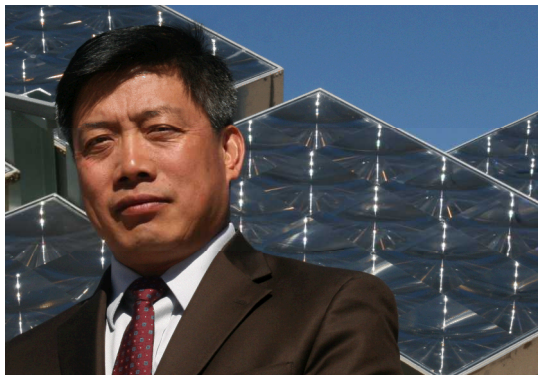# Sandia Science & Technology Park

An Internationally Recognized Technology Community

The Art of Partnership Creation

"Innovation Engines in an Era of Constraint"

Dublin, Ireland

July 10, 2012

U.S. DEPARTMENT OF ENERGY

NNSA National Nuclear Security Administration

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SANDIA SCIENCE & TECHNOLOGY PARK

Our Vision

Sandia National Laboratories

- A Department of Energy national laboratory with a national security mission

- Seeking to develop more partnerships with industry

We envisioned a science park to serve as a partnership tool

- Joint research and development

- Commercialization of technologies

- Business development

- Supplier relations

- Economic development

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SANDIA SCIENCE & TECHNOLOGY PARK

Our Problem

- We did not own any land.

- We did not have any identified funds.

- We did not have ties to our community.

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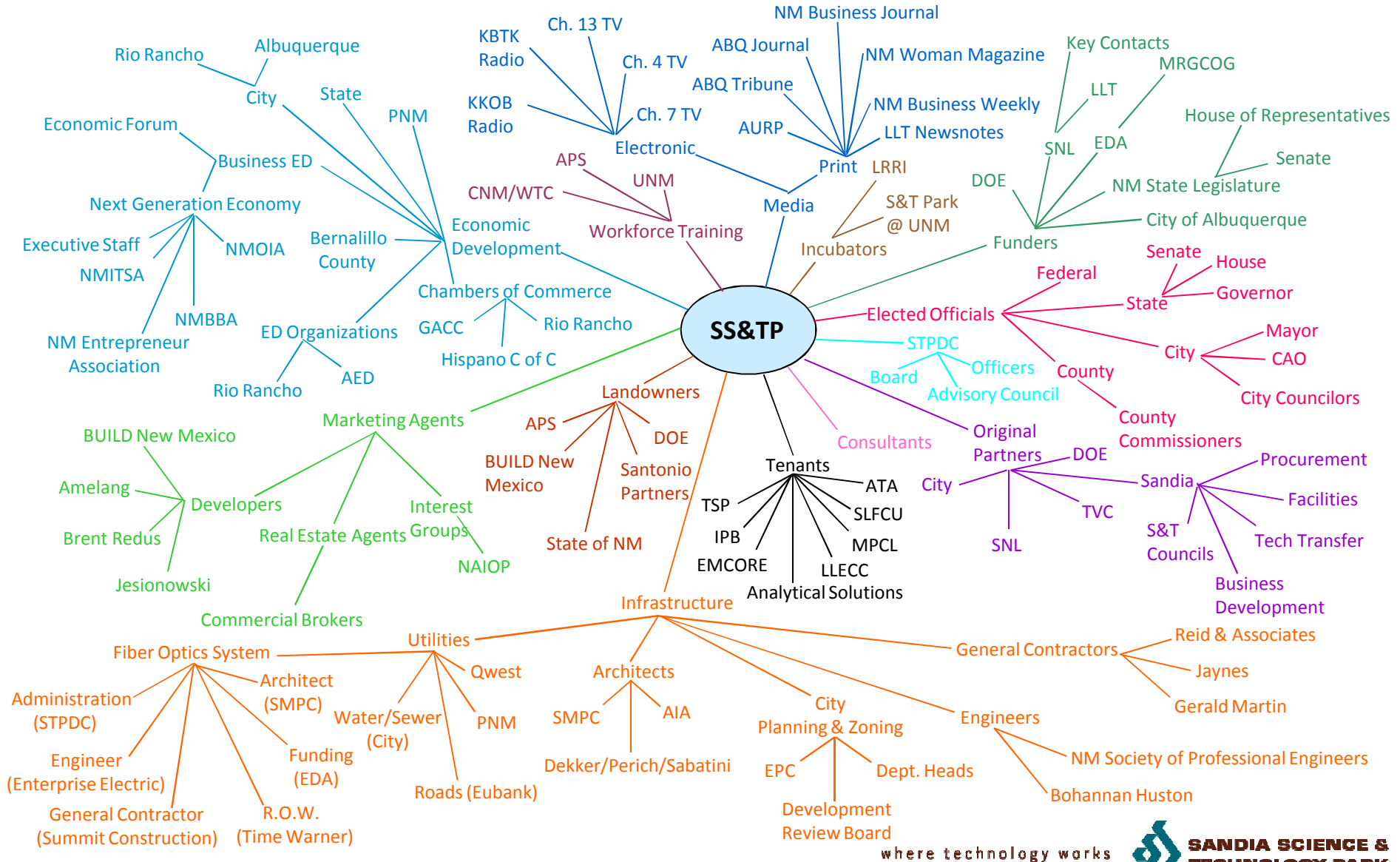
Our Science Park

- Founded in 1998

- Master-planned technology community

- Affiliated with Sandia National Laboratories

Projections: 2 million square feet & 6,000 Jobs

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SANDIA SCIENCE & TECHNOLOGY PARK

We Engaged Stakeholders

We Built a Public-Private Partnership

ORIGINAL PARTNERS

- Sandia National Laboratories
- Technology Ventures Corporation*
- 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
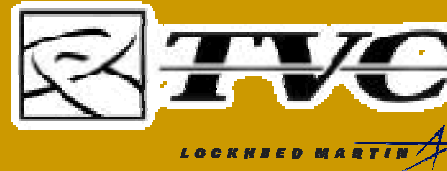- New Mexico Congressional Delegation

*Private organizations

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We Created a Business Model

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

Sandia National Laboratories

TVC
LOCKHEED MARTIN

- **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**

CITY OF ALBUQUERQUE TRICENTENNIAL NEW MEXICO

- **Shared vision**
- **Funds infrastructure**

Park MOU Signatories

LAND OWNERS

Making a Difference!
BUILD NEW MEXICO
UNION BUILDERS · YOUR BEST VALUE

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

PNM

MR COG
Provides economic impact analyses

UNITED STATES CONGRESS
Provides leadership and support

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SANDIA SCIENCE & TECHNOLOGY PARK

We Generated Political Support

We Measured Results

Number of Companies	**32**
Number of Employees	**2474**
Number of Buildings	**23**
Acreage Developed (out of 338.5)	**106**
Square Feet of Available Space	**92,917**
Square Feet of Occupied Space	**1 Million**
Funds In to Sandia from Park Companies since 1998	**$17.7 Million**
Contracts from Sandia Procurement to Park Companies since 1998	**$390 Million**
Contracts between Park Companies since 1998	**$9.4 Million**
Public and Private Investment in the Park since 1998 **Public** **Private** **Total**	**$86.6 Million** **$263.9 Million** **$350.5 Million**

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Updated 12.2011
SANDIA SCIENCE & TECHNOLOGY PARK

We Measured Economic Impact

Jobs Created	
Direct Jobs Created by Entities in the Park	**2,470**
Indirect Jobs Created as a Result of the Park	**4,123**
Total Jobs Created (Direct Plus Indirect)	**6,593**
Increase in Tax Revenue	
Cumulative Impact on Taxable Consumption (Goods and Services)	**$1,893,200,000**
Cumulative Impact on Gross Receipts Tax Revenue to the State of New Mexico	**$73,400,000**
Cumulative Impact on Gross Receipts Tax Revenue to City of Albuquerque	**$10,400,000**
Increase in Wages	
Cumulative Increase in Wage and Salary Disbursements Attributable to Park Activities	**$3,062,800,000**
Salary Comparison	
Average Salary for Each Full-Time Job in the Park	**$74,949**
Average Salary for Each Full-Time Job in Albuquerque	**$42,332**

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SANDIA SCIENCE & TECHNOLOGY PARK

Updated 12.2011

Success Factors

- Affiliation with an R&D Institution

- High Level Champion

- Full-Time Park Manager or Staff

- **Public/Private Partnership**

- Focus on Results

Participant Discussion

- Problems (?)

- Opportunities (?)

- Questions (?)

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