



# SANDIA NATIONAL LABORATORIES ECONOMIC IMPACT

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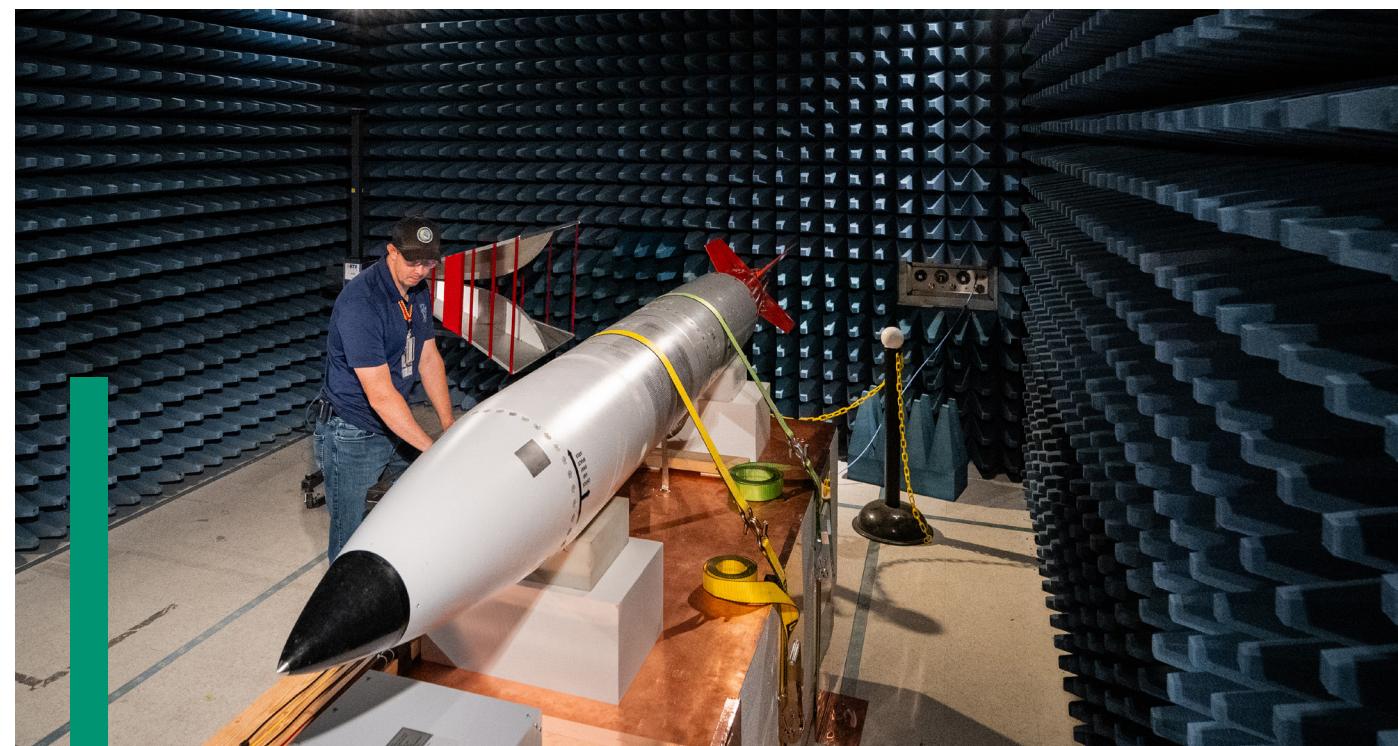
# SANDIA



Laura J. McGill  
Laboratories Director

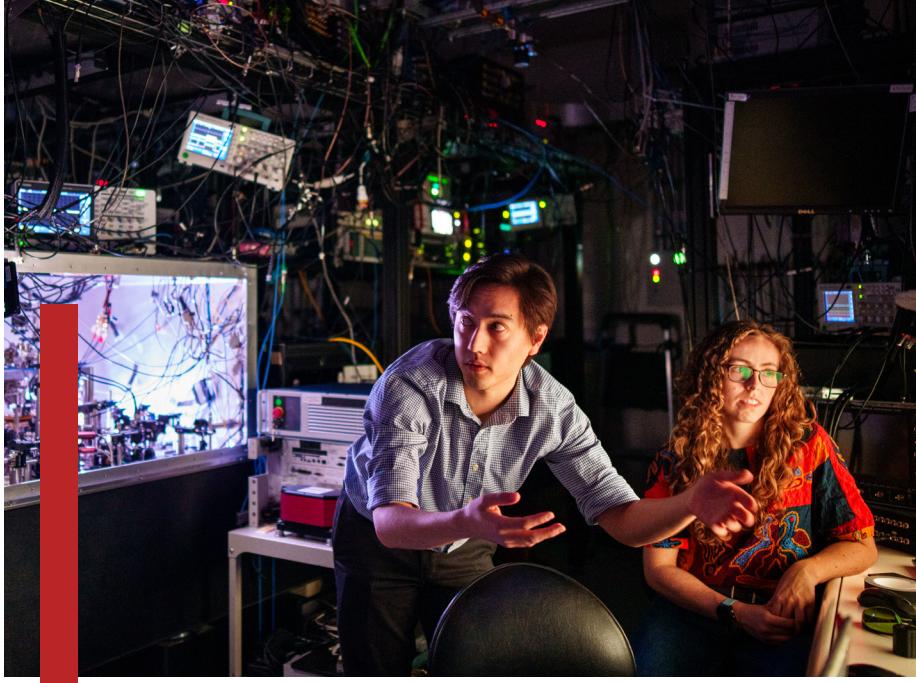
*Partnerships with small businesses are essential to Sandia's success. These enterprises spark new ideas, deliver specialized skills and help us turn science into solutions. We are proud to support their growth while advancing our national security mission and contributing to a stronger economy.*

*Laura J. McGill*



## 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*

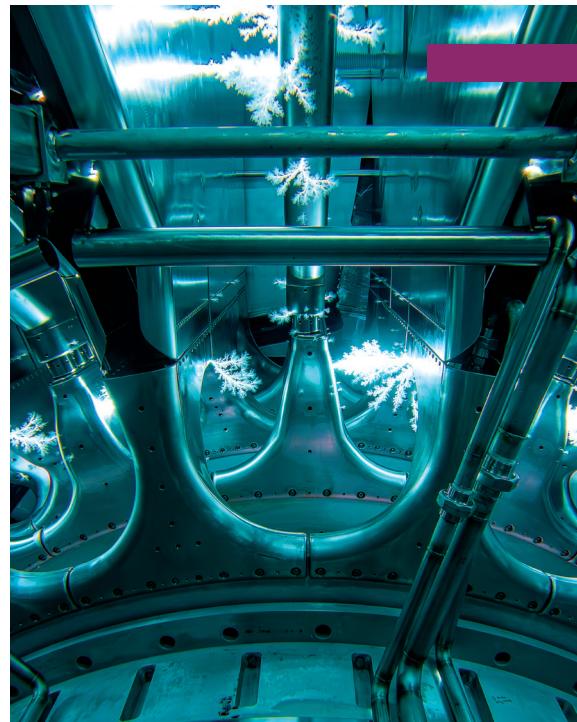


## NATIONAL SECURITY PROGRAMS

*Sandia provides systems, science and technology to meet national security objectives in such areas as cybersecurity, science and technology products, and integrated military systems*

## DETERRENCE, SCIENCE & ENERGY

*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*



## ADVANCED SCIENCE & TECHNOLOGY

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

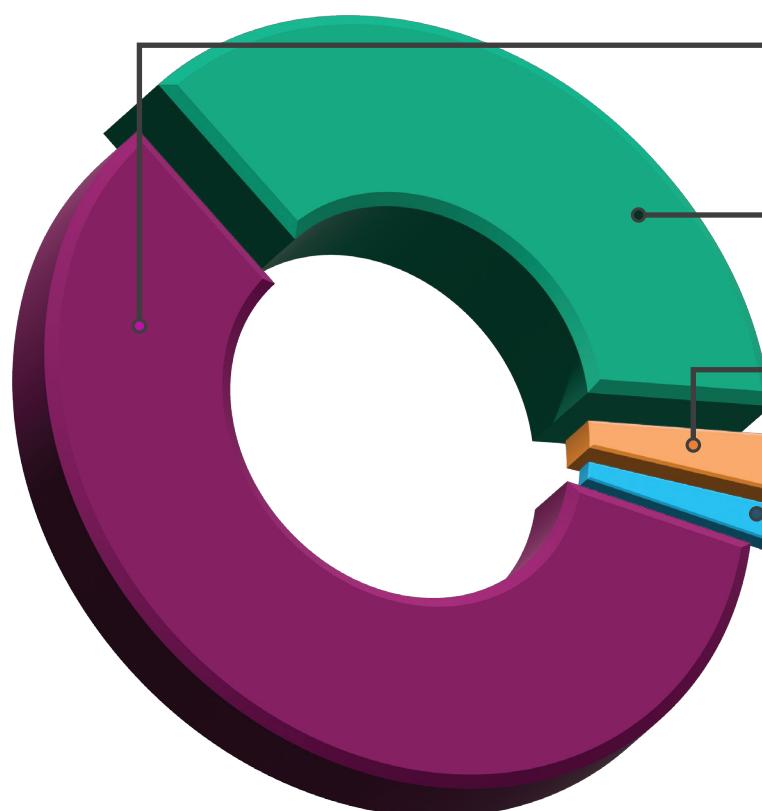
# 2025 ECONOMIC IMPACT



**Krista Smith**  
Director, Supply Chain

*"Sandia National Laboratories has a rich tradition of collaborating with a wide range of skilled small business suppliers who play a vital role in supporting our national security initiatives. Our dedication to these partnerships not only enhances the strength and resilience of our supply chain but also contributes to the economic well-being of communities at the local, state and national levels."*

**Total Laboratories Expenditures** **\$5,238,511,000**



**Labor and Nonsubcontract-Related Payments**

**\$3,337,787,000**

**Subcontract-Related Payments\***

**\$1,685,492,000**

**Corporate Taxes**

**\$148,168,000**

**Procurement Card Purchases**

**\$67,064,000**

**Gross Receipts Taxes**

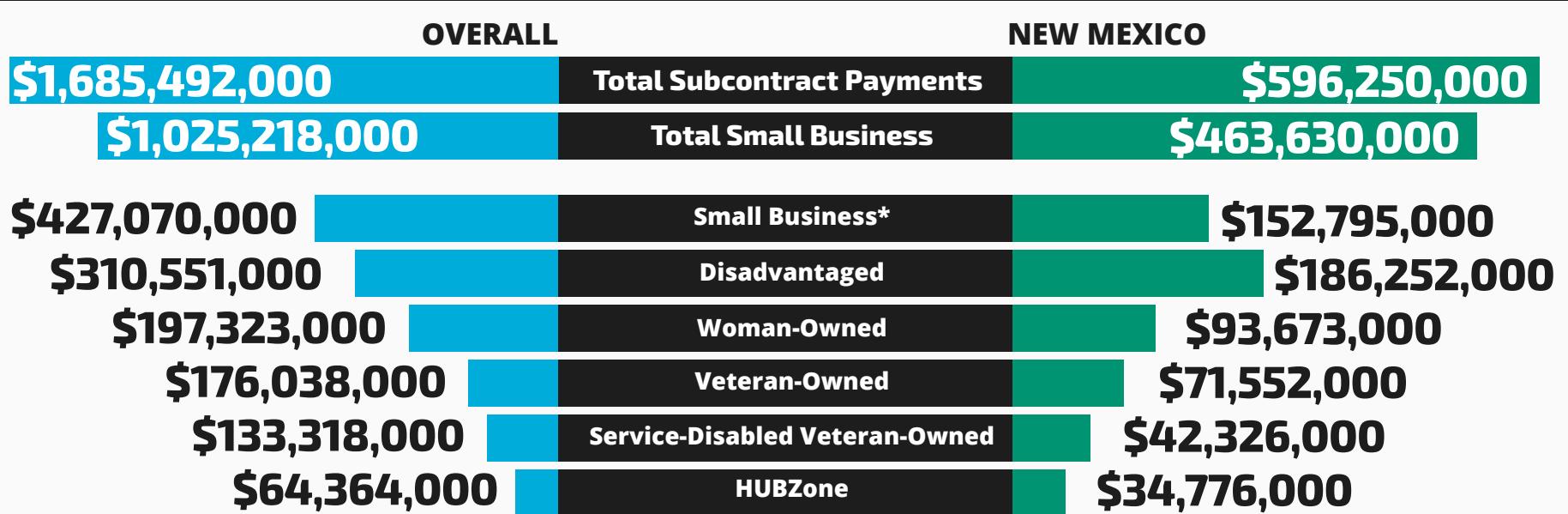
Sandia paid \$144,317,000 to the State of New Mexico in Gross Receipts Tax

**\*Subcontract-Related Payments**

This represents dollars paid to purchase goods and services



## SUBCONTRACT-RELATED PAYMENTS



## NEW MEXICO - TOTAL PROCUREMENT IMPACT | \$603,800,000



## CALIFORNIA - TOTAL PROCUREMENT IMPACT | \$249,256,000



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



## COMMUNITY INVOLVEMENT

|               |   |
|---------------|---|
| <b>\$1.6M</b> | NTESS LLC invested in education, family stability and community leadership  |
| <b>\$4M+</b>  | Employees gave to nonprofits through United Way of North Central New Mexico   |
| <b>\$15K</b>  | Employees donated for new shoes   |
| <b>\$8k</b>   | Employees donated for local school supplies   |
| <b>\$2.6K</b> | Employees donated and helped build 400 snack-kits for Open Heart Refuge   |
| <b>100+</b>   | Volunteers picked 3,200 pounds of apples with Seed2Need to benefit Roadrunner Food Bank<br><br>Volunteers built beds and decorated an apartment for an unhoused family with Saranam |
| <b>14K</b>    | Students, as well as 700 teachers and community members were engaged in innovative STEM education initiatives   |
| <b>4.5K</b>   | Albuquerque 8th graders to be reached annually with a newly created program at the National Museum of Nuclear Science and History   |
| <b>24</b>     | Students from across NM attended QCAMP to learn about quantum physics and career opportunities  |

For more information, visit:

[Sandia.gov/about/community](http://Sandia.gov/about/community)



## TECHNOLOGY AND ECONOMIC DEVELOPMENT

Sandia programs draw on the expertise of our people and capabilities of our facilities to move technologies into the marketplace and create jobs

### NEW MEXICO SMALL BUSINESS ASSISTANCE

|               |   |
|---------------|---|
| <b>\$2.4M</b> | Technical assistance provided by Sandia                           |
| <b>139</b>    | New Mexico small businesses assisted                              |
| <b>53</b>     | Sandia principal investigators across 42 departments participated |

### TRGR TECHNOLOGY READINESS INITIATIVE

|             |   |
|-------------|---|
| <b>\$1M</b> | Technical assistance provided to companies using Sandia-developed technologies to mature their product or service |
| <b>11</b>   | Projects Sandia worked on and companies served  |
| <b>8</b>    | Companies that acquired licenses for Sandia technologies  |
| <b>3</b>    | Companies engaged in Cooperative Research and Development Agreements  |

For more information, visit:

[NMSBAProgram.org](http://NMSBAProgram.org) | [nmtrgr.org](http://nmtrgr.org)



## INTELLECTUAL PROPERTY AND TECHNOLOGY COMMERCIALIZATION

**492**  
ACTIVE COMMERCIAL LICENSES

**298**  
EXECUTED GOVERNMENT AGREEMENTS AND AMENDMENTS

**223**  
FILED PATENT APPLICATIONS

**92**  
NEWLY ISSUED PATENTS

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

## FY25 SANDIA EMPLOYMENT

The Labs had over 16,300 employees, hired 521 and had more than 1,600 student interns

**16,320**

SANDIA EMPLOYEES

**NM - 12,915**

**8,201**

ADVANCED DEGREES

**NM - 6,458**

**8,345**

R&D SCIENTISTS, ENGINEERS & TECHNOLOGISTS

**NM - 6,662**

**521**

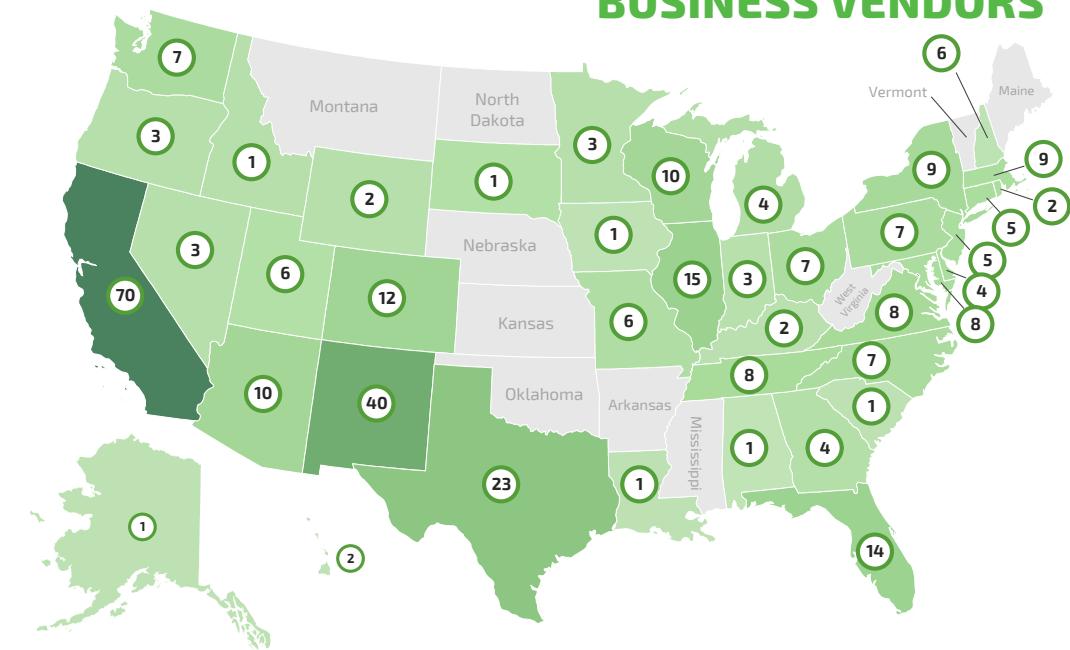
HIRES

**NM - 417**

## COMMITMENT TO SMALL BUSINESS

- SMALL COMPANIES IN SANDIA'S MENTOR- PROTÉGÉ PROGRAM **5**
- CONSECUTIVE YEARS EXCEEDING SMALL BUSINESS GOALS **9**
- LOCAL, STATE, NATIONAL AND VIRTUAL SMALL BUSINESS EVENTS ATTENDED **32**
- VIRTUAL ONE-ON-ONE INTERACTIONS WITH CURRENT AND POTENTIAL SUPPLIERS **86**
- PERCENT OF ALL SANDIA SUPPLIERS THAT ARE SMALL BUSINESSES **64%**
- NEW SMALL BUSINESSES SUPPORTING SANDIA'S MISSION **335**
- COMPANIES THAT ATTENDED OUR SMALL BUSINESS OPPORTUNITIES FAIR **400+**

## FY25 NEW SMALL BUSINESS VENDORS



## TOP 5 SUBCONTRACTING INDUSTRIES

| INVOICED AMOUNT<br>TOTAL      |   |
|-------------------------------|---|
|                               | Computer-Related Services   |
|                               | Research and Development in the Physical, Engineering and Life Sciences |
|                               | Commercial and Institutional Building Construction                      |
|                               | Engineering Services  |
|                               | Computer Facilities Management Services                                 |
| INVOICED AMOUNT<br>NEW MEXICO |   |
|                               | Commercial and Institutional Building Construction                      |
|                               | Computer Facilities Management Services                                 |
|                               | Electronic Computer Manufacturing                                       |
| INVOICED AMOUNT<br>CALIFORNIA |   |
|                               | Engineering Services  |
|                               | Plumbing, Heating and Air-Conditioning Contractors                      |
|                               | Computer-Related Services   |
|                               | Commercial and Institutional Building Construction                      |
|                               | Research and Development in the Physical, Engineering and Life Sciences |
|                               | Computer Systems Design Services  |
|                               | Electronic Computer Manufacturing                                       |

# If you are interested in becoming a supplier, please:

**1** Scan this code to register in Sandia National Laboratories' iSupplier Portal



<Supplierportal.sandia.gov/snregister>

**2** Scan this code to review and respond to opportunities



<Supplierportal.sandia.gov/snlbow>



**Zach Mikelson**  
Small Business Program Manager

*"Engaging with small businesses is fundamental to Sandia's national security mission. These dynamic enterprises introduce innovative concepts and offer specialized knowledge that enhances our ability to protect the nation. By investing in these partnerships, we also create opportunities for collaboration that drive innovation and inspire future generations of entrepreneurs."*



## Supplier Relations Specialists

*Left to right: Patricia Sena, Leonardo Valencia, Royina Lopez, Zach Mikelson, Brandi Abousleman, Gabriel Hollimon, Megan Weaver*

## Business Point of Contact:

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



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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

