

**Dr. James S. Peery**  
Laboratories Director

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To: All Sandia

Sandia's commitment to subcontracting with small businesses has never been stronger. They contribute to our mission success, promote innovation and help build local and regional economies. Small businesses are critical to overcoming challenges of the COVID-19 pandemic and shortages in the global supply chain.

To fulfill our missions, Sandia actively seeks to subcontract with capable small businesses including small disadvantaged, woman-owned, historically underutilized business zones, veteran-owned and service-disabled veteran-owned. They are excellent business partners – responsive, flexible and competitive. Small companies are the backbone of the U.S. economy and their survival is vital during this time of economic instability.

Sandia has teamed with small businesses consistently the past year and received three honors from the DOE Office of Small & Disadvantaged Business Utilization. We awarded a record \$839 million in contracts to small, diverse businesses in FY21, up \$47 million from the previous year. Our FY21 goal was 58% of subcontracts to small businesses, and we achieved 65%. We are exceeding our FY22 goal of 60%.

We have several initiatives to identify and promote small business opportunities and I strongly encourage you to look into and support them:

- Three protégés are being mentored by Sandia in a partnership program designed to help small businesses develop and build solid foundations to better compete for federal and industry opportunities. More than 79 Sandia mentors across all 10 divisions help with these efforts. Up to three more protégés will be added to the program this year to support mission work.
- Subcommittees of the Small Business Steering Committee develop strategies to increase utilization. The committee includes representatives from each division who monitor their specific small business goals.
- More than 820 small business representatives have attended national supplier forums hosted by the Supplier Diversity Team that promote Sandia opportunities and show how to provide goods and services to the Labs.
- The New Mexico Small Business 5% Pricing Preference offers local suppliers an opportunity to compete with out-of-state small and large businesses for Sandia subcontracts. Sandia also will introduce a HUBZone 10% pricing preference.
- Sandia partners with entities across Albuquerque that support small business, including the Albuquerque Hispano Chamber of Commerce, the African American Greater Albuquerque Chamber of Commerce, the Minority Business Development Agency Business Center – New Mexico, and the City of Albuquerque's Central Purchasing.
- Our Supplier Diversity Team offers yearly Small Business Forums in the Livermore, California area in partnership with other DOE laboratories and local Procurement Technical Assistance Centers to help small and diverse businesses work with Sandia.

Small Business Program Manager Paul Sedillo and the Supplier Diversity Team are happy to help. You can reach them at [supplier@sandia.gov](mailto:supplier@sandia.gov).

I challenge you to incorporate small businesses into all phases of your acquisition planning and execution. Not only is this mandated by federal law and our prime contract, it is the right thing to do for our economy and mission success. Building our supplier base is **important to meet our increasing demand.**

— **James Peery**

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