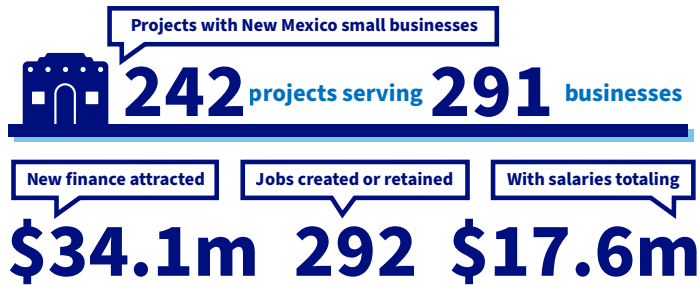


2022 Economic Impact on New Mexico



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.

For every \$1 tax credit invested in the NMSBA, the State of New Mexico receives a return of \$1.60*

*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 2021 data.



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.

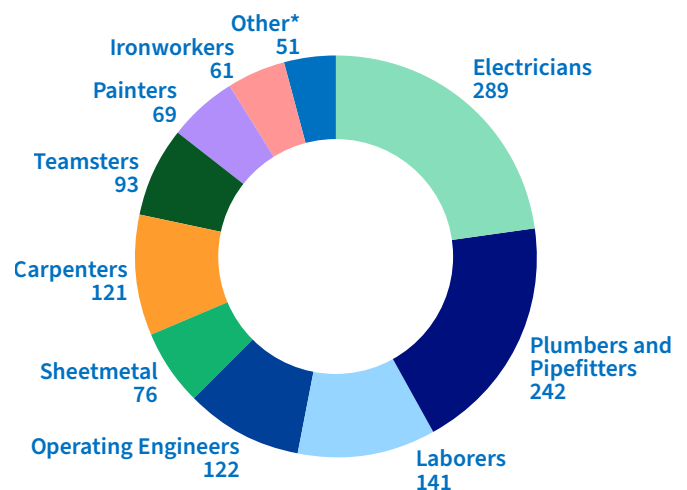
New pipeline programs address critical skills for a growing workforce:

- The Laboratory now has eight formal partnerships in place with regional colleges and high schools for workforce development pipeline programs
- In partnership with NNSA, the Laboratory also provided funding for additional workforce development programs at 11 regional colleges in 2021 and 2022.



Santa Fe-based Mesa Photonics had developed a portable, laser-pulse system that can be used to test for Severe Acute Respiratory Syndrome (SARS), a contagious and sometimes fatal respiratory illness. Through the NMSBA program, Laboratory researchers helped the company demonstrate the product's feasibility, securing funding to move the project into the next phase of development.

The 1265 union employees make up 9% of the Laboratory workforce.



*Other includes Insulators, Roofers, Masons

2022 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.



14,054

total employees
(not including contractors)



29.6%

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



61.2%

of FY22 new hires are
from New Mexico



\$4 billion

total Laboratory budget for
Fiscal Year 2022



**\$1.53
billion**

annual salary total
(*Craft/contractor
salaries not
included)

SALARY DISTRIBUTION BY MAIN COUNTIES:

Los Alamos	\$689,636,978
Santa Fe	\$386,057,175
Rio Arriba	\$170,383,657
Bernalillo	\$73,916,794
Sandoval	\$59,388,298
Taos	\$19,816,450
Other NM*	\$25,701,896

*Other NM: Chaves, Cibola, Colfax, Curry, Dona Ana, Eddy, Grant, Guadalupe, Lea, Lincoln, Luna, McKinley, Mora, Otero, San Juan, San Miguel, Socorro, Sierra, Torrance, and Valencia

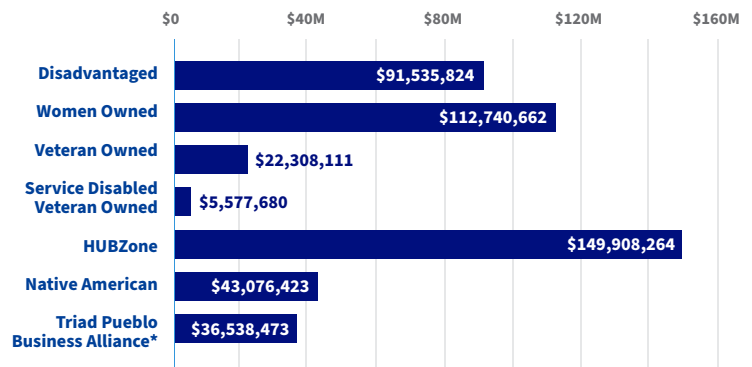
Small Business Procurement

Payments made to suppliers as a result of Laboratory procurements help drive economic growth in New Mexico and the nation. Our Small Business Program and procurement personnel work 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 **\$915,988,873** on procurement in New Mexico, **\$613,504,167** with New Mexico small businesses.



Procurement from New Mexico small businesses by category



*Ohkay Owingeh, San Ildefonso, Acoma.

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

Overall, the Laboratory spent **\$915,153,207** on goods and services with small businesses.



\$136 million

Payment in New Mexico Gross Receipts Tax

\$2,141,114,351

Total Laboratory procurement spending (includes awards for subcontracted goods and services, and Purchase Card acquisitions)



CONTACT

Community Partnerships Office

Kathy Keith | (505) 989-6908 | lanl.gov/community