

# Sandia National Laboratories *Economic Development*

New Mexico State Legislature  
Economic and Rural Development  
Committee

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Sandia National Laboratories is a multi-program laboratory managed and operated by Sandia Corporation, a wholly owned subsidiary of Lockheed Martin Corporation, for the U.S. Department of Energy's National Nuclear Security Administration under contract DE-AC04-94AL85000.



*Exceptional  
service  
in the  
national  
interest*

# Executive Leadership

“Partnerships are key to Sandia’s ability to meet its national security and technology transfer missions. They foster collaborations with industry, academia, and government; enable technologies to be deployed for the U.S. public good; and ***contribute to the economic well-being of the nation and the region.***”

# Partnerships Lead to Economic Development

- SS&TP



**SANDIA SCIENCE &  
TECHNOLOGY PARK**

- ESTT

**ESTT**

*Entrepreneurial Separation  
to Transfer Technology*

- C3

**Center for Collaboration &  
Commercialization (C3)**

- NMSBA

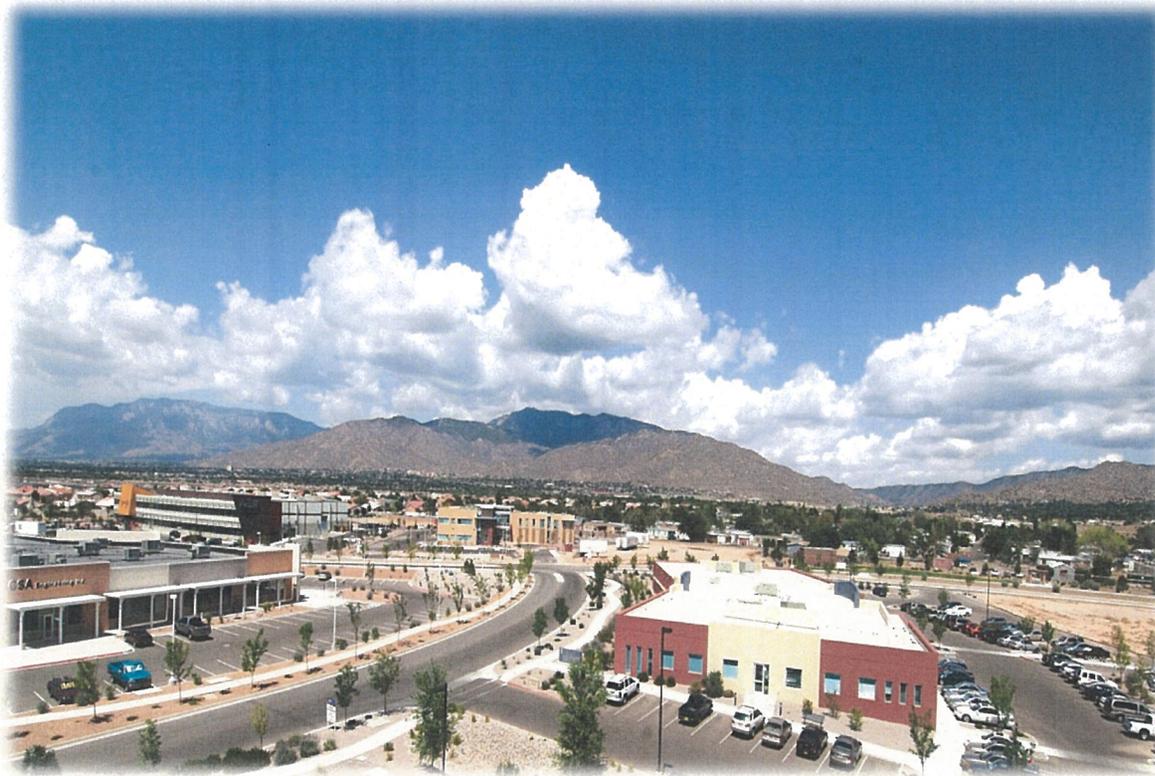


**NMSBA**

Los Alamos National Laboratory  
Sandia National Laboratories

*Solving New Mexico's Small Business Challenges*

# Sandia Science & Technology Park (SS&TP)



- Master-Planned Technology Community
- Affiliated with Sandia
- Provides Easier Access and Close Proximity to the Labs

# SS&TP Public-Private Partnership



## ORIGINAL PARTNERS

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



SANDIA SCIENCE & TECHNOLOGY PARK DEVELOPMENT CORPORATION



- Shared vision
- Funds infrastructure

- The nonprofit entity which oversees the Park
- Helped shape vision
- Provides Chairman of the Board
- Manages grants and infrastructure

Park MOU Signatories

## LAND OWNERS



New Mexico State Land Office

- Sell and lease land
- May build and own buildings

## OTHER KEY PARTNERS



Provided planning funds



Provides telecommunications infrastructure



Provides infrastructure



Provides economic impact analyses

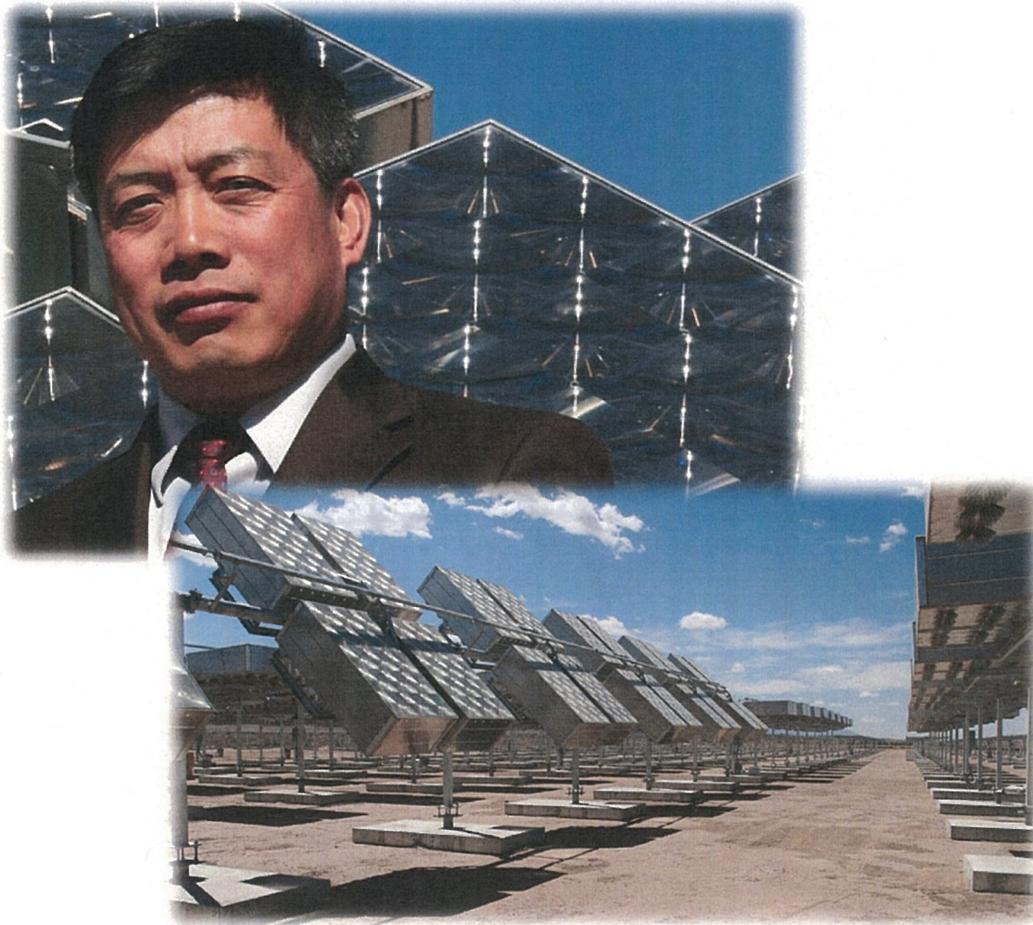


Provides leadership and support

# SS&TP Metrics & Economic Impact

METRICS		
Number of Companies		40
Number of Employees		2300
Number of Buildings		25
Acreage Developed (out of 338.5)		125
Funds In to Sandia from Park Companies since 1998		\$17.7 Million
Contracts from Sandia Procurement to Park Companies since 1998		\$408 Million
Contracts between Park Companies since 1998		\$10.4 Million
Public and Private Investment in the Park since 1998	Public Private Total	\$89.0 Million \$279.3 Million \$368.3 Million
ECONOMIC IMPACT		
Cumulative Impact on Taxable Consumption (Goods and Services)		\$2.2 Billion
Cumulative Increase in Wage and Salary Disbursements Attributable to Park Activities		\$3.7 Billion
Average Salary for Each Full-Time Job in the Park		\$83,300
Average Salary for Each Full-Time Job in Albuquerque		\$41,900

# SS&TP Success Story: EMCORE



- Publicly traded company
- First business to move into Park
- Moved headquarters from NJ to NM
- 300+ employees here
- CEO is a former Sandian
- Licenses from Sandia
  - VCSEL
  - Solar cell
  - Transponder
- Built new 17-acre solar farm at Park
- Acquired by SolAero
- Hong Hou remains in NM to help other companies

# Entrepreneurial Separation to Transfer Technology (ESTT)



- Participants may start up or help expand small tech-based businesses
- Participants terminate their Sandia employment
  - Term of separation is up to two years with the option to request a third year
  - Participants are guaranteed reinstatement by Sandia before ESTT expiration

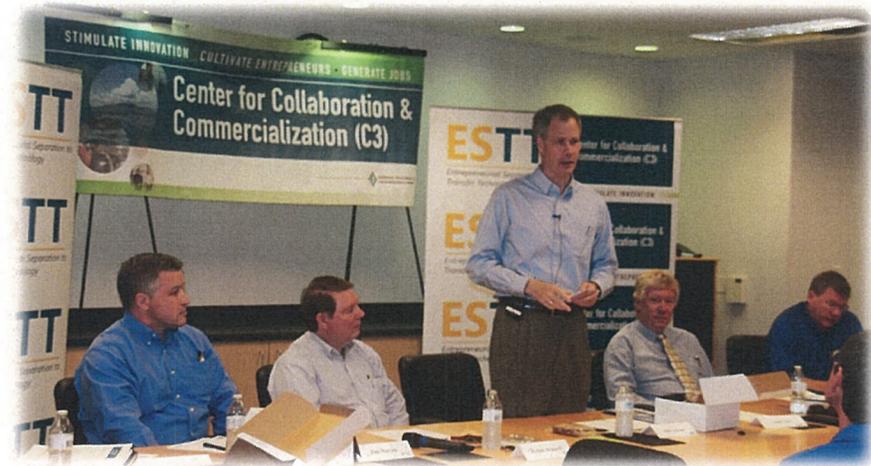
# ESTT Metrics

<b>Sandia scientists and engineers who left on ESTT</b>	<b>151</b>
• To start-up companies (44%)	66
• To expand companies (56%)	85
<b>Companies impacted by ESTT</b>	<b>103</b>
• Start-ups (50%)	51
• Expansions (50%)	52

- Number of total employees at ESTT companies: 1550
- Two-thirds of the companies commercialized a technology

# ESTT 2015 Results

- 5 Sandians Utilized ESTT (so far this calendar year!)
- 3 Start-Up Companies Formed
  - **mPower Technologies:** To develop and manufacture micro-scale photovoltaic cells for utility, national security, and wireless/mobile electronic devices
  - **Resilient Solutions 21:** To create resilient cities, businesses, and governments by inventing new ways to thrive, integrating ideas from the best experts in the field – engineers, urban designers, social scientists, and economists
  - **Alveo Technologies:** To develop point-of-care diagnostic devices for blood borne pathogen detection



# ESTT Success Story: Abbott Medical Optics



- Dan Neal left SNL through the ESTT Program to co-found Wavefront Sciences – a company that develops optical medical devices, tools, and technologies.
- They continue to create optical measuring systems for everything from space telescopes to LASIK surgery, and they estimate that ***one million people are already seeing better due to their products.***
- Wavefront Sciences grew from 3 employees to 40 before they were acquired by Abbott Laboratories.
- The company remains in New Mexico.

# ESTT Recent Highlights

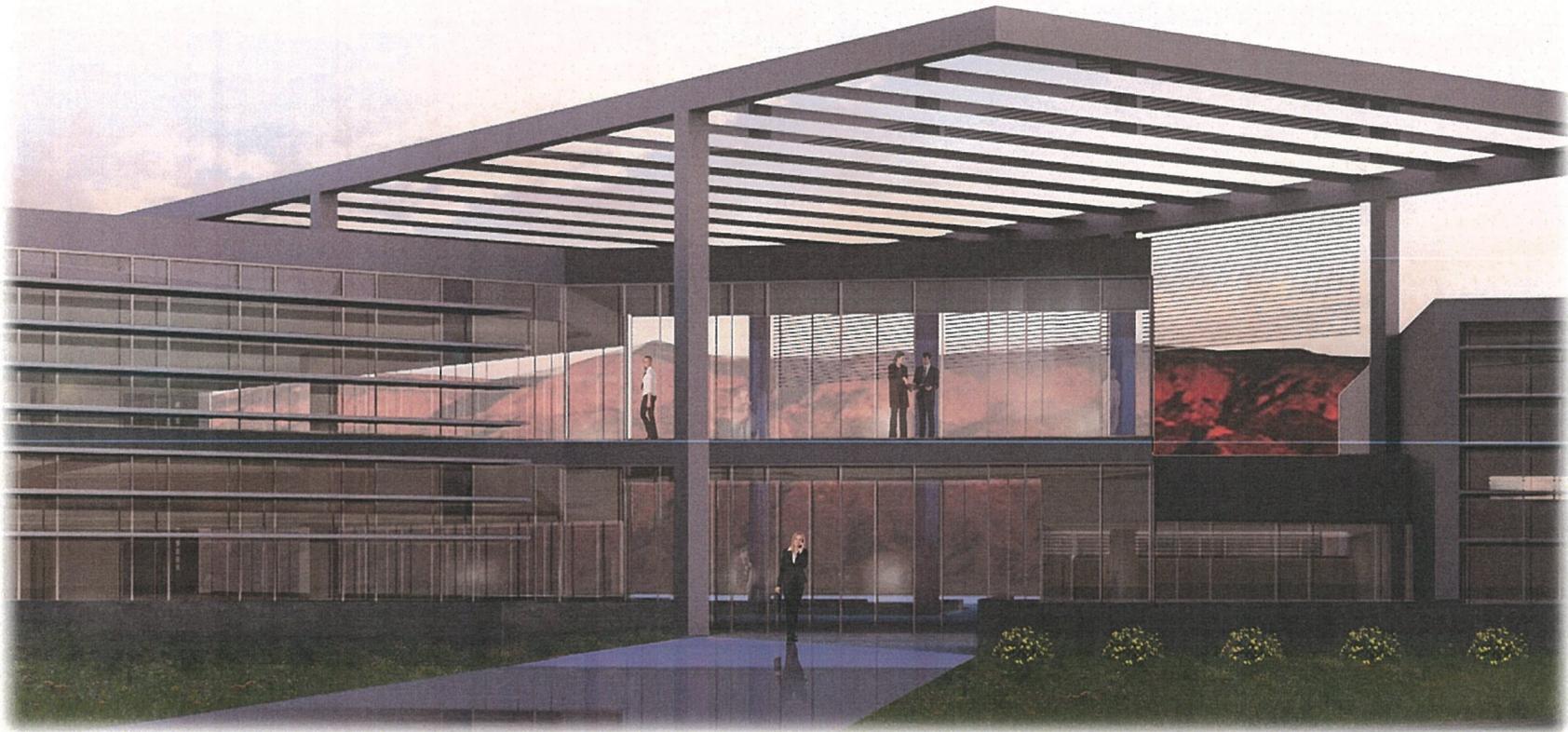
- **Secretary of Energy Advisory Board**

Each DOE National Laboratory should adopt a personnel pathway that permits a limited number of staff to take entrepreneurial leave for a designated period with the assurance of appropriate resources upon return to restart a research program.

- **BloombergBusiness**

Some companies and government agencies have made smart efforts to keep workers from languishing in dead-end jobs. At Sandia National Laboratories, employees can leave to start companies or help other organizations, knowing they have a job in case they want to come back. “A NASA scheme like this would allow brilliant scientists to not only accomplish great things in NASA but can facilitate technology transfer and exchange with industry and universities,” the authors write.

# Center for Collaboration & Commercialization (C3)



# C3 Strategy

## *Increase Sandia's Collaboration and Commercialization Activities*

- Create an inspiring and energizing **place** that would serve as the “front door” to Sandia, provide access to Sandia, and build linkages with the external community
- Provide **programs and services** to maximize interaction with our broad array of partners – industrial/private sector, academic, and government – and facilitate successful technology commercialization

## Spaces

- Sandia Offices
- Partner Offices
- Technology Showroom
- Incubator Space
- Co-working Space
- 400+ Person Conference Facility
- Small Conference Rooms
- Café/Catering Kitchen
- Social Spaces

## Programs & Services

- Entrepreneurial Training and Services
- Small Business Assistance
- Interactive Intellectual Property Library
- Tech Maturation
- Investor Access
- Scientific and Technical Consulting
- Retiree Mentoring
- Workforce Training

# Innovation Corridor



-  **Innovate ABQ@Downtown**
  - To be developed
  - +/- 7 Acres
  - Innovation, Office, Residential
  - Live, work, play concept
  - Leveraging physical proximity to UNM and Downtown
  
-  **Innovate ABQ@Sandia (proposed)**
  - To be developed
  - 50,000 sf building
  - Center for Collaboration & Commercialization (C3)
  - Public face of Sandia, easy access to Sandia, leveraging physical proximity to Sandia
  
-  **ABQid/Verge Building**
-  **Air Force Research Laboratory**
-  **BioScience Center**
-  **FatPipe**
-  **Sandia Science & Technology Park**
-  **Technology Ventures Corporation**
-  **WESST**

# NMSBA Success Story: Sisneros Bros. Manufacturing



- Located in Belen, NM
- A manufacturer of pre-fabricated ductwork
- Sandia evaluated and tested their product
- The company then invested \$100,000 in equipment to begin manufacturing a whole new product line of leak-free ductwork
- Two new jobs
- The company anticipates sales of \$250,000 of the new product to the semiconductor and pharmaceutical industries within the first year of production.

*NMSBA gave me access to engineering prowess I just couldn't find in the private sector. This helped us prove that our product does what we say it does.*

*Joaquin Sisneros, Vice President*

# NMSBA Recent Highlights

- National Institute for Standards and Technology: ***10 Successful Initiatives for Strengthening Regional Relationship to Support Manufacturing***
- Federal Laboratory Consortium Mid-Continent/Far West Region Award: ***Outstanding State and Local Government Collaboration***
- Brookings Report: Cited as a model for ***Connecting the National Labs to their Regions for Innovation and Growth***