://www.nmenv.state.nm.us/>



Hazardous Waste Compliance and Technical Assistance Program

Any business may qualify if they are or think they are generating, treating, storing or disposing of hazardous wastes.

Services include site visits, telephone and on site consultation, pollution prevention, waste minimization, recycling opportunities, industry specific workshops, documentation submittal, and self-audit checklists.

Hazardous Waste Bureau



Hazardous Waste Compliance and Technical Assistance Program

Contact information:

| | |
|------------------------------------|-------------------------|
| Art Volmer, Program Manager | 476.6004 (SF) |
| Brian Salem | 222.9547 (Albq.) |

<http://www.nmenv.state.nm.us/>

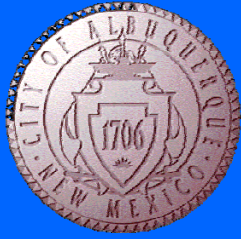
Hazardous Waste Bureau



City of Albuquerque Air Quality Division Small Business Assistance



- The Albuquerque SBAP acts as liaison between small business and Federal, State and local air quality regulations.**
- Act as small business advocate during regulation development. Helps to make regulations more workable for both the regulator and the regulated.**
- Perform outreach activities to educate potential sources of their obligations. Assist small business to interpret complex regulations and define responsibilities. Benefits are obvious.**



City of Albuquerque Air Quality Division Small Business Assistance



Assist small business in preparation of permit application. Helps to streamline application process, ensures accurate and timely applications, provides obvious financial relief to small business.

Assist small business with non-compliance issues through education, outreach and technical assistance. Helps small business reach compliance faster, more effectively. Fosters good will between enforcement agency and regulated community.

| | |
|------------------------|---------------------|
| Main Desk | 505-768-1930 |
| John Liberatore | 505-768-1964 |



Sandia National Laboratories Small Business Assistance Program

The 2000 New Mexico State Legislature substantially expanded Small Business Programs offered by Sandia National Laboratories to provide technical and certain types of business assistance to the state's small businesses, generally defined as any with 500 employees or less.

The Small Business Programs' expansion enhances the state's economy, while helping small companies, particularly in rural areas. Sandia's assistance is rendered **at no cost to the small business.** Assistance can help New Mexico small business owners resolve **technology problems or business issues.**



Sandia National Laboratories Small Business Assistance Program

Areas of Technical Assistance:

Agriculture

Microelectronics

Oil and Gas

Retail

Water

Business Systems Development

Critical Infrastructure

Energy

Information Technology and Services

Manufacturing

Mariann Johnston at (505) 284-9548

Lee Swanger at (505) 845-9700

1-800-765-1678

<http://www.sandia.gov/partnerships>

Los Alamos National Laboratory Small Business Office



The main goal of SBO is to increase small business participation in procurements through set-aside programs and outreach activities. SBO is also dedicated to developing partnerships with various organizations to promote economic development. The LASBO defines a small business as:

- It is an independently owned and operated entity.
- It is not dominant in the field of operation in which it is bidding on government contracts.
 - It meets any applicable criteria concerning number of employees or annual receipts established by the Small Business Administration (SBA).

Los Alamos National Laboratory Small Business Office



LANL SBO also:

- Sponsors and conducts inreach activities to match technical requestors' needs with goods and services provided by small business concerns.
- Tracks and reports contractor small business procurement activity.
- Participates in the Northern New Mexico Procurement Advisory Council.
- Provides information to Laboratory buyers and end users on the importance of the small business program.

The Laboratory's Small Business Office (SBO) is available to conduct workshops on doing business with the Laboratory.

Los Alamos National Laboratory Small Business Office



Contact Information:

LANL Small Business Office: 1-800-472-9861

<http://sbo.lanl.gov>



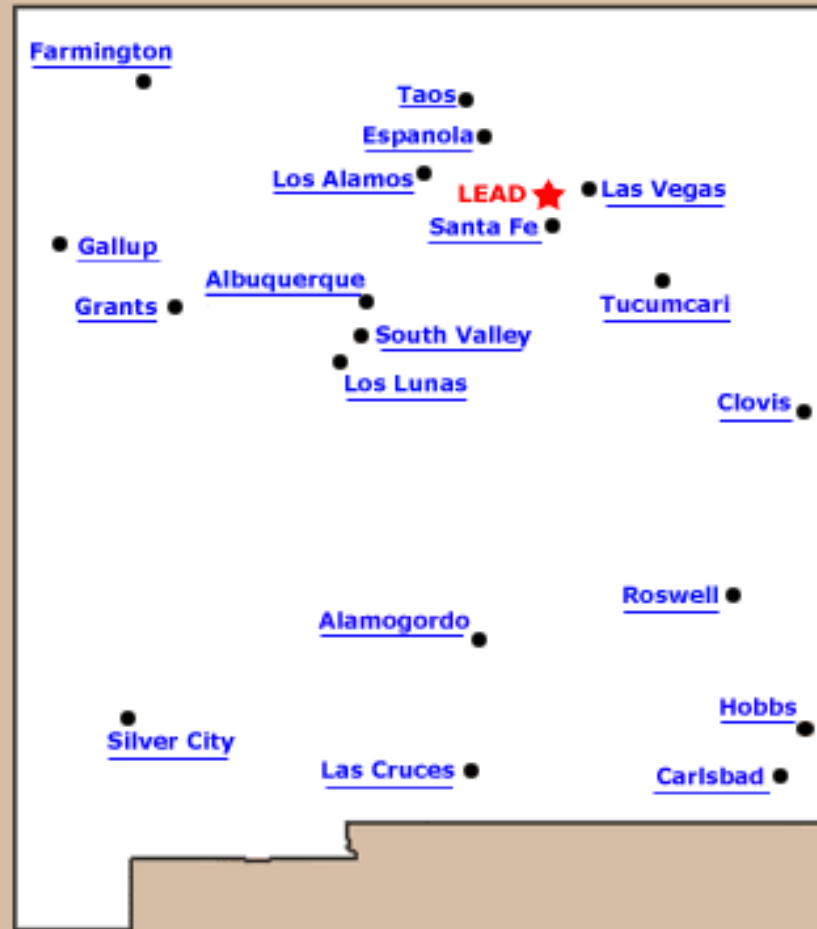
New Mexico Small Business Development Centers

The SBDCs provide business planning, marketing, and financing information to small businesses. The SBDCs use the US SBA's definition of small businesses for their clients. The SBDCs are funded by a dollar-for-dollar match of US SBA money with a non-federal source. In the case of the New Mexico SBDC, all matching funds are from the state.

The SBDC is mandated to deliver **one-on-one consulting and group training** to aspiring or existing small businesses that are currently located, or plan to locate, in New Mexico. One-on-one consulting services are free of charge, with the option to ask a minimal charge for seminars. Federal law requires the SBDC to deliver services through schools of higher education such as universities, community colleges, etc.



New Mexico Small Business Development Center Locations





New Mexico Small Business Development Centers

Contact Information:

**NMSBDC Lead Center
Santa Fe Community College
6401 Richards Avenue
Santa Fe, NM 87508
1(505) 428-1362 or
1(800) 281-7232**

www.nmsbdc.org



New Mexico Economic Development Department

The NMEDD helps all businesses that are relocating to New Mexico by helping clients find a community, a building, land, a workforce, training, and anything else needed to be successful in New Mexico. Services include information about:

New Mexico Business Incentives

New Mexico Workforce

Demographics

Education

Technology

Utilities, Energy & Communication

Taxation

Local Chambers of Commerce

Local Chambers of Commerce offer a variety of services for small businesses, including:

- Business development services and contacts
- **Zoning**, land use, and planning information
- Local resources and labor force information
- Financial and development incentives
- Local tax information
- Local business advocacy and advertising

Federal and National Programs for Small Businesses

US Environmental Protection Agency Programs



National Compliance Assistance Centers

The Environmental Protection Agency (EPA) has sponsored partnerships with industry, academic institutions, environmental groups, and other agencies to launch sector-specific **Compliance Assistance Centers (Centers)**. Each Center addresses real world issues in language that speaks to the regulated entities. The Centers are helping businesses, local governments, and federal facilities understand federal environmental requirements and save money through pollution prevention techniques.

<http://www.epa.gov/smallbusiness/>

Small Business Ombudsman Hotline: 1-800-368-5888



National Compliance Assistance Centers

- **Agriculture - Ag Center**
- **Auto Repair - GreenLink**
- **Chemical Industry - ChemAlliance**
- **Printing - PNEAC**
- **Transportation - TRANSOURCE**
- **Metal Finishing - NMFRC**
- **Paints and Coating - PCRC**
- **Printed Wiring Board - PWBRC**
- **Federal and Local Facilities and Government – FedSite, LGEAN, Border Compliance**
- **Auto Recyclers - ECAR**
- **Construction Industries – CICA**

www.assistancecenters.net



USEPA Programs

Small Business Compliance and Enforcement

The Small Business Compliance Policy promotes environmental compliance among small businesses (those with 100 or fewer employees) by providing incentives to discover and correct environmental problems. EPA will eliminate or significantly reduce penalties for small businesses that voluntarily discover violations of environmental law and promptly disclose and correct them.

Small Business Environmental Home Page –compliance and P2 opportunities for small businesses:

<http://www.smallbiz-enviroweb.org/>

USEPA Programs



Links by Industry Sector include forty industries, including:

Aircraft

Die Casting

General Small Business

Chemical Manufacturing

Iron and Steel

Machining

Metal Finishing

Electroplating

Metal Products

Agriculture

Dry Cleaning

Hospitals

Construction

Lumber and Wood

Furniture

Pesticides

Painting and Coating

National Institute of Standards and Technology

New Mexico Manufacturing Extension Partnership

The New Mexico MEP is an affiliate of the NIST under the U.S. Department of Commerce. The national MEP is a network of manufacturing extension centers that provide business and technical assistance to smaller manufacturers.

Through MEP, manufacturers have access to more than 2000 manufacturing and business “coaches” whose job is to help firms make changes that lead to greater productivity, increased profits, and enhanced global competitiveness. **Lean Enterprise** – eliminating waste and maximizing productivity and profitability using the Time Wise™ suite of training and problem-solving tools.

National Institute of Standards and Technology

New Mexico Manufacturing Extension Partnership

Identify and support the core environmental services that make small manufactures more competitive.

- Develop and access products and services that MEP centers can offer to small manufacturers.**
- Assist centers to incorporate environmental services into their core activities.**
- Increase awareness nationally of MEP's impact on the environmental performance of small manufacturers.**

National Institute of Standards and Technology

New Mexico Manufacturing Extension Partnership

- **The Recycling Technology Assistance Partnership (ReTAP)**
- **The National Metal Finishing Resource Center**
- **Pollution Prevention Assistance and Information Database (P2AID)**
- **Pollution Prevention Tools and Techniques (P2T2) Training**

New Mexico MEP 505-262-0921

www.newmexicomep.org

800-MEP-4MFG

Green Gazelles



Green Gazelles is a project of the Center for Small Business and the Environment (CSBE), a non-profit organization. CSBE promotes Green Gazelles and organizes them into a new economic and environmental constituency.

The Green Gazelle Program identifies these innovative companies, surveys these companies to determine what constraints they have for further growth and innovation, and distributes this information for use by other small businesses. This information will allow these businesses to go beyond regulatory compliance by implementing resource conservation and pollution prevention strategies.

www.greengazelles.org



US Small Business Administration

The US SBA offers management information and training, business opportunities, and financing.

The U.S. Small Business Administration (SBA) is responsible for making determinations as to whether a particular business qualifies as a small business under the existing size standards set forth in the Code of Federal Regulations (13 CFR Part 121). **SBA establishes size standards on an industry-by-industry basis.** Small business size standards are determined by classifications of the product or services as found in the NAICS Manual available via the Internet at:

<http://www.census.gov/epcd/www/naics.html>



Small Business Administration

SBA offers a "**Pollution Control Loan Program**" for planning, designing and installing pollution control facilities. Under this loan guarantee program, loans up to \$1,000,000 are available for the **prevention, reduction, abatement, and control of any form of pollution, including recycling.**

www.sbaonline.sba.gov/financing/loanprog/pollution.html

Albuquerque District Office
625 Silver SW Suite 320
Albuquerque, NM 87102
Voice (505) 346-7909

<http://www.sba.gov/nm/>

SCORE



SCORE[®]
Counselors to America's Small Business

SCORE "Counselors to America's Small Business" is a nonprofit association dedicated to providing entrepreneurs with **free, confidential face-to-face and email business counseling.**

The SCORE Association, headquartered in Washington, D.C., is a nonprofit association dedicated to entrepreneurial education and the formation, growth and success of small businesses nationwide.

SCORE's 10,500 retired and working volunteers provide free business counseling and advice as a public service.

www.score.org/

Trade Associations

Trade associations provide environmental information and education materials through publications and on their web sites. Industry and trade groups:

- **Establish and promote pollution prevention and environmental standards for an industry.**
- Lobby government agencies and help develop environmental regulations on behalf of industries.
- Maintain active research and development centers where existing products are tested and new technologies are developed.
- Meet on a regular basis to share their knowledge, experience, and ideas, and mentor small businesses.

In Summary



- 1. There are numerous local, state and federal resources available to new and existing small businesses in New Mexico.**
- 2. The best way to find out about these resources and how they can help is to contact them by phone or visit their web sites.**
- 3. Each small business assistance provider typically provides a limited scope of resources to small businesses.**

SBAP can work together to provide a wide spectrum of resources for small businesses!