TechRealization Day
Pacific Northwest National Laboratory
August 27, 2008
Sandia Science & Technology Park
“A National Laboratory Research Park Model”
Jackie Kerby Moore
Executive Director
Sandia’s Heritage

“Exceptional service in the national interest”
National Security Mission

- Defense Systems and Assessments
- Energy, Resources, and Nonproliferation
- Homeland Security and Defense

Nuclear Weapons

One Management Unit
- Nuclear Weapons

Integrated Technologies and Systems

Three Management Units
- Defense Systems and Assessments
- Energy, Resources, and Nonproliferation
- Homeland Security and Defense

Laboratory Transformation

Two Management Units
- Integrated Enabling Services
- Science, Technology, and Engineering
Sandia Science & Technology Park

“A Master-Planned Technology Community”

- 200+ Acres
- Affiliated with Sandia National Laboratories
- Pedestrian-Oriented, Campus-Style Park
- State-of-the-Art Fiber Optics Network
- Accelerated City Approval Process

Projections: 2,300,000 sf  6,000 Jobs
History of the Park

- Founded in 1998
- Partnership Tool for Sandia
  - Create Joint Research and Development
  - Commercialize Technologies
  - Develop Business
  - Strengthen Supplier Relations
  - Foster Economic Development
- Science and Technology Park Development Corporation, a nonprofit entity, was established to manage and develop the Park
Access to Sandia

- World-class technologies
- State-of-the-art facilities
- Internationally recognized scientists and engineers
Business Model

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

- Founded Science & Technology Park Development Corporation (STPDC), the nonprofit entity which oversees the Park
- Provides chairman of the board for STPDC
- Manages grants

**LAND OWNERS**
- Sell and lease land
- May build and own buildings

**OTHER KEY PARTNERS**
- Provides planning funds
- Provides telecommunications infrastructure
- Provides infrastructure
- Provides economic impact analyses
- Provides leadership and support

10 years of economic growth
Grant Funding

State of NM
- $150K from State/City for Market Survey & Conceptual Design
- $200K from New Mexico State Legislature for Master Development Plan
- $99K from New Mexico State Legislature for Park Development
- $150K from New Mexico State Legislature for Landfill Remediation
- $240K from New Mexico State Legislature for Park Development
- $318K from New Mexico State Legislature for Signage and Landscaping
- State Subtotal: $1,157,000

City of Albuquerque
- $785K from City for Road and Storm Sewer Improvements

DOE
- $200K from DOE for Master Development Plan

EDA
- $1M from EDA for Fiber Optic Backbone
- $750K from EDA for Point-of-Presence Building
- $1.1M from EDA for Fiber Optic Backbone Expansion
- EDA Subtotal: $2.850 Million

Total Grant Funding: $4.992 Million
28 Tenants Employing 2184 People

- Analytical Solutions
- Applied Technology Associates
- ATA Aerospace
- ATA MIR
- ATAMIR - WSMR
- Battelle
- Center for Integrated Nanotechnologies (SNL)
- Computer Science Research Institute (SNL)
- Computer Support Unit (SNL)
- CSA Engineering
- EMCORE Fiber Optics
- EMCORE Photovoltaics
- EMCORE Solar Power
- Heel
- Innovation Center (SNL)
- Innovation Parkway Office Center (SNL)
- International Programs Building (SNL)
- Intertribal Information Technology Company
- Ktech
- La Luz Early Childhood Center
- Materials Processing & Coatings Laboratory
- MCAD Technologies
- Microwave Imaging Systems (SNL)
- Moog
- Poly-Flow Engineering
- Sandia Laboratory Federal Credit Union
- Sandia Science & Technology Park Program Office (SNL)
- TEAM Technologies
Synergistic Cluster of Companies

Amenities
- La Luz Early Childhood Center
- Sandia Laboratory Federal Credit Union
- Sandia Science & Technology Park Program Office

Sandia
18 New Buildings
National Museum of Nuclear Science & History

Completion
Spring 2009
Pocket Parks

Ted Hobbs Park

Orbit Park

Funded by New Mexico State Legislature
Success Factors

- Affiliation with an R&D Institution, Sandia National Laboratories
- High Level Champion
- Public / Private Partnership
- Political Support
- Focus on Results
Public/Private Partnerships

- Sandia National Laboratories
- Technology Ventures Corporation
- City of Albuquerque
- Department of Energy
- Albuquerque Public Schools
- BUILD New Mexico/Union Development Corporation
- New Mexico State Land Office
- Lockheed Martin Corporation
- Economic Development Administration
- State of New Mexico
- Bernalillo County
- Public Service Company of New Mexico
- Mid-Region Council of Governments
- New Mexico Congressional Delegation
Political Support
## Results

<table>
<thead>
<tr>
<th>Park Metrics</th>
<th>Results Since Park Founded in 1998</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Companies</td>
<td>28</td>
</tr>
<tr>
<td>Number of Employees</td>
<td>2,184</td>
</tr>
<tr>
<td>Number of Buildings</td>
<td>18</td>
</tr>
<tr>
<td>Square Feet of Occupied Space</td>
<td>897,925</td>
</tr>
<tr>
<td>Acreage Developed (out of 240)</td>
<td>67</td>
</tr>
<tr>
<td>Funds-In and In-Kind Services from Tenants to Sandia (i.e. CRADAs, Licensing Agreements)</td>
<td>$17,591,682</td>
</tr>
<tr>
<td>DOE/Sandia In-Kind Services to Tenants (CRADAs)</td>
<td>$2,667,916</td>
</tr>
<tr>
<td>Contracts from Sandia Procurement to Tenants</td>
<td>$259,670,152</td>
</tr>
<tr>
<td>Contracts between Tenants</td>
<td>$7,473,556</td>
</tr>
<tr>
<td>Public and Private Investment in the Park</td>
<td>$67,315,090</td>
</tr>
<tr>
<td>Public</td>
<td>$234,155,153</td>
</tr>
<tr>
<td>Private</td>
<td>$301,470,243</td>
</tr>
</tbody>
</table>
# Economic Impact Analysis

**May 1998 – December 2007**

## Jobs Created

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Direct Jobs Created by Entities in the Park</td>
<td>2,113</td>
</tr>
<tr>
<td>Indirect Jobs Created as a Result of the Park</td>
<td>5,441</td>
</tr>
<tr>
<td><strong>Total Jobs Created (Direct Plus Indirect)</strong></td>
<td>7,554</td>
</tr>
</tbody>
</table>

## Increase in Tax Revenue

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cumulative Impact on Taxable Consumption (Goods and Services)</td>
<td>$794,698,481</td>
</tr>
<tr>
<td>Cumulative Impact on Gross Receipts Tax Revenue to the State of New Mexico</td>
<td>$39,734,642</td>
</tr>
<tr>
<td>Cumulative Impact on Gross Receipts Tax Revenue to City of Albuquerque</td>
<td>$5,175,256</td>
</tr>
</tbody>
</table>

## Increase in Wages

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cumulative Increase in Wage and Salary Disbursements Attributable to Park Activities</td>
<td>$1,456,085,248</td>
</tr>
<tr>
<td>Increase in Revenue to State of New Mexico as a Result of Personal Income Tax (5% Rate)</td>
<td>$72,804,262</td>
</tr>
</tbody>
</table>

## Salary Comparison

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Salary for Each Full-Time Job in the Park</td>
<td>$70,448</td>
</tr>
<tr>
<td>Average Salary for each full-time private company job in the Park</td>
<td>$67,542</td>
</tr>
<tr>
<td>Average Salary for Each Full-Time Job in Albuquerque</td>
<td>$37,284</td>
</tr>
</tbody>
</table>
EMCORE / Sandia Partnership

- EMCORE is a publicly traded company
- First company to move into Park in 1998
- Licensed VCSEL, solar cell, and transponder technologies from Sandia
- Relocated their corporate headquarters to New Mexico
- $110M investment in Park
- 550 employees at Park
Ktech/Sandia Partnership

- Ktech is a local, employee-owned company
- Provide technicians to Pulsed Power facility
- Licensed cold spray technology
- $34.2M investment in Park
- 260 employees at Park
Tenant Interactions
Community Service

Blood Drive
721 Units

Food Drive
24,225 Pounds

Get Involved:
Become a Hunger Fighter!!

Most Needed Items for Kids:
- Pudding Cups
- Peanut Butter Crackers
- Granola Bars
- Beans & Wiener (pop top can)
- Chicken Noodle Soup
- Individual Serving Cereals
- Applesauce

Vienna Sausage
Animal Crackers
Juices (in box)
Raisins
Macaroni & Cheese
Cheez ‘N’ Breadsticks

Sponsored by Sandia Science & Technology Park
Lessons Learned

- Marketing to Industry Partners Across the Country
- Multi-Tenant Building
- Signage
- Food Provider
Industry Partners

Sandia had 452 CRADAs with Partners in 40 States

As of 12/31/00
Multi-Tenant Building

6 years after Park started
Monument Sign

10 years after Park started
Food Provider

Still Waiting!
“Building a Stronger America Act”

Grants and Loan Guarantees for Science Parks

10 years of economic growth

S. 1373

To provide grants and loan guarantees for the development and construction of science parks to promote the clustering of innovation through high technology activities.

IN THE SENATE OF THE UNITED STATES

Mr.isin introduced the following bill, which was read twice and referred to the Committee on

A BILL

To provide grants and loan guarantees for the development and construction of science parks to promote the clustering of innovation through high technology activities.

1.

SEC. 1. SHORT TITLE.

This Act may be cited as the “Building a Stronger America Act”.

SEC. 2. DEVELOPMENT OF SCIENCE PARKS.

(a) FINDING.—Section 2 of the Stevenson-Wydler Technology Innovation Act of 1980 (15 U.S.C. 3701) is amended by adding at the end the following:
Recognition

- Small Business Advocate Award from Greater Albuquerque Chamber of Commerce (2008)
- Regional Partnership Award from Federal Laboratory Consortium Mid-Continent Region (2006)
- Partnership Award from International Economic Development Council (2004)
- Team Employee Recognition Award from Sandia National Laboratories (2004)
- Gold President’s Quality Award from Sandia National Laboratories (2004)
- President’s Award from National Association of Industrial and Office Properties (2002)
- Roadrunner Award from Quality New Mexico (2002)
- Pinon Award from Quality New Mexico (2001)
- Public/Private Partnership Award from New Mexico State Land Office (2001)
- Public/Private Partnership Award from Mid-Region Council of Governments (2001)
City of Albuquerque Proclamation

“Sandia Science & Technology Park Day”
10 Year Anniversary

YEARS of economic growth