Economic Development

Economic development at Los Alamos National Laboratory (LANL) plays a significant role in strengthening communities through partnerships with industry, government, universities, and local business organizations.

**Los Alamos Connect**

is the principal economic development investment by Los Alamos National Security, LLC (LANS), the company that manages LANL. Connect is a collection of investment, market research, technical assistance, and business coaching activities designed to help businesses reach the next level of success and create an entrepreneurial culture in Northern New Mexico.

Connect has served 470 companies and entrepreneurs since its inception in 2006. Our clients have attracted $35.9 million in new financing and created or retained 481 jobs with salaries totaling $14.5 million.

**New Mexico Small Business Assistance Program (NMSBA)**

helps small businesses in New Mexico access cutting-edge technologies, solve technical issues, and gain knowledge from technical experts at Los Alamos and Sandia National Laboratories (SNL). Assistance is provided at no cost to the participating businesses.

In 2013, the State of New Mexico, along with LANL and SNL, invested $4.6M helping 354 companies in 29 counties solve their technical challenges through NMSBA.

**NMSBA Program Impacts on Participating Small Businesses in 2012**

<table>
<thead>
<tr>
<th>Category</th>
<th>Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jobs Created/Retained</td>
<td>351</td>
</tr>
<tr>
<td>Average Salary</td>
<td>$38,735</td>
</tr>
<tr>
<td>Increased Revenue</td>
<td>$172.5M</td>
</tr>
<tr>
<td>Decreased Operating Costs</td>
<td>$79M</td>
</tr>
<tr>
<td>New Funding/Financing Received</td>
<td>$59.6M</td>
</tr>
</tbody>
</table>

**Quick Facts**

**Los Alamos Connect**

Since 2006:

- LANS has invested $7.2 million in economic development
- Served 470 companies and entrepreneurs
- Created or retained 481 jobs
- Generated $14.5 million in salaries
- Helped businesses attract $35.9 million in new financing

**New Mexico Small Business Assistance Program**

- 3,510 jobs created or retained since 2000
- In 2013, LANL and SNL invested $4.6M helping 354 companies in 29 counties

**LANL Major Subcontractors**

- Contributed more than $3M in monetary and in-kind contributions and over 3,000 volunteer hours to our Northern New Mexico neighbors in 2012

LANS regularly sponsors business events to enable local entrepreneurs to interact with representatives from the Laboratory’s Community Programs and Small Business Program Offices, the Regional Development Corp., and other economic development organizations. The “Resource Roundtable” pictured here drew more than 100 participants.
LANL Major Subcontractor Consortium

LANL major subcontractors with contract awards of $5 million or greater submit a Subcontractor’s Regional and Community Development Plan to address economic development, education enrichment, and corporate citizenship in Northern New Mexico. The Consortium enables these subcontractors to collaborate and increase the impact of their regional community development plans.

In FY 2013, the LANL Consortium provided more than $3M of monetary and in-kind support and over 3,000 volunteer hours to enhance the economy, education systems, and quality of life in Northern New Mexico.

For more information, go to http://community.lanl.gov

Economic and Business Development Partnerships

LANL supports the Northern New Mexico business community through economic development and business service partners. We partner with the following organizations:

- American Indian Chamber of Commerce
- Chama Chamber of Commerce
- Española Valley Chamber of Commerce
- Greater Española Valley Community Development Corporation
- Las Vegas 1st Independent Business Alliance
- Los Alamos Chamber of Commerce
- Mora Valley Chamber of Commerce
- Regional Development Corporation
- Sandoval County Chamber of Commerce
- Santa Fe Chamber of Commerce
- Small Business Development Centers
- Taos Chamber of Commerce
- Taos Entrepreneurial Network (TEN)

“...are providing the engineering expertise so that I can move forward on my own with some more modern technology.”

-Chantal Lau, PediBioMetrix, LLC