

Transitional Effects On Communities - Los Alamos County

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Heading into new contract?

- ▶ Personnel (citizens)
- ▶ Small business climate
- ▶ Local officials (elected, business leaders, regional)
- ▶ Opposition groups
- ▶ New opportunities
- ▶ EM vs NNSA
 - ▶ Rooted in authorities, history, staff (often legal), environment
 - ▶ Different focus / contractors
 - ▶ Industry day(s)
- ▶ Prepare for visitors

Community Commitment Plans

Transactional

- ▶ Written into contract
- ▶ Direct effects
- ▶ Evaluated annually

Relational

- ▶ Not reviewed
 - ▶ PR Reports / not as verifiable
 - ▶ Not considered
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- ▶ But still important and potentially impactful

Our Issue - Gross Receipts Taxes

- ▶ Necessary for our operations (major employer / landowner)
- ▶ Create attractive community with amenities
- ▶ Appropriate for major industry to pay its fair share
- ▶ Established contracts / relationships based on taxable status
- ▶ Many argue that paying taxes reduces mission
 - ▶ Employees
 - ▶ Elected officials
 - ▶ Forrestal & Hill staff
 - ▶ Philosophers
- ▶ All other labs taxable but under different regimes

Strategy

- ▶ Do your homework
- ▶ Start early and speak often and loudly
- ▶ Talk to everyone - at all levels
- ▶ Get media involved
- ▶ Listen / adjust as appropriate
- ▶ Be persistent
- ▶ Walk your talk

Results

- ▶ Day of award - personal call with representation
- ▶ Stated/believed company was non-profit
- ▶ Disagreed with reasons, stated next steps
- ▶ Established relationship with selected contractor - open communication
- ▶ Continued pursuit of remedy
- ▶ Communicated intent
- ▶ Success!
- ▶ Continued dialogue / interaction

Questions?

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