



SANDIA NATIONAL LABORATORIES

ECONOMIC IMPACT

2021



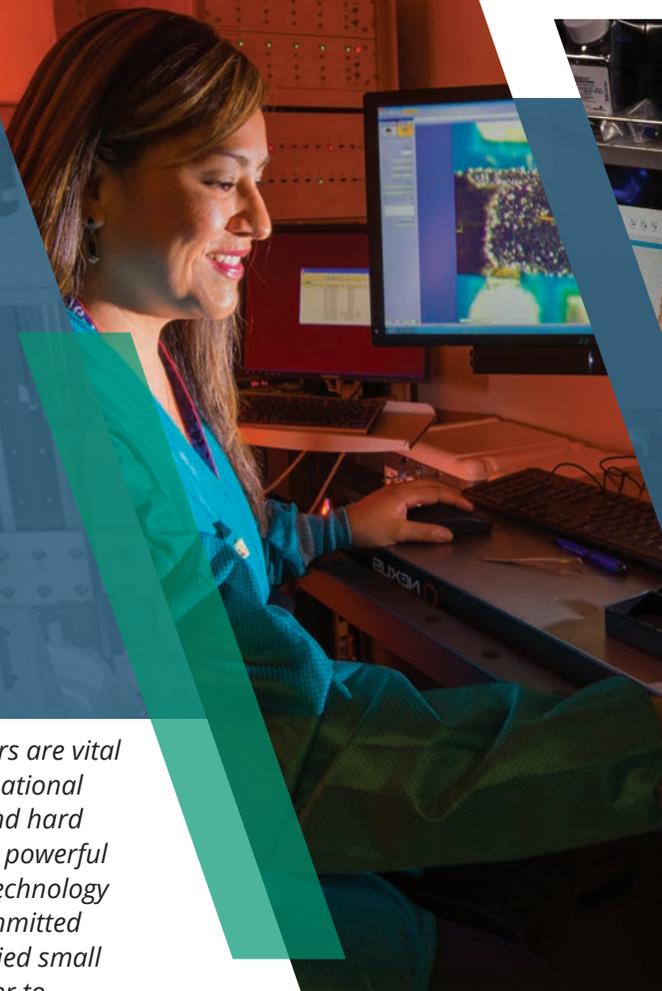


SANDIA



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."



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.

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.

Program Portfolios

ADVANCED SCIENCE & TECHNOLOGY

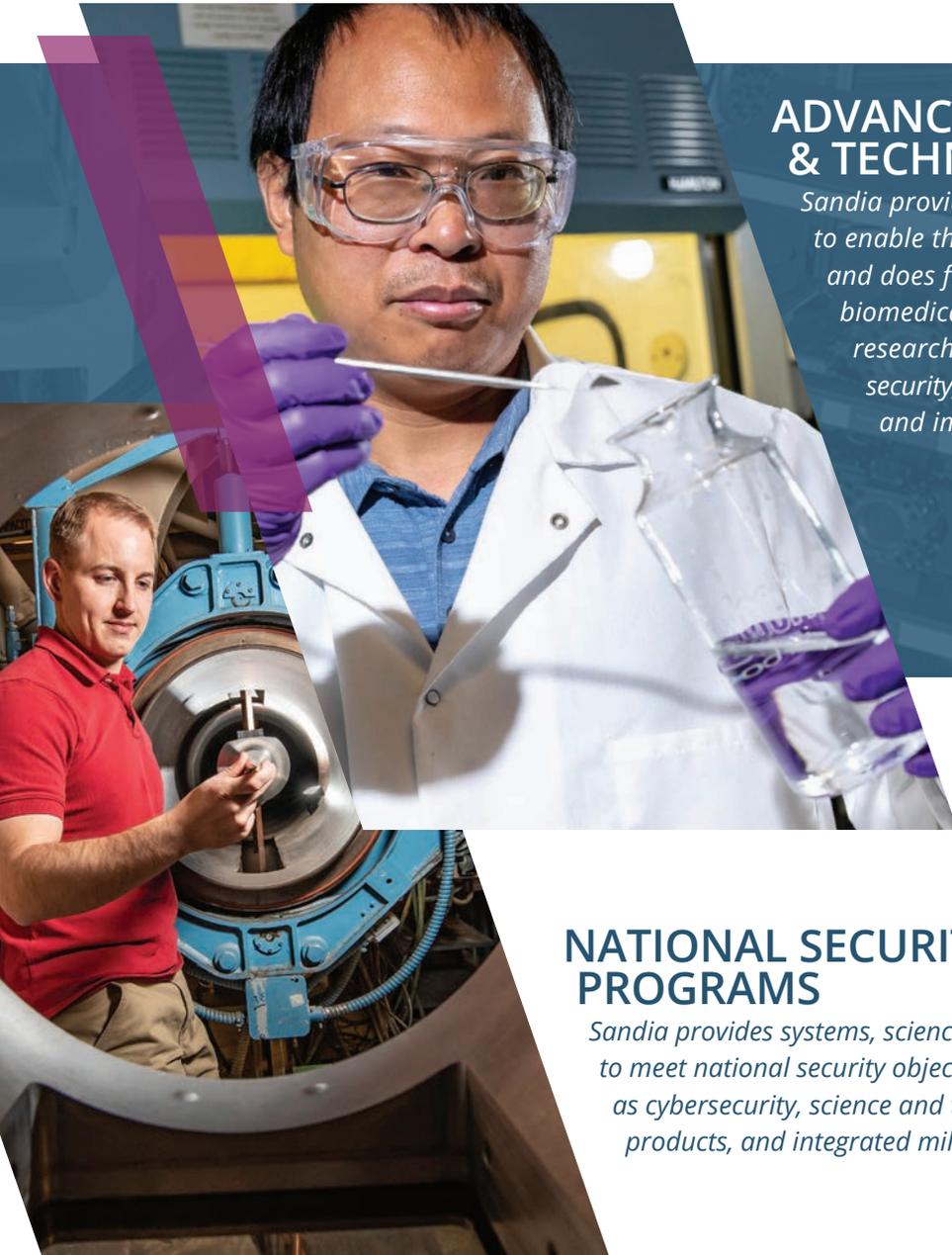
Sandia provides the science needed to enable the U.S. nuclear stockpile, and does fundamental scientific, biomedical, and environmental research to enhance national security, economic competitiveness, and improved quality of life.

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.



2021 Economic Impact



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."

Total Laboratory Expenditures

\$3,902,853,000

**Labor and
Non-Subcontract
Related Payments
\$2,346,334,000**

Other than Small Business \$529,300,000
Small Business \$838,459,000

**Subcontract-Related Payments
\$1,369,484,000**

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

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

Subcontract-Related Payments

This represents dollars paid to purchase goods and services.

Gross Receipts Taxes

Sandia paid \$106,898,000 to the State of New Mexico in gross receipts tax.

SUBCONTRACT-RELATED PAYMENTS

OVERALL		NEW MEXICO	
\$1,369,484,000	Total Subcontract Payments	\$475,456,000	
\$838,459,000	Total Small Business	\$360,118,000	
\$384,063,000	Small Business*	\$131,873,000	
\$222,242,000	Disadvantaged	\$128,011,000	
\$173,092,000	Woman-Owned	\$81,680,000	
\$132,438,000	Veteran-Owned	\$44,399,000	
\$93,189,000	Service-Disabled Veteran-Owned	\$16,835,000	
\$68,800,000	HUBZone	\$34,952,000	



NEW MEXICO

New Mexico Total Procurement Impact	\$485,091,000
Subcontract Payments	\$475,456,000
Small Business	\$360,118,000
Other than Small Business	\$115,338,000
As Percent of Total Subcontract Payments	35%
Procurement Card Payments	\$9,635,000



CALIFORNIA

California Total Procurement Impact	\$220,930,000
Subcontract Payments	\$206,592,000
Small Business	\$132,405,000
Other than Small Business	\$74,187,000
As Percent of Total Subcontract Payments	15%
Procurement Card Payments	\$14,338,000

**Small Businesses not categorized as Small Disadvantaged Business, Women-Owned Small Business, HUBZone Small Business, Veteran-Owned Small Business or Service-Disabled Veteran-Owned Small Business.*

Community Involvement



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

Technology and Economic Development



Sandia National Laboratories manages economic development programs that leverage the people, technologies, and facilities of the Labs to deploy technology in support of Sandia's mission and create jobs.

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.

Sandia's Employment

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.

14,921

Sandia Employees

NM - 12,272

7,441

Advanced Degrees

NM - 6,076

7,778

R&D Scientists, Engineers & Technologists

NM - 6,434

1,340

Hires

NM - 992

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."



Pluma Construction

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."



CeLeen, LLC
The CeLeen Group – A Pequot Company

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

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



Sandia National Laboratories



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SUPPLIER DIVERSITY TEAM

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