New Mexico Legislature
Interim Economic & Rural Development Committee

Thursday, November 1, 2018

CELEBRATING 20 YEARS OF ECONOMIC GROWTH

PRESENTED BY

Jackie Kerby Moore
Manager, Technology and Economic Development, Sandia National Laboratories

Executive Director, Sandia Science & Technology Park
A place that would serve as a partnership tool for Sandia by providing direct access to industry science and technology to further the Labs’ mission.

- Joint Research and Development
- Commercialization of Technologies
- Business Development
- Supplier Relations
- Economic Development
Sandia Science & Technology Park

- Master-Planned Technology Community
- Affiliated with Sandia National Laboratories
- Adjacent to Kirtland Air Force Base
- 340+ Acres
- Internationally Recognized
Public-Private Partnership

**Original Partners**
- Created vision
- Provides executive-level champion
- Provides executive director and program staff
- Manages day-to-day activities, including marketing

- The nonprofit entity which oversees the Park
- Manages grants and infrastructure

**Land Owners**
- Sell and lease land
- May build and own buildings

**Other Key Partners**
- Provided planning funds
- Provides telecommunications infrastructure
- Provides infrastructure
- Provides economic impact analyses
- Provides leadership and support
Companies and Organizations

Advanced Manufacturing Analysis & Research Corporation (AMARC)
Advanced Optical Technologies (AOT)
AEgis Technologies
Applied Technology Associates (ATA)
ATA Aerospace, JV
ATAMIR-WSMR, JV
Center for Global Security and Cooperation (CGSC)
Center for Integrated Nanotechnologies (CINT)
Computer Aided Technology, LLC (CATI)
Computer Science Research Institute (CSRI)
Computer Support Unit (CSU-STP) – The Kemtah Group, Inc.
ComScire – The Quantum World Corporation
Core Invention, Inc.
Cyber Engineering Research Laboratory (CERL)
Data Systems Analysts, Inc. (DSA)
Diakonos Technology Group (DTG)
HelioTropic Energy, LLC
Innovation Parkway Office Center (IPOC)
Innovative Reasoning, LLC (IR)
Integra Technologies Albuquerque LLC
Kirtland Partnership Committee (KPC)
Knowledge Systems*
La Luz Early Childhood Center (La Luz ECC)
Mazda Computing
MediNatura, Inc.
MicroNet Solutions, Inc. (MSI)
National Museum of Nuclear Science & History
New Mexico Angels (AMA)
New Mexico School for the Blind and Visually Impaired (NMSVBI)
New Mexico Start-Up Factory (NMSUF)
Phoenix Analysis and Design Technologies, Inc. (PADT)
Project Enhancement Corporation (PEC)
Psigenics Corporation
QC Group, LLC
Qynergy Corporation
Raytheon Company
Red, Inc. Communications
Sandia Laboratory Federal Credit Union (SLFCU)
Sandia Science & Technology Park Development Corporation (SSTPDC)
Sandia Science & Technology Park (SS&TP) Program Office
Sigma Medical Technologies
SolAero Technologies Corp
Stone Lion Environmental, LLC
TEAM Technologies, Inc.
Technology Leadership High School (TLHS)
Veritran, Inc.
Xertrix Technologies, Inc.

32 private sector companies - 29 small and 3 large

7 organizations, including nonprofits, schools, and amenities

8 Sandia organizations, in 6 buildings
### METRICS *

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
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</thead>
<tbody>
<tr>
<td>Number of Companies and Organizations</td>
<td>47</td>
</tr>
<tr>
<td>Number of Employees</td>
<td>2,059</td>
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<tr>
<td>Number of Buildings</td>
<td>26</td>
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<tr>
<td>Public and Private Investment in the Park since 1998*</td>
<td></td>
</tr>
<tr>
<td>Public</td>
<td>$89.0 Million</td>
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<tr>
<td>Private</td>
<td>$295.8 Million</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$384.8 Million</td>
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* Through CY17

### ECONOMIC IMPACT **

<table>
<thead>
<tr>
<th>Impact Description</th>
<th>Value</th>
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<tbody>
<tr>
<td>Cumulative Impact on taxable consumption (goods and services)</td>
<td>$3.1 Billion</td>
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<tr>
<td>Cumulative impact on gross receipts tax revenue to the City of Albuquerque</td>
<td>$22.5 Million</td>
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<tr>
<td>Cumulative impact on gross receipts tax revenue to the State of New Mexico</td>
<td>$123.4 Million</td>
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<tr>
<td>Cumulative Increase in wage and salary disbursements attributable to Park activities</td>
<td>$5.4 Billion</td>
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<tr>
<td>Average salary for each full-time job in the Park</td>
<td>$98K</td>
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<tr>
<td>Average salary for each full-time job in Albuquerque</td>
<td>$46K</td>
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</tbody>
</table>

** Through CY17
Success Stories

- **AEGis Technologies:** Contract to support the Hermes III Accelerator at Sandia
- **TEAM Technologies:** Holds technology transfer license from Sandia for an explosive tool, called Stingray
Company Highlights

- **Raytheon Company:** Leased an additional 72,000-sq.-ft. of space, grew from 190 to 240 people

- **SolAero Technologies:** Constructed a new 40,000-sq.-ft. facility to create more jobs, partnering with OneWeb Satellite, now employs 320 people, up from 250 in early 2017
Strategic Linkages

Retain and recruit companies and organizations in and to the SS&TP in order to increase returns for Sandia National Laboratories, Park Companies, and the surrounding city, county, and state.

**Park ↔ Park**
Leadership Luncheons
Community Engagement
Company Directory

**Park ↔ Sandia**
Procurement 1:1 Meetings
Business Development Connections
NMSBA

**Park ↔ Partners**
Visits and Tours
Annual Picnic
Community Advisory Council Annual Meeting
Leadership Luncheons and Community Engagement

More than 50 unwrapped gifts were collected for Toys for Tots campaign

United Blood Services held 5 drives and collected over 78 units of blood
Park ↔ Sandia

ComScire
The Quantum World Corporation

Procurement 1:1 Meetings
Supply Chain Management
Business Development Connections
New Mexico Small Business Assistance
Community Advisory Council Annual Meeting and Manufacturing Day with New Mexico MEP
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Economic Impact News Conference

“Pillars of the Park” Recognition Picnic
The SS&TP’s goal is to attract and retain high-technology companies that either have a working relationship with Sandia and/or other companies in the Park or the potential to establish such a relationship.

- Increase Outreach
  - Economic Development Agencies
  - Real Estate Community
- Increase Inreach
  - Technology Partnerships
  - Procurement
- Leverage Local Industry Sector Initiatives
  - Bio
  - New Space
- Partner with Existing Park Companies
  - Suppliers
  - Partners
Questions

Jackie Kerby Moore
Manager, Technology and Economic Development, Sandia National Laboratories
Executive Director, Sandia Science & Technology Park
505-845-8107
jskerby@sandia.gov