NSTC: Building Bridges Across the S&T Enterprise
Open Research Parks Strategic Coordination

Thursday, June 13, 2019

Jackie Kerby Moore
Manager, Technology and Economic Development
Sandia National Laboratories

Executive Director, Sandia Science & Technology Park
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.
SS&TP: Overview

- Master-Planned Technology Community
- Affiliated with Sandia National Laboratories
- Adjacent to Kirtland Air Force Base
- 340+ Acres
- Internationally Recognized
SS&TP: Public-Private Partnership

**ORIGINAL PARTNERS**

- 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

**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

**SANDIA SCIENCE & TECHNOLOGY PARK DEVELOPMENT CORPORATION**

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

**APPLIED PHYSICS LABORATORIES**

- Park MOU Signatories

**UNION DEVELOPMENT CORPORATION**

**OTHER KEY PARTNERS**

**SANDIA NATIONAL LABORATORIES**

- Provided planning funds

**UNITED STATES**

- Provided leadership and support
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
## 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*

<table>
<thead>
<tr>
<th></th>
<th>Public</th>
<th>Private</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Public</td>
<td>$89.0</td>
<td>$300.6</td>
<td>$389.6</td>
</tr>
<tr>
<td>Private</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td>$389.6</td>
</tr>
</tbody>
</table>

*Through CY18

## ECONOMIC IMPACT **

<table>
<thead>
<tr>
<th>Cumulative Impact on taxable consumption (goods and services)</th>
<th>$3.1 Billion</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cumulative impact on gross receipts tax revenue to the City of Albuquerque</td>
<td>$22.5 Million</td>
</tr>
<tr>
<td>Cumulative impact on gross receipts tax revenue to the State of New Mexico</td>
<td>$123.4 Million</td>
</tr>
<tr>
<td>Cumulative Increase in wage and salary disbursements attributable to Park activities</td>
<td>$5.4 Billion</td>
</tr>
<tr>
<td>Average salary for each full-time job in the Park</td>
<td>$98K</td>
</tr>
<tr>
<td>Average salary for each full-time Job in Albuquerque</td>
<td>$46K</td>
</tr>
</tbody>
</table>

**Through CY17
SS&TP: Success Story

- TEAM Technologies, located in Park
- Licensed “Stingray” technology from Sandia
- Manufactured and shipped over 7,000 units to Afghanistan
- “Stingray” named one of the Best Inventions by leading magazine
CELEBRATING 20 YEARS OF ECONOMIC GROWTH

AND NOW!

THEN.........
Office Hours

- Economic Development
- Licensing
- CRADAs/SPPs
- Supplier Diversity
- Community Involvement
- Government Relations
Center for Collaboration and Commercialization

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 Kotin

AGENDA
Day One

Block 1
Ideation and the “Bug List”
Identify constraints and opportunities through design thinking and ideation exercises

Day Two

Block 2
Prototyping Creation
Create a crude/developmental model of your work

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
Entrepreneur Exploration FY18

- 22 EVENTS
- 1,256 TOTAL ATTENDEES
- 454 SANDIA PARTICIPANTS
## C3 Metrics 2018

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mission Opportunities</td>
<td>3</td>
</tr>
<tr>
<td>C3 Office Hours</td>
<td>6</td>
</tr>
<tr>
<td>Startups / Expansions</td>
<td>5</td>
</tr>
<tr>
<td>EEx Events</td>
<td>22</td>
</tr>
<tr>
<td>Office Hours / Partnerships</td>
<td>3</td>
</tr>
<tr>
<td>Tech Transfer Results</td>
<td>3</td>
</tr>
<tr>
<td>General Usage</td>
<td>86</td>
</tr>
</tbody>
</table>
Collaboration with Air Force Research Laboratory

National Labs Entrepreneurship Academy

AFRL
NEW MEXICO
TECH ENGAGEMENT OFFICE

Rainforest Speaker Series

Sandia National Laboratories
Takeaways

- Think Big....Don’t Fret the Funding
- Data Tells....Stories Sell
- Partnerships....Go Beyond the Traditional
Jackie Kerby Moore

Manager
Technology and Economic Development
Sandia National Laboratories

Executive Director
Sandia Science & Technology Park

505-845-8107
jskerby@sandia.gov