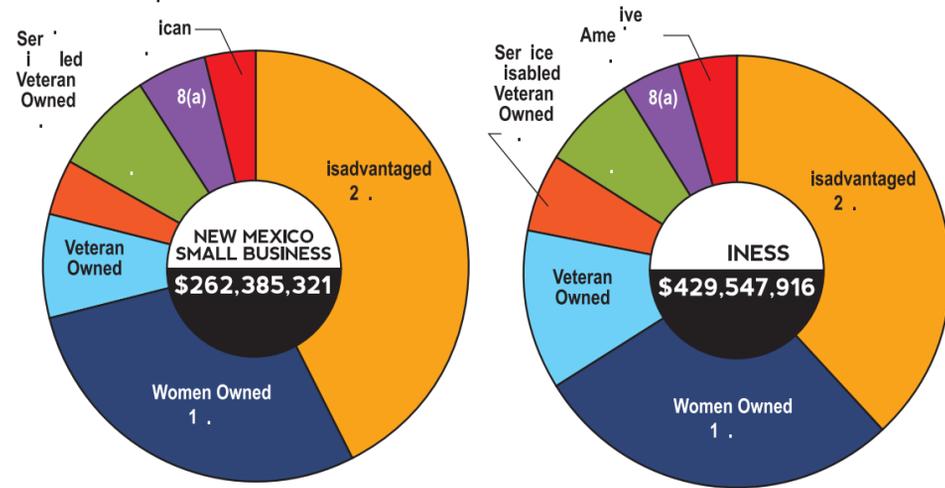


SMALL BUSINESS PROCUREMENT

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 Lab's award-winning **Mentor-Protégé Program** is a Department of Energy initiative designed to encourage and assist small and disadvantaged businesses; the mentor typically works with one business for two years. This program helps local businesses grow and expand, contributing to regional economic development.

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



Solving national security challenges through scientific excellence



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.



In 2016, the Lab paid
\$81,948,928
in Gross Receipts taxes.



* The data in this brochure have been derived from the Laboratory's financial system for payments made in fiscal year 2017 (October 1, 2016, through September 30, 2017), 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 Los Alamos National Security, LLC, for the National Nuclear Security Administration of the U.S. Department of Energy under contract DE-AC52-06NA25396. LA-UR-17-31407

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, providing funding and free-of-charge scientific and technical resources for New Mexico businesses.

Economic Development
Vangie Trujillo
(505) 665-4400
vangie@lanl.gov

www.lanl.gov/community/economic-development.php

Creating and supporting an entrepreneurial culture in northern New Mexico

Total investment **\$4.2M**
Total \$ results of companies **\$178.7M***

INVESTMENT

The **Venture Acceleration Fund** provides funding to companies in every stage of development, ranging from proof of concept, prototyping, and product engineering to customer acquisition and market validation.

Total investment **\$330K**
New revenue generated **\$5.5M***

Native American Venture Acceleration Fund

Native American companies can apply for funding to help with critical technical services, which leads to increased revenues and employment for the company. The program is funded by Los Alamos National Security, LLC, and managed in partnership with the Regional Development Corporation.

For every **\$1** tax credit invested, the state of New Mexico receives a return of **\$1.35.***

TECHNICAL ASSISTANCE

New Mexico Small Business Assistance Program (NMSBA) assists for-profit small 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.

* 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 2016 data.

Market Transition Program
Micheline Devaurs
(505) 665-9090
fci-edev@lanl.gov

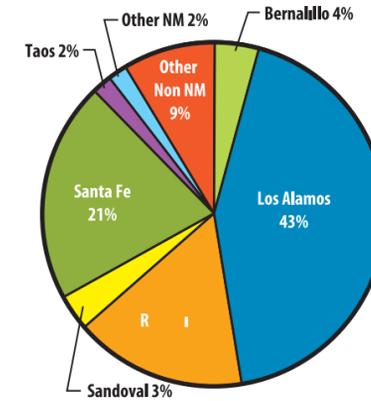
www.lanl.gov/projects/feynman-center/index.php

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.

11,083 TOTAL EMPLOYEES
by county of residence



Other counties: Chaves, Curry, Doña Ana, Eddy, Grant, Lea, McKinley, Mora, Roosevelt, San Juan, San Miguel, Sierra, Socorro, Torrance, Valencia

ANNUAL SALARY distribution by county **\$1,041,459,698***

Los Alamos: **\$524,536,845**
Santa Fe: **\$225,384,177**
Rio Arriba: **\$121,204,639**
Sandoval: **\$33,017,080**
Bernalillo: **\$32,242,548**
Taos: **\$12,966,811**
Other: **\$92,107,597**

* Craft/contractor salaries not included

www.lanl.gov/community/index.php

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



With data produced from the New Mexico Small Business Assistance project at the Laboratory, Michael Baron and Jay Bonner of Santa Fe-based company Aerblock intend to scale up production of their affordable green building product, cellular lightweight concrete, using northern New Mexico resources and employees.



Española-based business Dee Dee's Finest Beef Jerky make crispy, paper-thin beef jerky. They used their Venture Acceleration Fund award to purchase two commercial freezers, two commercial dehydrators, and a commercial slicer, allowing the company to keep up with demand and serve a broader geographic area.



The Picuris Pueblo Bison Project, which has enabled the return of bison to the pueblo's land, received funding through the Native American Venture Acceleration Fund. Shown here with the bison herd are Gilbert Archuleta, 3rd War Chief; Jeff Atencio, Tribal Programs Administrator; and Richard Mermejo, 1st War Chief and former Governor.



41% of Los Alamos employees are native New Mexicans



\$2.55B BUDGET FY 2016

26.3% of our regular/term employees have at least one degree from a New Mexico college or university

