



## Laura J. McGill

Laboratories Director

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Colleagues,

As we navigate a complex world shaped by emerging threats and rapid technological change, Sandia remains committed to partnering with small businesses. These companies are an important part of our mission success. They bring innovation, agility and specialized expertise while also strengthening local and regional economies and helping build a more resilient supply chain.

Sandia actively seeks subcontracting opportunities with a broad range of small businesses, including veteran-owned, service-disabled veteran-owned, HUBZone, disadvantaged and woman-owned. Time and again, these partners demonstrate their value through their responsiveness, competitiveness and technical capabilities. Their contributions support the nation's economy and our national security mission.

Our commitment to small-business engagement continues to produce strong results. In FY 25, Sandia awarded more than \$974 million in subcontracts to small businesses. We exceeded our FY 25 goal of 53% subcontracting to small businesses, achieving 54.5%, and we are on track to exceed our FY 26 goal of 49%.

Several initiatives continue to strengthen and expand these partnerships, and I encourage you to support and champion these efforts:

- Our Supplier Relations team participated in numerous national forums, in person and virtual, and hosted the DOE's largest small-business outreach event of the year. More than 600 small-business vendors, DOE laboratories and sites, and local business support organizations participated.
- The team also developed a new Supplier Sourcing Database to improve how we identify and engage qualified suppliers. In addition, the Supplier Sourcing Inquiry service provides tailored consultations to help organizations address critical sourcing needs and connect with the right suppliers more effectively.
- Sandia continues to collaborate with Albuquerque-based organizations that support local small businesses, including the Hispano Chamber of Commerce, the African American

## Sandia National Laboratories

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Greater Albuquerque Chamber of Commerce, the Minority Business Development Agency Business Center/New Mexico, and the City of Albuquerque Central Purchasing Office.


- The New Mexico Small Business 5% Pricing Preference continues to help local suppliers compete with out-of-state companies, while the 10% pricing preference for HUBZone businesses helps smaller firms compete more effectively with larger organizations.

If you would like more information or support, please contact the Supplier Relations team at [supplier@sandia.gov](mailto:supplier@sandia.gov).

I encourage you to consider small-business opportunities early in acquisition planning and throughout the procurement process. This is more than a federal mandate and prime contract requirement. It helps us strengthen our mission, expand innovation and support the communities and industries that contribute to our national security work.

Thank you for your continued support.

Sincerely,



Laura J. McGill,  
Laboratories Director