

2012 FLC State & Local Economic Development Award Section A – Contact Information

NOMINATOR INFORMATION

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Title: Senior Manager, Industrial Partnerships and Strategy

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NOMINEE #1 INFORMATION

Name: Ms. Jackie Kerby Moore

Title: Executive Director, Sandia Science & Technology Park

Organization: Sandia National Laboratories

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NOMINEE #2 INFORMATION (if you plan to submit more than two nominees for this award, provide the contact information on the following page)

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NOMINEE #3 INFORMATION

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NOMINEE #4 INFORMATION

Name: Mr. Jon Barela

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2012 FLC State & Local Economic Development Award

Section B – Nomination Narrative

Sandia Science & Technology Park

1. Nominees must include FLC laboratory employees and can include employees of state and/or local economic development groups directly involved in the initiative.

Nominees for this award are Jackie Kerby Moore, Executive Director, Sandia Science & Technology Park, Sandia National Laboratories; John Garcia, Director, Economic Development Department, City of Albuquerque; Deirdre Firth, Manager, Economic Development Department, City of Albuquerque; Jon Barela, Cabinet Secretary for Economic Development, State of New Mexico.

2. The nomination must provide a clear explanation of the partnership, the innovative approach to addressing a need, and demonstrable results.

The Sandia Science & Technology Park (SS&TP) was conceived as a partnership between Sandia National Laboratories (SNL) and public and private partners. Creating a research park adjacent to a national laboratory was an innovative approach in 1998 when ground was first broken, an approach that has become increasingly popular in recent years. The SS&TP has successfully met the need for technology transfer, increased need for business space near SNL for current and potential industry partners, and added desirable jobs to a state, city and neighborhood where high-paying jobs were sorely lacking.

By working with the City of Albuquerque and the State of New Mexico, SNL was able to realize their vision for the creation of a high technology community that continues to grow and thrive. The local government entities have been able to leverage the assets of SNL—the technologies, facilities and people—to create jobs and economic wealth.

Since its inception, 31 companies/organizations have moved in to the 340-acre SS&TP, with more than 2,200 employees in 20 buildings. Funds-in from park companies to Sandia, including CRADAs, licensing agreements and work for others, totals \$18,418,476. Over the years, the SS&TP has steadily grown in international stature and was recognized by the Association of University Research Parks as the 2008 Outstanding Research Park of the Year.

EMCORE was the first company to move into the SS&TP. They have licensed solar cell and transponder technologies from SNL, received Industrial Revenue Bonds from the City to build in the Park, and utilized State Job Training Incentive Funds to train employees. A publicly traded company, EMCORE has relocated their corporate headquarters to the SS&TP from out of state, and is a thriving company with 400+ employees working in the Park.

Tim Keller, New Mexico State Senator, summed it up best when he said, “The Sandia Science & Technology Park is a role model for economic development in New Mexico. The Park’s thousands of jobs, millions in economic impact...are all a testament to the value of the state, city, and laboratory partnership...”

3. The nomination should include background on the context in which the initiative operates and why it was created including information about the geographic area the initiative serves.

Often, companies want to locate in close proximity to their partners or their customers. When their partner or customer is a national laboratory, this can be more difficult, in part due to security precautions at the laboratories.

The SS&TP was begun in 1998 as a public-private partnership to address the need expressed by SNL partners for business locations in close physical proximity to the labs. It was also designed to aid SNL with its mission of technology transfer. These technology transfer activities spur economic development beneficial to both the State of New Mexico and City of Albuquerque.

The SS&TP serves central New Mexico. The Albuquerque metro area is the state's largest population center and home to SNL. The city is a transportation hub, where most of the largest businesses are located.

4. The nomination must describe the specific roles, goals, objectives, and contributions of each nominee.

When SNL initiated the SS&TP in 1998 as a partnership and technology transfer tool for SNL, the City of Albuquerque and the State of New Mexico were two of the original partners. While SNL was the primary draw for companies wanting to be in the Park, both the City and the State stepped up with grants and critical infrastructure improvements, knowing the Park would help them meet their economic development goals.

Jackie Kerby Moore, Executive Director of the SS&TP, is a SNL employee who has been involved with the SS&TP since it was in the conceptual stage in 1997. She participates in the management and development of the Park, as well as its day-to-day operations. Managing the relationships with public and private partners, handling the marketing to bring in new tenants, and facilitating the creation and continued growth of a technology community where tenants do business with SNL and each other, are all part of her role. Under her leadership, the SS&TP hosts a number of community building activities including quarterly CEO luncheons, annual picnics, and groundbreaking and ribbon cutting events.

The City of Albuquerque, through its Office of Economic Development, has been a partner with the SS&TP since its inception, through three different mayoral administrations, providing over \$6 million in investment. The city signed the official Memorandum of Understanding; funded the original conceptual design and market survey; participated in the Master Development Plan process, and created an expedited building approval process for SS&TP tenants. The city has built out streets and made road improvements.

The State of New Mexico, currently represented by Jon Barela, Cabinet Secretary for Economic Development, has, through capital funds, provided \$1,006,750 to add two pocket parks with picnic tables, shade structures, and exercise equipment. The State has also funded monument signage, banner signage, and landscaped medians. The Governor's office and State Legislature also continue to provide leadership in support of the Park.

State and City leaders have all helped to make the SS&TP a success, and serve on the SS&TP Community Advisory Council.

5. The nomination must describe any innovation or creativity demonstrated by the nominee(s), including mechanisms utilized.

SS&TP was one of the first research parks located adjacent to a national laboratory. It was conceived of as an additional tool to help SNL commercialize technology, create industry partnerships, and do joint R&D. When this vision was shared with the City of Albuquerque, they immediately saw it as a great opportunity to support SNL and to aid in their own job creation efforts.

One of the innovations created early on by the City was an expedited building approval process for Park tenants. If buildings were designed in accordance with the approved Master Plan, companies could move quickly to obtain a building permit, cutting several months off the approval process.

6. The nomination must describe what has been the impact to date, and how that impact is determined.

The City of Albuquerque and State of New Mexico have seen the positive economic impact the SS&TP has had, bringing in successful companies and jobs to the area. This, of course, has meant their continued support as active partners.

The economic impact of the SS&TP is quantified every two years, with a third-party analysis done by the Mid-Region Council of Governments. To date, there have been 2,284 direct jobs created by entities in the Park plus 5,441 indirect jobs created, for a total of 7,725.

The cumulative impact on gross receipts tax revenue for the State has been \$57,519,508 and for the City \$8,231,707. Jobs in the SS&TP are high paying, averaging \$71,612 compared to the City average of \$39,342.

Another impact due to the success of the SS&TP is that new investment has been brought into New Mexico. Just recently, Raytheon, a Fortune 200 company, and Air Products, a Fortune 300 company, have acquired businesses located in the Park.



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