

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



Sandia National Laboratories is a multimission laboratory managed and operated by National Technology and Engineering Solutions of Sandia LLC, a wholly owned subsidiary of Honeywell International Inc. for the U.S. Department of Energy's National Nuclear Security Administration under contract DE-NA0003529.

SAND2018-12441 PE



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

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- 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



Sandia National Laboratories



SANDIA SCIENCE & TECHNOLOGY PARK DEVELOPMENT CORPORATION



- Shared vision
- Funds infrastructure

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

Park MOU Signatories

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

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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 & Economic Impact

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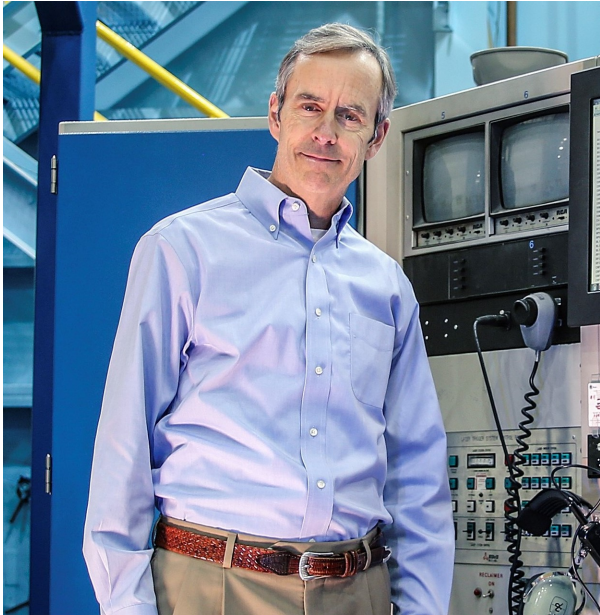


METRICS *							
Number of Companies and Organizations	47						
Number of Employees	2,059						
Number of Buildings	26						
Public and Private Investment in the Park since 1998*	<table border="0"> <tr> <td>Public</td> <td>\$89.0 Million</td> </tr> <tr> <td>Private</td> <td><u>\$295.8 Million</u></td> </tr> <tr> <td>Total</td> <td>\$384.8 Million</td> </tr> </table>	Public	\$89.0 Million	Private	<u>\$295.8 Million</u>	Total	\$384.8 Million
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* Through CY17

ECONOMIC IMPACT **	
Cumulative Impact on taxable consumption (goods and services)	\$3.1 Billion
Cumulative impact on gross receipts tax revenue to the City of Albuquerque	\$22.5 Million
Cumulative impact on gross receipts tax revenue to the State of New Mexico	\$123.4 Million
Cumulative Increase in wage and salary disbursements attributable to Park activities	\$5.4 Billion
Average salary for each full-time job in the Park	\$98K
Average salary for each full-time Job in Albuquerque	\$46K

** Through CY17



- **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

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- **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



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

Park ↔ Park



Leadership Luncheons and Community Engagement



Advanced Optical Technologies



MicroNet Solutions



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



Park ↔ Partners



Community Advisory Council Annual Meeting and Manufacturing Day with New Mexico MEP



Integra Technologies

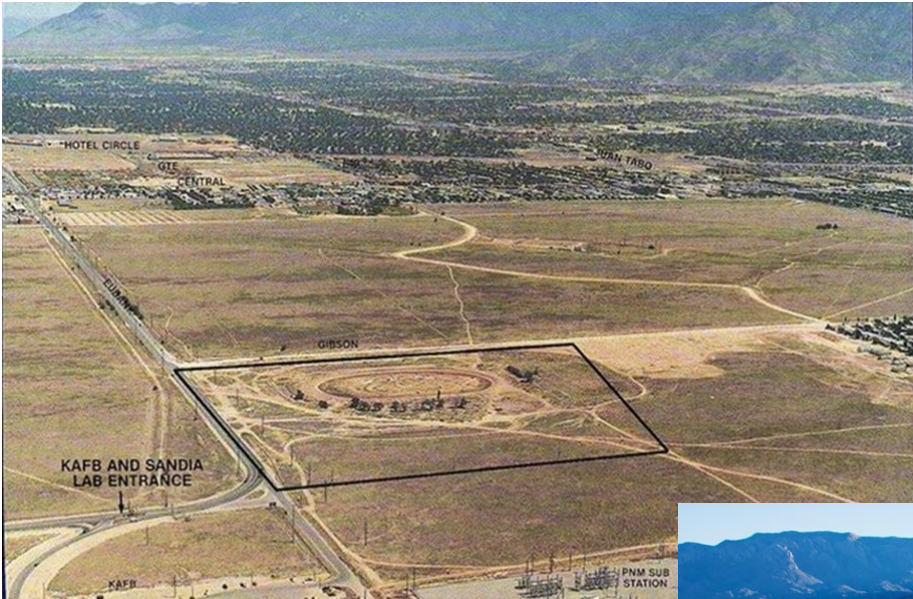


MediNatura



TEAM Technologies

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Economic Impact News Conference



"Pillars of the Park" Recognition Picnic

Moving Forward - Growing the Park



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



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**SANDIA SCIENCE &
TECHNOLOGY PARK**