



Community Investment Update

Prepared for the Radioactive and Hazardous Materials Committee
September 8, 2010

Four Years of Progress . . . and the Path Forward

Community Giving

Education

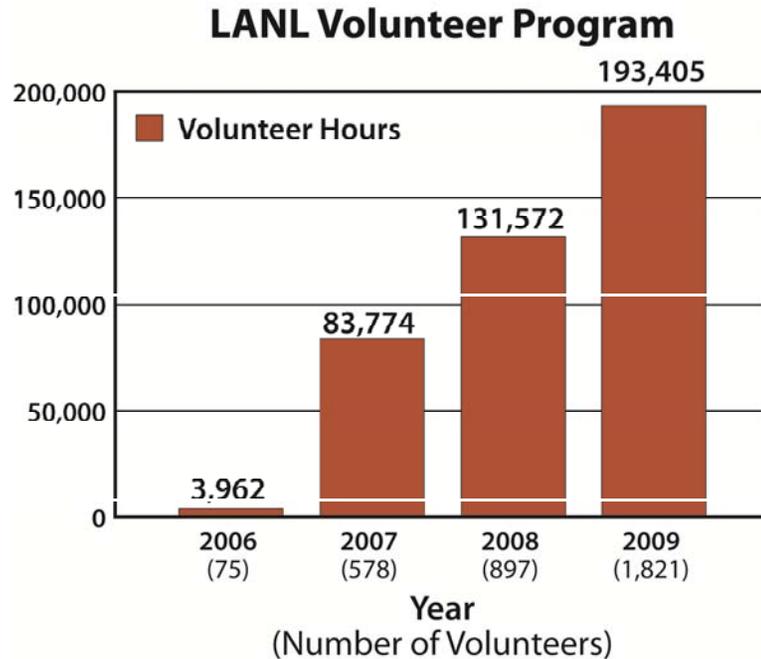
Economic Development

Showing Demonstrable Results

- **Since 2006...**
 - LANS employee giving has increased by more than 230%
 - Student math scores in Española — three years of steady improvement
 - Northern New Mexico (NNM) economy seeing more than \$8.8M return on \$2.3M LANS investment

- **2010 and beyond . . . build on progress**
 - Evaluate internal and external impacts
 - Continue to increase accountability
 - Reassess LANS programs, and make course corrections to ensure mutual benefit
 - Leverage LANS and community resources to achieve sustainability

Dramatic Increase in Employees Helping Nonprofit Organizations



LANL incentivizes volunteerism by awarding nonprofits on behalf of LANL employees — “dollar per hour” (increments of \$100, \$250, \$500 max.)

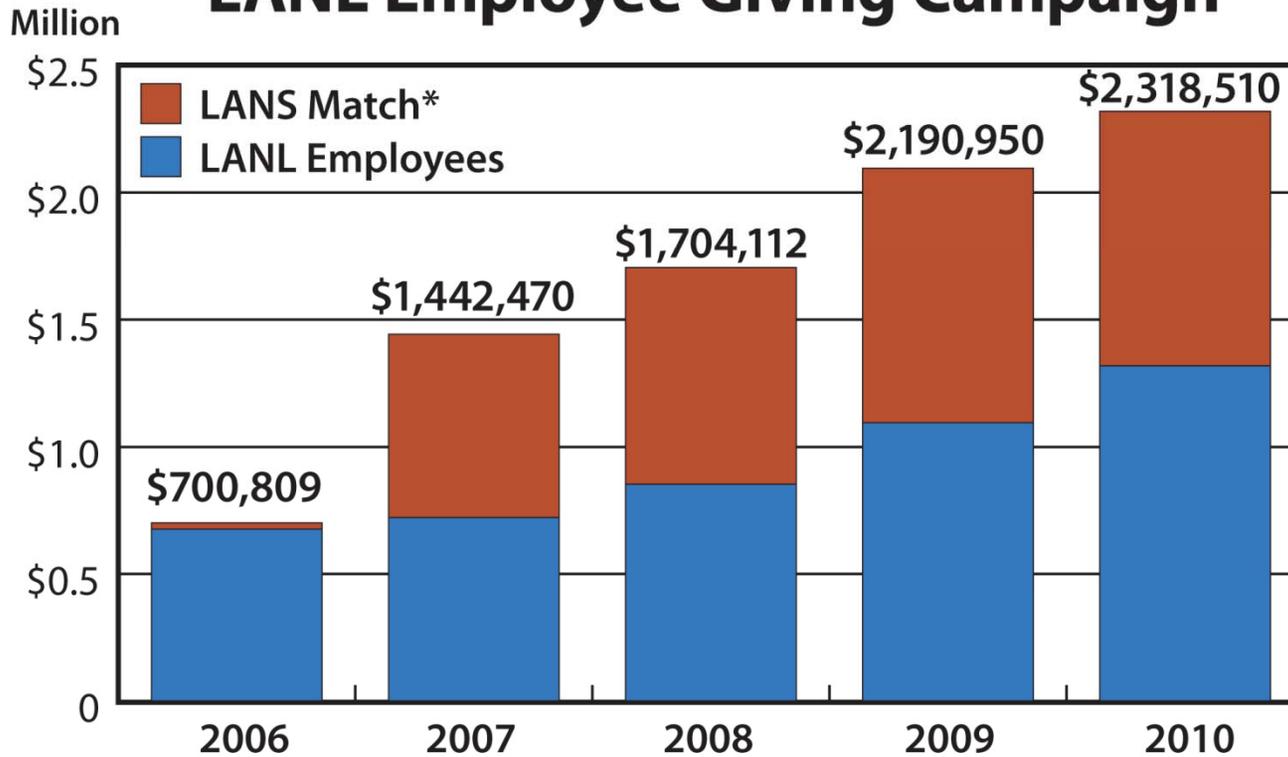


2009 Wreaths Across America

Largest single LANL volunteer effort to date — placed 3,000 wreaths on Veteran gravesites

Unprecedented Contributions through United Way

LANL Employee Giving Campaign



*2006—LANS contributed \$25K during contract competition

Record Three Years of Improving Math Achievement

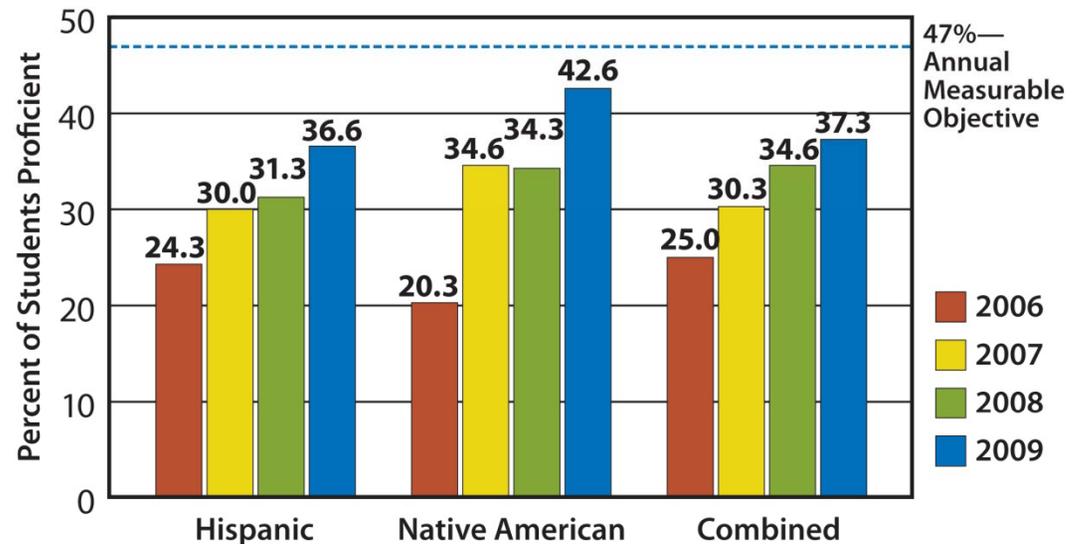
■ Strategy

- Invest in building local capacity
- Focus on teaching and school leadership

■ Impact

- As part of the LANS investment, 58 northern NM teachers have earned a Masters Degree in Math and Science Teaching

Española Public Schools, Grades 3–5 State Assessment in Math



Española Public Schools
5-year cohort graduation rate — 58%
Class of 2008

Successfully Developing the Future Workforce

- **University of New Mexico – Los Alamos**
 - **Two-year Associate’s Degree in Applied Technologies** — Electro-Mechanical, Nano, and Manufacturing — classes started in 2009, 18 students enrolled, first graduates expected in May 2011
- **Northern New Mexico College**
 - **Teacher Preparation** — 85 students currently enrolled, 25 graduates since 2007
 - **Nursing** — 42 graduates from the Associate of Science program since 2009, first Bachelor of Science in Nursing graduates expected in May 2011
- **New Mexico Highlands University**
 - **Bachelor of Science in Systems Administration to Expand Computer Science Department** — classes begin August 2010, majority of LANL computer science interns come from NMHU
- **Santa Fe Community College**
 - **Two-year Associate’s Degree in Renewable Energy** — Biofuels, Green Buildings, Solar Energy, and Water Conservation — classes started in 2009, 160 students enrolled, first graduates expected in December 2010

Hard Work Pays Off for Peñasco High School Student

■ Los Alamos Employees Scholarship with LANS Match

- Self-supporting student
- Drives 53 miles per day from school to Los Alamos
- LANL summer intern
- Will attend University of New Mexico in Albuquerque to study accounting
- One of 55 northern New Mexico scholarship recipients

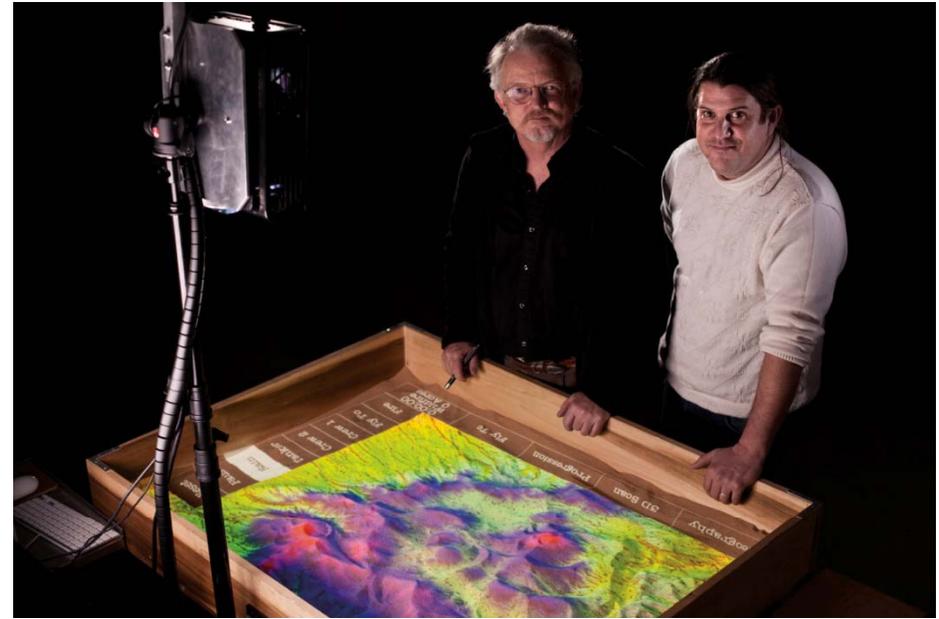


Accelerating Business Growth

- **NNM Connect — Venture Acceleration Fund, Springboard, LINK, Market Intelligence**
 - Return of more than \$8.8M in NNM economy from \$2.3M LANS investment (2006-08)
 - 39 new jobs created (\$78,500 average salary)
 - 6 jobs retained (\$66,000 average salary)
 - \$5.4M in business capital funding attracted (non-LANS)
 - Entrepreneurs served — approximately 20 in 2006–08, and approximately 80 in 2009
- **New Mexico Small Business Assistance Program**
 - Since 2007, LANL has assisted 233 NM businesses
 - LANL/Sandia National Laboratory combined impacts (2007 & 2008)
 - 525 jobs created/retained (\$39,000 average salary)
 - \$1.30 tax dollars returned to NM for every \$1.00 tax credit to labs

SimTable is On the Path to Success

- Used three NNM Connect programs—Small Business Assistance, Venture Acceleration Fund (VAF), and Springboard—to position itself as an R&D company capable of developing a powerful platform for multiple market applications.
- Plans to hire two engineers for design and manufacturing in 2010, with potential to grow to ten or fifteen employees.



“We're excited to receive not only the VAF funding but also to benefit from the expertise of the whole Northern New Mexico Connect team to help us build a marketable product.”

—Stephen Guerin of SimTable

“Accelerated Evolution, not Revolution”

- **Prime Contract Appendices E, H, I, L, M, N — Exceed customer expectations**
- **Community Giving — Focus employee time, talent, dollar investments on important community needs**
- **Education — Develop “human capital”**
 - Strengthen connection between workforce development and economic development investments
 - Conduct internal, external surveys to ensure education investments address mutual needs
- **Economic Development — Grow and diversify the NNM economy**
 - Gain community ownership and investment in NNM Connect programs
 - Leverage program investments
 - Communicate and promote client successes
 - Develop leadership to maximize program effectiveness
 - LANL Steering Committee and NNM Connect Advisory Council