

Sandia Science & Technology Park

Presented to:

International Association of Science Parks

Latin-American Conference

Monterrey, Nuevo Leon, Mexico

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Presented by

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Executive Director

10 years of economic growth



**SANDIA SCIENCE &
TECHNOLOGY PARK**

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 of Albuquerque Approval Process

“Celebrating 10 Years of Economic Growth”

10 years of economic growth

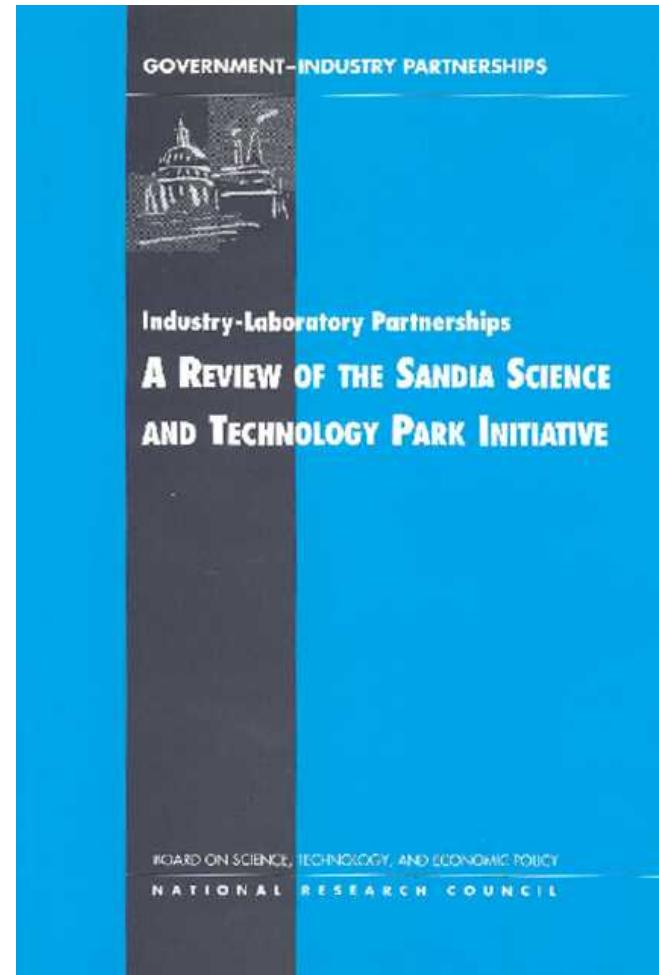


History of the Park

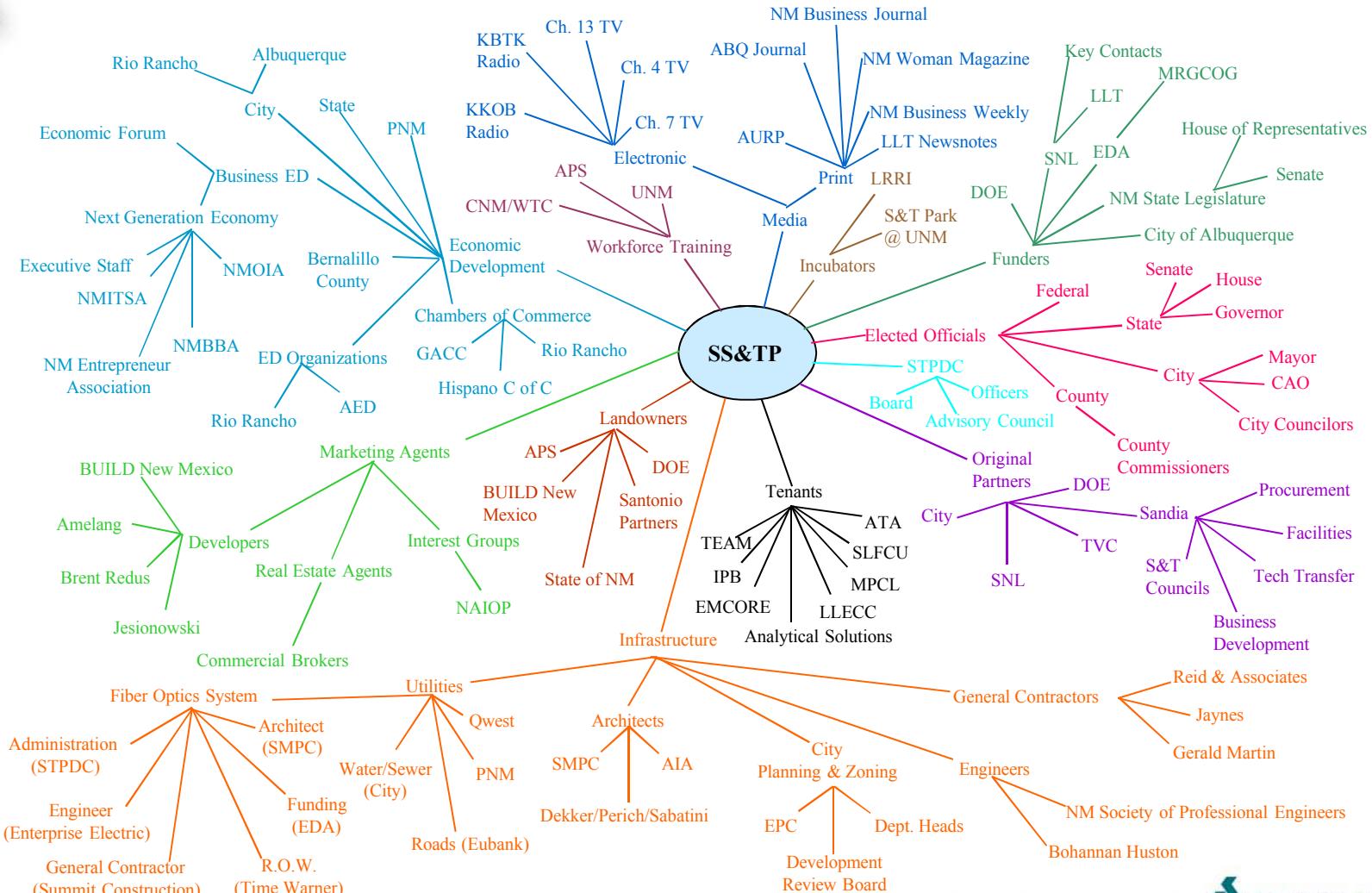
- **Founded in 1998**
- **Partnership Tool for Sandia National Laboratories**
 - Create Joint Research and Development
 - Commercialize Technologies
 - Develop Business
 - Strengthen Supplier Relations
 - Foster Economic Development
- **Science and Technology Park Development Corporation, a nonprofit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

1998 NAS Symposium Sandia Science & Technology Park

- **Conditions for success**
 - Clear concept
 - Effective leadership
 - Broad support in community
 - Sustained financial commitment
- **Recognize importance of Sandia's partnerships with industry**
- **Cultivate synergies**
- **Focus on technologies and companies that are complementary to Sandia**



Lab/Community Stakeholder Map



Public/Private Partnership

ORIGINAL PARTNERS

- **Technology Ventures Corporation***
- **Sandia National Laboratories**
- **City of Albuquerque**

LAND OWNERS

- **Albuquerque Public Schools**
- **BUILD New Mexico/Union Development Corporation***
- **New Mexico State Land Office**

OTHER KEY PARTNERS

- **Department of Energy**
- **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**

***Private organizations**

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SS&TP Business Model

ORIGINAL PARTNERS

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



Sandia National Laboratories



Shared vision
Funds infrastructure

Founded Science & Technology Park Development Corporation (STPDC), the nonprofit entity which oversees the Park

Provides chairman of the board for STPDC
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



Provides planning funds



Provides telecommunications infrastructure



Provides infrastructure



Provides economic impact analyses

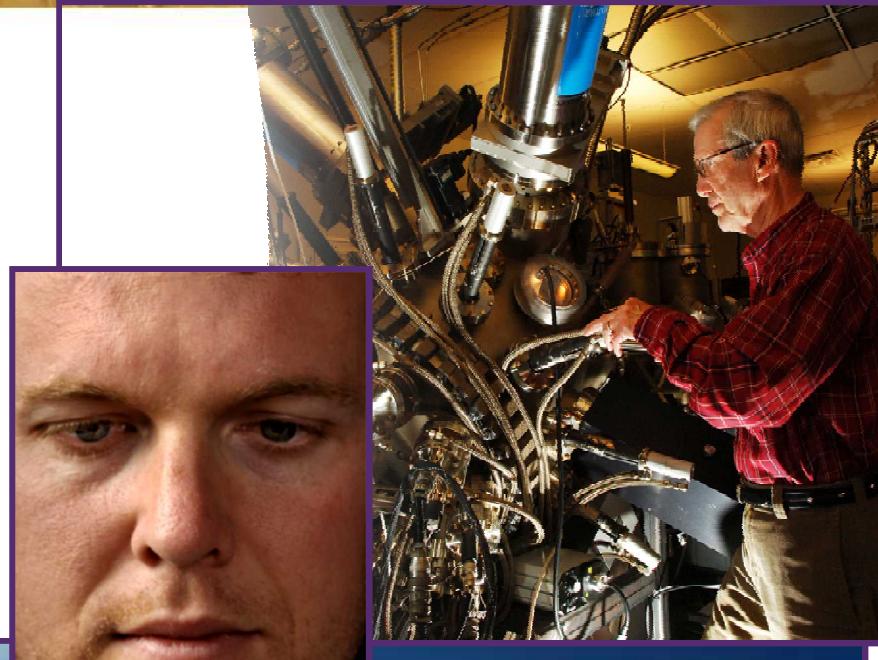


Provides leadership and support

Our Competitive Advantage

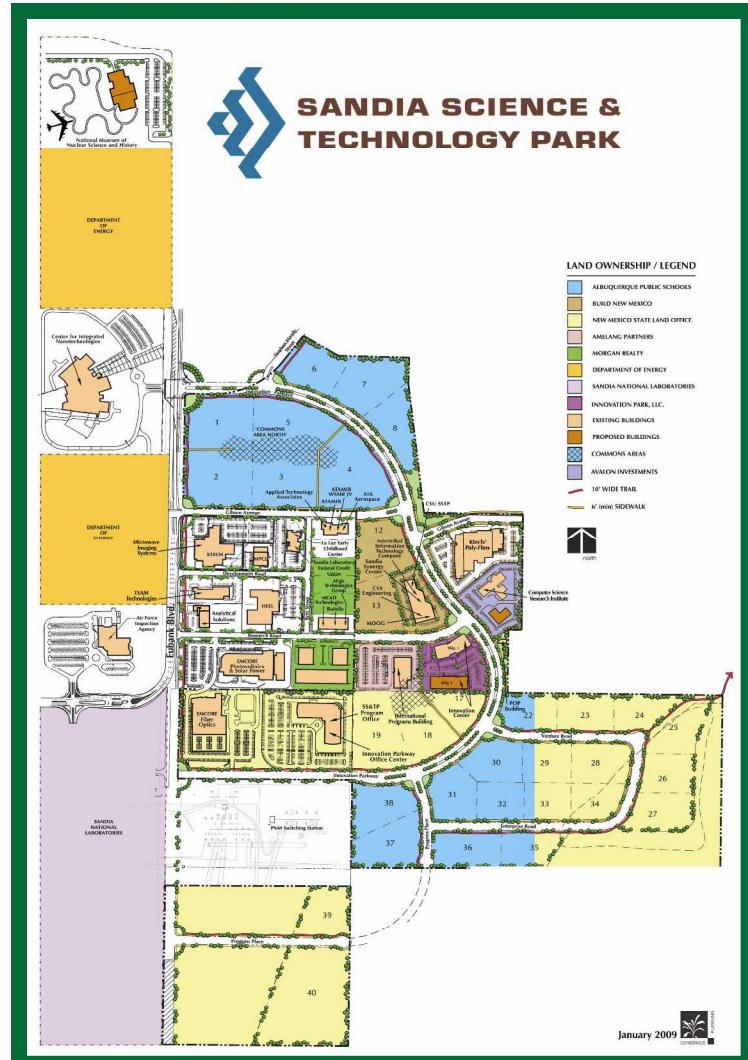
Access to Sandia

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



The SS&TP

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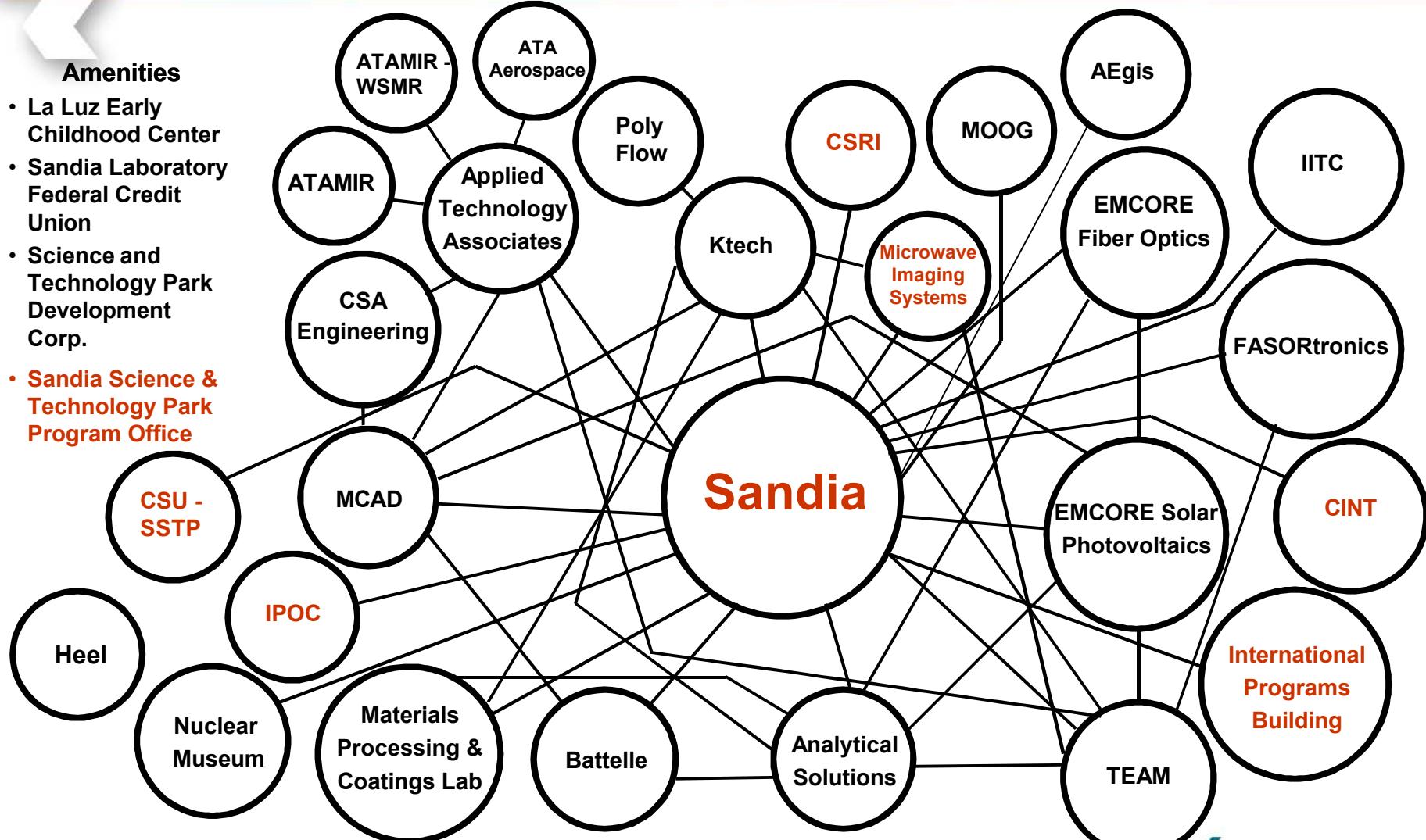
30 Companies

- Aegis Technology Group
- 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 Solar Photovoltaics
- FASORtronics
- Heel
- 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
- National Museum of Nuclear Science and History
- Poly-Flow Engineering
- Sandia Laboratory Federal Credit Union
- Sandia Science & Technology Park Program Office (SNL)
- Science & Technology Park Development Corporation
- TEAM Technologies

Synergistic Cluster of Companies

Amenities

- La Luz Early Childhood Center
- Sandia Laboratory Federal Credit Union
- Science and Technology Park Development Corp.
- Sandia Science & Technology Park Program Office



18 New Buildings



SS&TP Performance Measures

Park Metrics	Results Since Park Founded in 1998						
Number of Companies	30						
Number of Employees	1,900						
Number of Buildings	18						
Square Feet of Occupied Space	897,925						
Acreage Developed (out of 240)	67						
Funds-In and In-Kind Services from Park Companies to Sandia (i.e. CRADAs, Licensing Agreements, WFOs)	\$17,591,682						
DOE/Sandia In-Kind Services to Park Companies (CRADAs)	\$2,667,916						
Contracts from Sandia Procurement to Park Companies	\$310,059,074						
Contracts between Park Companies	\$8,266,849						
Public and Private Investment in the Park	<table><tr><td>Public</td><td>\$68,058,840</td></tr><tr><td>Private</td><td><u>\$255,529,620</u></td></tr><tr><td>Total</td><td>\$323,588,460</td></tr></table>	Public	\$68,058,840	Private	<u>\$255,529,620</u>	Total	\$323,588,460
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Private	<u>\$255,529,620</u>						
Total	\$323,588,460						

FY09Q3

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SS&TP Economic Impact Analysis

May 1998 – December 2007

Jobs Created	
Direct Jobs Created by Entities in the Park	2,113
Indirect Jobs Created as a Result of the Park	5,441
Total Jobs Created (Direct Plus Indirect)	7,554
Increase in Tax Revenue	
Cumulative Impact on Taxable Consumption (Goods and Services)	\$794,698,481
Cumulative Impact on Gross Receipts Tax Revenue to the State of New Mexico	\$39,734,642
Cumulative Impact on Gross Receipts Tax Revenue to City of Albuquerque	\$5,175,256
Increase in Wages	
Cumulative Increase in Wage and Salary Disbursements Attributable to Park Activities	\$1,456,085,248
Increase in Revenue to State of New Mexico as a Result of Personal Income Tax (5% Rate)	\$72,804,262
Salary Comparison	
Average Salary for Each Full-Time Job in the Park	\$70,448
Average Salary for Each Full-Time Job in Albuquerque	\$37,284

12/31/07

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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

- \$135K **Temporary Roads**
- \$396K Fiber network right of way
- \$1.6M Storm sewer and infrastructure
- **City Total: \$2,131,000**

DOE

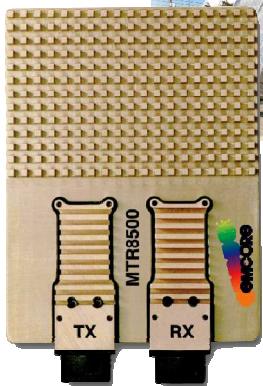
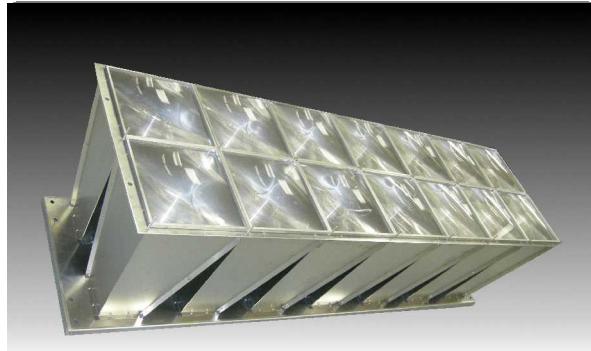
- \$200K from DOE for **Master Development Plan**

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**
- \$600K from EDA for **Security System**
- **EDA Subtotal: \$3.450 Million**

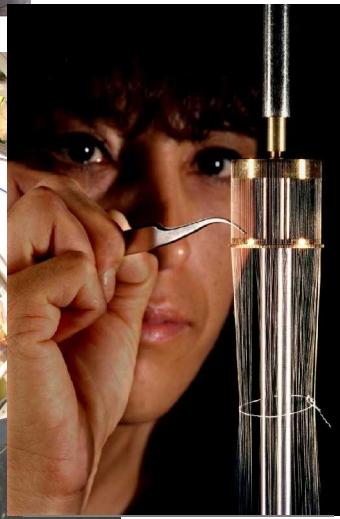
Total Grant Funding: \$6.938 Million

SS&TP Success Story: EMCORE



- EMCORE is a publicly traded company
- First company to move into Park in 1998
- Moved company headquarters from NJ to NM in 2006
- Licensed from Sandia
 - VCSEL technology
 - Solar cell technology
 - Transponder technology
- \$114.7M investment in Park
- 350+ employees at Park
- Signed Distributed Generation Agreement with PNM

Ktech/Sandia Partnership



- **Ktech is a local company**
- **Provide technicians to Pulsed Power facility**
- **Licensed cold spray technology**
- **\$34.2M investment in Park**
- **200 employees at Park**

Political Support



Company & Community Events



ars of economic growth

SS&TP Recognition



**ASSOCIATION OF
UNIVERSITY
RESEARCH
PARKS**

Creating Communities of Innovation

2008 Outstanding Research Park of the Year

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Recognition

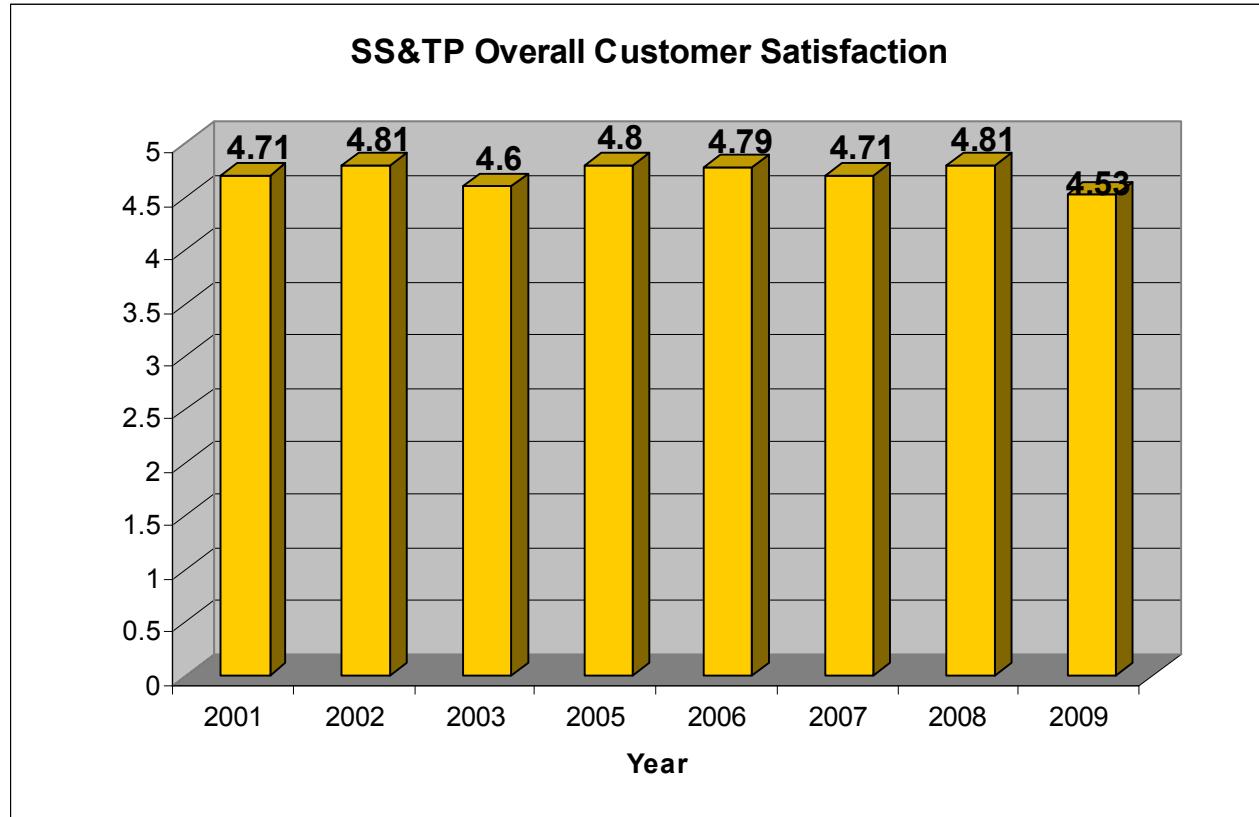
- ***Outstanding Research Park of the Year*** from the Association of University Research Parks (2008)
- ***Small Business Advocate Award*** from Greater Albuquerque Chamber of Commerce (2008)
- ***Regional Partnership Award*** from Federal Laboratory Consortium Mid-Continent Region (2006)
- ***Technology-Led Economic Development Award*** from Economic Development Administration (2005)
- ***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)



SS&TP Products

- **Monthly SS&TP Park Post Newsletter**
- **Annual Report**
- **Overview Fact Sheet**
- **Tenant Brochure**
- **Tenant Services Sheet**
- **10 Year Anniversary Brochure**
- **SS&TP Website (www.sstp.org)**
- **Quarterly Performance Summaries**
- **Economic Impact Analysis**
- **Annual Customer Satisfaction Survey**

Customer Satisfaction Scores



All 19 Park companies that responded to the 2009 Customer Satisfaction Survey said they “Would recommend the SS&TP to other technology companies looking for a location.”

Success Factors

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



Lessons Learned

- **Marketing to Industry Partners Across the Country**
- **Multi-Tenant Building**
- **Signage & Infrastructure**
- **Commitment from Partners**
- **Food Provider**

Opportunities and Challenges

■ Opportunities

- Creating partnerships with other national and federal laboratories, universities, and research parks - internationally, nationally, and locally

■ Challenges

- Engaging the federal government to recognize research parks as tools for U.S. innovation and to fund research parks on a grander scale
- Improving linkages between Sandia and Park to make interactions easier and to facilitate more deals and activities

Association of University Research Parks (AURP) White Paper



10 years of economic growth



Federal Legislation

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S.L.C.

110TH CONGRESS
1ST SESSION

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. PRIOR 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 *Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled,*
2 *SECTION 1. SHORT TITLE.*

4 This Act may be cited as the "Building a Stronger
5 America Act".

6 SEC. 2. DEVELOPMENT OF SCIENCE PARKS.

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

110TH CONGRESS
1ST SESSION

H. R. 4250

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 HOUSE OF REPRESENTATIVES

NOVEMBER 15, 2007

Mrs. WILSON of New Mexico (for herself, Ms. GIFFORDS, Mr. SPRATT, and Mr. SMITH of Texas) introduced the following bill; which was referred to the Committee on Science and Technology

A BILL

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"Building a Stronger America Act"
Grants and Loan Guarantees for Science Parks

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Washington Involvement

- National Academies of Science
- Council on Competitiveness
- Economic Development Administration
- Congressional Delegation
- Congressional Research Services
- House Science Committee



AURP Involvement

- **Membership**
- **AURP Past President**
- **Legislation in Senate and House**
- **Power of Place**
- **Conferences**
 - **Washington Summit**
 - **BioParks**
 - **Annual Conference**
 - **Regional Meeting**
 - **Past Presidents' Retreat**