At Sandia, national security is our business. We apply advanced science and engineering to help our nation and allies detect, repel, defeat, or mitigate national security threats. Our national security mission has grown from responding to the threat of the Cold War to countering a range of threats—some nuclear, others involving chemical and biological weapons of mass destruction, and other acts of terrorism.

**National Security Missions**

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**Nuclear Weapons**

Sandia’s primary mission is ensuring the U.S. nuclear arsenal is safe, secure, reliable, and can fully support our nation’s deterrence policy.

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**Defense Systems & Assessments**

We provide technical solutions for global security by engineering and integrating advanced science and technology to help defend and protect the United States.
We strive to become the laboratory that the U.S. turns to first for technology solutions to the most challenging problems that threaten peace and freedom for our nation and the globe.

Energy, Climate, & Infrastructure Security
Sandia enhances the nation’s security and prosperity through sustainable, transformative approaches to our most challenging energy, climate, and infrastructure problems.

International, Homeland, & Nuclear Security
We provide the most effective and efficient technologies and enterprise-level solutions to the nation’s highest-priority risks associated with weapons of mass destruction and catastrophic incidents.

Research Foundations
Committed to science with the mission in mind, Sandia creates innovative, science-based, systems-engineering solutions to our nation’s most challenging national security problems.
Sandia works with both small and large suppliers who share our values of conducting business in an ethical and safe manner while providing quality products and services on time and within budget.

2013 data are based on Sandia’s fiscal year beginning October 1, 2012, and ending September 30, 2013. While Sandia spends a large portion of its funding within the state, its economic footprint is thought to be much larger than the actual dollars it spends. Economic impact models suggest that the effect Sandia has on New Mexico’s economy is approximately three times the total amount Sandia spends on purchases and salaries.

The data represented in this brochure have been derived from Sandia’s corporate financial system as it pertains to payments made. The following charts and explanations are provided to expand on the financial impact from Sandia’s spending. (All numbers rounded)

**Total Laboratory Expenditures**

$2,606,966,000

- **Contract-Related Payments**
  - $974,657,000
- **Corporate Taxes**
  - $62,942,000
- **Procurement Card Purchases**
  - $70,189,000
- **Labor and Noncontract Related Payments**
  - $1,499,178,000

**Procurement Cards**

FY 2013 Procurement Card purchases - of the $70,189,000 in related procurement card purchases:

- 16% or $11,232,000 was spent in New Mexico
- 24% or $16,691,000 was spent in California

**Corporate Taxes**

Sandia paid $59,253,000 to the State of New Mexico for gross-receipts tax/corporate taxes.

Sandia paid $2,548,000 to the State of California for corporate taxes.

**Total Small Business**

$499,317,000

- **Woman Owned**
- **Veteran Owned**
- **Service Disabled Veteran Owned**
- **Disadvantaged**
- **8(a)**
- **Small Business*”

*nonminority, nonwoman, nonveteran owned
### Total Small Business Payments

<table>
<thead>
<tr>
<th>Category</th>
<th>Total</th>
<th>New Mexico</th>
<th>California</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>$499,317,000</td>
<td>$287,070,000</td>
<td>$55,451,000</td>
</tr>
<tr>
<td>Other than Small Business</td>
<td>$475,340,000</td>
<td>$133,922,000</td>
<td>$57,478,000</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$974,657,000</strong></td>
<td><strong>$420,992,000</strong></td>
<td><strong>$112,929,000</strong></td>
</tr>
<tr>
<td>Small Business*</td>
<td>$124,900,000</td>
<td>$33,717,000</td>
<td>$27,278,000</td>
</tr>
<tr>
<td>Woman Owned Small Business (WOSB)</td>
<td>$104,888,000</td>
<td>$79,239,000</td>
<td>$10,890,000</td>
</tr>
<tr>
<td>HUB Zone Small Business</td>
<td>$14,141,000</td>
<td>$5,133,000</td>
<td>$146,000</td>
</tr>
<tr>
<td>Small Disadvantaged Business (SDB)</td>
<td>$138,634,000</td>
<td>$118,278,000</td>
<td>$7,960,000</td>
</tr>
<tr>
<td>8(a)</td>
<td>$33,583,000</td>
<td>$27,171,000</td>
<td>$128,000</td>
</tr>
<tr>
<td>Veteran Owned Small Business (VOSB)</td>
<td>$62,155,000</td>
<td>$17,428,000</td>
<td>$5,282,000</td>
</tr>
<tr>
<td>Service Disabled Veteran Owned Small Business (SDVOSB)</td>
<td>$21,016,000</td>
<td>$6,104,000</td>
<td>$3,767,000</td>
</tr>
</tbody>
</table>

### New Mexico

**New Mexico Total Contract Payments** .......................................................... $420,992,000

As a Percent of Total Contract Payments ......................................................... 43%

**New Mexico Total Small Business Payments** ................................................. $287,070,000

As a Percent of Total New Mexico Contract Payments ..................................... 68%

**Total P-Card** .............................................................................................. $70,189,000

**New Mexico P-Card** ...................................................................................... $11,232,000

As a Percent of Total P-Card ............................................................................. 16%

### California

**California Total Contract Payments** ............................................................... $112,929,000

As a Percent of Total Contract Payments ......................................................... 12%

**California Total Small Business Payments** ................................................... $55,451,000

As a Percent of Total California Contract Payments ...................................... 49%

**Total P-Card** .............................................................................................. $70,189,000

**California P-Card** ....................................................................................... $16,691,000

As a Percent of Total P-Card ............................................................................. 24%
Family Math Nights provided an evening of bilingual, hands-on math fun for more than 1,400 students and their families in NM.

CroSSlinks Science volunteers in NM and CA linked science to schools and presented hands-on activities to more than 1,200 elementary students.

Manos, Dream Catchers, and Hands – Minds On Technology (HM Tech) programs encouraged over 300 under-represented youths to consider STEM careers.

More than 500 middle and high school students participated in Department of Energy NM or CA Regional Science Bowls.

The NM Hydrogen Fuels Challenge provided an engineering activity for more than 300 NM middle school students.

Eighteen NM high school students explored STEM careers at Sandia through the STAR Fellowship summer program.

Sandia supported science and math teacher professional development including scholarships for National Board Certification in science or math, conferences, and workshops.

For more information: http://www.sandia.gov/about/community/education_programs/index.html
## Technology and Economic Development Programs

### New Mexico Small Business Assistance

The New Mexico Small Business Assistance (NMSBA) program helps for-profit small companies access cutting-edge technologies, solve technical challenges, and gain knowledge from Sandia experts. In 2012, Sandia provided nearly $2.4M in technical assistance to 196 New Mexico small businesses in 27 counties.

To learn how NMSBA might benefit your company, visit: [www.NMSBAprogram.org](http://www.NMSBAprogram.org)

### Entrepreneurial Separation to Transfer Technology

ESTT allows Sandia to transfer technology to the private sector by letting employees leave the Labs to launch new technology companies or expand existing ones. Entrepreneurs are guaranteed reinstatement by Sandia if they choose to return to the Labs before ESTT expiration.

### Sandia Research & Technology Showcase


To learn how you can participate in the showcase, visit: [http://www.sstp.org/showcase](http://www.sstp.org/showcase)

### Sandia Science & Technology Park

The Sandia Science & Technology Park (SS&TP) is a 340+ acre master-planned technology community. Adjacent to Sandia and the Air Force Research Laboratory, startups and mature companies collaborate with the labs on a wide variety of technologies, products, and services.

In 2013, five new companies moved into SS&TP and there were two major expansions. EMCORE opened a 17-acre solar farm. Raytheon opened a 4-acre antenna farm.

To take a tour of the SS&TP and see the latest news, visit: [www.sstp.org](http://www.sstp.org)

### Intellectual Property & Technology Commercialization

As of November 1, 2013, Sandia showcases

<table>
<thead>
<tr>
<th>newly issued patents for Sandia technologies</th>
<th>105</th>
</tr>
</thead>
<tbody>
<tr>
<td>patent applications filed (14% increase from 2012)</td>
<td>126</td>
</tr>
<tr>
<td>active commercial licenses</td>
<td>818</td>
</tr>
<tr>
<td>executed government licenses</td>
<td>158</td>
</tr>
</tbody>
</table>

In 2013, Sandia boosted its efforts to commercialize results of research and development and intellectual property by partnering with U.S. companies, facilitating local and national economic development.

To explore the Sandia IP portfolio, visit: [ip.sandia.gov](http://ip.sandia.gov)
**Small Business Activities**

Small Business Advocates attend local and national conferences to identify qualified suppliers and offer match-making opportunities. Sandia engages suppliers and civic and community leaders to discuss issues and contracting opportunities.

**Sourcing**

Sandia’s Small Business Advocates seek out, discover, and identify qualified small business suppliers with government sourcing tools:

- [www.NAICS.gov](http://www.NAICS.gov)

**Connections**

Small Business Advocates meet and connect qualified, capable suppliers with buyers and end users.

**Business Opportunities Website**

Sandia buyers list contracts for products and services at the Sandia Opportunities website. Suppliers may subscribe to the website and receive current contract listings at [https://supplierportal.sandia.gov/OA_HTML/snl/AbstractQuery.jsp](https://supplierportal.sandia.gov/OA_HTML/snl/AbstractQuery.jsp)

**Business Point of Contact**

Sandia provides a one-stop shop where small and diverse business owners can learn how to work with the Labs. The BPOC provides detailed information on contracting requirements and becoming a supplier.

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**Small Business Contracting Goals**

- Small Business: 54%
- Small Disadvantaged Business: 10%
- Woman Owned: 11%
- HUBZone: 2%
- Veteran Owned: 4%
- Service Disabled Veteran Owned: 3%

**Don Devoti**
Manager, Small Business Utilization

Sandia’s commitment to Supplier Diversity is key to our mission success. This is reflected in the services provided by Sandia’s Small Business Advocates and our commitment to exceed our small business contracting goals.

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**Business Point of Contact**

Email: [supplier@sandia.gov](mailto:supplier@sandia.gov)  
Phone: 1-800-765-1678

Sandia National Laboratories is a multi-program laboratory managed and operated by Sandia Corporation, a wholly owned subsidiary of Lockheed Martin Corporation, for the U.S. Department of Energy’s National Nuclear Security Administration under contract DE-AC04-94AL85000. SAND 2014-0341P Sandia Creative Group 284-2905 BW-01-14