Manufacturing Month Webinar Series:
Early-Stage Manufacturing

Webinar October 7, 2021

Celebrating Manufacturers and the Resources They Use for Growing Global Sales
Manufacturing Month Webinar Series: Early-Stage Manufacturing

Today’s Host

Wendy Peebles
U.S. Census Bureau
Agenda

• Welcome Remarks
• Business Roundtable
• Agency Programs & Services for Early-Stage Manufacturers
  - SBA
  - MEP National Network
  - U.S. Commercial Service
• Audience Q&A Session
Welcome Remarks:

Bailey DeVries
Associate Administrator
Office of Investment & Innovation
U.S. Small Business Administration
Manufacturer Roundtable

Anthony Mulligan
CEO/President
Hydronalix

Moderator:
Pam Plagens
Advanced Manufacturing Team Leader
U.S. Commercial Service
U.S. Department of Commerce

Samantha Snabes
Co-Founder: Catalyst
re:3D
Hydronalix
Green Valley, Arizona

• Hydronalix is a small high-tech company specializing in extreme performance, small unmanned vehicles, both for water and air.

• Founded in 2009, the company has grown to be internationally recognized for its robotic water rescue systems and advanced small unmanned surface vehicles.

• Hydronalix effectively tapped SBA’s SBIR program for initial R&D support that lead to the creation and commercialization of Emily, a beach and ocean rescue drone, now sold in 33 markets around the world with help from SBA’s STEP grant and the U.S. Commercial Service’s Gold Key program.

Anthony Mulligan
CEO/President

www.hydronalix.com
re:3D
Austin, Texas

- Manufacturer of 3D Printers, spun out of Engineers Without Borders – NASA Johnson Space Center in 2013
- Social enterprise pioneering innovations to reduce the cost & scale barriers to 3D printing to create jobs & enable problem-solvers worldwide to independently address local needs
- Customers in 50+ countries around the world
- re:3D® leveraged the SBIR program to launch their technology and tapped the SBA STEP grant and Department of Commerce support to expand globally

Samantha Snabes
Co-Founder: Catalyst

www.re3d.org
Manufacturer Roundtable

Anthony Mulligan
CEO/President
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re:3D

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Pam Plagens
Advanced Manufacturing Team Leader
U.S. Commercial Service
U.S. Department of Commerce

Pam Plagens
The nation’s largest source of early-stage non-dilutive funding for innovative technologies. We invest in your solution and take zero equity, giving you the freedom to run your business according to your vision.

www.sbir.gov
Agencies that Participate in SBIR & STTR

- Department of Agriculture (USDA)
- Department of Commerce (DoC), NIST, NOAA
- Department of Defense (DoD)
- Department of Education (ED)
- Department of Energy (DOE)
- Department of Health and Human Services (HHS), NIH, FDA, CDC, ACL
- Department of Homeland Security (DHS)
- Department of Transportation (DOT)
- Environmental Protection Agency (EPA)
- National Aeronautics and Space Administration (NASA)
- National Science Foundation (NSF)

www.sbir.gov
Building & Connecting an Inclusive Innovation Ecosystem

SBA works with a number of local partners to counsel, mentor, and train small businesses in the innovation ecosystem.

www.sbir.gov/local-assistance
Grants to Help Reach International Buyers

The **State Trade Expansion Program** or STEP provides grants to U.S. states/territories to help small businesses to go international.

- **Eligible Uses of Funds include:**
  - Training workshops
  - In-person and virtual trade missions
  - Services to support foreign market entry
  - International Partner Search
  - Website optimization for global sales
  - Website translation to attract foreign buyers
  - Design marketing media and more

Visit [sba.gov/STEP](https://www.sba.gov/STEP) to find out if your state/territory is participating in STEP.
Exporting
SBA Can Help You Compete

1. Business Intelligence for Changing Times
   Get advice on exploring export markets at sba.gov/tradetools

2. Grants to Reach International Buyers
   See if your state/territory offers grants at sba.gov/international

3. Financing for Your International & Supply Chain Sales
   Contact your local export finance manager at sba.gov/international
Get Help From SBA

Innovation

• For information, visit: www.sbir.gov or email technology@sba.gov

• For training and financial assistance for SBIR applicants, find Federal and State Technology Partners at www.sbir.gov/about-fast

• Stay In Touch with @SBIRgov #seedthefuture

www.sba.gov/local-assistance

Exporting

• For advice, visit www.sba.gov/tradetools or email international@sba.gov

• For a list of State Trade Expansion Program (STEP) with grants visit www.sba.gov/STEP

• For export finance questions and help navigating SBA resources, locate and connect with one of our Export Finance Managers at www.sba.gov/international

• Stay Informed with SBA’s Export Newsletter and Webinars: sba.gov/newsroom

www.sba.gov/local-assistance
EARLY-STAGE MANUFACTURER WEBINAR

OCTOBER 7, 2021

Scott Bryant, NM MEP
GROWING NEW MEXICO’S MANUFACTURING:

• Focus on: entrepreneurship/commercialization
• Help new companies into business, networks
• Build readiness/resilience in existing companies
• Expand products to our internal NM markets,
• Export NM materials, energy, and products to markets outside the state
• Pull new wealth, skills, and equipment into the state
DELIVERING ON-THE-FLOOR SYSTEMS & TOOLS STATEWIDE

Projects & Training Based
Long-Term & Drop-In Relationships
Focused on New Mexico Registered SMEs
MANUFACTURING EXTENSION

Team of manufacturing, engineering, and commercialization experts that are available to assist manufacturers and entrepreneurs overcome barriers to growth.

NEW MEXICO MEP AND THE EMERGING MANUFACTURER

Topic Example:

Mezel Mods Inc.
New Mexico Small Manufacturer of the Year (2019)
https://www.youtube.com/watch?v=ggDbrXYmTI4

Mezel Mods New Mexico Made Profile Page

https://newmexicomep.org/company_profiles/mezelmods/
THANK YOU

Workforce Training and Client Meeting Facilities

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Albuquerque, NM 87113
(505) 262-0921
Grow Global

Steven Murray
Global Growth Lead for Tech Firms & Startups
U.S. Commercial Service, Pittsburgh, PA
412-644-2819
Steven.Murray@trade.gov
Advancing Your Global Priorities

START BY CONNECTING WITH OUR OFFICE NEAR YOUR US HQ

IT'S YOUR ENTRY POINT TO OUR GLOBAL NETWORK

ASK ABOUT YOUR STATE’S RESOURCES TO HELP YOUR GLOBAL GROWTH

Find Your Local Office

100+ US AND OVER 75 INTERNATIONAL OFFICES – DETAILS ON VIRTUAL/REGULAR SERVICES HERE
Our Value Proposition by Lifecycle Stage

**Early**
- Exporting 101
- Counseling On International Issues
- Identifying Resources
- Existing Market Intelligence

**Mid**
- International Pitch Events
- Channel Partner Identification
- Market Identification
- Due Diligence
- In-country Support

**Late**
- Finding/Vetting Partners
- High Profile / High Value Contacts
- Advocacy
- Build Sales Pipelines
- Trade Missions

Visit [Trade.gov](http://Trade.gov) to find more on growing globally
Celebrating Manufacturing Month