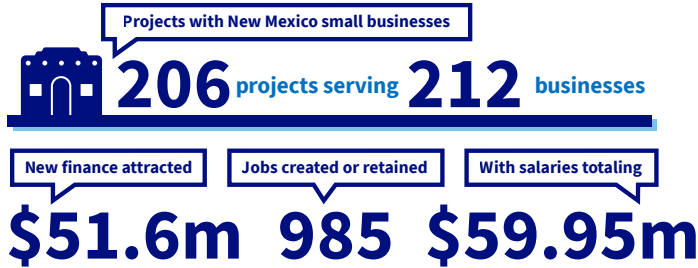


2023 Economic Impact on New Mexico



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 \$1.77*

*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 2022 data.



Through the NMSBA program Laboratory researchers helped Santa Fe-based Mercury Bio understand how silencing RNA (siRNA) could treat human diseases. The company is continuing to work with the Laboratory in a Technology Readiness Initiative project.

Workforce Development

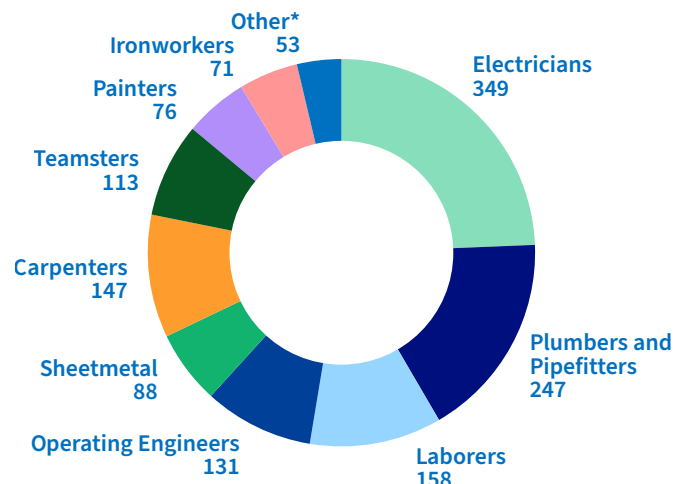
A skilled workforce is crucial to the future of the Laboratory and Northern New Mexico. The Laboratory is working with education, business and government partners to ensure the projected workforce needs for the Laboratory and the region are met—strengthening the local economy.



New pipeline programs address critical skills for a growing workforce:

- The Laboratory has three formal partnerships in place with regional colleges 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, 2022, and 2023.
- New agreement between LANL and Northern New Mexico College under the Department of Energy’s Mentor Protégé Program builds capacity for the college and supports workforce development in IT and cybersecurity areas.

The 1433 union employees make up 9% of the Laboratory workforce.



*Other includes Insulators, Roofers, Masons

2023 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.



15,932
total employees
(not including contractors)



28.8%
of our regular/term
employees have at least one
degree from a New Mexico
college or university



39.6%
of Los Alamos employees
are native New Mexicans



\$4.65 billion
total Laboratory budget for
Fiscal Year 2023



\$1.80 billion
annual salary total
(*Craft/contractor
salaries not
included)

SALARY DISTRIBUTION BY MAIN COUNTIES:

Los Alamos	\$758,303,756
Santa Fe	\$460,844,932
Rio Arriba	\$201,084,245
Bernalillo	\$105,171,900
Sandoval	\$73,408,442
Taos	\$24,095,772
Other NM*	\$31,125,099

*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

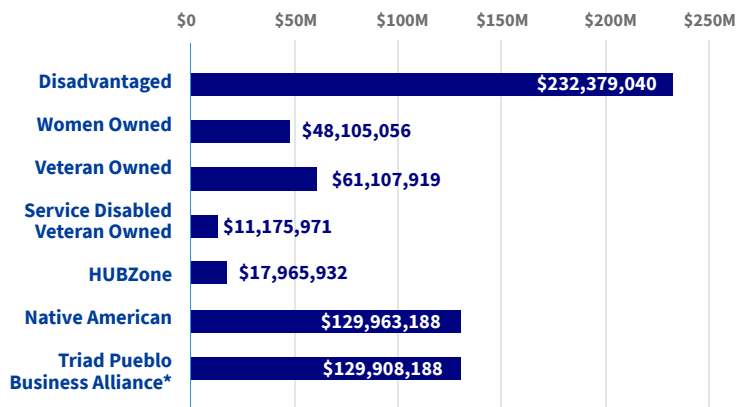
Small Business Procurement

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 **\$930,683,209** on procurement in New Mexico, **\$615,779,302** 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 **\$1,195,080,080** on goods and services with small businesses.



\$155 million
Payment in New Mexico Gross Receipts Tax

\$2,300,924,416
Total Laboratory procurement spending (includes awards for subcontracted goods and services, and Purchase Card acquisitions)



CONTACT

Community Partnerships Office

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*The data in this report have been derived from the Laboratory's financial systems for payments made in fiscal year 2023 (October 1, 2022, through September 30, 2023), unless otherwise noted. ROSY-ID-64b63f52