At LANL-sponsored networking forum, businesses make their pitch for Recovery Act work

October 22, 2009

Lab hosts “speed-dating” event

POJOAQUE, New Mexico, October 22, 2009— Los Alamos National Laboratory today hosted a business “speed-dating” event for Recovery Act subcontractors— a rapid-fire networking forum where each company in attendance got three minutes to make a pitch.

Sixty-five businesses and 120 people attended the event at the Cities of Gold Conference Center in Pojoaque, New Mexico. Most were from Northern New Mexico, but some came from as far as North Carolina.

The Lab is quickly accelerating Recovery Act environmental work after receiving $212 million from the Department of Energy in late July. One key goal of the Recovery Act at

LANL is to provide jobs and opportunities for Northern New Mexicans, and four of the five prime subcontractors are from the region or have significant operations here. All are small businesses.

Presenters at the forum ranged from labor unions to analytical labs, construction companies to a graphic design firm.

Therese Trujillo was among them. Trujillo is a nuclear engineer and president of her one-person engineering services company, VIVA Solutions International of Truchas, New Mexico.

“Today my company is eight months old. This morning I see a sea of opportunity,” Trujillo said.

“Our contractors are going to need everything from office supplies to heavy equipment maintenance,” said Gordon Dover, deputy director of LANL’s Recovery Act environmental projects. “Today’s event was about getting our contractors together with Northern New Mexico businesses who can provide those services.”

Using Recovery Act funds, the Laboratory will demolish 20 unused Cold War-era buildings and structures, excavate and clean up the Lab’s World War II-era landfill, and drill new groundwater monitoring wells—among other activities—creating or saving an estimated 300 jobs.

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