Community Programs Update
Partnerships, Results, and New Budget

Goals
1. Strengthen the workforce pipeline
2. Expand economic development
3. Leverage community giving

Prepared for the Regional Coalition of LANL Communities

October 17, 2014
Since 2006, impact of the LANS community investment has been significant

<table>
<thead>
<tr>
<th></th>
<th>LANS</th>
<th>Leveraged</th>
<th>Economic Activity*</th>
<th>Jobs Created or Retained*</th>
<th>Salaries*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Education</td>
<td>$10.7M</td>
<td>$56.2M</td>
<td>$89M</td>
<td>1,959</td>
<td>$59M</td>
</tr>
<tr>
<td>Community Giving</td>
<td>$8.5M</td>
<td>$47.0M</td>
<td>$51M</td>
<td>922</td>
<td>$28M</td>
</tr>
<tr>
<td>Economic Development</td>
<td>$8.6M</td>
<td>$107.5M</td>
<td>$143M</td>
<td>1,313</td>
<td>$42M</td>
</tr>
<tr>
<td>Broadband Infrastructure</td>
<td>$0.2M</td>
<td>$76.2M</td>
<td>$267M</td>
<td>4,530</td>
<td>$181M</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$28M</strong></td>
<td><strong>$287M</strong></td>
<td><strong>$550M</strong></td>
<td><strong>8,724</strong></td>
<td><strong>$310M</strong></td>
</tr>
</tbody>
</table>

Developed by Kelly O'Donnell, PhD
Independent Economic Analyst
Updated: August 2014

*Includes direct and indirect impacts
We manage programs that address regional needs and support the Lab’s mission

Strengthening national security and building for the future are what we do every day. Our involvement with northern New Mexico communities is a critical component of that work.

As Lab Director, “I value the Community Commitment Plan – it is important in strengthening, supporting, and building the future workforce”
Workforce investments are yielding mutually beneficial results

LANS investment of $10.7m has:

• Inspired and supported over 6,000 students in LANS–funded programs

• Directly impacted over 1,500 graduates
  - Santa Fe Community College
    Advanced Technologies
  - New Mexico Highlands University
    Computer Science, Media Arts and Software Systems Development
  - Northern New Mexico College
    Chemistry
  - University of New Mexico –Los Alamos
    Applied Technologies

• Fostered STEM pipeline collaboration efforts (Intel, Sandia National Labs, Northrop Grumman, PNM, Air Force Research Lab)
Employee scholarship program supports regional workforce pipeline and diversity objectives

Program Totals

Over 1,000 Northern New Mexico students awarded $4.5M in scholarships

Year

2007 2008 2009 2010 2011 2012 2013 2014

$0 $100,000 $200,000 $300,000 $400,000 $500,000 $600,000

Employees

LANS Match

$348,000 $366,000 $384,000 $517,000 $522,000 $542,000 $555,000 $577,000

Record-Breaking Year

87% of our technical PhD hires are former LANL students or postdocs
The Math and Science Academy is dramatically increasing teacher quality and student success

Native American scores in mathematics at San Juan Elementary have increased 44 percentage points over seven years, exceeding state averages for the last five years.
Another way to look at the impact of employee volunteers is **Social Return on Investment**.

- **1.53 MILLION** HOURS VOLUNTEERED SINCE 2007
- **$34.5 MILLION** SOCIAL RETURN ON INVESTMENT (SROI)
- **230** NONPROFITS FUNDED ANNUALLY

Documenting volunteer hours is part of the LANS Prime Contract with NNSA.

Social return on investment calculated using an industry-standard multiplier based on the approximate value of a given hour.
Giving and volunteer programs engage employees and contribute to the region’s quality of life.

New record set by LANL employees & retirees

Volunteer Program

Year (Number of Volunteers)

Volunteer Hours

<table>
<thead>
<tr>
<th>Year</th>
<th>Number of Volunteers</th>
<th>Volunteer Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006</td>
<td>(75)</td>
<td>3,962</td>
</tr>
<tr>
<td>2007</td>
<td>(578)</td>
<td>83,774</td>
</tr>
<tr>
<td>2008</td>
<td>(897)</td>
<td>131,572</td>
</tr>
<tr>
<td>2009</td>
<td>(1,821)</td>
<td>193,405</td>
</tr>
<tr>
<td>2010</td>
<td>(2,302)</td>
<td>247,625</td>
</tr>
<tr>
<td>2011</td>
<td>(2,490)</td>
<td>269,493</td>
</tr>
<tr>
<td>2012</td>
<td>(2,615)</td>
<td>267,381</td>
</tr>
<tr>
<td>2013</td>
<td>(2,894)</td>
<td>331,917</td>
</tr>
</tbody>
</table>
We are building regional capacity and sustainability

- **Grant Writing Assistance**
  
  Increase funding and local infrastructure to develop grant writers

- **Impacts**
  
  Since 2013, more than 100 regional education, economic development, and nonprofits assisted

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Santa Fe Community College

$1.2m YouthBuild Grant

Hands-on construction training
Sustainability focus through “payback trigger” is a success with the LANS investment

LANS Awarded $30K in 2013

Google Purchased Titan in 2014

$30K Returned to LANS

LANS economic development programs create jobs and support the local economy

- Market Intelligence
- Technical Assistance
- Coaching and Networking
- Business Expansion
- Venture Acceleration Fund (VAF)

285 VAF proposals received since 2006: 49 funded
We work “shoulder to shoulder” with community members and local organizations

Since 2006, LANS, LLC has annually invested more than $3M of its own management fee in the Community Commitment Plan.

The LANS Board of Governors has unanimously voted to maintain that investment beyond the initial term of its contract with DOE/NNSA.

We look forward to partnering with you in 2015.