“Diverse small-business suppliers are integral to the mission success of Sandia National Laboratories. They promote innovation and help Sandia deliver cutting-edge technology to the marketplace. We are committed to partnering with small businesses to achieve our national security missions while strengthening the local and national economies.”

**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.

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.

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.
David J. Dietz
Director, Integrated Supply Chain Management

“Sandia National Labs depends on our diverse, small-business supplier base that brings technical experience, ingenuity and responsiveness. We are committed to 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 further economic prosperity.”

2020 Economic Impact

Total Laboratory Expenditures $3,764,324,000

Labor and Non-Subcontract Related Payments $2,259,275,000

Subcontract-Related Payments $1,332,243,000

Other than Small Business $539,310,000
Small Business $792,933,000

Corporate Taxes $100,291,000
Procurement Card Purchases $72,516,000

Gross Receipts Taxes
Sandia paid $97,989,000 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

#### OVERALL

<table>
<thead>
<tr>
<th>Category</th>
<th>Total Subcontract Payments</th>
<th>Total Small Business</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>$1,332,243,000</strong></td>
<td><strong>$792,933,000</strong></td>
<td></td>
</tr>
</tbody>
</table>

#### NEW MEXICO

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Small Business</strong></td>
<td><strong>$158,852,000</strong></td>
</tr>
<tr>
<td><strong>Disadvantaged</strong></td>
<td><strong>$96,314,000</strong></td>
</tr>
<tr>
<td><strong>Women-Owned</strong></td>
<td><strong>$87,872,000</strong></td>
</tr>
<tr>
<td><strong>Veteran-Owned</strong></td>
<td><strong>$51,793,000</strong></td>
</tr>
<tr>
<td><strong>Service-Disabled Veteran-Owned</strong></td>
<td><strong>$26,471,000</strong></td>
</tr>
<tr>
<td><strong>HUBZone</strong></td>
<td><strong>$33,301,000</strong></td>
</tr>
</tbody>
</table>

#### NEW MEXICO Total Procurement Impact

- **Subcontract Payments**: $473,075,000
- **Small Business**: $349,735,000
- **Other than Small Business**: $123,340,000
- **As Percent of Total Subcontract Payments**: 36%
- **Procurement Card Payments**: $9,504,000

#### CALIFORNIA

- **Subcontract Payments**: $193,474,000
- **Small Business**: $127,592,000
- **Other than Small Business**: $65,882,000
- **As Percent of Total Subcontract Payments**: 15%
- **Procurement Card Payments**: $16,596,000

In FY20, Sandia National Labs grew to more than 14,400 employees, creating about 460 new jobs. Sandia hired 1,198 regular, temporary, postdoctoral researchers, and faculty employees during the fiscal year to fill new positions, as well as backfill about 740 positions due to attrition. In addition, Sandia hired more than 1,200 student interns during the fiscal year.

### 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

#### Center for Collaboration and Commercialization
16 entrepreneur events / 763 participants

### Intellectual Property and Technology Commercialization
- **136** newly issued patents for Sandia technologies
- **223** filed patent applications
- **566** active commercial licenses
- **279** executed government agreements and amendments

To learn more about the Center for Collaboration and Commercialization (C3), visit [www.C3abq.com](http://www.C3abq.com).

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

### Sandia’s Employment
In FY20, Sandia National Labs grew to more than 14,400 employees, creating about 460 new jobs. Sandia hired 1,198 regular, temporary, postdoctoral researchers, and faculty employees during the fiscal year to fill new positions, as well as backfill about 740 positions due to attrition. In addition, Sandia hired more than 1,200 student interns during the fiscal year.

- **14,454** Sandia Employees
- **7,877** Advanced Degrees
- **7,547** R&D Scientists, Engineers & Technologists
- **1,198** Hires

*For the breakdown of employees by state, see the image.*
COMMITMENT TO SMALL BUSINESS

2 Sandia-hosted Small-Business Forums attended by 129 suppliers. One hosted in Carlsbad, NM — a Sandia first

3 Small-business companies selected to participate as protégés in Sandia’s new Mentor-Protégé Program

4 Consecutive years of exceeding small-business goals and proceeding toward sustaining 60% small-business utilization

12 Local, state, national, and virtual small-business events attended

41 Acquisitions offered the 5% New Mexico pricing preference

70 Percent of all Sandia suppliers are small businesses

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

548 New small businesses supporting Sandia’s mission

TOP 5 SUBCONTRACTING INDUSTRIES

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

Invoiced Amount TOTAL

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

Invoiced Amount New Mexico

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

Invoiced Amount California

- Commercial and Institutional Building Construction
- Computer Related Services
- Semiconductor and Related Device Manufacturing
- Semiconductor Machinery Manufacturing
- 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.

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 at:
  – Monthly C3 office Hours - UNM Lobo Rainforest Building or virtually
  – FY2021 Sandia Small-Business Forums
  – Local, state, national, and virtual small-business conferences

Business Point of Contact:
www.sandia.gov
Email: supplier@sandia.gov
Phone: 1-800-765-1678

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

“Sandia’s small-business spend has continued to remain high despite the challenges that so many businesses are facing. It is hard work and resiliency that make small businesses special. As Sandia’s Small Business Program Manager, I am dedicated to doing everything that I can to ensure that small and diverse businesses have every opportunity to work with Sandia National Labs. Our supplier diversity team is passionate about what we do and know that the relationships that exist between Sandia and its small businesses are vital to the labs and our nation.”