Economic Development

The Laboratory invests and partners in economic development initiatives and programs that help stimulate business growth, create jobs, and strengthen our communities.

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.

Workforce Development

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 the Laboratory and the region are met—strengthening the local economy.

New pipeline programs address critical skills for a growing workforce:

- There are now 8 formal partnerships in places with regional colleges and high schools for workforce development pipeline programs
- The Laboratory, the University of New Mexico-Los Alamos (UNM-LA) and the UNM School of Engineering collaborated to expand an existing two-year pre-engineering program into a bachelor of science in mechanical engineering (BSME) program on the UNM-LA campus.

The 1139 union employees make up 8.8% of the Laboratory workforce.

Through the NMSBA program Laboratory researchers helped Navajo-owned, veteran-owned business Tosidoh investigate the geothermal resources and the aquifer below Tohatchi, NM as part of the company’s plans to create a long-term food-water-energy nexus on the Navajo Nation, stimulating the local economy while helping New Mexico transition to a carbon-free energy portfolio.

*Survey s, 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 2020 data.

For every $1 tax credit invested in the NMSBA, the State of New Mexico receives a return of $1.54*
2021 Economic Impact on New Mexico

Employment
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.

- **12,919** total employees (not including contractors)
- **30.2%** of our regular/term employees have at least one degree from a New Mexico college or university
- **$4 billion** total Laboratory budget for Fiscal Year 2021
- **40.2%** of Los Alamos employees are native New Mexicans

$1,336,030,663* annual salary total
* Craft/contractor salaries not included

Salaries Distribution by Main Counties:
- **Los Alamos** $637,702,185
- **Santa Fe** $331,685,590
- **Rio Arriba** $147,126,479
- **Bernalillo** $56,204,349
- **Sandoval** $48,782,400
- **Taos** $16,071,156
- **Other** $19,926,337

Small Business Procurement
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 $505,303,006 on procurement in New Mexico, $407,836,224 with New Mexico small businesses.

Procurement from New Mexico small businesses by category

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Disadvantaged</td>
<td>$158,249,718</td>
</tr>
<tr>
<td>Women Owned</td>
<td>$122,791,794</td>
</tr>
<tr>
<td>Veteran Owned</td>
<td>$25,627,635</td>
</tr>
<tr>
<td>Service Disabled Veteran</td>
<td>$7,888,569</td>
</tr>
<tr>
<td>HUBZone</td>
<td>$44,740,926</td>
</tr>
<tr>
<td>8(a)</td>
<td>$1,697,694</td>
</tr>
<tr>
<td>Native American</td>
<td>$4,970,394</td>
</tr>
<tr>
<td>Triad Pueblo Business Alliance*</td>
<td>$4,285,196</td>
</tr>
</tbody>
</table>

Overall, the Laboratory spent $819,136,048 on goods and services with small businesses. (64% of its total spend)

$1,399,794,294 Total Laboratory procurement spending. (includes awards for subcontracted goods and services, and Purchase Card acquisitions)

Contact
Community Partnerships Office
Kathy Keith | (505) 989-6908 | kkeith@lanl.gov
lanl.gov/community

*The data in this report have been derived from the Laboratory’s financial systems for payments made in fiscal year 2021 (October 1, 2020, through September 30, 2021), unless otherwise noted. LA-UR-22-20377

*Other NM Counties includes Chaves, Cibola, Colfax, Curry, Grant, Guadalupe, Lea, Lincoln, Luna, McKinley, Otero, San Juan, Sierra, and Torrance

*Ohkay Owingeh, San Ildefonso, Acoma.
A single small business can qualify for more than one category.