



Bi-Monthly Newsletter



SCAC MISSION

The Supplier Community Advisory Council (SCAC) supports the overall mission of Sandia National Laboratories (SNL) and has as its complementary mission the following:

Provide a forum for dialogue with SNL regarding the use of regional purchasing strategies and the establishment of measurable goals which:

- Assist in economic growth, strengthen regional business enterprises and stimulate greater regional employment and infrastructure
- Build advocacy for Sandia toward the supplier community
- Strengthen relationships between Sandia employees and the supplier business community

The council's activities are intended to foster mutual understanding, cooperation, and trust between the regional business community and SNL.

Supplier Community Advisory Council (SCAC)

Two SCAC Meeting remain for the 2004 Year. Our **October 21st** SCAC Meeting will be a review and planning meeting in preparation for our meeting with Dr. C. Paul Robinson.

The date for SCAC's briefing with Dr. C. Paul Robinson is now scheduled for **November 30**, 2004 from 2:30 to 5:00.

This will be our last general meeting for the 2004-year.

SNL MENTOR PROTÉGÉ PROGRAM

Vic Chavez of SNL Office of Advocacy and Small Business Development (OASBD) provided a status update of the Mentor Protégé Program (MPP).

The program has emphasized the development of skills and relationships as well as training on topics requested by the participants.

Three years down the road Vic hopes to expand the program regionally and have it accepted nationally as a model.

Two of the Mentor Protégé Teams from the program presented to the SCAC:

Networks Architechts (Debbie Maestas Traynor):

- Have increased their Federal client base through the collaborative efforts of their business friends.
- Their mentor has encouraged them to learn how to leverage their business partners.
- Real benefit of the MPP is the relationship with the mentor. They have brought a tremendous amount of expertise in the Federal area.

Reytek/Team Specialty Products (Cary Le Blanc and Bob Sachs):

- Networking has been extremely beneficial.
- Reytek received two jobs from vendors that he met through his participation at the Supplier Showcase.
- NM Small Business Assistance Program got TSP involved the MPP, ISO:9000 and QC1.

Anyone interested in participating in the Mentor Protégé Program, please contact Corina Gallegos at 284-9012.

NMSBA INITIATIVE – 2005 LEGISLATIVE UPDATE

Vince Murphy reported that the \$1.8-million tax abatement to be used for small business development should increase to \$4.2-million. However, the risk is that it could *all* be lost. It is important to emphasize that it is a needs-based program driven from outside of SNL by the small businesses.

It has been suggested that a subcommittee of SCAC be formed to develop a strategy, a message to the Governor, and more discipline around the presentations to the legislature. This initiative needs to be driven by small businesses.

SNL PROCUREMENT FORECASTING

Toni Leon Kovarik reviewed the functions of the new website. The questionnaire was put together using criteria from NNSA.

Toni suggested that all the SCAC members log on and use the form to see how it works. It is on the procurement website under the “forecast” button. It is still in the pilot stage.

Contact Toni with any suggestions or input you may have at 284-9549.

NEXT SCAC MEETING

The next SCAC Meeting will be held on October 21, 2004.

Members: RSVP with Lela Encinias at (505) 823-2000 / (866) 827-3500 toll-free, by August 18, 2004

AGC is working with the UNM on the development of safety programs for small businesses and is conducting a test pilot program. Any companies interested in participating in the pilot contact Dennis Roberts at 842-1462.

For more information regarding the SCAC, please contact:

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