

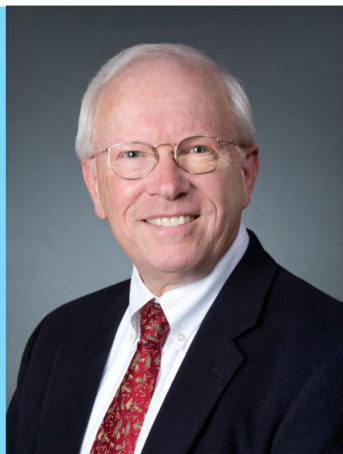
# ECONOMIC **IMPACT** 2018







# Sandia Program Portfolios



**Dr. Stephen Younger**

Laboratories Director

*"Diverse suppliers are integral to Sandia's success. We are committed to partnering and building relationships with highly qualified small businesses to fulfill our missions and spur economic growth in New Mexico and across the country."*

N

## 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.



G

## GLOBAL SECURITY



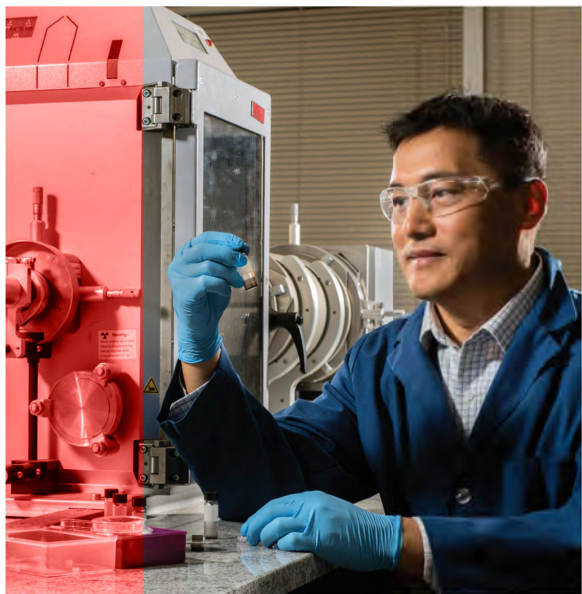
We protect the United States from threats at home and abroad by developing the technical expertise to monitor and assess emerging dangers, guard materials and critical assets, and respond to crises.





# N

## 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.*



# E

## 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.*



# A

## 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.*





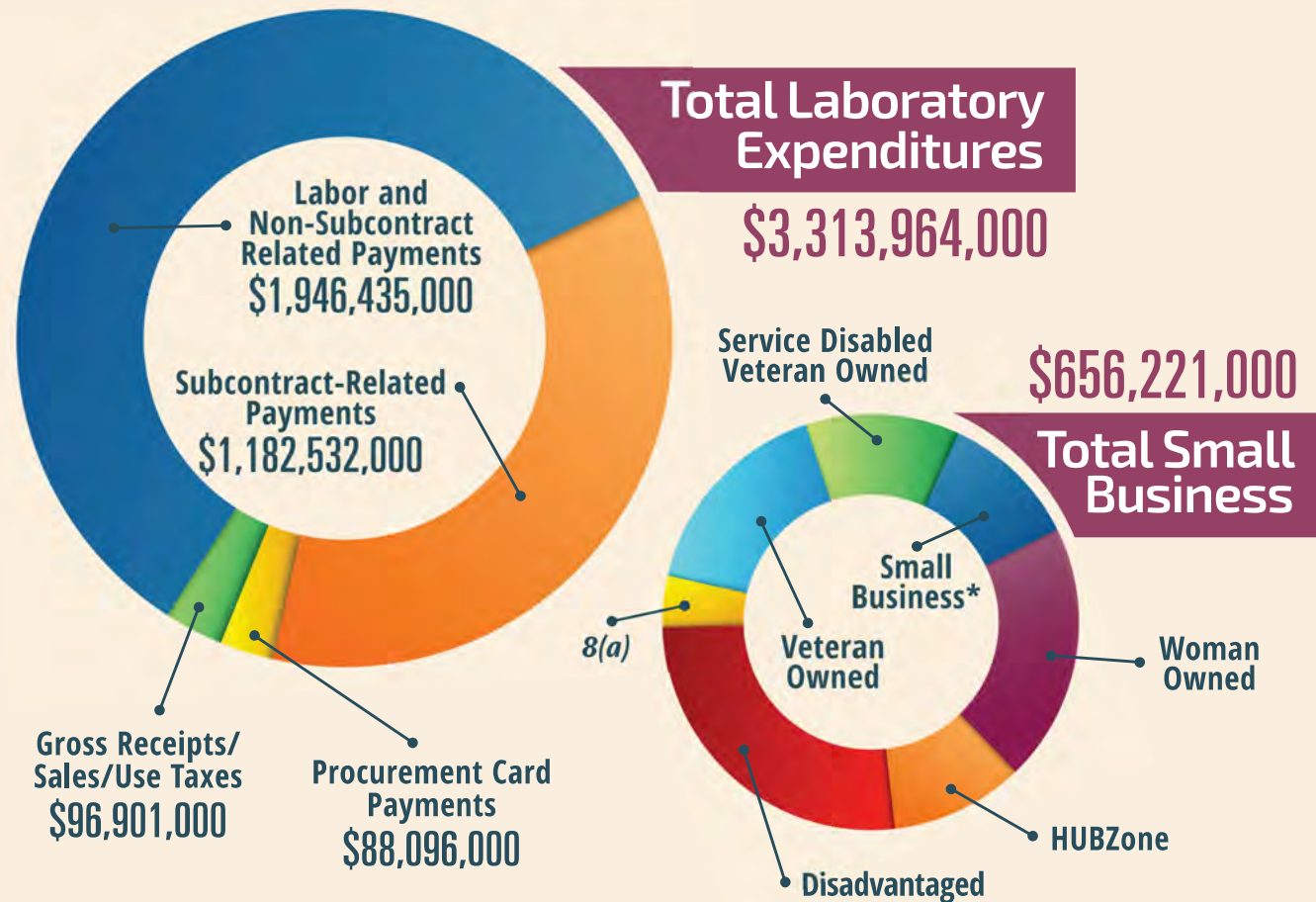
# 2018 Economic Impact



**Jolyn A. Maheras**

Director, Integrated Supply Chain Management

*"The strength of Sandia's supply chain is built on a diverse and qualified supplier community. We are fully committed to nurturing small business partnerships to achieve our national security mission and further economic prosperity."*



**S**

## Subcontract-Related Payments

This represents dollars paid to purchase goods and services. More than 460 new small businesses supported Sandia's mission in fiscal year 2018. Small businesses represent 65 percent of all Sandia suppliers.

**G**

## Gross Receipts Taxes

Sandia paid \$95,109,000 to the State of New Mexico in gross receipts tax.

*\*non-minority, non-woman, non-HUBZone, non-veteran owned*



## S Subcontract-Related Payments

	Total	New Mexico	California
Small Business**	\$656,221,000	\$317,325,000	\$91,600,000
Other than Small Business	\$526,311,000	\$144,895,000	\$61,166,000
<b>Total</b>	<b>\$1,182,532,000</b>	<b>\$462,220,000</b>	<b>\$152,766,000</b>
Small Business*	\$70,521,000	\$14,124,000	\$33,508,000
Woman Owned Small Business	\$132,151,000	\$93,419,000	\$16,746,000
HUBZone Small Business	\$68,623,000	\$46,504,000	\$0
Small Disadvantaged Business	\$173,392,000	\$86,773,000	\$26,889,000
8(a)	\$26,234,000	\$14,566,000	\$188,000
Veteran Owned Small Business	\$106,753,000	\$40,404,000	\$8,256,000
Service Disabled Veteran Owned Small Business	\$78,547,000	\$21,535,000	\$6,013,000

## N New Mexico

<b>New Mexico Total Procurement Impact</b>	<b>\$475,546,000</b>
New Mexico Subcontract Payments	\$462,220,000
As a Percent of Total Subcontract Payments	39%
New Mexico Procurement Card Payments	\$13,326,000
As a Percent of Total Procurement Card Payments	15%

## C California

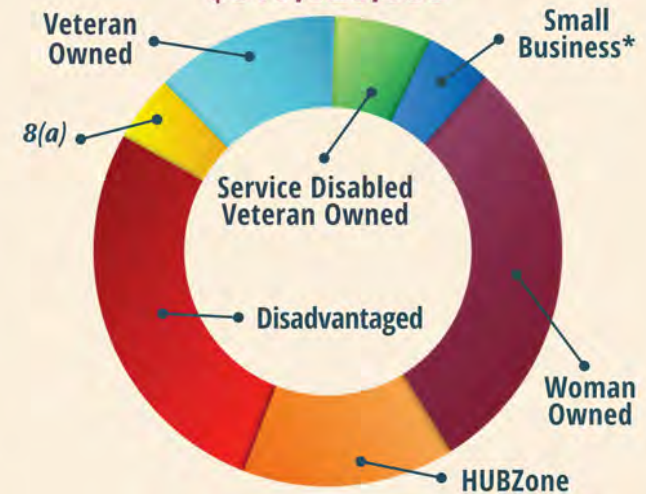
<b>California Total Procurement Impact</b>	<b>\$172,423,000</b>
California Subcontract Payments	\$152,766,000
As a Percent of Total Subcontract Payments	13%
California Procurement Card Payments	\$19,657,000
As a Percent of Total Procurement Card Payments	22%

\*\*New Mexico Small Business Subcontracting Payments are 48% of Total Small Business Subcontract Payments and 69% of Total New Mexico Subcontract Payments.

\*\*California Small Business Subcontracting Payments are 14% of Total Small Business Subcontract Payments and 60% of Total California Subcontract Payments.

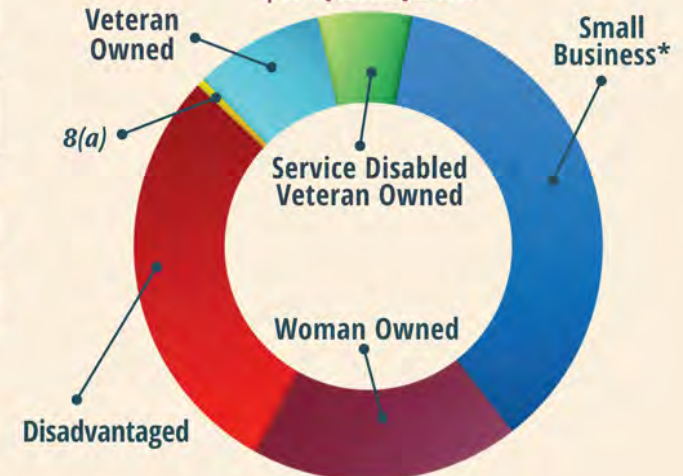
## NM Small Business

**\$317,325,000**



## CA Small Business

**\$91,600,000**







# Intellectual Property and Technology Commercialization

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

144

*newly issued patents  
for Sandia technologies*

595

*active commercial licenses*

219

*patent applications filed*

235

*executed government agreements  
and amendments*

C

## COMMUNITY INVOLVEMENT



### Give

**\$4.5M** from employees to non-profits through United Way of Central New Mexico

**\$1.4M** from National Technology & Engineering Solutions of Sandia to nonprofits in the areas of education, family stability and leadership

**1,000+** retired computers and accessories from Sandia Labs to more than 40 New Mexico schools

**4,000** holiday gifts from employees to children in need

### Serve

**8** Sandia Serves Saturdays

Sandia physicist Rosalie Multari named 2018 Volunteer of the Year by the Mayor of Albuquerque

### Inspire

Family Science Nights

Family Math Nights

Crime Scene Investigation Dognapping Program

NM Electric Car Challenge

Department of Energy Regional Science Bowls

Science, Technology, Engineering and Math Workshops and Awards



T

## 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

**188** New Mexico small businesses assisted

**61** Sandia principal investigators across **46** departments participated

### Sandia Science & Technology Park

**2,059** employees

**47** companies and organizations

**26** buildings

Impact on Taxable Personal Consumption **\$388.7M\***

Impact on Gross Receipts Tax Revenue to the City of Albuquerque **\$6.6M\***

Impact on Gross Receipts Tax Revenue to the State of New Mexico **\$15.4M\***

Wage and Salary Disbursement **\$747.7M\***

\*This reflects a two-year period.

### Entrepreneurial Separation to Transfer Technology

**4** Sandians left to start a small business

**1** Sandian left to expand a small business

### Center for Collaboration and Commercialization

**22** Entrepreneur Events / **1,256** Participants

To learn more about the Center for Collaboration and Commercialization (C3), visit [www.C3abq.com](http://www.C3abq.com), or stop by our new partnership space in downtown Albuquerque at 101 Broadway NE.





## S SANDIA'S FY18 SUBCONTRACTING GOALS

*Managed & Operated by  
National Technology & Engineering  
Solutions of Sandia, LLC*

Small Business **52%**

Small Disadvantaged Business **10%**

Woman Owned **10%**

HUBZone **3%**

Veteran Owned **5%**

Service Disabled Veteran Owned **3%**

## T 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
- Plumbing, Heating, and Air-Conditioning Contractors
- Engineering Services

### Invoiced Amount California

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

**12,769**

Sandia Employees

**6,808**

Advanced Degrees

**6,611**

R&D Scientists, Engineers & Technologists

**2,342**

Hires

## Sandia's Employment

In FY18, Sandia's 2,342 hires included regular and limited-term employees, students, postdoctoral researchers, and faculty. In addition, more than 800 students participated in year-round internships, 90 percent at the New Mexico site and 10 percent at the California site.

# B

## BECOME A SANDIA SUPPLIER

**Do your research** Is Sandia your market? Know who we are, what we buy, and how we buy.

**Sell your capabilities** How can you help Sandia meet its requirements? Identify how you are unique in areas such as innovation, technical expertise, safety, business acumen, financial strength, quality systems, and prior experience.

**Supply best value** Demonstrate sustained high performance in cost, quality, safety, and on-time delivery for products and services. Ensure customer focus and satisfaction, and continue to improve.

**Make contact** Forge relationships, build trust, stay engaged, and be patient.

**Prevent and detect** Keep suspect/counterfeit and fraudulent items from entering Sandia's supply chain.

**PROCESS:**

- Get a DUNS#
- Identify your primary NAICS codes
- Registration in SAM.gov is strongly encouraged
- Subscribe to Sandia's Business Opportunities Website

### Business Point of Contact:

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



**Sandia National Laboratories**

Published by: Supply Chain Risk Management  
and Supplier Diversity Department

Sandia National Laboratories is a multimission laboratory managed and operated by National Technology & Engineering Solutions of Sandia, LLC, a wholly owned subsidiary of Honeywell International Inc., for the U.S. Department of Energy's National Nuclear Security Administration under contract DE-NA0003525. SAND2018-14079 R

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



### Paul R. Sedillo

Manager,  
Small Business Program,  
Supply Chain Risk  
Management and  
Supplier Diversity

*"Sandia National Laboratories has a mission to seek, grow, and partner with the small business community. Together we can meet the complex and important work asked of us by our great country. In keeping with our vision to be the nation's premier science and engineering laboratory for national security and technology, we pursue the best and brightest and ensure that together we will respond when tasked. Our economy is stronger when small businesses are thriving. Sandia needs to lead the way in ensuring we are doing our part for the small business community."*

### Supplier Diversity Team



*We value customer-focused companies that are financially healthy, innovative, and responsive. Our suppliers share Sandia's commitment to success in our national security mission.*