ECONOMIC IMPACT 2016
National Security Programs

“Sandia National Laboratories partners with qualified suppliers to execute our national security missions and advance new technology. We take pride in collaborating with diverse small businesses to achieve these goals while stimulating the local and national economy.”

Jill Hruby
President and Laboratories Director

NUCLEAR WEAPONS

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

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.

ENERGY & CLIMATE

Sandia’s Secure and Sustainable Energy Future Mission Area seeks to support the creation of a secure energy future for the U.S. by using its capabilities to enable an uninterrupted and enduring supply of energy from domestic sources, and to assure the reliability and resiliency of the associated energy infrastructure.
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.

GLOBAL 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.

exceptional service in the national interest

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.
Total Laboratory Expenditures
$3,029,413,000

Contract-Related Payments
$1,038,877,000

Corporate Taxes
$88,277,000

Labor and Noncontract Related Payments
$1,818,998,000

Procurement Card Purchases
$83,261,000

This represents dollars paid to purchase goods and services. More than 450 new small-business suppliers supported Sandia’s mission in FY16. Small businesses represent 67 percent of all Sandia suppliers.

Corporate Taxes
Sandia paid $80,374,000 to the State of New Mexico in gross receipts and corporate taxes and $5,773,000 to the State of California in corporate taxes.

Small Business*
$529,921,000

*nonminority, nonwoman, nonHUBZone, nonveteran owned

“Sandia’s success is closely connected to the diversity and strength of our suppliers. We are fully committed to nurturing our small-business partnerships to achieve our national security mission.”

Jelyn Maheras
Director, Supply Chain
### Contract-Related 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>$529,921,000</td>
<td>$239,858,000</td>
<td>$91,960,000</td>
</tr>
<tr>
<td>Other than Small Business</td>
<td>$508,956,000</td>
<td>$141,149,000</td>
<td>$53,593,000</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$1,038,877,000</td>
<td>$381,007,000</td>
<td>$145,553,000</td>
</tr>
<tr>
<td>Small Business*</td>
<td>$161,986,000</td>
<td>$57,575,000</td>
<td>$47,690,000</td>
</tr>
<tr>
<td>Woman Owned Small Business (WOSB)</td>
<td>$90,184,000</td>
<td>$60,044,000</td>
<td>$12,958,000</td>
</tr>
<tr>
<td>HUBZone Small Business</td>
<td>$34,058,000</td>
<td>$25,513,000</td>
<td>$214,000</td>
</tr>
<tr>
<td>Small Disadvantaged Business (SDB)</td>
<td>$130,580,000</td>
<td>$55,558,000</td>
<td>$14,878,000</td>
</tr>
<tr>
<td>8(a)</td>
<td>$18,853,000</td>
<td>$7,261,000</td>
<td>$214,000</td>
</tr>
<tr>
<td>Veteran Owned Small Business (VOSB)</td>
<td>$59,504,000</td>
<td>$23,971,000</td>
<td>$9,445,000</td>
</tr>
<tr>
<td>Service Disabled Veteran Owned Small Business (SDVOSB)</td>
<td>$34,756,000</td>
<td>$9,936,000</td>
<td>$6,561,000</td>
</tr>
</tbody>
</table>

#### New Mexico

**New Mexico Total Contract Payments**

$381,007,000

As a Percent of Total Contract Payments: 37%

New Mexico Total Small Business Payments: $239,858,000

As a Percent of Total Small Business Contract Payments: 45%

As a Percent of Total New Mexico Contract Payments: 63%

New Mexico P-Card: $14,831,000

As a Percent of Total P-Card: 18%

#### California

**California Total Contract Payments**

$145,553,000

As a Percent of Total Contract Payments: 14%

California Total Small Business Payments: $91,960,000

As a Percent of Total Small Business Contract Payments: 17%

As a Percent of Total California Contract Payments: 63%

California P-Card: $18,021,000

As a Percent of Total P-Card: 22%
SANDIA’S EMPLOYMENT

In FY2016, Sandia’s 1,915 hires included regular and limited-term employees, students, postdoctoral researchers, and faculty. In addition, more than 1,000 students participated in year-round internships, 90 percent at the New Mexico site and 10 percent at the California site.

COMMUNITY INVOLVEMENT

Community Involvement is an integral part of Sandia’s culture. Our employees are generous with their time, talent, and treasure. Sandia employees donated more than $6.9 million to nonprofits in New Mexico, California, and the nation. Our Sandia Salutes Veterans event engaged more than 400 employees and gave $20,000 to Veterans Heading Home, an organization that provides permanent housing solutions for the homeless. Dedicated employees started our 15th Habitat for Humanity house.

Students explored Science, Technology, Engineering, and Math (STEM) careers through Family Science Nights, MBK Day at the Lab, STEM Mentoring Cafe, Cybersecurity Programs, and DOE Science Bowls. More than 600 employees volunteered in classrooms and three of our outreach programs celebrated more than 25 years of providing hands-on workshops led by role models. Sandia donated 788 previously used computers to 22 NM schools and 23 computers to a CA middle school.

Lockheed Martin, on behalf of the Labs, invested more than $1.4 million in NM and CA to support K-12 STEM education, veterans, and our neighbors’ basic human needs.

TECHNOLOGY AND ECONOMIC DEVELOPMENT

The New Mexico Small Business Assistance (NMSBA) Program lets for-profit companies team with Sandia researchers to solve technical challenges. In 2015, Sandia provided $2.4 million in assistance to 205 New Mexico small businesses in 18 counties.

Entrepreneurial Separation to Transfer Technology (ESTT) allows scientists to leave the Labs to launch technology companies or expand existing ones, and guarantees reinstatement if they choose to return to Sandia within two years.

The Sandia Science & Technology Park is a 340-acre technology community adjacent to Sandia and Kirtland Air Force Base where startups and mature companies can collaborate with the Labs on a wide variety of technologies, products, and services.
“Our Supplier Diversity Advocates and Procurement teams are committed to identifying and partnering with a diverse supplier pool in support of Sandia’s mission needs and small business goals. Sandia’s diverse suppliers are innovative and responsive, making them valuable partners. Together, we can deliver excellence in technology while positively impacting national, local, and state economies.”

SANDIA’S FY16 CONTRACTING GOALS

<table>
<thead>
<tr>
<th>Category</th>
<th>Goal</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>52%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>10%</td>
</tr>
<tr>
<td>Woman Owned</td>
<td>10%</td>
</tr>
<tr>
<td>HUBZone</td>
<td>3%</td>
</tr>
<tr>
<td>Veteran Owned</td>
<td>5%</td>
</tr>
<tr>
<td>Service Disabled Veteran Owned</td>
<td>3%</td>
</tr>
</tbody>
</table>

In 2016, Sandia continued to increase deployment of its Sandia research and development results by partnering with U.S. companies to support local and national economic development. To explore the Sandia IP portfolio, visit: ip.sandia.gov

Key Resources:
- Business Opportunities Website, where Sandia buyers list current opportunities for products and services. Suppliers can subscribe to the site and receive emails advising them of many new opportunities. Go to https://supplierportal.sandia.gov/OA_HTML/snl/AbstractQuery.jsp.
- System for Award Management, or SAM, www.sam.gov. Suppliers must be registered in SAM to do business with Sandia.
- U.S. Small Business Administration, www.sba.gov
- Procurement Technical Assistance Center, www.aptac-us.org
- Procurement Technical Assistance Program, www.nmptap.org
- North American Industry Classification or NAICS, www.census.gov/eos/www/naics/
- Suspect/counterfeit and defective items, contact sqasci@sandia.gov with questions or to report.

Intellectual Property and Technology Commercialization

- 137 newly issued patents for Sandia technologies
- 261 patent applications filed
- 604 active commercial licenses
- 223 executed government licenses
Become a Sandia Supplier:

Do your research
Is Sandia your market? Know who we are, what we buy, and how we buy.

Sell your capabilities
How can you help Sandia meet its requirements? Identify how you are unique in such areas as innovation, technical expertise, safety, business acumen, financial strength, quality systems, and prior experience.

Supply best value
Demonstrate sustained high performance in cost, quality, safety, and on-time delivery for products and services. Ensure customer focus and satisfaction, and continue to improve.

Make contact
Forge relationships, build trust, stay engaged, and be patient.

Prevent and Detect
Keep suspect/counterfeit or fraudulent items from entering Sandia’s supply chain.

Process:

Get a DUNS#
Identify your primary NAICS codes
Register in SAM.gov
Subscribe to Sandia’s Business Opportunities Website

Sandia looks for business partners who demonstrate sustained high performance in cost, quality, safety, security, and on-time delivery. We value customer-focused companies that are financially healthy, innovative, and responsive. Our suppliers share Sandia’s commitment to success in our national security mission.

www.sandia.gov  Email: 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. SAND2016-12298 M

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