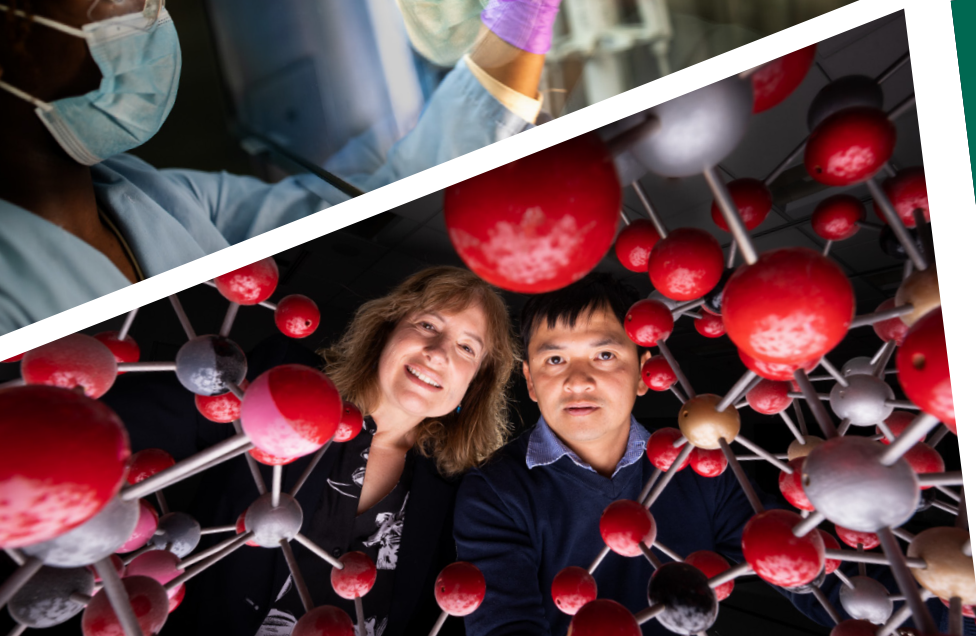




SANDIA NATIONAL LABORATORIES

# ECONOMIC IMPACT



2023

# SANDIA PROGRAM



**James S. Peery, Ph.D.**  
Laboratories Director

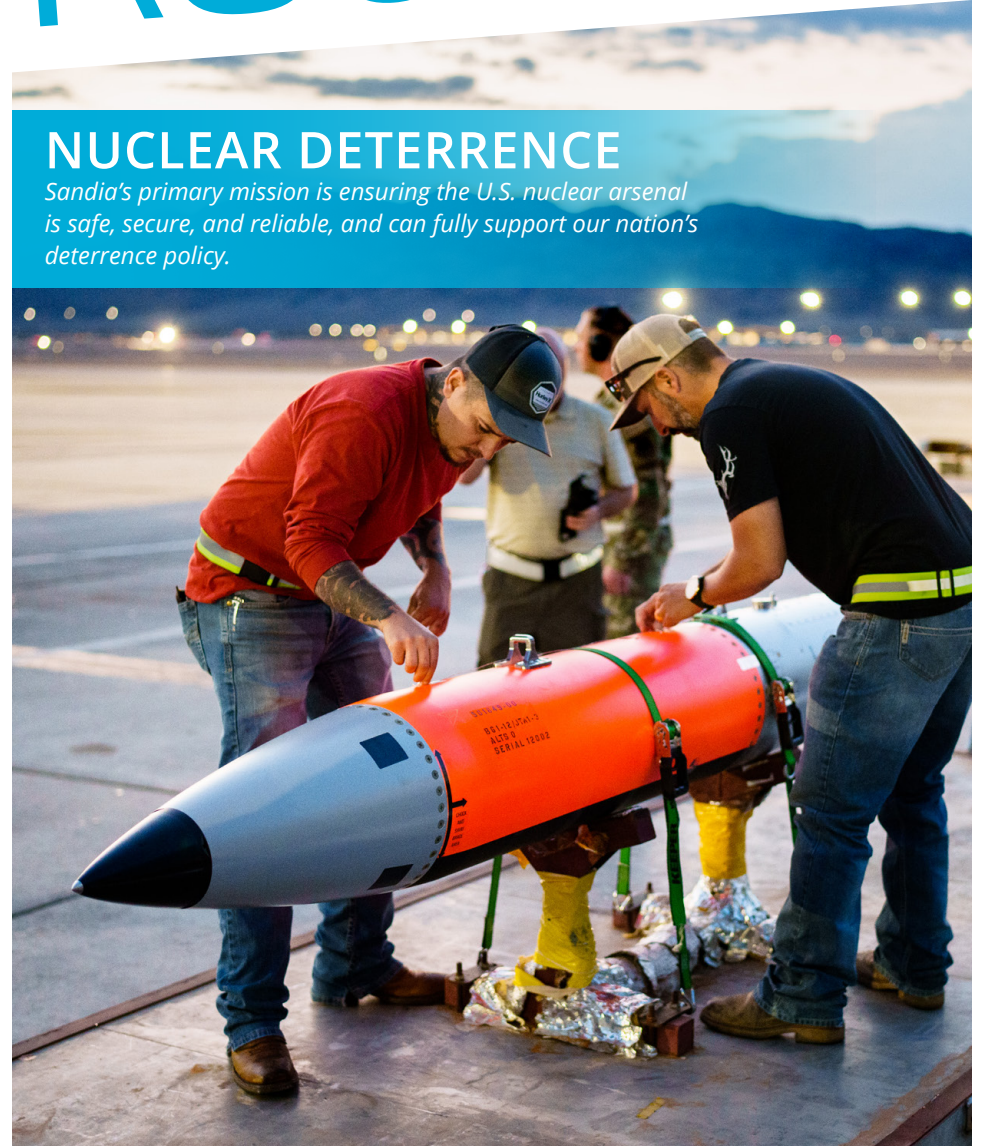
*"For over seven decades, Sandia Labs' dedication to outstanding service has significantly contributed to the national good. Our collaboration with a wide range of suppliers has been crucial to our achievements. Engaging with small businesses fuels creativity, creates jobs, and introduces advancements that enhance the quality of life. We pledge to maintain alliances with accomplished small enterprises to catalyze economic development within New Mexico and throughout the nation."*



A handwritten signature in black ink, appearing to read 'J. Peery'.

## 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.*



# PORTFOLIOS



## 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.*



## 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.*



## 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.*

# 2023

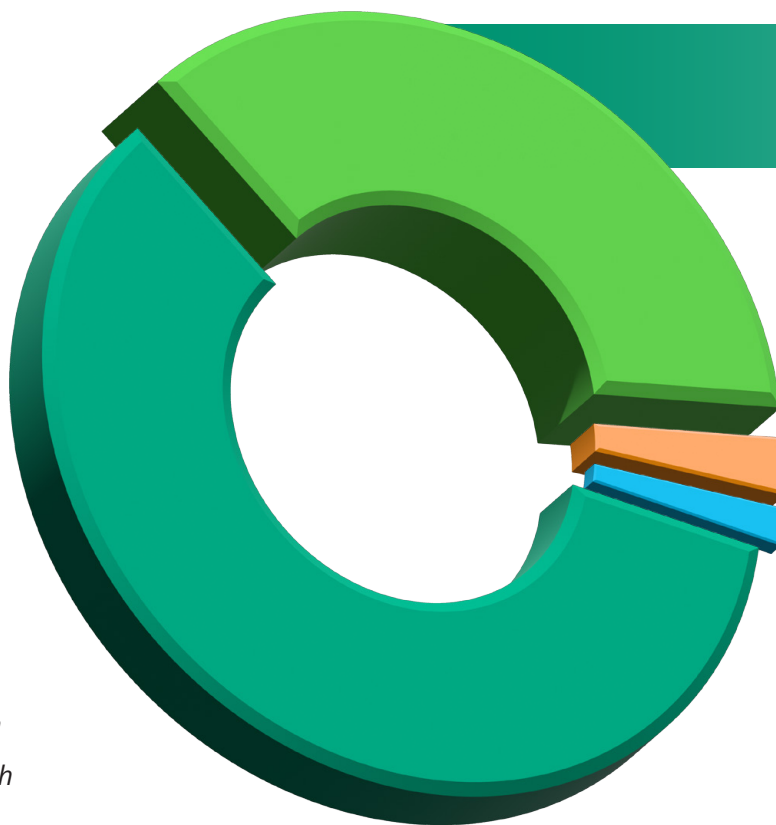
# ECONOMIC IMPACT



**Louis Griego**

Director, Integrated Supply  
Chain Management

*"Sandia values its diverse and qualified supplier community. Our small business partners have contributed to the strength and resilience of our supply chain through their technical experience, ingenuity, and responsiveness. The results in this brochure demonstrate our commitment to nurturing small business partnerships to help us achieve our national security mission."*



## Total Laboratory Expenditures

**\$4,774,088,000**

Labor and Nonsubcontract-Related Payments  
**\$2,852,023,000**

Subcontract-Related Payments  
**\$1,727,315,000**

Corporate Taxes  
**\$118,078,000**

Procurement Card Purchases  
**\$76,672,000**

## Subcontract-Related Payments

This represents dollars paid to purchase goods and services.

## Gross Receipts Taxes

Sandia paid \$113,559,000 to the State of New Mexico in gross receipts tax.

# SUBCONTRACT-RELATED PAYMENTS

OVERALL		NEW MEXICO	
\$1,727,315,000	Total Subcontract Payments	\$592,028,000	
\$1,082,465,000	Total Small Business	\$481,335,000	
\$459,980,000	Small Business*	\$156,052,000	
\$323,992,000	Disadvantaged	\$192,980,000	
\$223,676,000	Woman-Owned	\$110,591,000	
\$177,745,000	Veteran-Owned	\$77,131,000	
\$132,492,000	Service-Disabled Veteran-Owned	\$41,573,000	
\$80,950,000	HUBZone	\$41,898,000	



## NEW MEXICO

### New Mexico Total Procurement Impact

**\$600,815,000**

#### Subcontract Payments

**\$592,028,000**

Small Business

\$481,335,000

Other than Small Business

\$110,693,000

As Percent of Total Subcontract Payments

34%

#### Procurement Card Payments

**\$8,787,000**



## CALIFORNIA

### California Total Procurement Impact

**\$284,574,000**

#### Subcontract Payments

**\$268,440,000**

Small Business

\$167,168,000

Other than Small Business

\$101,272,000

As Percent of Total Subcontract Payments

16%

#### Procurement Card Payments

**\$16,134,000**

\*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

**\$4.4M** from employees to nonprofits through United Way of North Central New Mexico

**1,654** retired desktops, laptops and iPads to Albuquerque and Silver City schools

**\$36,000** for holiday gift cards for foster children and more than **1000** Toys for Tots

### SERVE:

**250** volunteers at Sandia Serves Day

Executive leadership completed **6** volunteer projects

**1220** units of blood donated

**20** volunteer projects at food banks and urban gardens

### INSPIRE:

Kids Day at the Lab engaged **2000** kids

Environmental Education for **40** 5th grade classrooms

**50** teachers and students explored Quantum Camp

## 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

Sandia assisted **120** New Mexico small businesses

**55** Sandia principal investigators across **37** departments participated

### TRGR TECHNOLOGY READINESS INITIATIVE

Sandia worked on **12** projects

Sandia served **11** companies

**9** licenses were acquired for Sandia technologies

**3** companies engaged in Cooperative Research and Development Agreements

Sandia provided **\$596,519** in technical assistance to businesses utilizing lab-developed technology to mature their product or service

## SANDIA'S EMPLOYMENT

In FY23, Sandia National Labs grew to more than 16,700 total employees. During the year, Sandia hired 2,050 regular, temporary, faculty, and postdoctoral researcher employees, which created nearly 1,200 new jobs in these categories while filling about 850 positions that became available due to attrition. Sandia employed more than 1,900 student interns during the fiscal year.

## Intellectual Property and Technology Commercialization

**118** newly issued patents for Sandia technologies

**188** filed patent applications

**564** active commercial licenses

**320** executed government agreements and amendments

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

**16,736** Sandia Employees **NM - 13,361**

**8,234** Advanced Degrees **NM - 6,541**

**8,532** R&D Scientists, Engineers & Technologists **NM - 6,886**

**2,050** Hires **NM - 1,587**

## COMMITMENT TO SMALL BUSINESS

**3** *in-person Sandia-hosted Small Business Forums attended by over 270 companies*

**5** *small business companies participating as Protégés in Sandia's Mentor-Protégé Program*

**7** *consecutive years of exceeding small business goals and proceeding toward sustaining 61% small business utilization*

**32** *local, state, national, and virtual small business events attended*

**67** *percent of all Sandia suppliers are small businesses*

**79** *virtual one-on-one interactions with current and potential suppliers during our monthly office hours*

**506** *new small businesses supporting Sandia's mission*

## TOP 5 SUBCONTRACTING INDUSTRIES

### Invoiced Amount TOTAL

- Research and Development in the Physical Engineering and Life Sciences
- Computer Related Services
- Commercial and Institutional Building Construction
- Engineering Services
- Analytical Laboratory Instrument Manufacturing

### Invoiced Amount New Mexico

- Commercial and Institutional Building Construction
- Computer Facilities Management Services
- Engineering Services
- Electronic Computer Manufacturing
- Computer Related Services

### Invoiced Amount California

- Computer Related Services
- Commercial and Institutional Building Construction
- Research and Development in the Physical, Engineering, and Life Sciences
- Semiconductor Machinery Manufacturing
- Software Publishers

# 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 five Protégé companies in this partnership program.*

**compunetics**  
excellence, measured in microns.

*"We are excited to be a part of the Mentor Protégé Program and have enjoyed Sandia's dedication, involvement, and activities to date. We are quite hopeful for the opportunities during the next two years of the program and beyond."*



*"Mentor-Protege program's significant impact on Pluma is clear. As a Protege, we've experienced comprehensive business growth. Strongly recommended for any company aiming for higher success."*



*"Our support from the Sandia organization and personnel has been outstanding. We have gained knowledge that will make us more effective for Sandia and other customers."*



*"The presentations and workshops have helped to further our understanding of development topic areas and how CeLeen can enhance and deepen our operational procedures."*



*"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."*

## Business Point of Contact:

www.sandia.gov | Email: [supplier@sandia.gov](mailto: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



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SAND2023-14735M



## SUPPLIER DIVERSITY TEAM

*Left to right: Brandi Aoulosleman, Patricia Brown, Leonardo Valencia, Royina Lopez, Zach Mikelson (Small Business Program Manager), Megan Weaver, Patricia Sena*