

*Sandia's Economic Impact
on the State of New Mexico*



Sandia
National
Laboratories



FY 2003 Sandia Economic Impact on New Mexico

- Sandia's impact on New Mexico's economy is approximately three times the total of the money that Sandia spends for salaries and purchases. Each of these dollars funds additional jobs, purchases and investments that promote economic growth.
- Total economic impact on NM is approximately \$5.7 billion.
- Besides the dollars-and-cents impact, Sandia affects statewide employment. In addition to the average 8,327 jobs created by Sandia in FY 2003, other jobs are supported by needs for goods and services and re-spending by individuals and businesses. The result is a total impact of about 32,300 jobs.
- Economic impact has been calculated using generally accepted methods. A model was developed for Sandia by economists from NMSU, DOE and UNM.

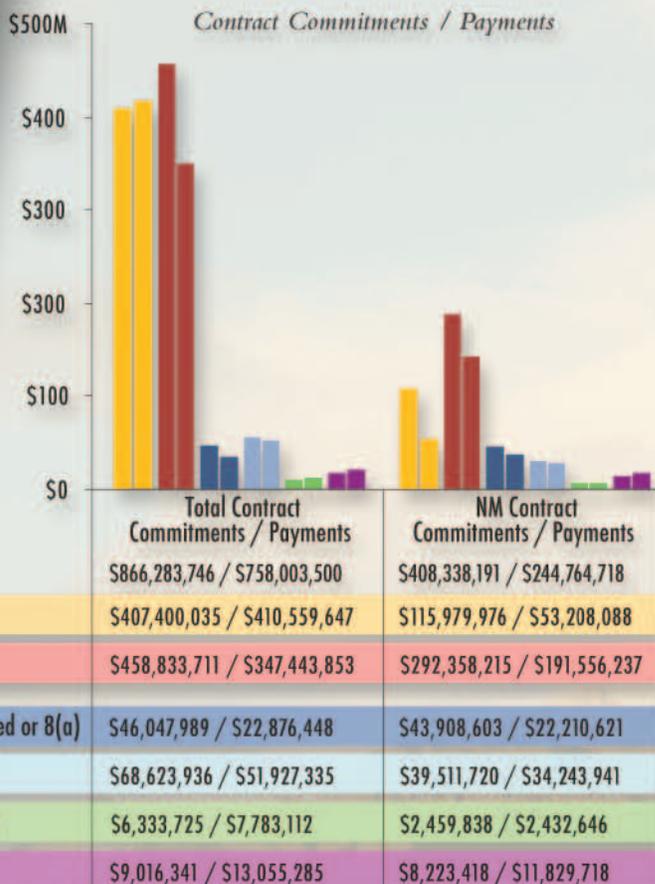
For more information visit:
www.sandia.gov/supplier/goals.htm

Procurement Accomplishments

Socioeconomic Accomplishments FY 2003

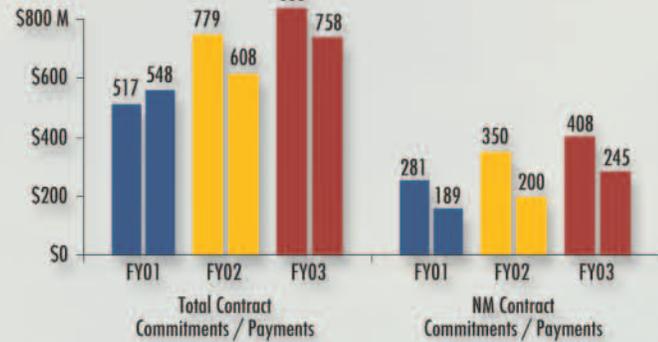
Contract Commitments

- FY 2003 "Contract Commitments" represent Sandia commitments to purchase goods and services from U.S. private sector.



Note: Small Disadvantaged or 8(a), Woman Owned, Veteran Owned and HUBZone are subsets of small business.

Contract Commitments / Payments by Fiscal Year



- FY 2003 Total Contract Commitments - of the \$866M in contract commitments, 47% or \$408M, were placed with New Mexico businesses.
- Of the FY 2003 Total Contract Commitments, 53% or \$459M, were placed with small businesses.

Contract Payments

- FY 2003 totals include purchase order related dollars paid - "Contract Payments."
- FY 2003 Contract Payments - represents goods and services purchased by Sandia from the U.S. private sector.
- FY 2003 Total Contract Payments - of the \$758M in contract payments, 32% or \$245M, were paid to New Mexico businesses.
- Of the FY 2003 Total Contract Payments, 46% or \$347M, were paid to small businesses.
- FY 2003 New Mexico Educational Institution contract payments totaled \$5.2M.

Procurement Cards

- Sandia has 1,850 Procurement Card (P-Card) holders. P-Card purchases for FY 2003 were \$72M. Roughly 22% was spent in NM.

Marketing your company to Sandia

- If you would like to market your company to Sandia, contact Supplier Information & Relations, at (505) 844-7217 or by email at dobiz@sandia.gov

Lockheed Martin Technology Services Purchases

- Total purchase dollars in New Mexico \$10,593,235
- Small Business purchase dollars in New Mexico . . \$5,416,908
- % of Small Business 51.14%

Supplier Information & Relations (SIR)

- The "Front Door" to Sandia Procurement. Business Consultants reach out to small businesses through conferences and other business venues. SIR provides information on how to do business with Sandia, maintains the Procurement Forecasting System (debut January 2004), sponsors procurement fairs and oversees Sandia's Procurement Socio-Economic goals.

Sample Programs include:

- A Supplier Community Advisory Council (SCAC) was created in 1999 to provide SNL with a direct link to suppliers in order

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to better communicate and understand the impact of Sandia's procurement policies and practices on regional suppliers. The council's activities are intended to foster mutual understanding, cooperation and trust between the regional business community and SNL.

- The Sandia Business Partners Program helps businesses learn how to work with and provide products and services to Sandia. Through the Partners Program, Sandia fosters partnerships with minority businesses by sponsoring and conducting forums, workshops, trade fair presentations and individual supplier orientations on how to do business with SNL.
- In an effort to continue teaming with the local business community, Sandia has entered into formal Memorandums of Understanding (MOUs) with the following Chambers and Business Development Organizations (BDOs): American Indian Chamber of Commerce, Hispano Chamber of Commerce, Greater Albuquerque Chamber of Commerce, National Association of Women Business Owners (NAWBO), African American Economic Development Council, Rio Grande Minority Purchasing Council, Women's Self Sufficiency Team and the 8(a) Association. The MOUs will allow Sandia to obtain input from the BDOs and the Chambers on possible sources for our competitive requirements, over \$100,000.
- A contractor evaluation program, QUEST, has been developed which promotes an environment for increased communication between the Sandia Contracting Representative, Requisitioner and Supplier. Many of the contractors in this program are small, minority and women-owned businesses.
- The Congressional Liaison Program is an opportunity to keep our elected officials apprised of the work we do with small businesses, including emerging programs.

For more information visit: www.sandia.gov/supplier

Small Business Partnerships

- **NM Small Business Assistance Program** - In 2002, 305 small business assistance projects were completed in New Mexico utilizing close to \$1.7M of tax credit from the State. It is estimated in 2003, over 290 projects will be completed utilizing the entire \$1.8M dollars of tax credit.
- In FY 2003, the **Office of Small Business Advocacy** received 110 inquiries from regional companies to help increase their competencies and capabilities through training, mentoring, networking, and technical assistance. This year, ten new Mentor/Protégé teams from New Mexico and one from Nevada are participating in the program, along with at least five former first year teams electing to participate for a second year.
- Through Sandia's **New Ventures Program (NVP)** during the past ten years, 120 employees have left Sandia to start up new high tech companies, or to assist in the expansion of other start-ups. Forty-one companies have been created.

For more information visit:
www.sandia.gov/partnerships

Employment

- Sandia employs about 8,327 regular, full-time and part-time employees. More than 7,408 work at Sandia/New Mexico.
- Sandia has actively sought to create, develop, and maintain a diverse workforce. At the New Mexico site, our workforce is comprised of 69% men, 31% women, and 29% minorities.
- In FY 2003, 28.2% of new hires graduated from a New Mexico university.
- In FY 2003, Sandia hired 304 New Mexico students who either attended a New Mexico school or whose home address was in NM for the Summer Internship Program.
- Currently, there are 620 students participating in the year round Student Internship Program.

For more information visit:

www.sandia.gov/employment/index.html

Sandia Science & Technology Park (SS&TP)

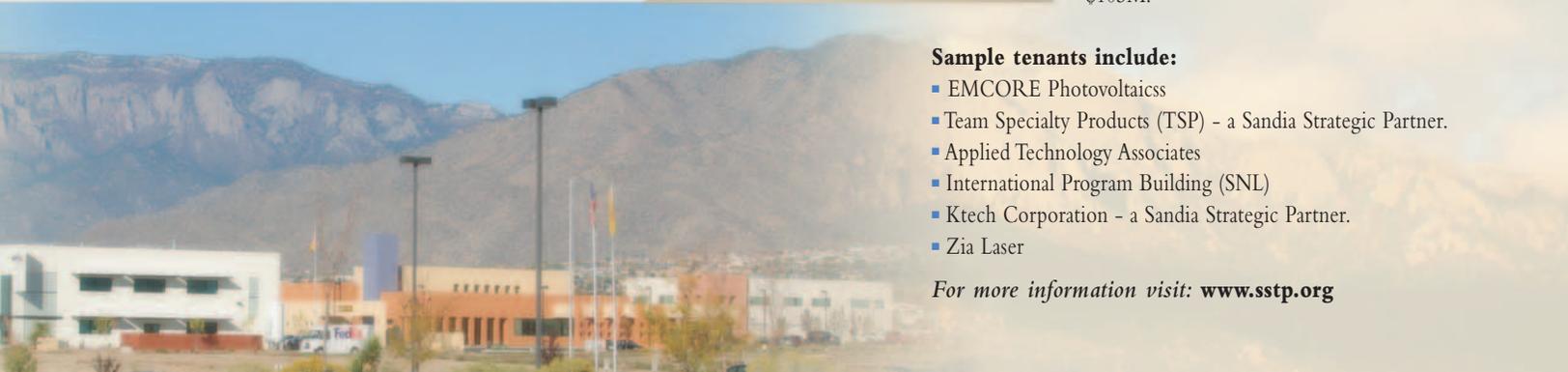
- The SS&TP is managed by the Science and Technology Park Development Corporation (STPDC), a nonprofit organization formed by Technology Ventures Corporation. STPDC, working with the City of Albuquerque, Albuquerque Public Schools, the NM State Land Office and BUILD New Mexico/New Mexico Development Foundation (BNM/NMDF), is developing a 200+ acre, campus-style, pedestrian oriented technology park outside the Eubank gate. The Park will serve the community by creating high-tech, high-paying jobs for the benefit of the local economy.
- The Park celebrated its five-year anniversary in May 2003. Results to date show that The Park tenants currently employ nearly 700 people. It is expected that when the Park is completely occupied, it will have between 5,000 and 10,000 employees. During FY 2003, these companies have brought over \$447,000 into the Labs through funds-in and in-kind service agreements. Several companies in the Park established contracts with Sandia procurement that during FY 2003 amounted to over \$25M. Companies in the Park have been working with each other and have established contracts with each other totaling \$285,600 during FY 2003. Total public investment in the Park has grown to \$15.4M and total private investment has grown to \$103M.



Sample tenants include:

- EMCORE Photovoltaics
- Team Specialty Products (TSP) - a Sandia Strategic Partner.
- Applied Technology Associates
- International Program Building (SNL)
- Ktech Corporation - a Sandia Strategic Partner.
- Zia Laser

For more information visit: www.sstp.org



Community Involvement

- In 2002, Lockheed Martin on behalf of Sandia distributed over \$2M in corporate contributions in the following areas: education, culture & arts, civic & public service, and health & human service.
- For the 2002 United Way campaign - SNL employees donated over \$2M. SNL is the largest contributor in NM.
- SNL Volunteers reported more than 87,000 volunteer hours.
- Lockheed Martin/Sandia helped sponsor Make A Difference Day in 2002. Sandia volunteers completed 14 projects for 10 different agencies with over 150 volunteers participating.
- 270 volunteers completed Sandia's fourth Habitat house. Lockheed Martin provided the funding for the house.
- Employees & retirees donated over \$16,000 to Shoes for Kids.

Sample Education Initiatives include:

- *CroSSLinks* - links teachers & volunteer scientists/engineers;
- *National Atomic Museum* - educational tours, Science Camp, and Up'n'atom Mobile;
- *Family Science Nights* - engaging the family in hands-on science;
- *Professional Development* - assisting math, science & technology teachers;
- *School to World* - partners with businesses, education, and local government to provide New Mexico's largest career event for 8th and 9th graders;
- *Thunderbird Award* - acknowledges high school seniors who have overcome obstacles and adversities;

For more information visit: www.sandia.gov/ciim/ciim.htm

Program Spotlight

Microsystems and Engineering Sciences Applications (MESA)

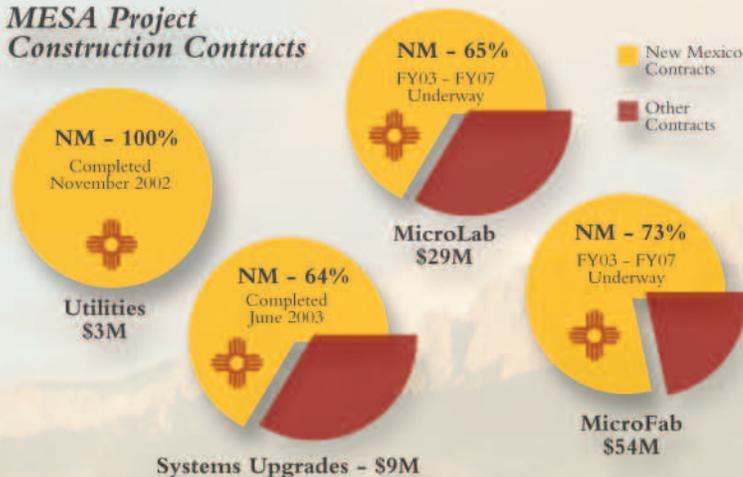
The MESA Project is the largest capital construction project ever undertaken at SNL that will create three facilities and provide the equipment required to design and prototype qualified microsystem-based components for nuclear weapons.

MESA's Impact on the state of New Mexico

- Two of three building construction contracts awarded for a total of about \$83M, of which:
 - Approximately \$58M subcontracted to New Mexico businesses
 - Approximately \$32M subcontracted to small businesses

For more information visit: www.sandia.gov/mesa

MESA Project Construction Contracts



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