

# NSTC: Building Bridges Across the S&T Enterprise

## Open Research Parks Strategic Coordination

Thursday, June 13, 2019



PRESENTED BY

**Jackie Kerby Moore**

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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-NA0003525.

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**.

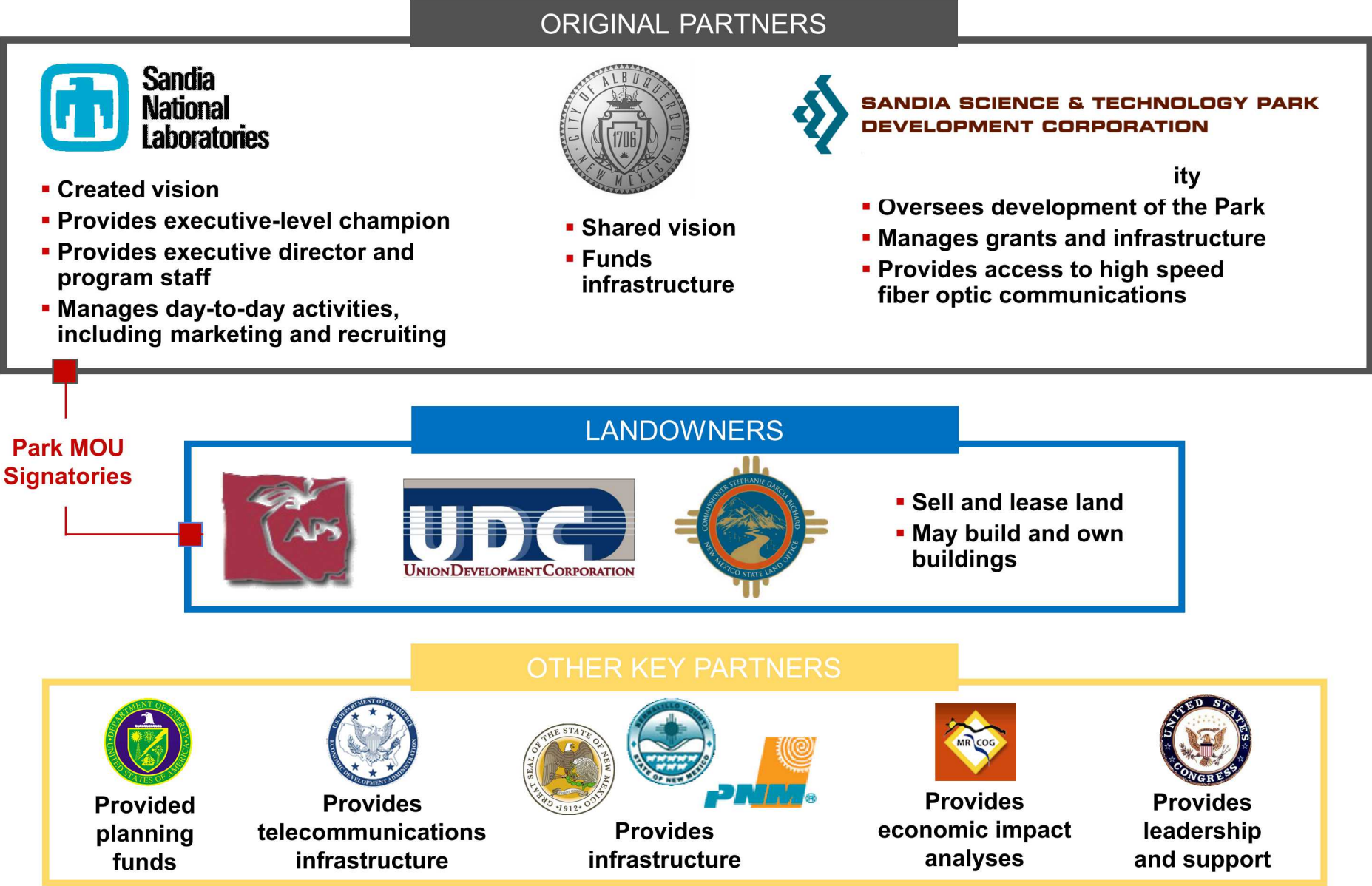
**Joint Research and Development**

**Commercialization of Technologies**

**Business Development**

**Supplier Relations**

**Economic Development**

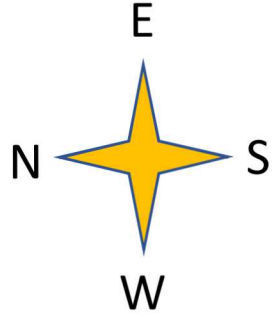


- Master-Planned Technology Community
- Affiliated with Sandia National Laboratories
- Adjacent to Kirtland Air Force Base
- 340+ Acres
- Internationally Recognized





## SS&amp;TP Map



# SS&TP: Companies and Organizations\*

Advanced Optical Technologies  
 AEgis Technologies  
 Applied Technology Associates  
 ATA Aerospace, JV  
 ATAMIR-WSMR, JV  
 Center for Global Security and Cooperation  
 Center for Integrated Nanotechnologies  
 Computer Aided Technology, LLC  
 Computer Science Research Institute  
 Computer Support Unit – The Kentah Group, Inc.  
 ComScire – The Quantum World Corporation  
 Core Invention, Inc.  
 Cyber Engineering Research Laboratory  
 Data Systems Analysts, Inc.  
 Diakonon Technology Group

Dynetics, Inc.  
 Innovation Parkway Office Center  
 Integra Technologies Albuquerque LLC  
 Kirtland Partnership Committee  
 Knowledge Systems\*  
 La Luz Early Childhood Center  
 Mazda Computing  
 MediNatura, Inc.  
 MicroNet Solutions, Inc.  
 National Museum of Nuclear Science & History  
 NMA Ventures  
 New Mexico Angels  
 New Mexico School for the Blind and Visually Impaired  
 New Mexico Start-Up Factory  
 Phoenix Analysis and Design Technologies, Inc.  
 Psigenics Corporation

QC Group, LLC  
 Qynergy Corporation  
 Raytheon Company  
 Red, Inc. Communications  
 Sandia Laboratory Federal Credit Union  
 Sandia Science & Technology Park Development Corp.  
 Sandia Science & Technology Park Program Office  
 Sigma Medical Technologies  
 SolAero Technologies Corp  
 Stone Lion Environmental, LLC  
 TEAM Technologies, Inc.  
 Technology Leadership High School  
 Veritran, Inc.  
 Xertrix Technologies, Inc.

30 private sector companies - 27 small and 3 large  
 7 organizations, including nonprofits, schools, and amenities  
 8 Sandia organizations, in 6 buildings

METRICS *	
Number of Companies and Organizations	48
Number of Employees	2,194
Number of Buildings	26
Public and Private Investment in the Park since 1998*	
Public	\$89.0 Million
Private	<u>\$300.6 Million</u>
Total	\$389.6 Million

\*Through CY18



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

## SS&TP: Strategic Linkages

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 Involvement
- Company Directory

### Park ↔ Sandia

- Procurement 1:1 Meetings
- Business Development Connections
- NMSBA

### Park ↔ Partners

- Visits and Tours
- Annual Picnic
- Community Advisory Council Annual Meeting

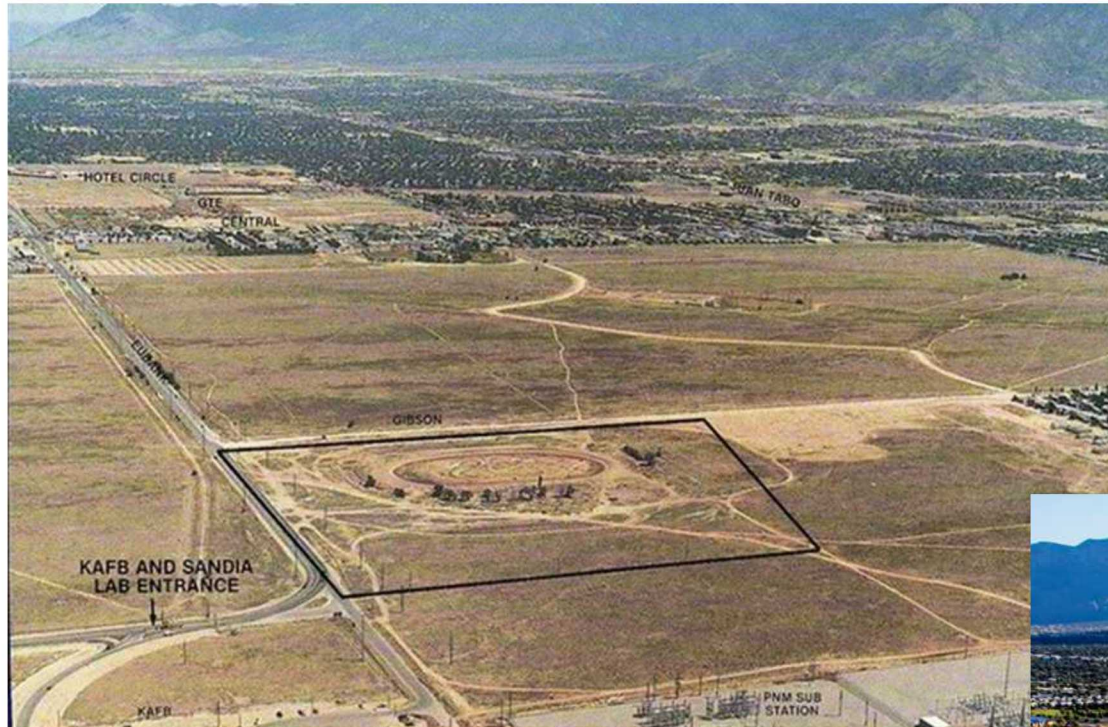




- Raytheon Company: Leased an additional 72,000-sq.-ft. of space, now employs 212 people
- SolAero Technologies: Constructed a new 40,000-sq.-ft. facility to create more jobs, partnering with OneWeb Satellite, now employs 363 people
- AEGIS Technologies: Contract to support the Hermes III Accelerator at Sandia
- TEAM Technologies: Holds technology transfer license from Sandia for an explosive tool, called Stingray



## CELEBRATING 20 YEARS OF ECONOMIC GROWTH



THEN.....

AND NOW!

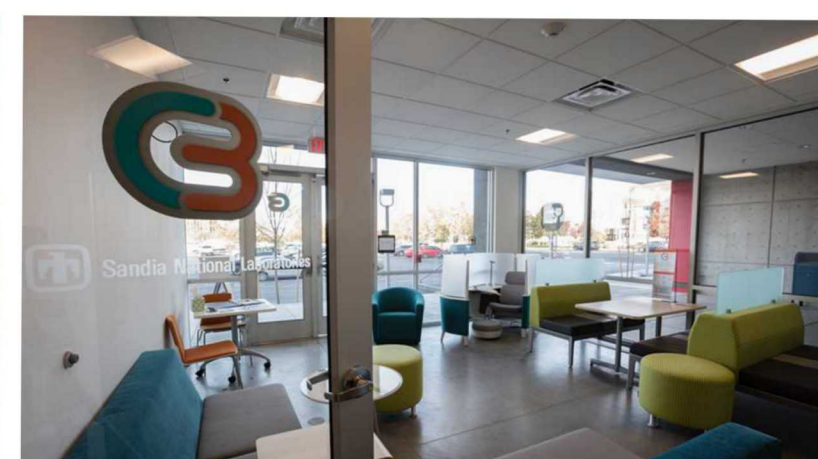


- *Outstanding Research Park of the Year*  
Association of University Research Parks
- *Outstanding State and Local Economic Development*  
Federal Laboratory Consortium
- *Technology-Led Economic Development Award*  
U.S. Department of Commerce Economic Development Administration
- *Partnership Award*  
International Economic Development Council

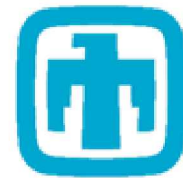




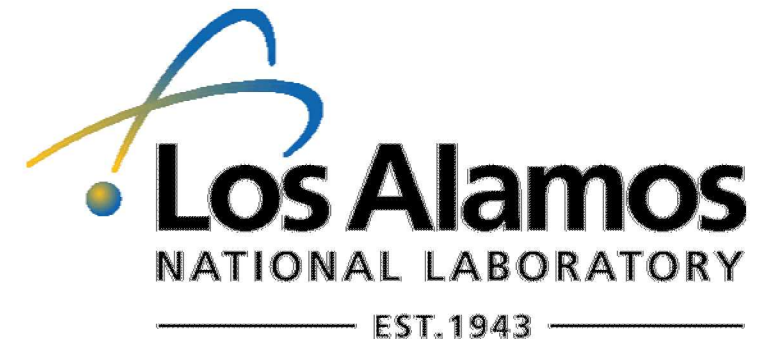
# CENTER *for* COLLABORATION *and* COMMERCIALIZATION





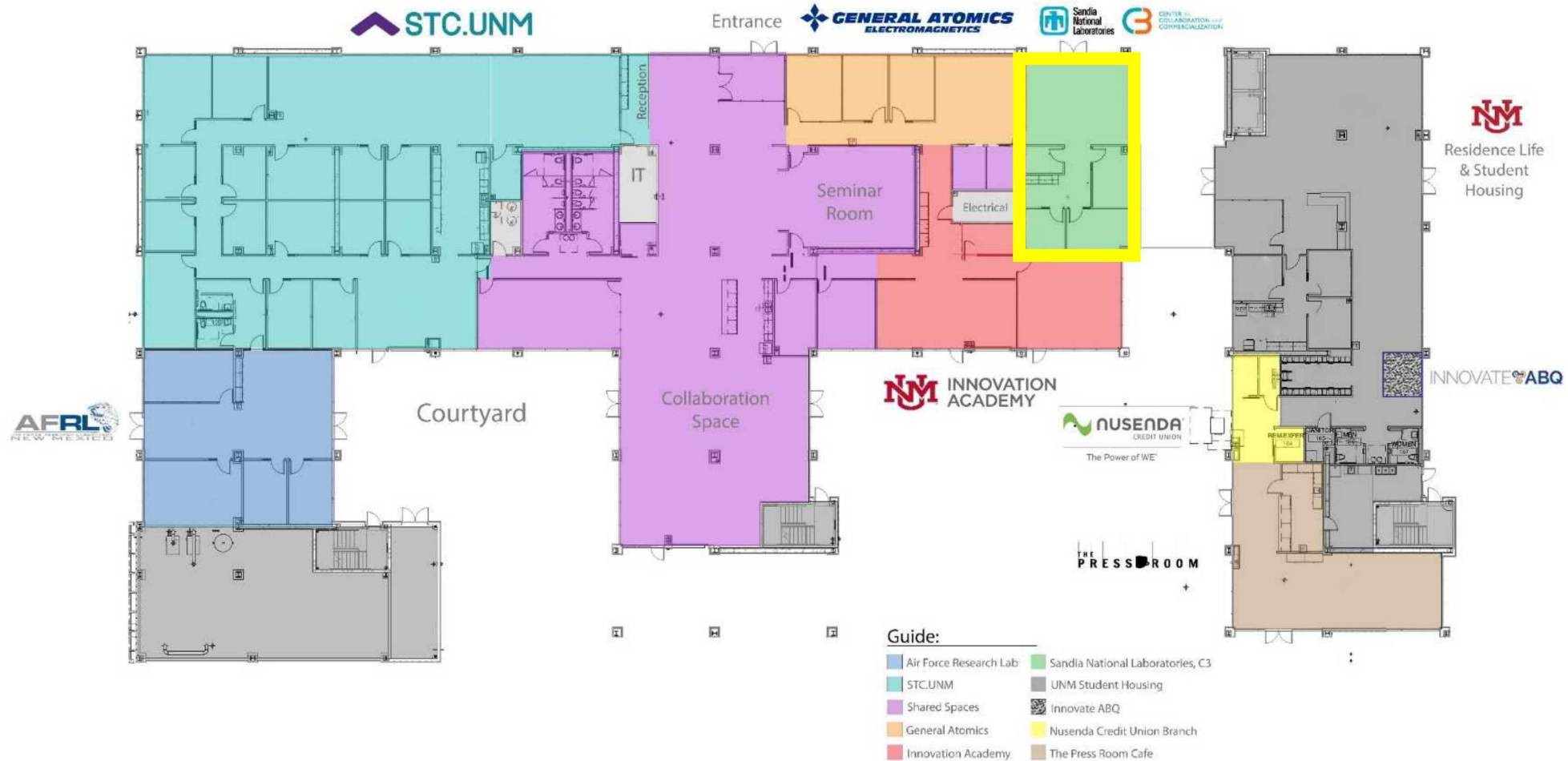


**Sandia National Laboratories**



# Sandia National Laboratories @ Lobo Rainforest

## lobo RAINFOREST





Center for Collaboration and Commercialization



# Office Hours



- Economic Development
- Licensing
- CRADAs/SPPs
- Supplier Diversity
- Community Involvement
- Government Relations



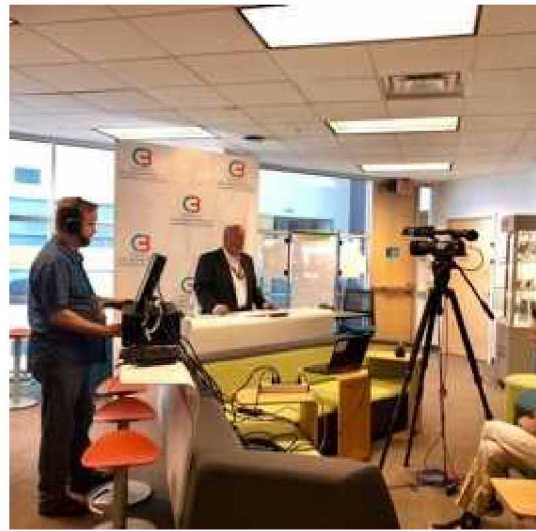
# Center for Collaboration and Commercialization





Speaker Series



Events



Webinars


**Sandia National Laboratories**  

**INNOVATION ACADEMY**

## IDEA SPRINT

Center for Collaboration and Commercialization  
4.30.19 – 5.1.19

The UNM /Sandia Idea Sprint provides crucial skills to staff members interested in commercializing science and engineering innovations. Over the course of this two-day program, a core team of commercialization specialists work with participants to model, test and develop opportunities for exciting new ventures.  
Questions to [David Kistin](#)

AGENDA

Day One

**Block 1**  
Ideation and the "Bug List"

Identify constraints and opportunities through design thinking and ideation exercises

**Block 2**  
Prototyping Creation

Create a crude/developmental model of your work

Day Two

**Block 3**  
Business Model Canvas

Tools to evaluate and communicate the commercial viability of your idea / technology

**Block 4**  
Mentorship and Feedback

Introduction to local resources and industry experts

REGISTER HERE

Training

# Entrepreneur Exploration FY18

- 22 EVENTS
- 1,256 TOTAL ATTENDEES
- 454 SANDIA PARTICIPANTS



## C3 Metrics 2018

Mission Opportunities	C3 Office Hours	Startups / Expansions	EEx Events	Office Hours / Partnerships	Tech Transfer Results	General Usage
3	6	5	22	3	3	86



# Collaboration with Air Force Research Laboratory



**National Labs  
Entrepreneurship Academy**



**Rainforest Speaker  
Series**



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