



# Sandia Science & Technology Park

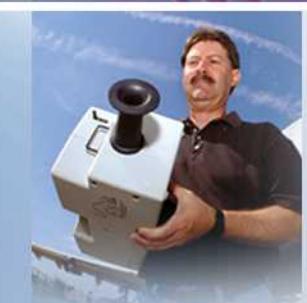
## Presented to: European Institutes

**Jackie Kerby Moore**

Executive Director

Sandia Science & Technology Park

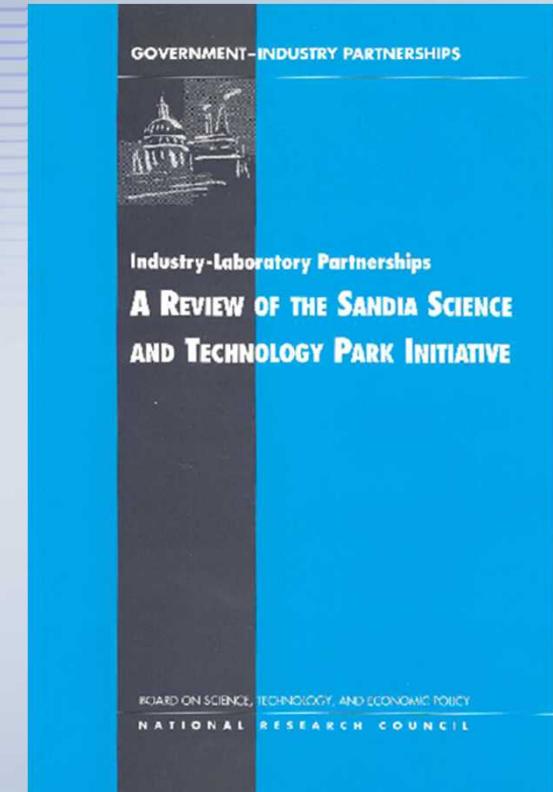
July 7 – 11, 2008



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# 1998 NAS Symposium Sandia Science & Technology Park

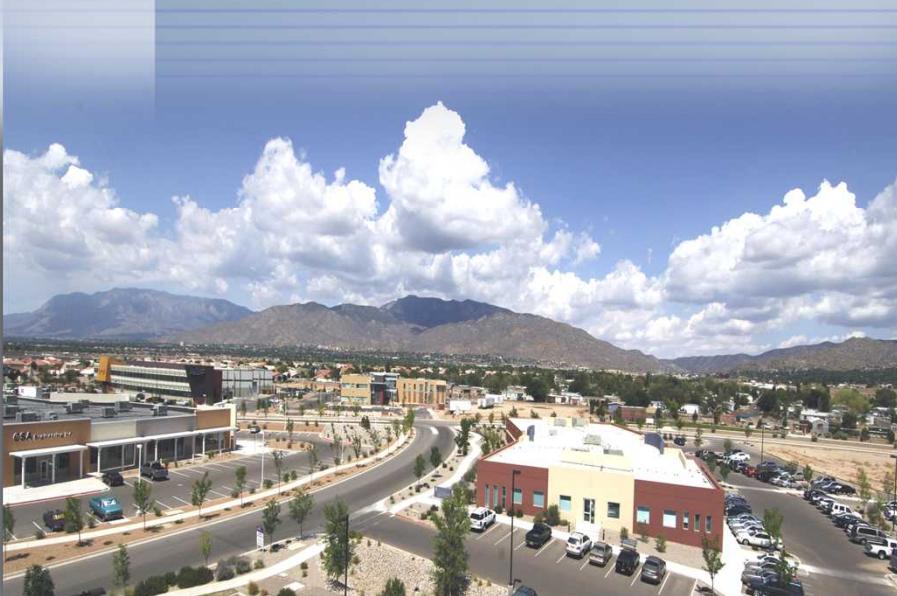
- **Conditions for success**
  - Clear concept
  - Effective leadership
  - Broad support in community
  - Sustained financial commitment
- **Recognize importance of Sandia's partnerships with industry**
- **Cultivate synergies**
- **Focus on technologies and companies that are complementary to Sandia**



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# Sandia Science & Technology Park

## A Master-Planned Technology Community



- Affiliated with Sandia National Laboratories
- Founded in 1998 to attract industry in support of mission work
- 200+ Acres
- [www.sstp.org](http://www.sstp.org)



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# Our Objectives

- **Create joint research and development opportunities**
- **Commercialize technologies**
- **Develop new business**
- **Strengthen supplier relations**
- **Foster regional economic development**

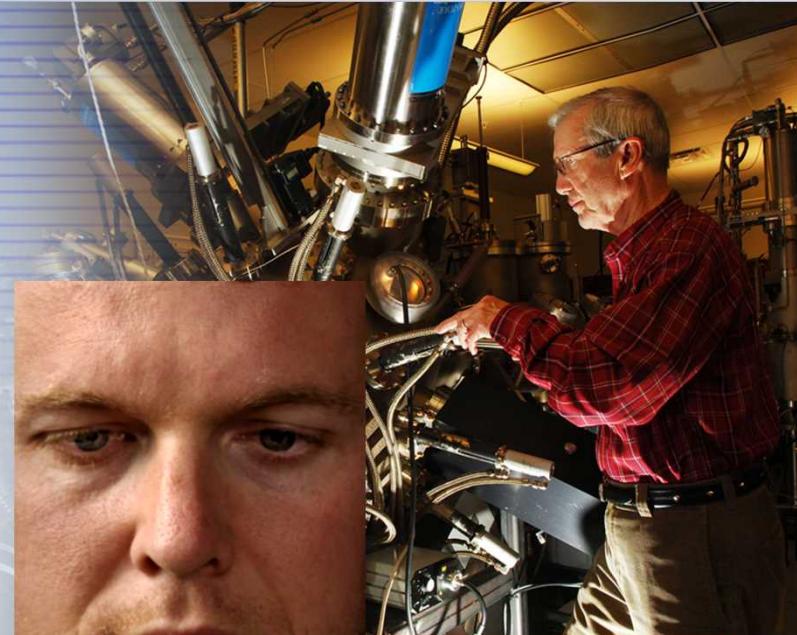


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# Our Competitive Advantage

## Access to Sandia

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



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# 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**



**TVC**  
LOCKHEED MARTIN



- 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

**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



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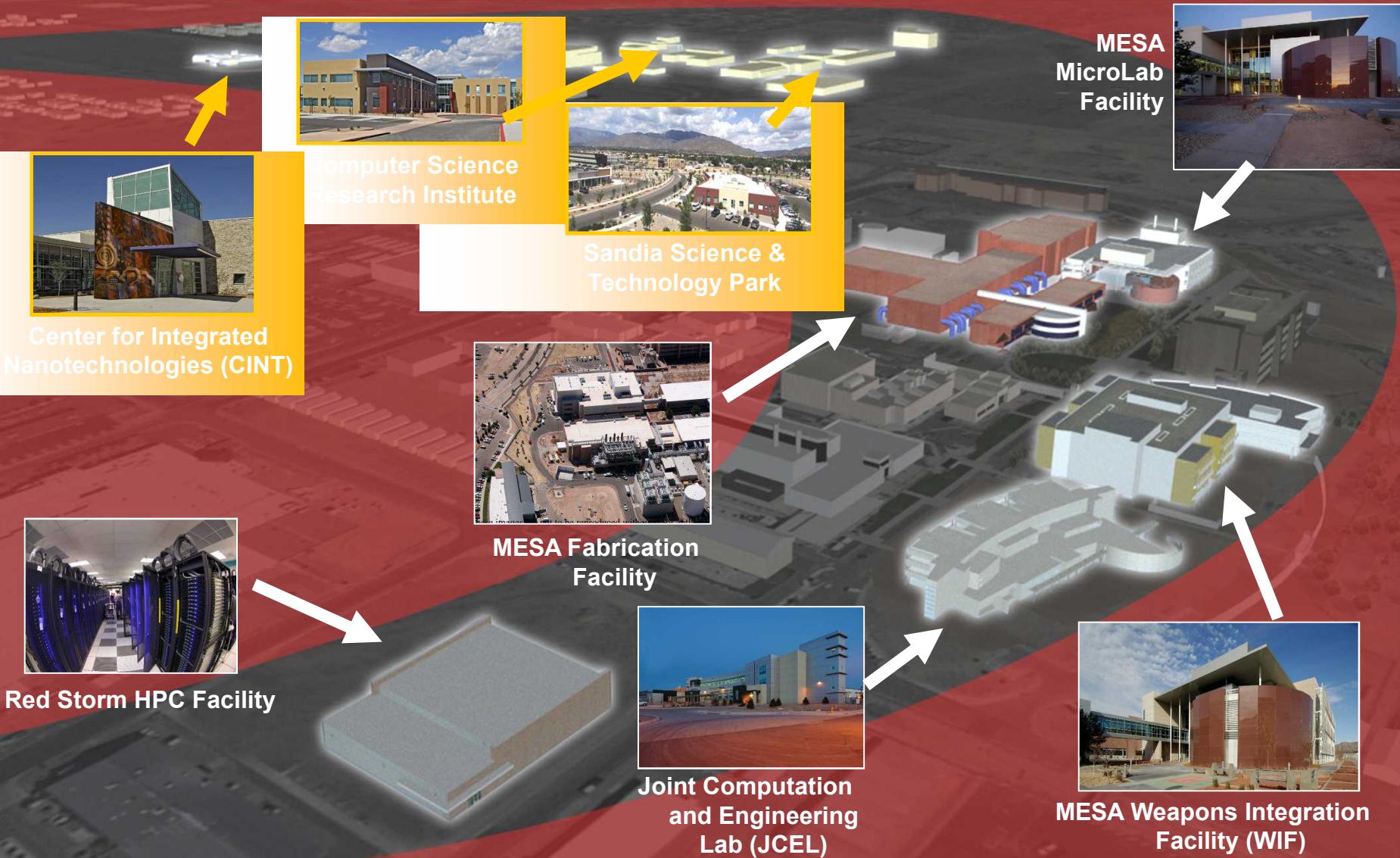
# Success Factors

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



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# Sandia Innovation Corridor



# 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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# Political Support



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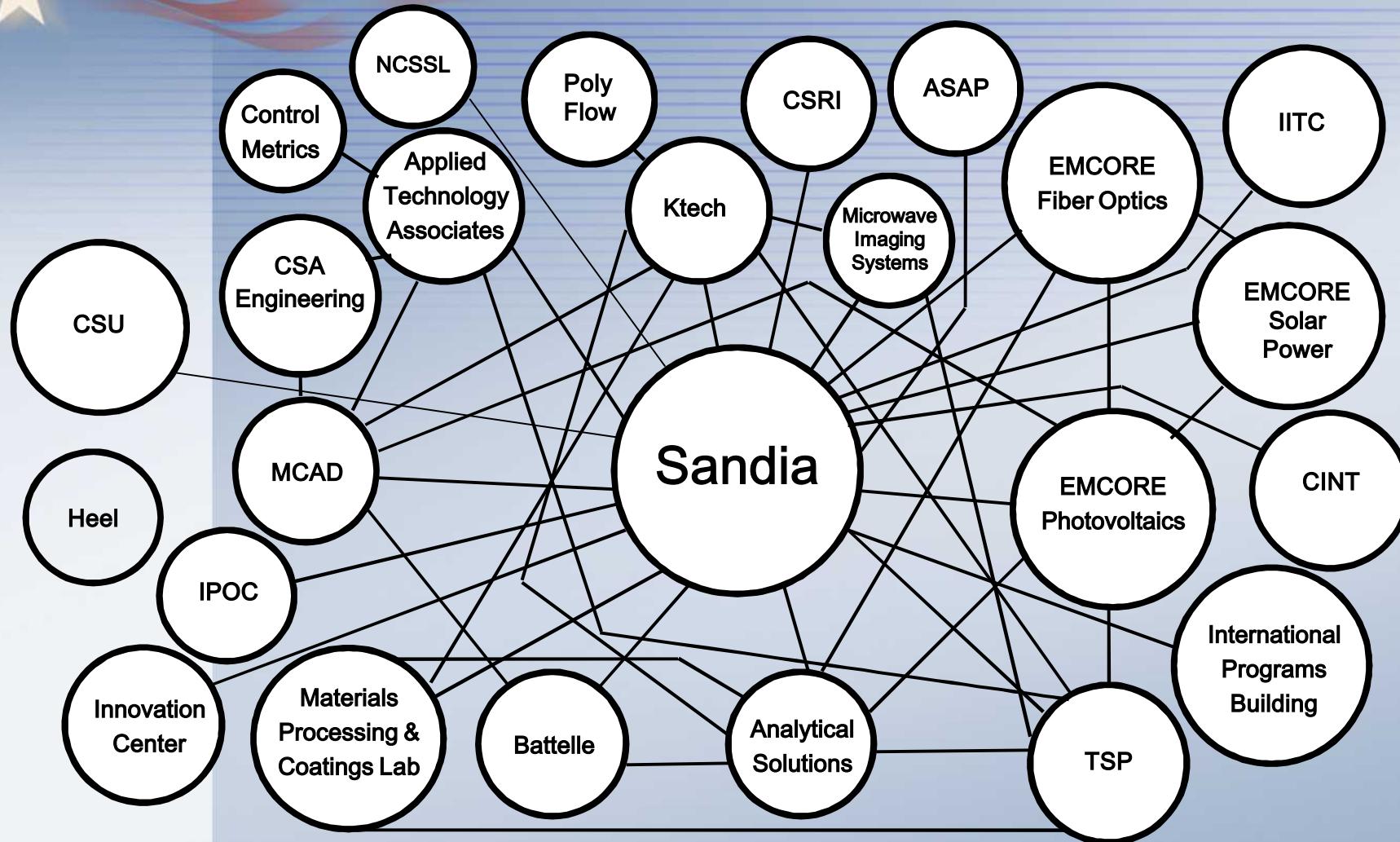
# Focus on Results

Park Metrics	Results Since Park Founded in 1998						
Number of Companies	27						
Number of Employees	2,184						
Number of Buildings	18						
Square Feet of Occupied Space	897,925						
Acreage Developed (out of 240)	67						
Funds-In and In-Kind Services from Tenants to Sandia (i.e. CRADAs, Licensing Agreements)	\$17,591,682						
DOE/Sandia In-Kind Services to Tenants (CRADAs)	\$2,667,916						
Contracts from Sandia Procurement to Tenants	\$259,670,152						
Contracts between Tenants	\$7,473,556						
Public and Private Investment in the Park	<table><tr><td>Public</td><td>\$67,315,090</td></tr><tr><td>Private</td><td>\$234,155,153</td></tr><tr><td>Total</td><td>\$301,470,243</td></tr></table>	Public	\$67,315,090	Private	\$234,155,153	Total	\$301,470,243
Public	\$67,315,090						
Private	\$234,155,153						
Total	\$301,470,243						
Average Salary for Each Full-Time Job in the Park	\$70,448						
Average Salary for Each Full-Time Job in Albuquerque	\$37,284						

# Sandia Science & Technology Park

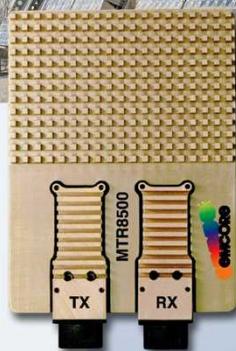
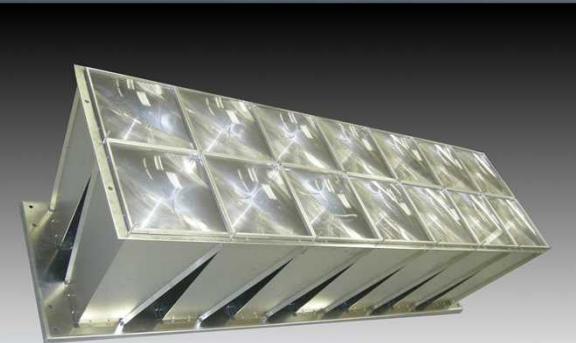


# Synergistic Cluster of Companies



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# EMCORE/Sandia Partnership

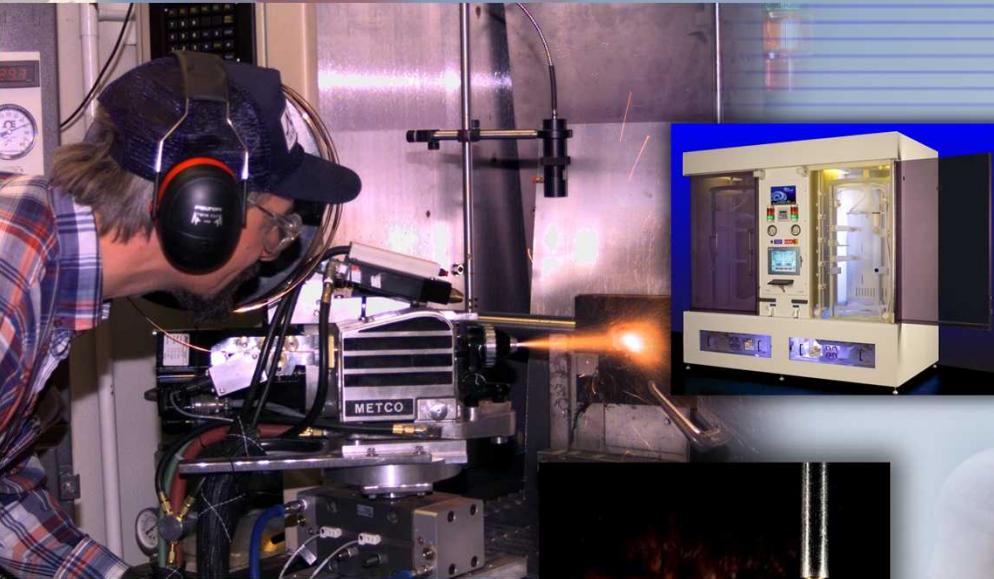


- EMCORE is a publicly traded company
- First company to move into Park in 1998
- Licensed VCSEL technology
- Licensed solar cell technology
- Licensed transponder technology
- \$107.4M investment in Park
- 500 employees at Park



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# Ktech/Sandia Partnership



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



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# SS&TP Recognition

- *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)



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