

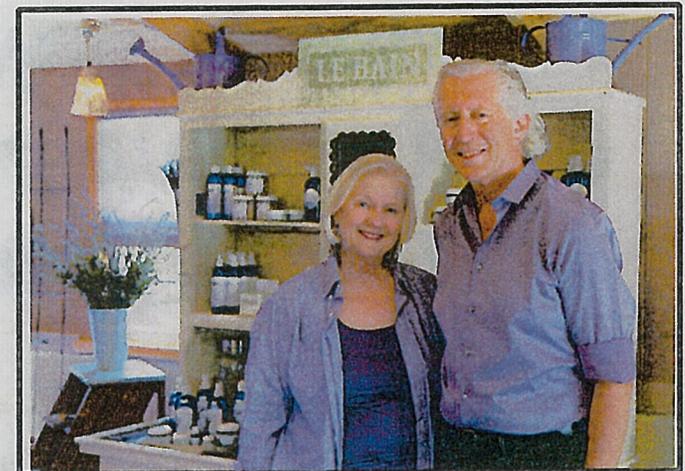
***Community Programs Office
Helping to create jobs and diversify the
economy in northern New Mexico***

Prepared for Economic and Rural Development Committee

August 19, 2015

We work “shoulder to shoulder” with community members and local organizations

- **Los Alamos National Security, LLC**
 - Community Commitment Plan since 2006 - Investing in Northern New Mexico
 - **Goals:**
 - Develop the workforce pipeline
 - Leverage community giving
 - Diversify economic development
 - **Supporting our principals of:**
 - Mutually beneficial
 - Regional (Los Alamos, Mora, Rio Arriba, Sandoval, San Miguel, Santa Fe, and Taos)
 - Data-driven decision making
 - Build infrastructure for sustainability



Purple Adobe Lavender Farm owners Elizabeth and Roger Inman received Venture Acceleration Funding in 2014 for their business in Abiquiu, New Mexico

Building partnerships and strengthening relationships result in positive outcomes

Examples of Regional Partners

- Regional Development Corporation
- LANL Major Subcontractors
- New Mexico Manufacturing Extension Partnership
- Rio Arriba County
- Small Business Development Centers
- Santa Fe Business Incubator
- Taos Entrepreneurial Network (TEN)
- Valley Entrepreneurial Network (VEN)
- Los de Mora
- Greater Espanola Valley Community Development Corporation
- Tribal Government/Development
- Local, City, and County Government



John Olivas and Roger Gonzales, Network Facilitator in Mora, receive a grant from the LANL Major Subcontractors Consortium.

Implementing economic development initiatives that strengthen new and existing businesses

Economic Development Programs

- Network Facilitation
- Market Intelligence
- Business Expansion and Retention
- Venture Acceleration Fund (VAF)
- Native American VAF
- LANL Major Subcontractor Consortium Economic Development Grant Pool
- Community Development Initiatives
- Teen Business Start-up



*Taos Mountain Energy Foods
CEO Kyle Hawari and president
Brooks Thostenson (from left).*

Help create jobs and diversify the economy in northern New Mexico

Regional Business Support Impacts since 2006

- Served 713 companies and entrepreneurs
- 735 jobs created or retained
- \$33.1M generated in salaries
- Helped businesses attract \$106.1M in new financing



LANS economic development programs helped Eric and Celina Quintana, owners of Performance Maintenance, Inc. (shown with their sons David and Eric Jr.) secure the funding they needed to expand their business and build a new facility in Espanola.

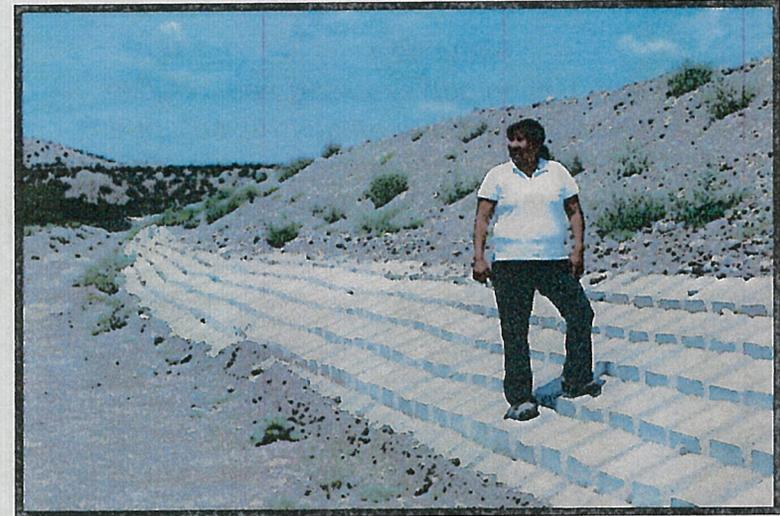
Investing in programs to fill existing gaps help businesses reach the next level of success

Native American Venture Acceleration Fund (VAF)

Financial assistance available to tribally owned companies or individual businesses owned by a tribal member for critical technical services

Impacts since 2012

- **\$204K** to 18 Native American companies in six Pueblos
- **22 jobs** created or retained
- **\$700K** in new revenue has been generated



Phoebe Suina, Owner-Project Management of High Water Mark, LLC, received a Native American VAF.

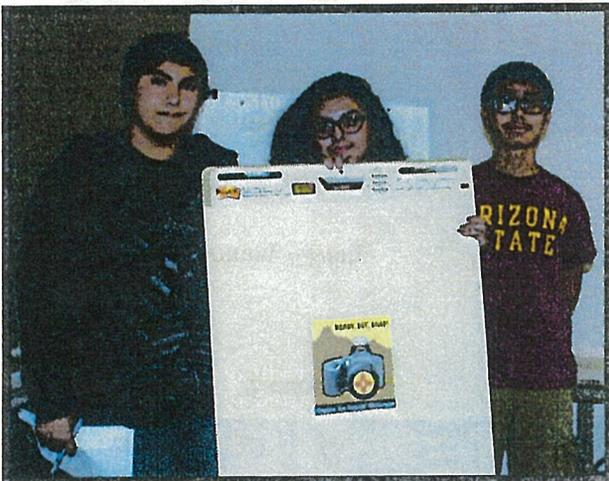
Encouraging Youth Entrepreneurship

Teen Biz Challenge Competition

- Rio Arriba/Espanola
- Taos
- Santa Fe
- Los Alamos

Native American Shark Tank Challenge

- Partnered with the American Indian Chamber of Commerce
- Native American high school and college students



Espanola Teen Biz Competition winners: Nathaniel Baros, Maria Roybal and Amabilis Baca. Their business idea was to create a mobile photography shop.



Native American Shark Tank Challenge participants

Since 2006, the impact of the LANS community investment has been significant

	LANS	Leveraged	Economic Activity*	Jobs Created or Retained*	Salaries*
Education	\$10.7M	\$56.2M	\$89 _M	1,959	\$59 _M
Community Giving	\$8.5M	\$47.0M	\$51 _M	922	\$28 _M
Economic Development	\$8.6M	\$113.5M	\$143 _M	1,313	\$42 _M
Broadband Infrastructure	\$0.2M	\$76.2M	\$267 _M	4,530	\$181 _M
Total	\$28M	\$293M	\$550M	8,724	\$310M



Developed by Kelly O'Donnell, PhD
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*Includes direct and indirect impacts

Questions and Comments

Contact information

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