

NSTC: Building Bridges Across the S&T Enterprise

Open Research Parks Strategic Coordination

Thursday, June 13, 2019



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-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

SS&TP: Public-Private Partnership

ORIGINAL PARTNERS



Sandia National Laboratories

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



- Shared vision
- Funds infrastructure



SANDIA SCIENCE & TECHNOLOGY PARK DEVELOPMENT CORPORATION

ity

- Oversees development of the Park
- Manages grants and infrastructure
- Provides access to high speed fiber optic communications

Park MOU Signatories



LANDOWNERS



- 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

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



SS&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 Kemptah Group, Inc.

ComScire – The Quantum World Corporation

Core Invention, Inc.

Cyber Engineering Research Laboratory

Data Systems Analysts, Inc.

Diakonos 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

SS&TP: Metrics & Economic Impact

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

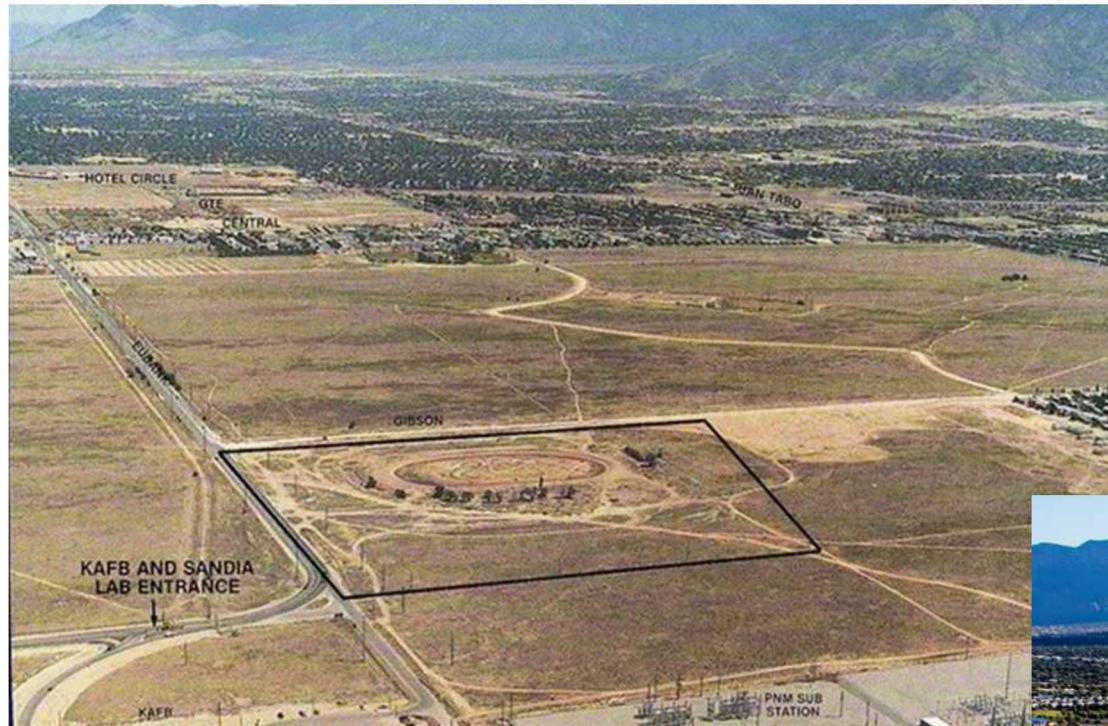
Community Advisory Council Annual Meeting

9 SS&TP: Company Highlights



- 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.....

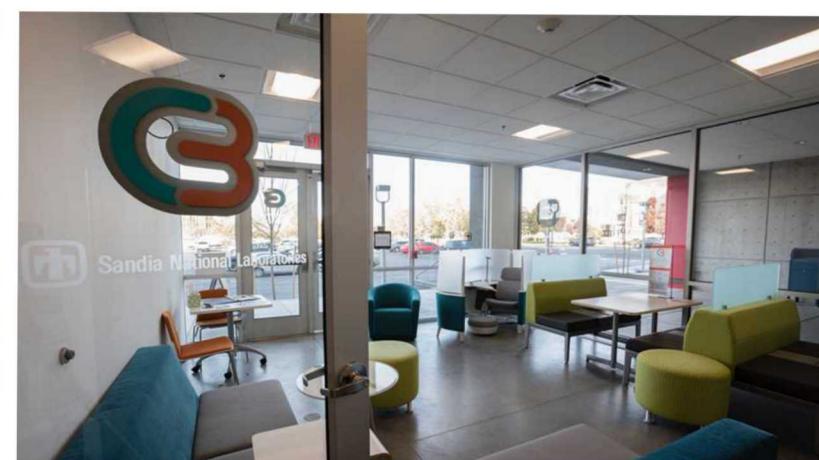
AND NOW!



- *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

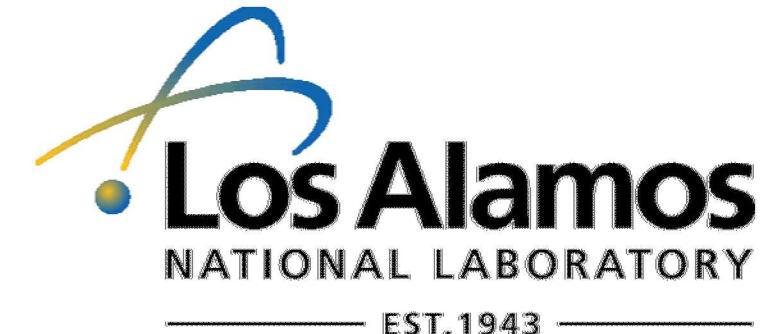




Sandia National Laboratories



CENTER *for*
COLLABORATION *and*
COMMERCIALIZATION



Sandia National Laboratories @ 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
NM 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

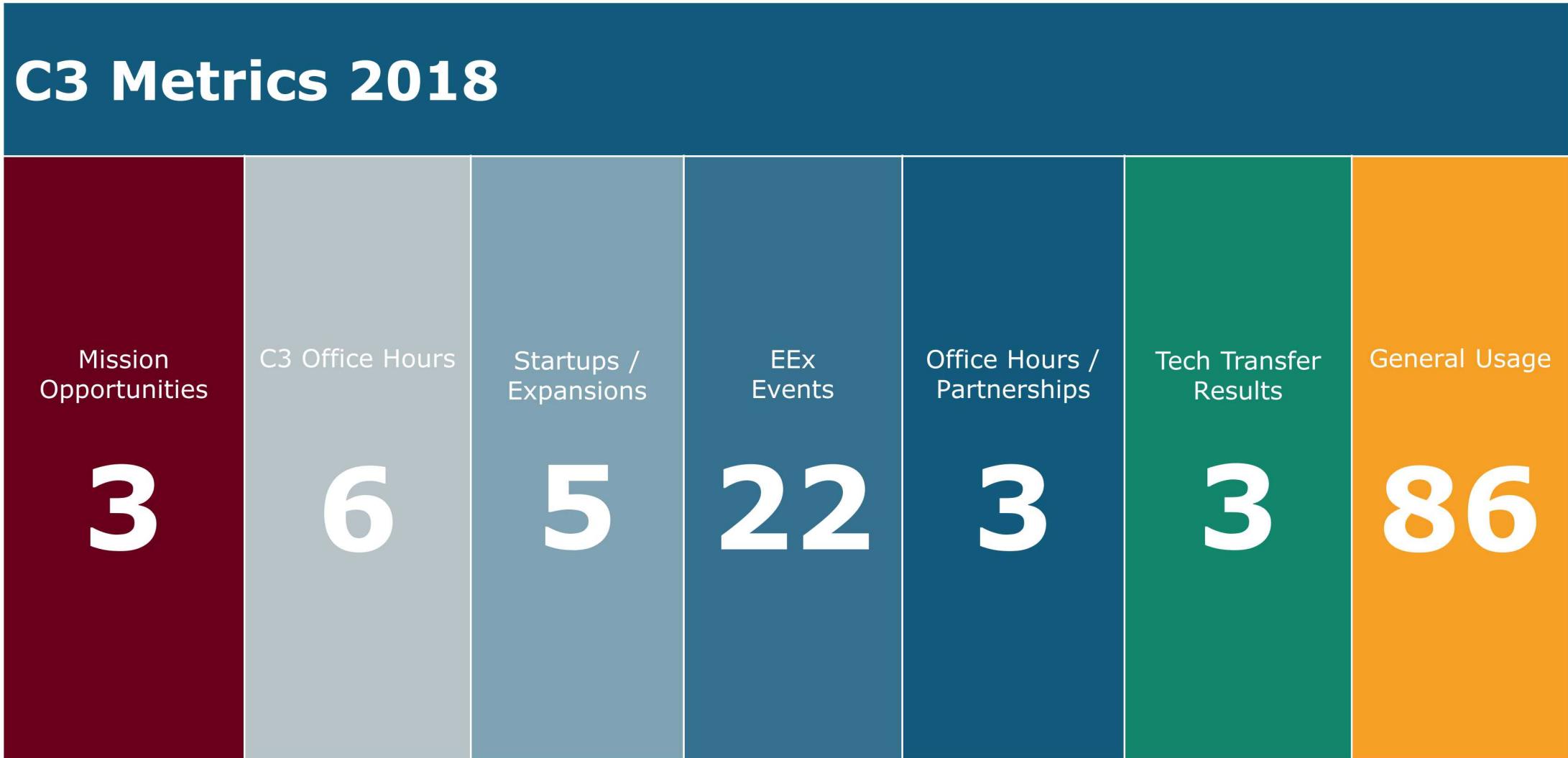
Training



Entrepreneur Exploration FY18

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





Collaboration with Air Force Research Laboratory



**National Labs
Entrepreneurship Academy**



**Rainforest Speaker
Series**

Jackie Kerby Moore

Manager
Technology and Economic Development
Sandia National Laboratories

Executive Director
Sandia Science & Technology Park

505-845-8107
jskerby@sandia.gov



Sandia National Laboratories