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Date: July 15, 2019

To: SNL-MANAGERS

Sandia is committed to subcontracting with small businesses. They contribute to our mission success, promote innovation, and help build the local and regional economies.

More than \$650 million in Sandia procurements went to small businesses in FY18, and small-business utilization will increase this year and into the future. Our goal is to award 54% of subcontracts to small companies in FY19, rising to 60% by FY22. We are currently meeting the FY19 goal.

Sandia actively seeks capable companies including small disadvantaged, woman-owned, historically underutilized business zone, veteran-owned, and service-disabled veteran-owned businesses to support the Labs' missions. Small companies are responsive, flexible, and competitive, and make excellent business partners.

I challenge you to incorporate small businesses into all phases of your acquisition planning and execution. It is mandated by federal law and our prime contract, and it's the right thing to do.

We have launched several initiatives to identify and promote small-business opportunities. I encourage you to look into them:

- The Small Business Steering Committee is led by a Supplier Diversity team member and includes procurement representatives from each division who assign and monitor specific small-business goals. The teams work to develop strategies to increase small-business utilization.
- Supplier Open Houses in Albuquerque and Livermore allow small businesses to meet with Sandia's Supplier Diversity team, subcontracting professionals, and technical staff. More than 1,000 companies have attended over the past two-and-a-half years and learned how to do business with the Labs.
- The New Mexico 5% small-business pricing preference offers developing companies a chance to compete and grow. The preference could apply to subcontract awards in such areas as research and development, customized equipment, professional services, commercial items, and information technology.

Please join me in supporting small businesses by giving them the opportunity to combine their skills and innovation with ours as we work together to achieve mission success.

— *Steve Younger*