

# SMALL BUSINESS PROCUREMENT

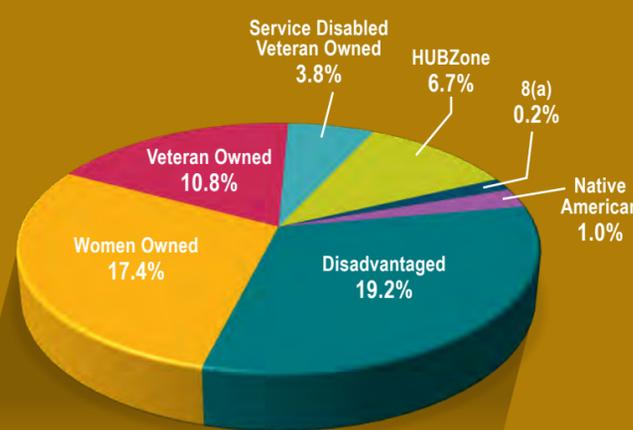
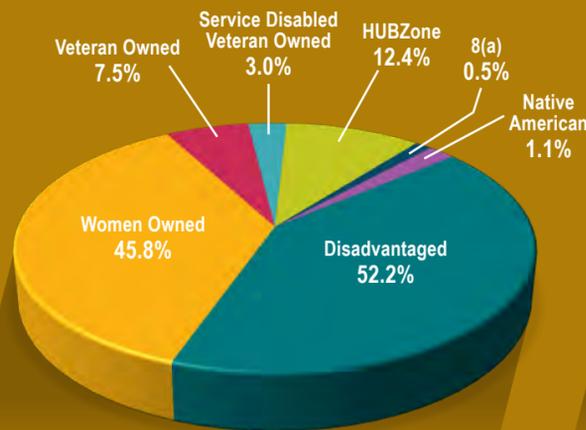
Purchasing quality products and services from small businesses while ensuring that the needs of the Laboratory and its customers are met

Payments made to suppliers as a result of Laboratory procurements help drive economic growth in New Mexico and the nation. The staff in our Small Business Program and procurement personnel work closely with small businesses to learn about the goods and services available to the Laboratory and inform them about subcontracting requirements and opportunities.

The Laboratory spent **69.7%** of its procurement dollars with small businesses

New Mexico Small Business **\$288,646,792**

Total Small Business **\$540,602,787**



A single small business can qualify for more than one category.

Small Business Program  
Chris Fresquez (505) 667-4419  
business@lanl.gov

Awards for subcontracted goods and services, and Purchase Card acquisitions  
Total Laboratory — **\$900,705,763** Total New Mexico — **\$396,231,997**

## Solving national security challenges through scientific excellence

An independent economic impact analysis by the University of New Mexico Bureau of Business and Economic Research (BBER) published in January 2019 found that **Los Alamos National Laboratory is responsible for creating 24,169 jobs in New Mexico while contributing \$3.1 billion a year to the New Mexico economy.** The Laboratory's economic impact on the seven counties surrounding the Laboratory in total is equal to 15 percent of their total gross domestic product.

Los Alamos National Laboratory has a proud history and heritage of science and innovation. Today, as the senior laboratory in the Department of Energy system, Los Alamos serves the nation by applying world-changing science and technology to current and emerging national and global security challenges.

Through our relations and partnerships across government agencies, laboratories, universities, and industry, we deliver the best possible science and technology results for the nation while making a positive impact on our New Mexico communities and economy.\* To fulfill our commitments, we will be cost effective and efficient and operate with quality and reliability.

\* The data in this brochure have been derived from the Laboratory's financial system for payments made in fiscal year 2019 (October 1, 2018, through September 30, 2019), unless otherwise noted. The charts and explanations expand on the financial impact of the Laboratory's spending.

Los Alamos National Laboratory, an affirmative action/equal opportunity employer, is operated by Triad National Security, LLC, for the National Nuclear Security Administration of the U.S. Department of Energy. LA-UR-19-32545

# ECONOMIC IMPACT ON NEW MEXICO

## LOS ALAMOS NATIONAL LABORATORY

2019



Los Alamos NATIONAL LABORATORY  
EST. 1943

# ECONOMIC DEVELOPMENT

Developing new business, strengthening existing companies, contributing to a diverse economy

The Laboratory invests and partners in economic development initiatives and programs that help stimulate business growth, create jobs, and strengthen our communities. We partner with regional economic development organizations and business service providers throughout New Mexico, and provide funding and free-of-charge scientific and technical resources for New Mexico businesses.

Projects with New Mexico small businesses **7,113**

New financing attracted **\$340.6M**

Jobs created or retained **11,267**  
with salaries totaling **\$417.4M**

Cumulative information on economic development programs since 2001.

One of the Laboratory's initiatives, the New Mexico Small Business Assistance program (NMSBA) assists for-profit businesses in New Mexico with access to subject matter experts and cutting-edge technologies at Los Alamos and Sandia national laboratories to solve technical challenges.

For every **\$1** tax credit invested in the NMSBA, the state of New Mexico receives a return of **\$1.49**.\*

Technology Engagement & Entrepreneurship  
Mariann Johnston  
(505) 667-4391  
mjohnston@lanl.gov  
www.lanl.gov/feynmancenter

\* Surveys, conducted by a third-party contractor, were performed with participating clients in each program six months to one year after project completion. This information is based on CY 2018 data.



Santa Fe-based Parting Stone developed a method that turns cremated ashes in alabaster-looking stones. The Laboratory's NMSBA program helped optimize the company's superheating process, and Parting Stone has since raised \$500,000 in funding to open a processing lab and hire employees.

Economic Development  
Patrick Duran and Vangie Trujillo  
(505) 665-4400

[www.lanl.gov/community/economic-development.php](http://www.lanl.gov/community/economic-development.php)

# WORKFORCE DEVELOPMENT

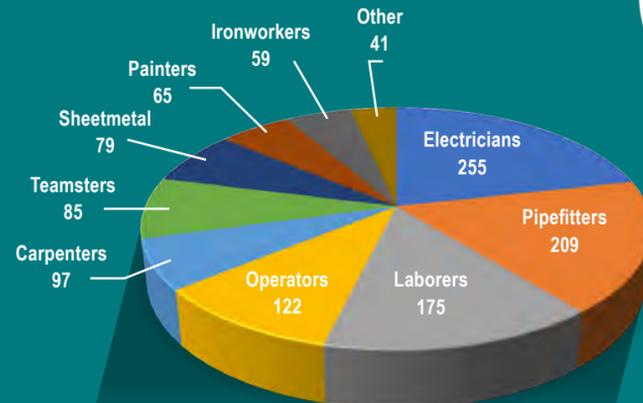
Investing to develop local talent for the Laboratory and the region

A skilled workforce is crucial to the future of the Laboratory and Northern New Mexico. The Laboratory is working with education, business and government partners to ensure the projected workforce needs for Laboratory and the region are met—strengthening the local economy.

Programs include:

- Student internships for 1869 students in the summer of 2019
- Two-year associate's Radiological Control Technician training program at Northern New Mexico College
- STEM Core program at Santa Fe Community College, part of a nationwide initiative to help students from diverse backgrounds succeed academically in STEM subjects and prepare for careers
- New Partnerships and Pipeline Office created at the Laboratory to oversee the external partnerships and student/postdoc pipeline

**1,187** Union Employees  
9.8% of the workforce



Other union workers: Insulators, Roofers, Masons



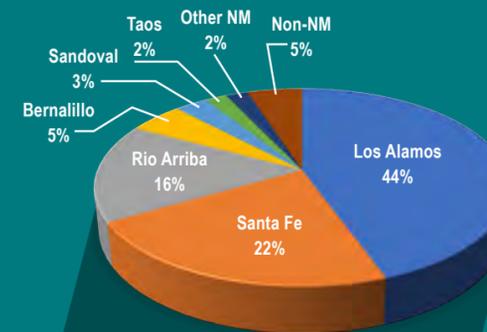
The Laboratory employed 139 more union workers in FY 2019 than in the year before.

# EMPLOYMENT

Providing solutions to the most pressing issues facing the nation

Los Alamos National Laboratory is a workplace that attracts, inspires, and develops world-class talent to ensure a vital future workplace. Diversity fuels our innovative, agile, and principled workforce which is essential to solving problems of global importance.

**12,041** TOTAL EMPLOYEES  
by county of residence



Other counties: Valencia, San Miguel, Eddy, Doña Ana, Mora, McKinley, San Juan, Torrance, Socorro, Lea, Luna, Otero, Sierra, Colfax, Cibola

**41%** of Los Alamos employees are native New Mexicans



ANNUAL SALARY distribution by county **\$1,157,913,073\***

Los Alamos: \$610,275,049  
Santa Fe: \$267,643,520  
Rio Arriba: \$131,365,022  
Bernalillo: \$38,370,248  
Sandoval: \$35,672,361  
Taos: \$12,874,991  
Other: \$61,711,881

\* Craft/contractor salaries not included

[www.lanl.gov/community/index.php](http://www.lanl.gov/community/index.php)

Community Partnerships Office  
Kathy Keith  
(505) 665-4400  
kkeith@lanl.gov

**\$2.75B** BUDGET  
FY 2019

**31%** of our regular/term employees have at least one degree from a New Mexico college or university

