

# 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



**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**



# 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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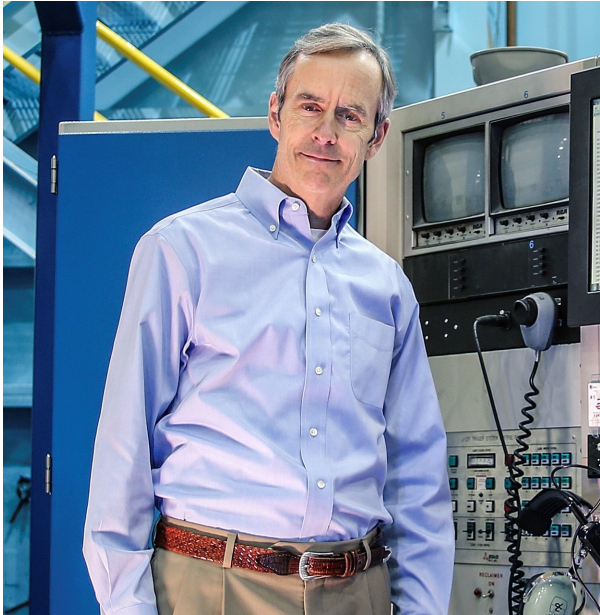


<b>METRICS *</b>							
<b>Number of Companies and Organizations</b>	<b>47</b>						
<b>Number of Employees</b>	<b>2,059</b>						
<b>Number of Buildings</b>	<b>26</b>						
<b>Public and Private Investment in the Park since 1998*</b>	<table border="0"> <tr> <td><b>Public</b></td> <td><b>\$89.0 Million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

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

\*\* 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

# CELEBRATING 20 YEARS OF ECONOMIC GROWTH





# CELEBRATING 20 YEARS OF ECONOMIC GROWTH



## CELEBRATING 20 YEARS OF ECONOMIC GROWTH



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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TECHNOLOGY PARK**