
2012

ANNUAL REVIEW



LOS ALAMOS
COMMERCE AND DEVELOPMENT
CORPORATION



- vibrant community through a flourishing economy -

CONTENTS

LOS ALAMOS COMMERCE & DEVELOPMENT CORPORATION

5

LOS ALAMOS CHAMBER OF COMMERCE

8

LOS ALAMOS MAINSTREET

10

LOS ALAMOS MEETING & VISITOR BUREAU

12

BUSINESS DEVELOPMENT SERVICES

14

LACDC PROPERTY OPERATIONS & RESEARCH PARK

16

LACDC BUSINESS OFFICE

18



From the Director

Kevin Holsapple



Los Alamos Commerce & Development Corporation, founded in 1983 by community-minded visionaries, has played an important role in the development of the Los Alamos community. There are few local businesses or organizations that have not been clients, customers, or constituents of LACDC activities. There are few residents who have not attended or taken part in one of our many community events. A common thread that runs through all we do is that we are community builders.

In 2012, LACDC operated multiple economic and community development programs including the Los Alamos Chamber of Commerce (our membership program), Los Alamos MainStreet, the UNM-LA Small Business Development Center, the

Los Alamos Meeting & Visitor Bureau, and property operations including Los Alamos Research Park. This report is intended to help you become more familiar with what LACDC does and what we have accomplished in the past year. We hope you will take advantage of our services in the future, and that you will let other people know what we are about. We invite you to join with us in building a viable community through a flourishing economy.

The past year was a challenging year for communities throughout the country due to the continuing sluggishness of the U.S. economy as well as the uncertainty of policy direction and priorities of the Federal government. Los Alamos was considerably affected. The delay/cancellation of the anticipated CMRR project at LANL and

the reduction in force at LANL were directly attributed to these factors and the effects rippled through the local economy. In addition, some aspects of the local economy, particularly tourism, remained in recovery mode from the 2011 Las Conchas Fire. Visitation at Bandelier National Monument, our largest attraction, has remained at suppressed levels since the fire.

In the face of this difficult environment, LACDC worked to address both immediate issues being faced by our constituents in dealing with it, as well as on longer-term approaches to helping to create greater economic resilience.

Los Alamos Commerce & Development Corporation

Mission: The Los Alamos Commerce and Development Corporation (LACDC) delivers actionable information, provides customer focused services, and takes initiative on behalf of the community to promote sustainable economic progress.

Vision: Vibrant community through a flourishing economy.

Community Builders: LACDC Programs are highly visible throughout the community. Our award-winning MainStreet program produces and supports downtown events and downtown re-development initiatives. The Small Business Development Center helped aspiring entrepreneurs get their businesses started, and existing businesses and organizations improve their enterprises. Los Alamos Business Assistance Services will continue that tradition. The Meeting & Visitor Bureau program assists tourists and visitors, and helps local businesses and attractions to promote themselves. The Los Alamos Chamber of Commerce facilitates connections – we advocate for economic initiatives to improve our community; we help our members to be visible through networking and promotional initiatives. Our properties provide places for economic activities to start, grow and succeed in the community.

Organization: The Los Alamos Commerce & Development Corporation serves as a foundational organization for several programs that provide assistance to small businesses and improve economic outcomes of the region.

Programs:

- Los Alamos MainStreet
- Los Alamos Small Business Development Center
- Los Alamos Chamber of Commerce
- Los Alamos Meeting and Visitor Bureau
- Los Alamos Research



Board of Directors

The Los Alamos Commerce & Development Corporation is governed by a board of directors, all community leaders with a wide range of expertise in various aspects of business. Board members and advisors directly represent a substantial sample of Chamber of Commerce members and include tech services, business people, entrepreneurs, retailers, restaurateurs, commercial property owners, financial services providers, professional

services providers, not-for-profit organization leaders, realtors, and current & former government officials. In addition, dozens of volunteers served on key advisory committees that guide LACDC activities including the MainStreet Futures Committee, the Creative District Steering Committee, the Farmers' Market Committee, the Youth Business Grant Committee, and Committees for our major events.



Members of the board look over the 2012 annual review.

2012 Board Members

Jill Cook was Senior Vice President in charge of lending at Los Alamos National Bank and is CEO of TCC & Appraisal Services. Jill is active in Leadership New Mexico, Quality New Mexico, LANL Foundation, Rotary, and Co-chairs the United Way Board. She served on the Board until the middle of 2012.

John Davies is an entrepreneur and was a founder of the LANL technology spin-off CASA, the Center for Adaptive Systems Applications. John is currently a Board Advisor to, and principal with, several New Mexico-related technology ventures.

Bill Enloe is the Chairman and Chief Executive Officer of Los Alamos National Bank.

Bill Godwin is a Los Alamos resident and retired systems engineer from IBM and Lockheed Martin.

David Horpedahl, a Los Alamos native, is a realtor and managing broker/owner at Los Alamos Properties. David is a past president of Los Alamos Association of Realtors. David chairs the LACDC Board and is active in the United Way of Northern New Mexico.

Jim Hall was the State Representative from Los Alamos to the New Mexico House of Representatives through 2012. Jim is a former Los Alamos County Councilor and has owned and participated in multiple small business enterprises.

Denise Lane is the owner of the Hill Diner, Dixie Girl, and is a realtor with RE/MAX.

Johnnie Martinez is the Deputy Office Leader of LANL's Community Programs Office.

Stan Primak is owner and proprietor of Primak Builders. Stan served as President of the Chamber of Commerce in 2007.

Kent Pegg is owner of Los Alamos Fitness Center and is currently Chamber of Commerce President.

Eugene Schmidt is superintendent of Los Alamos Public Schools. Gene was also co-chair of the 2012 Northern New Mexico United Way campaign. He joined the Board late in 2012.

Paul Terp was President of Strategic Management Solutions, LLC (SMSI) a small business headquartered in Los

Alamos that provides technical and consulting support to both federal and commercial industries through most of 2012. Paul is currently New Mexico Business Development Associate for One Sullivan, a defense contractor. Paul is a board member for the NM chapter of the Energy, Technology, & Environment Business Association (ETEBA), a national association of Department of Energy contractors.

Keven Todd is the publisher of the Los Alamos Monitor. He serves on a number of committees primarily involved in economic development issues including the MainStreet Futures Committee, Economic Vitality Action Team, and the Trinity Site Revitalization Project Advisory Committee.

Bill Wadt is a retired LANL manager who serves on the boards of the LANL Foundation and Quality New Mexico.

Sarah Wellborn was the Community Relations & Marketing Director & Patient Advocate at Los Alamos Medical Center and a member of the Los Alamos Community Health Council. Sarah was a Board member until leaving the community in 2012.



Los Alamos Chamber of Commerce

The Los Alamos Chamber of Commerce is an association of businesses, organizations and individuals who are interested in working together to improve the economic, civic and cultural well-being of our area. The Chamber works on behalf of its members to improve the business environment and our community.

Our Members: Members include retailers, hotels, restaurants, real estate firms, communications and media companies, healthcare providers, financial services, technology businesses, not-for-profit organizations, laboratory contractors, government, development companies and individuals. Our members employ nearly 14,000 people in the community.

Visibility

We provide Visibility to our members through our websites, publications, events, promotions, and referrals.

In 2012, the Chamber:

- Made thousands of referrals for our members.
- Provided member web visibility of 2,978,511 member exposures (up nearly 250,000 from last year)
- Provided many free and low-cost advertising opportunities
- Introduced our members to hundreds of new laboratory employees

Advocacy

The Chamber continues to Advocate on behalf of our members:

- for the White Rock Master Plan development and implementation
- for healthcare cooperatives to have Chambers recognized as groups
- with the Los Alamos County's Economic Vitality Action Team
- with Los Alamos Creative Culture District planning
- for the Manhattan Project National Historic Park legislation

Resources

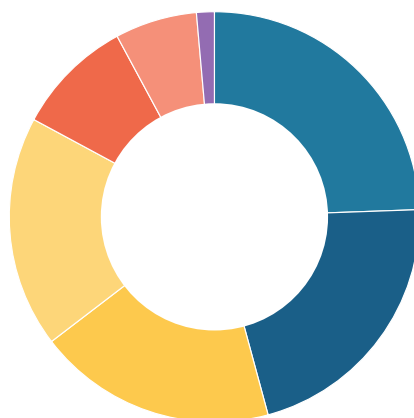
The Chamber provides many free and low-cost resources to members:

- Provides members with bulk mail permit and assistance
- Free websites available through our database management system
- Provides free use of our Conference Room and Office for a Day
- Annual Marketing and Promotions Fair (in cooperation with the Small Business Development Center) connects members with valuable marketing and promotional resources.

NUMBER OF MEMBERS IN 2012

320

**up from 298 in 2011*



- 24% Technical Services & Technology
- 21% Consumer Goods & Services
- 19% Construction & Real Estate
- 18% Not-for-Profit
- 9% Financial & Professional
- 6% LANL Contractors
- 1% Individuals



Chamber Features & Events

CommunityMatters: was initiated by the Chamber to highlight the important role our members play in building community. In 2012 we continued to produce the bi-monthly publication “The Essence of Los Alamos and White Rock,” supported the Assets in Action program, supported the nomination of Los Alamos as one of the 100 Best Communities for youth, printed several thousand coupon books which were distributed to visitors and newcomers, and expanded the use and functions of fyiLA.com.

Community Job Board: The Chamber partnered with multiple members to create a community job board as a one-stop location for information about working in Los Alamos. 167 jobs were posted during the year and 1221 applications were pursued through the board. There have been more than 50,000 job views. Listings are free to non-profits and employers with less than 25 employees.

Assets in Action: The Chamber’s Assets in Action project is working to build community assets that will benefit successful youth development. The community award process facilitated by Assets in Action is becoming a community tradition. In 2012 more than 150 people attended the recognition event that honored dozens of community individuals, organizations, and businesses.

Chamberfest: More than 100 Chamber members set up booths in downtown Los Alamos on June 9, where they

were able to promote their goods and services to more than one thousand attendees. Two car shows, lots of activities for kids and live music enhanced the attendees’ experience. The Chamber picnic at Central Park Square entertained more than 100 members.

Food And Networking (FAN) Clubs: 10 meetings spotlighted member businesses and allowed networking.

Summer Concert Series: Chamber members were welcomed to join us in the Chamber tent at all 20 Summer Concerts. We promoted the message “Think Los Alamos and White Rock First”.

Ribbon Cuttings: 14 ribbon cuttings and celebrations were facilitated in 2012, introducing new businesses.

Business Breakfasts: Four business breakfasts were held, on the topics of Quality New Mexico, the Laboratory’s new cost model structure, the Regional Coalition, and security requirements at LANL

FAN 44: This new program of the Chamber allows members to meet twice each month for lunch in groups of 4 - for Food and Networking.

Golf Tournament: Raised more than \$8,000 on behalf of United Way.



Los Alamos MainStreet

Los Alamos MainStreet is a program of the Los Alamos Commerce & Development Corporation dedicated to promotion and revitalization of downtown Los Alamos as a mixed-use, pedestrian-friendly center, offering projects, services and entertainment that address the community's needs for "quality of life." Los Alamos MainStreet is nationally accredited by the MainStreet program of the National Historic Preservation Trust.



Four Point Approach:

- **Organization** – The Board of Directors secured a 3-year contract with Los Alamos County to support Los Alamos MainStreet. A contract with Los Alamos County provides seed funding for events and small project grants. All other funding for the MainStreet program is provided by sponsors and by LACDC.
- **Economic Positioning** – Help bring development dollars to downtown, liaison between private and public projects
- **Promotions & Events** – Holds downtown events that promote community pride and promote downtown business
- **Design** – Provide accurate information and resources to developers and local businesses regarding downtown development on design features that compliment our downtown and community.

MainStreet Events:

Los Alamos MainStreet works hard to promote community pride in Los Alamos through events that garner thousands of participants each year. Our major events are:

- The Next Big Idea/ STEM Student Day– Festival of Science, Invention and Innovation
- Halloween– Trick or Treat on MainStreet
- Fair & Rodeo Parade
- WinterFest Weekend – Holiday Lights Parade

Small Projects Grants:

As well as conducting the major events, Los Alamos MainStreet is responsible for awarding grants to organizations and businesses in Los Alamos that want to promote an event in the MainStreet district. Thanks to Los Alamos County, Los Alamos MainStreet awarded 12 grants that totaled \$10,000. Some of the events funded by these grants are:

- PEEC Earth Day
- Family Festival
- Self Help's Empty Bowl Project
- Tour de Los Alamos
- Friday Night Lights
- Pumpkin Glow
- Walking Tour Map
- Festival of Chocolate
- Festival of Trees
- Yum Run
- PAC8 Holiday Wine & Cheese
- YMCA Holiday Half Marathon

EVENT ATTENDANCE

≈ **25,000**

MainStreet Reinvestment Statistics



ACCOMPLISHMENTS

- Facilitated MainStreet Futures Committee. This committee works on the design and economic positioning aspects of the MainStreet program. It has been working on Trinity Place, Los Alamos Creative District implementation; 1789 Central – façade/parking lot improvement; Streetscape/Parking Study & Standards (using MainStreet grant funding); Signage code; 1010 Central; Manhattan Project National Historical Park potential; and TIDD formation. Policy recommendations on: Public-Private Partnerships; Land Assembly; Decision Time frames/Time limits; future use of Community Building and MainStreet Fairness Act; and suggestions to County Council to improve business friendliness
- Facilitated and funded development of the Los Alamos Creative District. Los Alamos County approved and adopted the District plan during 2012. The County formed a Creative District Advisory Committee (largely from the MainStreet steering committee) to advise the Council on recommended actions for implementation. MainStreet established starter promotional materials including a web page and a rack card, increased participation in the District's signature event, The Next Big Idea Festival, and experimented with a summer artisans market in White Rock.
- Conducted 2nd annual Science & Math-based Art Competition. This international competition garnered nearly 2000 entries from throughout the world in its first two years.
- Collaborated on producing an updated historic walking tour map/brochure
- Deployed curb appeal grants to local businesses for curb appeal improvements.
- State Capital Outlay grant was utilized by Los Alamos County for new street banners
- State Capital Outlay grant obtained by Los Alamos MainStreet was used by Los Alamos County to fund a streetscape assessment and plan.
- A new sign code, initiated by MainStreet and the Chamber several years ago was finally adopted by Los Alamos County. A survey of businesses was completed and provided to P&Z as input and MainStreet advocated for the changes suggested by the survey.
- The Los Alamos Farmer's Market enjoyed another successful market year. Markets are lively events in the downtown, held from May to October. Winter markets are held monthly in the off season.

4,302

VOLUNTEER HOURS

Awarded Curb Appeal Grant Money

\$5,000

**for more attractive facilities*

Los Alamos Farmer's Market

26

YEAR ROUND MARKETS

\$380,000+

TOTAL SALES

Los Alamos MainStreet Events

PRODUCED EVENTS

- Next Big Idea Festival
- Halloweenweekend
- Fair & Rodeo Parade
- WinterFest Weekend

4

SPONSORED EVENTS

12



Los Alamos Meeting & Visitor Bureau

The Los Alamos Meeting and Visitor Bureau (LAMVB) works to help every visitor and potential visitor to have the best possible experience in Los Alamos to share with their friends, families, and business associates. We provide customized services to local businesses, organizations and residents to help them promote Los Alamos and make the most of the benefits that visitation brings to our community.

Visitor Centers in Los Alamos and White Rock

-The two centers are open seven days per week, 362 days of the year to provide information, advice, brochures, and hospitality to tourists and visitors. Visitors from all 50 states and 43 foreign countries were served during 2012. Visitors are encouraged to complete a brief survey. Feedback on our services is consistently positive. The opening of White Rock's new Visitor Center on September 28, 2012, combined with the operation of a free shuttle to Bandelier National Monument, has provided boost to the number of visitors we are able to serve.

Online Visitor Guide - The online visitor guide, visit.losalamos.com provides information about attractions, activities, services, and events. The online visitor guide is updated daily and the events calendar is the most comprehensive in the community. A related Twitter site is maintained and provides frequent Los Alamos up-

dates. A relationship is in place with Gozaic.com, a heritage tourism web site of the National Historic Preservation Trust.

Phone, Email, & Web Inquiry

Handling -Visitor center staff operates an 800 number telephone information line and respond to telephone, email, and web inquiries as well as serving walk-in visitors.

Visitor Guide Fulfillment

Los Alamos Visitor Guides are distributed and restocked to visitor centers throughout the State of New Mexico. They are also mailed in response to individual requests received via phone, email, web, and reader response cards.

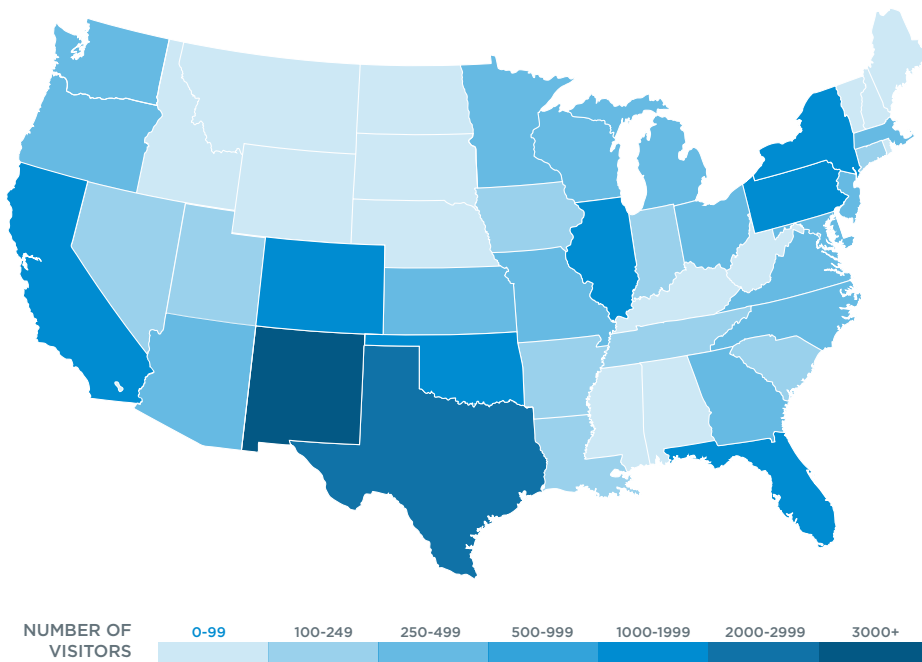
Travel Insider: - The LAMVB is in charge of managing the Los Alamos Travel Insider Facebook page. It was developed by the LTAB board as a fun way to use social media for marketing.

Assistance to Groups

- The LAMVB assists groups coming to Los Alamos for sporting events, reunions, conventions, meetings and special events. We offer organizers assistance with sourcing facilities and services, customized welcome e-mails, coupon books, visitor packets, and guidance on what there is to do, see and where to go. In 2012 we assisted 35 groups.

E-Bulletins - The LAMVB produces and distributes a monthly advisory to an e-mail subscriber list of approximately 130 recipients to provide information about groups coming to the area and business opportunities for the hospitality sector. In addition, we produce a weekly advisory to concierges at area hotels, highlighting Los Alamos events and attractions.

Collateral Materials, Cooperative Advertising, and Promotion - The LAMVB produces and distributes collateral materials such as the



TOP VISITING COUNTRIES

-  Canada
-  Mexico
-  Germany
-  England

downtown Walk-and-Shop map and weekly calendars posted at pedestrian kiosks and information displays throughout the community. LAMVB is a partner in the development of the Historic Walking Tour brochure. LAMVB obtains funding from various sources for use in cooperative advertising with partner businesses

and organizations. LAMVB has served in both lead and supporting roles in hosting visits by travel journalists. LAMVB also represents the community at events such as New Mexico State Fair, The Legislative Reception, and the Albuquerque International Balloon Fiesta to promote Los Alamos .

Data Gathering and Analysis

The LAMVB is an information hub that collects data and publishes analysis on visitation to attractions, visitor guide fulfillment, Lodger Tax trends, web visitation, and other activities. LAMVB is the long-term “corporate memory” of tourism and visitor promotion in Los Alamos.



Business Development

The Los Alamos Commerce and Development Corporation (LACDC) provides several complimentary Business Development Services to assist existing and growing small businesses as well as individuals seeking to start a new venture. These services are provided by the University of New Mexico – Los Alamos (UNM-LA) Small Business Development Center (SBDC), Business Development Services, the Los Alamos Business Incubation program and the Youth Business Grant Program.



University of New Mexico- Los Alamos Small Business Development Center: The mission of the SBDC is to provide quality one-on-one counseling and offer informative, timely training and educational programs to the business community. The counseling, provided by experienced business professionals is of no cost to individuals and businesses. Training courses are of low cost and often free. The SBDC is part of a statewide network of 20 centers and a national program.

The center provides professional business counselors that meet standards established by the State of New Mexico and the national group, the ASBDC. Counselors have a combination of SBDC counseling plus prior experience as business owners and managers.

Workshops covered many areas of information including gross receipts tax, Quick Books, business taxes, marketing, human resource management and much more.



Each year the UNM-LA SBDC picks an outstanding small business as its Success Client. The 2012 Success Client is the Hill Diner and Dixie Girl Restaurant, owned by Denise Lane. Denise Lane started the Hill Diner twenty-seven years ago and added Dixie Girl Restaurant in the midst of a tough 2012 economy. The restaurants employ 75 people while being a part of the fabric of Los Alamos.

SBDC Counseling & Training

Advisors met with

133
CLIENTS

in

361
SESSIONS

Spending an average
of

5.72
HOURS

with each client.

The SBDC hosted

27
TRAINING
SESSIONS
&
WORKSHOPS

with

192
TRAINEES

designed to improve
current and
future businesses



Business Development:

Activities in this area are closely related to the SBDC but directed at the overall community and economic development of the area.

High Mesa Institute & The HIVE: Formed by LACDC, High Mesa Institutes (HMI) is a non-profit 501 (c) 3 organization that promotes economic development through research & development and educational initiatives. The HIVE was opened in White Rock in 2011. The Hive is a live experiment aimed at discovering whether an underutilized building can be repurposed to support a co-work community. It is an experiment to test the possibility of developing a facility supporting a community of workers who socialize and, more importantly, collaborate.

Cottonwood Technology Group, LLC: LACDC is a key member of this business formed to assist development of technology businesses. CTG has been instrumental in the creation of the Cottonwood Technology Fund, New Mexico's first venture capital fund created without state investment. CTF has placed multiple seed stage investments in New Mexico.

Business Incubation Program:

LACDC operates a business incubation program in conjunction with the operation of the UNM-LA SBDC. Utilizing two facilities, the SBC and the Synergy Center at the Los Alamos Research Park, the incubation program is able to incorporate subsidized space, if needed, in a location that is best suited for the client's business. Throughout its 25 year history the incubation program has served over 170 clients with more than 40 'graduates'. Incubation clients are economy high tech companies as well as local market businesses and organizations.

Youth Business Grant Program:

The Youth Business Grant Program is a summer program that encourages young people, ages 13 to 19, to plan for, open and operate their own business. More than 280 summer businesses have received grants up to \$400 since the program started in 1985. In 2012, LACDC awarded grants to 18 participants starting businesses. The participants are selected by presenting their business plan to a panel of SBDC staff and volunteers from the community. Grant funds and mentors to recipients come from the local community.

Outcomes by Clients

Clients raised

\$300,000
IN CAPITAL

Created

89 NEW
JOBS

& **8** NEW
START UPS

Business Incubator

170 CLIENTS
40 GRADUATES

OVER
25
YEARS

Youth Business Grant

YBGP has awarded grants to

18
SUMMER BUSINESSES

OVER
THE
PAST
YEAR

& awarded more than **280** grants over **27** years



LACDC Property Operations

LACDC property operations provide space combined with services for new and growing technology enterprise in Los Alamos county. Our facilities are home to more than 40 business and organizations. LACDC properties are operated without subsidy or financial assistance.

Los Alamos Research Park: Building One, houses 83,000 square feet of laboratories, computing facilities, meeting space, office space, and the Synergy Center (incubator/small office space). Since opening its first building in 2001, the Los Alamos Research Park has housed more than 35 businesses and organizations.

There were two exciting new tenancies to the Research Park during 2012. Dr. Richard Sayre relocated his algal research activities to the Park from the Danforth Institute in Missouri. As part of the relocation, new, larger facilities for his activities are being created at the Entrada Business Park in Los Alamos. Also, the National Science Foundation PROBE facility was built and opened by the New Mexico Consortium at the Research Park.

Currently, the Park is responsible for an estimated 199 direct, indirect, and induced jobs. Research Park tenants work in the fields of biotechnology, environmental technologies, education, advanced computing, technology training, telecommunications, nanotechnology, and energy efficiency. Tenant activities at the Park generated an estimated \$675,000 in New Mexico Gross Receipts Taxes (NMGR) during 2012. Construction activities at the building have generated more than \$1,200,000 in NMGR. The property has generated more than \$1,150,000 in local property tax and utility transfers since its inception. A variety of local businesses including Blackrock Communications, LA Com-

munity Network, Atomic City Cleaning and Marcon Excavating provide contractual services to the Research Park and other LACDC properties.

Grubb and Ellis New Mexico is the property management firm responsible for keeping the Research Park building in great condition. During 2012 they continued to increase “green” energy efficiency and conservation practices and completed multiple upgrades to common areas.

Small Business Facilities: The Los Alamos Small Business Center located in downtown Los Alamos, houses LACDC corporate offices as well as the Small Business Development Center, and 18 tenants that employ 100+ people.

Flexible, short term leasing arrangements coupled with LACDC’s incubation services create a great environment for start-up companies. Established organizations needing a smaller, flexible presence also benefit. Shared conference space, reception, and business equipment are included.

The ICON Facility: (Isotopes of Carbon, Oxygen and Nitrogen) located within the Los Alamos National Laboratory, the ICON facility is leased by LACDC to a manufacturing company that produces rare, high purity gases.



Ribbon Cutting of PRObE at Los Alamos Research Park





LACDC Business Office

The Los Alamos Commerce & Development Corporation's Business Office is responsible for the Financial and Human Resources operations for the organization. The Business Office handles accounts payable, accounts receivable, human resource related duties. The Business Office handles corporate records for the various entities related to LACDC, including, but not limited to the corporate bylaws, minutes and other related documents.

Business Office

Roles & Responsibilities

Budget Processes

Annual preparation & reviews.

Cash Flow

Timely billing & collections.

Contract Management

Lease & contract administration.

Corporate Obligations

Tax filing, reporting & annual audit.

Payroll

Timely pay & benefit administration.

Payables

No late pay penalties.

Recordkeeping

Accurate physical & digital records.

Vendors

Operational Business Contracts.

Functions:

The administration and financial reporting of all LACDC contracts and leases and the billing of tenants for LACDC-operated property (including the Small Business Center, the Research Park and other locations) are also handled by the Business Office. Another function is the supervision of administrative and customer service personnel. The Business Office makes sure that payments, billing, and reporting are all done in a timely manner, allowing the rest of the organization to operate smoothly and to make customer dealings effortless.

Accomplishments:

- Accounting systems fully compliant with standards. No exceptions noted in independent audit for FY2012
- Timely completion of program/operational budgets, allowing for smooth transition to FY2012
- Effectively maintained physical records for all LACDC entities
- Accurate lease administration for all LACDC properties
- Timely Tax Filings

Company Information

Los Alamos Commerce & Development Corporation Staff

 contractor



Angeline
Martinez



Bernadette
Lauritzen



Blake
Jackson



Cindy
Talamantes



Cindy
Whiting



Clarice
Rodriguez



Connie
Proulx



Katie
Stavert



Katy
Korkos



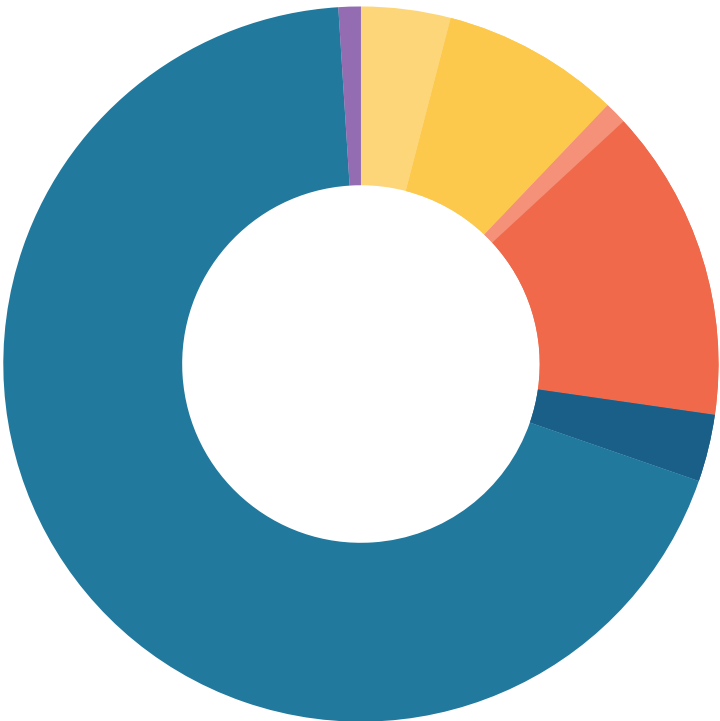
Kevin
Holsapple










Melanie
Peña



Suzette
Fox



2012 REVENUE SOURCES

-  **68%** Rental Income
-  **14%** Contracts & Grants
-  **8%** Telecom Reimbursement
-  **4%** Utility Reimbursement
-  **3%** Membership Dues
-  **1%** Administrative Services
-  **1%** Sponsorships



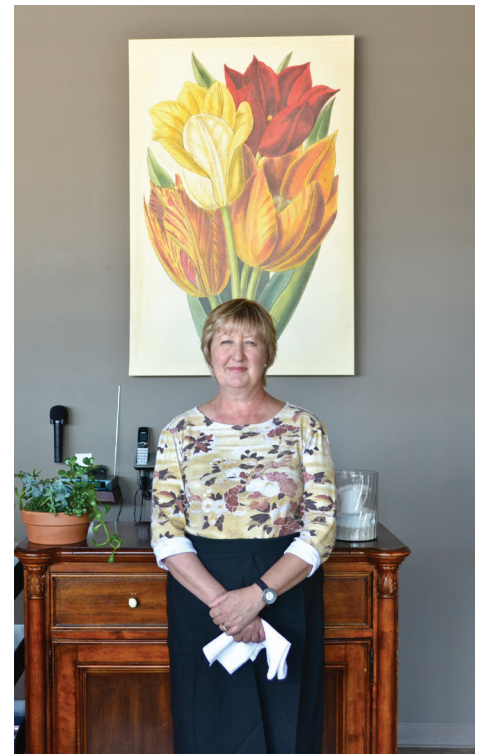
More people downtown more of the time.



Community Builders.



Helping Businesses Start, Grow & Succeed



Contact Information:

The Chamber of Commerce

Member Services Coordinator: Katy Korkos
505.661.4816 | katyk@losalamos.org
losalamoschamber.com

Los Alamos MainStreet

MainStreet Director: Suzette Fox
505.661.4844 | suzette@losalamos.org
lamainstreet.com

Los Alamos Meeting & Visitor Bureau

Visitor Center Receptionist: Cindy Whiting
505.662.8105 | cindy@losalamos.org
visit.losalamos.com

Los Alamos Business Assistance Services

Business Advisor: Katie Stavert
505.662.4803 | business@losalamos.org
losalamosbusiness.com

Property Operations

Executive Director: Kevin Holsapple
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la-rp.org

Business Office

Business Manager: Connie Proulx
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losalamos.org/lacdc



LOS ALAMOS
COMMERCE AND DEVELOPMENT
CORPORATION