

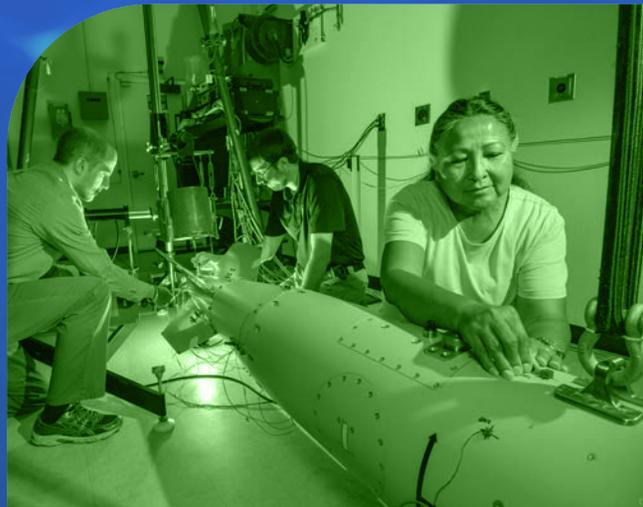


SANDIA NATIONAL LABORATORIES

# ECONOMIC IMPACT



2019



# SANDIA



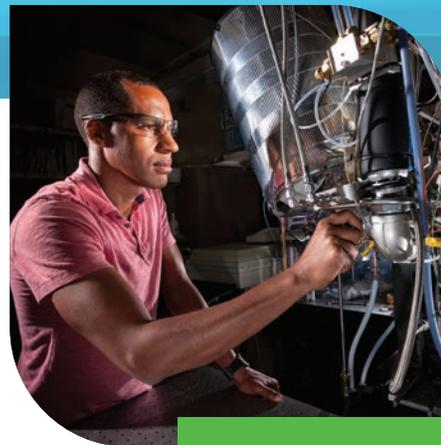
## Program Portfolios



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

*Sandia National Laboratories is committed to partnering with highly qualified, diverse small-business suppliers who promote innovation and contribute to our mission success. Together we deliver excellence in technology and spur economic growth in New Mexico and across the country.*

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.*

## GLOBAL SECURITY

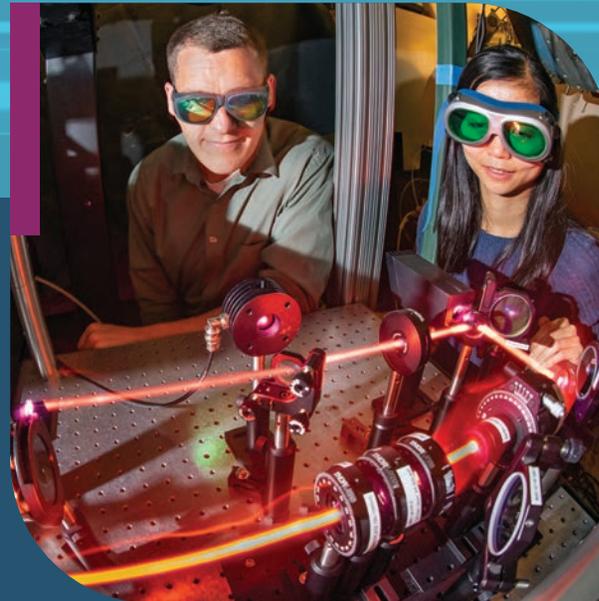
*We protect the United States from threats at home and abroad by developing the technical expertise to monitor and assess emerging dangers, guard materials and critical assets, and respond to crises.*

## 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.*

# 2019



## Economic Impact



**Jolyn A. Maheras**

Director, Integrated Supply Chain Management

*Sandia has demonstrated its commitment to the small business community through annually increasing small business goals, the 5% New Mexico small business pricing preference, and the newly launched Mentor-Protégé Program. We look forward to continuing to build relationships with small and diverse suppliers to achieve our national security mission and spur economic growth in New Mexico and across the country.*

**Total Laboratory Expenditures**

**\$3,677,476,000**

**Labor and Non-Subcontract Related Payments**  
**\$2,168,051,000**

Other than Small Business \$536,949,000

Small Business \$784,153,000

**Subcontract-Related Payments**  
**\$1,321,102,000**

**Corporate Taxes**  
**\$98,090,000**

**Procurement Card Purchases**  
**\$90,234,000**

### Subcontract-Related Payments

This represents dollars paid to purchase goods and services.

### Gross Receipts Taxes

Sandia paid \$96,581,000 to the State of New Mexico in gross receipts tax.

# SUBCONTRACT-RELATED PAYMENTS

## OVERALL

## NEW MEXICO

\$1,321,102,000	Total Subcontract Payments	\$509,413,000
\$784,153,000	Total Small Business	\$363,969,000
\$348,129,000	Small Business*	\$139,748,000
\$202,531,000	Disadvantaged	\$107,458,000
\$152,043,000	Woman-Owned	\$102,488,000
\$143,735,000	Veteran-Owned	\$54,148,000
\$107,004,000	Service-Disabled Veteran-Owned	\$30,193,000
\$71,694,000	HUBZone	\$47,021,000



## NEW MEXICO

<b>New Mexico Total Procurement Impact</b>	<b>\$521,960,000</b>
Subcontract Payments	\$509,413,000
Small Business	\$363,969,000
Other than Small Business	\$145,444,000
As Percent of Total Subcontract Payments	39%
Procurement Card Payments	\$12,547,000



## CALIFORNIA

<b>California Total Procurement Impact</b>	<b>\$205,829,000</b>
Subcontract Payments	\$184,236,000
Small Business	\$121,679,000
Other than Small Business	\$62,557,000
As Percent of Total Subcontract Payments	14%
Procurement Card Payments	\$21,593,000

*\*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.*

# Sandia's Employment

In FY19, Sandia National Labs grew to more than 14,000 employees, creating more than 1,100 new jobs. Sandia hired 1,912 regular, temporary, postdoctoral researchers and faculty employees during the fiscal year to fill new positions and backfilled about 800 positions due to attrition. In addition, Sandia hired 849 student interns during the fiscal year.



**14,014**

Sandia Employees

NM - 12,371

**7,117**

Advanced Degrees

NM - 6,131

**7,206**

R&D Scientists, Engineers & Technologists

NM - 6,320

**1,912**

Hires

NM - 1,645

## Community Involvement

### GIVE:

**\$4M** from employees to nonprofits 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

**1,250+** retired computers and accessories from Sandia Labs to more than **80** New Mexico schools

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

### INSPIRE:

Family Science Nights

Family Math Nights

CSI Dognapping Program

NM Electric Car Challenge

DOE Regional Science Bowls

Science, Technology, Engineering and Math

Workshops and Awards



## Technology and Economic Development

Sandia manages economic development programs that leverage the people, technologies, and facilities of the Labs to deploy technology in support of Sandia's mission and to create jobs.

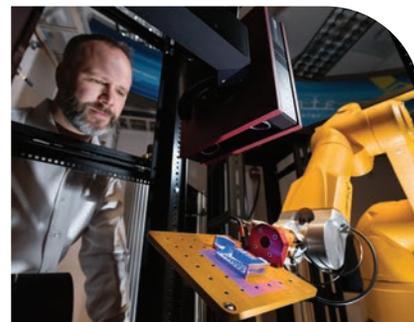
### New Mexico Small Business Assistance

Sandia provided **\$2.4M** of technical assistance

### Center for Collaboration and Commercialization

**20** Entrepreneur Events / **745** 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.



## Intellectual Property and Technology Commercialization

**150** newly issued patents for Sandia technologies

**204** filed patent applications

**577** active commercial licenses

**230** executed government agreements and amendments

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

# COMMITMENT TO SMALL BUSINESS

**3** consecutive years of exceeding small business goals and proceeding towards sustained 60% small business utilization

**8** Sandia-hosted Small Business Open Houses attended by 431 suppliers

**25** local, state, and national small business events attended

**45** acquisitions offered the 5% New Mexico pricing preference

**63** one-on-one interactions with current and potential suppliers at the C3 Lobo Rainforest building in downtown Albuquerque

**65%** of all Sandia suppliers are small business

**100%** internal Small Business Steering Committee goals met, demonstrating Sandia's small business commitment

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

# TOP 5 SUBCONTRACTING INDUSTRIES

## Invoiced Amount TOTAL

- Computer Related Services
- Commercial and Institutional Building Construction
- Research and Development in the Physical, Engineering, and Life Sciences
- Electronic Computer Manufacturing
- Engineering Services

## Invoiced Amount New Mexico

- Computer Related Services
- Commercial and Institutional Building Construction
- Electronic Computer Manufacturing
- Engineering Services
- Machine Shops

## Invoiced Amount California

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



# BECOME A SANDIA SUPPLIER

## Sell your capabilities:

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

## Supply best value:

- Demonstrate your sustained high performance in quality, safety, and on-time delivery for products and services at a competitive cost. Demonstrate how you ensure customer focus/satisfaction and how you continually develop your business.

## Secure the supply chain:

- Prevent suspect/counterfeit and fraudulent items from entering Sandia's supply chain.

## Learn about Sandia's small-business programs:

- **Small Business Forum Series**
  - Use these forums to learn how to do business with Sandia and to network with advocates, buyers, technical personnel, and other Sandia professionals.
- **New Mexico Small Business 5% Pricing Preference**
  - Ask about the 5% pricing preference for eligible New Mexico small businesses on competitive procurements valued at up to \$5M.
- **Sandia's Mentor-Protégé Program**
  - Learn about Sandia's Mentor-Protégé Program by contacting Sandia's business POC or by visiting [Sandia.gov](http://Sandia.gov) (navigate to Partnerships > Small Business Utilization > Sandia's Mentor-Protégé Program).



## Supplier Diversity Team

*Left to right: Leonardo Valencia, Eric Lochausen, Delfina Salazar, Paul Sedillo (Small Business Program Manager), Shannon Mulligan, Gabriel Hollimon, Patricia Brown, Marie Myszkier*

## Business Point of Contact:

[www.sandia.gov](http://www.sandia.gov)

Email: [supplier@sandia.gov](mailto:supplier@sandia.gov)

Phone: 1-800-765-1678

## PROCESS:

Get a DUNS #

Identify your primary NAICS codes

Registration in SAM.gov is strongly encouraged

Register in Sandia's iSupplier and subscribe to Sandia's Business Opportunities Website

Come meet with Sandia

– Monthly C3 Office Hours – UNM Lobo Rainforest Building

– FY2020 Sandia Small Business Forums

– Local, state, and national small business conferences



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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*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. SAND2019-15257 R*