Diverse small-business suppliers are vital to the success of Sandia Labs’ national security missions. Their skills and hard work combined with ours are a powerful force in bringing cutting-edge technology to the marketplace. We are committed to partnering with highly qualified small businesses and working together to promote innovation, achieve shared goals, and strengthen the local and national economies.

James S. Peery, Ph.D.
Laboratories Director

“Diverse small-business suppliers are vital to the success of Sandia Labs’ national security missions. Their skills and hard work combined with ours are a powerful force in bringing cutting-edge technology to the marketplace. We are committed to partnering with highly qualified small businesses and working together to promote innovation, achieve shared goals, and strengthen the local and national economies.”

NUCLEAR DETERRENCE
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.

GLOBAL SECURITY
We protect the U.S. from threats at home and abroad by developing the technical expertise to monitor and assess emerging dangers, guard materials and critical assets, and respond to crises.
Program Portfolios

ADVANCED SCIENCE & TECHNOLOGY
Sandia provides the science needed to enable the U.S. nuclear stockpile, and does fundamental scientific, biomedical, and environmental research to enhance national security, economic competitiveness, and improved quality of life.

ENERGY & HOMELAND SECURITY
We support the resilience and security of the nation’s energy system, protect digital and physical critical infrastructure, and reduce U.S. vulnerability to chemical, biological, radiological, and nuclear terrorism.

NATIONAL SECURITY PROGRAMS
Sandia provides systems, science, and technology to meet national security objectives in such areas as cybersecurity, science and technology products, and integrated military systems.
Sandia paid $106,898,000 to the State of New Mexico in gross receipts tax.

**Total Laboratory Expenditures**

- Labor and Non-Subcontract Related Payments: $2,346,334,000
- Subcontract-Related Payments: $1,369,484,000

**Corporate Taxes**
- $112,668,000

**Procurement Card Purchases**
- $74,367,000

**Other than Small Business**
- $529,300,000

**Small Business**
- $838,459,000

Subcontract-Related Payments

This represents dollars paid to purchase goods and services.

David J. Dietz
Director, Integrated Supply Chain Management

“The technical experience, ingenuity, and responsiveness of our diverse and qualified supplier community is a cornerstone of Sandia’s supply chain. The details in this brochure demonstrate Sandia’s commitment to nurturing small and diverse business partnerships to achieve our national security mission and further economic prosperity. We could not deliver success without small business.”

Gross Receipts Taxes

Sandia paid $106,898,000 to the State of New Mexico in gross receipts tax.
# Subcontract-Related Payments

## Overall

<table>
<thead>
<tr>
<th>Category</th>
<th>Total Subcontract Payments</th>
<th>Total Small Business</th>
</tr>
</thead>
<tbody>
<tr>
<td>$1,369,484,000</td>
<td>$838,459,000</td>
<td></td>
</tr>
</tbody>
</table>

## New Mexico

### New Mexico Total Procurement Impact

<table>
<thead>
<tr>
<th>Category</th>
<th>Total Subcontract Payments</th>
<th>Total Small Business</th>
</tr>
</thead>
<tbody>
<tr>
<td>$475,456,000</td>
<td>$360,118,000</td>
<td></td>
</tr>
</tbody>
</table>

### New Mexico Subcontract Payments

- **Small Business**: $131,873,000
- **Disadvantaged**: $128,011,000
- **Woman-Owned**: $81,680,000
- **Veteran-Owned**: $44,399,000
- **Service-Disabled Veteran-Owned**: $16,835,000
- **HUBZone**: $34,952,000

### California

### California Total Procurement Impact

<table>
<thead>
<tr>
<th>Category</th>
<th>Total Subcontract Payments</th>
</tr>
</thead>
<tbody>
<tr>
<td>$220,930,000</td>
<td>$206,592,000</td>
</tr>
</tbody>
</table>

### California Subcontract Payments

- **Small Business**: $132,405,000
- **Other than Small Business**: $74,187,000

In FY21, Sandia National Labs grew to more than 14,900 total employees. During the year, Sandia hired 1,340 regular, temporary, faculty, and postdoctoral researcher employees, which created about 480 new jobs in these categories while filling about 860 positions that became available due to attrition. Sandia employed more than 1,200 student interns during the fiscal year.

**GIVE:**
- **$1.4M** from National Technology and Engineering Solutions of Sandia LLC to nonprofits in the areas of education, family stability and community leadership
- **$4.7M** from employees to nonprofits through United Way of Central New Mexico
- **$85K** from employees to provide shoes, school supplies, and holiday gifts for under served children

**SERVE:**
- **28** Sandia Serves Saturdays
- **13** nonprofits served
- **950** units of blood

**INSPIRE:**
- Family STEAM Nights
- Family Math Nights
- Kids Day at the Lab
- DOE Regional Science Bowls
- Science, Technology, Engineering and Math Career Exploration and Awards
- STEM in the Sun

**New Mexico Small Business Assistance**
- Sandia provided **$2.4m** of technical assistance
- **133** New Mexico Small Businesses assisted
- **53** Sandia principal investigators across **53** departments participated

**TECHNOLOGY READINESS GROSS RECEIPTS**
- **9** active projects

**Intellectual Property and Technology Commercialization**
- **131** newly issued patents for Sandia technologies
- **238** filed patent applications
- **564** active commercial licenses
- **235** executed government agreements and amendments

For more information, visit [ip.sandia.gov](http://ip.sandia.gov).

**Sandia’s Employment**
COMMITMENT TO SMALL BUSINESS

4. virtual Sandia-hosted Small-Business Forums viewed by 1800 suppliers

5. consecutive years of exceeding small-business goals and proceeding toward sustaining 60% small-business utilization

20. local, state, national, and virtual small-business events attended

28. acquisitions offered the 5% New Mexico pricing preference

67. percent of all Sandia suppliers are small businesses

115. virtual one-on-one interactions with current and potential suppliers during our monthly office hours

500. new small businesses supporting Sandia’s mission

TOP 5 SUBCONTRACTING INDUSTRIES

**Invoiced Amount TOTAL**
- Computer Related Services
- Research and Development in the Physical Engineering and Life Sciences
- Commercial and Institutional Building Construction
- Engineering Services
- Electronic Computer Manufacturing

**Invoiced Amount New Mexico**
- Computer Related Services
- Commercial and Institutional Building Construction
- Electronic Computer Manufacturing
- Engineering Services
- Machine Shops

**Invoiced Amount California**
- Commercial and Institutional Building Construction
- Computer Related Services
- Software Publishers
- Research and Development in the Physical, Engineering, and Life Sciences
- Machine Shops
SANDIA’S MENTOR-PROTÉGÉ PROGRAM

is designed to help small, disadvantaged businesses develop and build solid foundations when competing for DOE and other federal agency opportunities. Sandia launched its Mentor-Protégé Program in the fall of 2020, and has been successfully mentoring three Protégé companies in this partnership program.

Jason Miller, “The exposure alone, to Sandia culture and environment, has been great. It has challenged us to improve our processes and deepen our commitment to quality.”

Chris Pacheco, The Mentor-Protégé Program is “a very organized approach, and has helped us in several ways — from project management, safety, quality, business development, finance and more.”

Charleen and Chuck Hickey, “The presentations and workshops have helped to further our understanding of development topic areas and how CeLeen can enhance and deepen our operational procedures.”

Business Point of Contact:

www.sandia.gov  |  Email: supplier@sandia.gov
Phone: 1-800-765-1678

Scan this code to find resources online to help your small business get ready to do business with Sandia National Laboratories

Sandia National Laboratories is a multimission laboratory managed and operated by National Technology & Engineering Solutions of Sandia, LLC, a wholly owned subsidiary of Honeywell International Inc., for the U.S. Department of Energy’s National Nuclear Security Administration under contract DE-NA0003525. SAND2021-15916 O

SUPPLIER DIVERSITY TEAM

Left to right: Gabriel Hollimon, Patricia Sena, Leonardo Valencia, Samantha Sandoval, Paul Sedillo (Small Business Program Manager), Rayina Lopez, Eric Lochausen, Patricia Brown, Megan Vandergriff