

Technology Ventures Corporation

- Technology Ventures Corporation (TVC) identifies technologies with commercial potential, coordinates the development of business and management capabilities, and seeks sources of capital investment for entrepreneurs and startups. TVC is a nonprofit charitable foundation funded by Lockheed Martin Corporation and the U.S. Department of Energy.
- Since 1993, TVC has helped form 121 new companies, facilitated nearly \$1.2B in investments, and helped grow 13,518 new technology jobs for the state of New Mexico.
- TVC does not charge fees for its services to investors or entrepreneurs.
- The TVC Deal Stream Summit fosters private investment partnerships among innovators with the labs, investors, and entrepreneurs. This annual summit allows hundreds of companies to receive funding that fuels the commercialization of Sandia's research and development and intellectual property.
- For additional information on TVC, please visit: www.techventures.org.

Community Involvement

- Sandia National Laboratories is the largest corporate contributor to the United Way of Central New Mexico. Our employees and retirees contributed more than \$4.6M in 2012.
- Lockheed Martin—on behalf of Sandia National Laboratories—donated over \$1.4M to local community nonprofit organizations during 2012.
- Our employees, retirees, and contractors logged over 100,000 volunteer hours; 260 employees received the President's Volunteer Service Award.
- Our volunteer activities included participating in Make a Difference Day, completing our 12th Habitat for Humanity home, being part of regular employee blood drives, and sewing blankets for Project Linus.
- Employees generously donated more than 2500 books, a truckload of school supplies, 450 holiday gifts, and 500 pairs of new shoes to local children.

K-12 Education Partnerships

- Family Science Night provided an evening of bilingual, hands-on science for more than 4,200 students and their families at 55 elementary schools.
- Family Math Night provided an evening of math fun for over 800 students and their families at 20 elementary schools.
- Manos, Dream Catchers, and HMTech programs encouraged over 350 under-represented youth to consider science, technology, engineering, and math careers.
- Over 500 middle and high school students participated in the New Mexico Regional Department of Energy Science Bowl and over 250 middle school students participated in the NM Hydrogen Fuels Challenge.
- Sandia supports science and math teacher professional development including scholarships for National Board Certification in science or math, conferences, and workshops.
- For more information: <http://www.sandia.gov/about/community/index.html>



It's a big deal.

Published by: **Small Business Utilization**



Sandia National Laboratories ECONOMIC IMPACT

on the State of New Mexico

Paul Hommert
President and Laboratories Director



"Sandia National Laboratories is committed to partnering with qualified, diverse small business suppliers who assist us in achieving our national security mission. Our relationship with the small business community contributes to furthering the economic prosperity of New Mexico and our country."

Business Point of Contact

1-800-765-1678

E-mail: supplier@sandia.gov



Sandia National Laboratories is a multi-program laboratory managed and operated by Sandia Corporation, a wholly owned subsidiary of Lockheed Martin Corporation, for the U.S. Department of Energy's National Nuclear Security Administration under contract DE-AC04-94AL85000. SAND 2012-9908P Sandia Creative Group 284-2905 LW-11-12

National Security Missions

At Sandia, national security is our business. We apply advanced science and engineering to help our nation and allies detect, repel, defeat, or mitigate national security threats. Our national security mission has grown from responding to the threat of the Cold War to countering a range of threats—some nuclear, others involving chemical and biological weapons of mass destruction, and other acts of terrorism.



Nuclear Weapons

Sandia's primary mission is ensuring the U.S. nuclear arsenal is safe, secure, reliable, and can fully support our nation's deterrence policy.



Defense Systems & Assessments

We provide technical solutions for global security by engineering and integrating advanced science and technology to help defend and protect the United States.



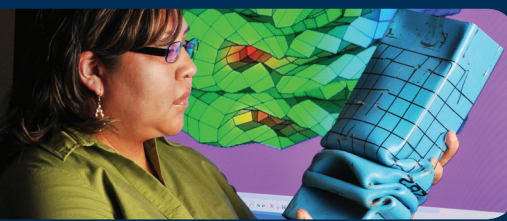
Energy, Climate, & Infrastructure Security

Sandia enhances the nation's security and prosperity through sustainable, transformative approaches to our most challenging energy, climate, and infrastructure problems.



International, Homeland, & Nuclear Security

We provide the most effective and efficient technologies and enterprise-level solutions to the nation's highest-priority risks associated with weapons of mass destruction and catastrophic incidents.



Research Foundations

Committed to science with the mission in mind, Sandia creates innovative, science-based, systems-engineering solutions to our nation's most challenging national security problems.



Sandia National Laboratories

www.sandia.gov

2012 Sandia Economic Impact

2012 data are based on Sandia's fiscal year beginning October 1, 2011, and ending September 30, 2012. While Sandia spends a large portion of its funding within the state, its economic footprint is thought to be much larger than the actual dollars it spends. Economic impact models suggest that the effect Sandia has on New Mexico's economy is approximately three times the total amount Sandia spends on purchases and salaries.

The data represented in this brochure have been derived from Sandia's corporate financial system as it pertains to payments made. The following charts and explanations are provided to expand on the financial impact from Sandia's spending. (all numbers rounded)

Total Laboratory Expenditures \$2,472,131,000



Contract-Related Payments

- FY 2012 Contract-Related Payments represent dollars paid to purchase goods and services.
- FY 2012 totals include purchase-order-related dollars paid, staff augmentation compensation, and staff augmentation travel expenses.
- FY2012 Total Contract-Related Payments – of the \$896,294,000 in contract-related payments, 45% or \$401,992,000 were paid to New Mexico businesses.
- Of the FY 2012 Total Contract-Related Payments in New Mexico, 64% or \$255,920,000 was paid to small businesses.

Employment

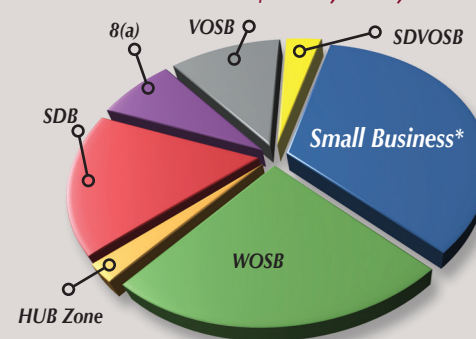
- Sandia employs 9,957 regular and temporary employees of which 8,868 work at the New Mexico site. In addition, Sandia uses the services of 833 staff augmentation contractors.
- Sandia maintains a diverse workforce. At the New Mexico site, our workforce is composed of 68% men, 32% women, and 31% minorities.
- In FY 2012, out of 1,307 new hires, 268 graduated from a New Mexico university. Currently, 437 students are participating in year-round internships.

Contract-Related Payments

Small Business	National	New Mexico
Small Business (just small)	\$158,939,000	\$43,994,000
Woman-Owned Small Business (WOSB)	\$113,381,000	\$91,285,000
HUB Zone Small Business	\$11,707,000	\$4,600,000
Small Disadvantaged Business (SDB)	\$83,783,000	\$68,827,000
8(a)	\$36,354,000	\$31,091,000
Veteran-Owned Small Business (VOSB)	\$51,977,000	\$14,364,000
Service-Disabled Veteran-Owned Small Business (SDVOSB)	\$16,591,000	\$1,759,000
Small Business Total	\$472,732,000	\$255,920,000
Other than Small Business	\$423,562,000	\$146,072,000
Total Contract-Related Payments	\$896,294,000	\$401,992,000

New Mexico Total Contract Payments.....	\$401,992,000
As a percent of total contract payments	45%
New Mexico Total Small Business Payments.....	\$255,920,000
As a percent of total New Mexico contract payments.....	64%
Total P-Card	\$65,150,000
New Mexico P-Card.....	\$11,407,000
As a percent of total P-card.....	18%

Total Small Business Breakdown – \$472,732,000



*nonminority, nonwoman, nonveteran owned

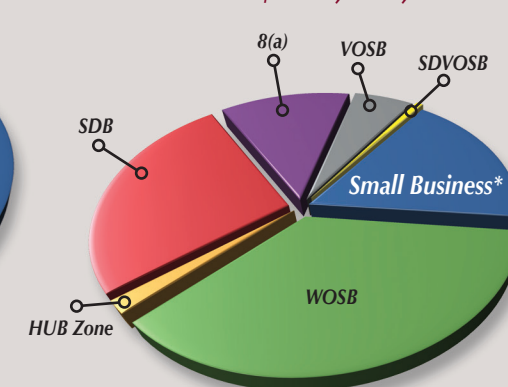
Procurement Cards

FY 2012 Procurement Card purchases – of the \$65,150,000 in related procurement card purchases 18% or \$11,407,000 was spent in New Mexico.

New Mexico Corporate Taxes

Sandia paid \$66,395,000 to the State of New Mexico for corporate taxes.

New Mexico Small Business Breakdown – \$255,920,000



Doing Business with Sandia National Laboratories

Sandia National Laboratories is dedicated to purchasing quality products and services required to meet our national security mission. Sandia partners with companies who share its values of conducting business in an ethical and safe manner while providing quality products and services on time and within budget.

Small Business Utilization

The Small Business Utilization Department is dedicated to strengthening our national, state, and local economies. Sandia's commitment to supplier diversity is key to our mission success and is reflected in our services provided by Small Business Advocates to small and diverse business.

Small Business Programs and Services

○ Business Point of Contact

Provides small and diverse business owners with an overview of how to do business with Sandia; reviews Sandia's expectations of suppliers, and more.

○ Sourcing

Small Business Advocates seek out, discover, and identify qualified potential suppliers to assist Sandia in achieving our national security mission.

○ Business Opportunities Website

Lists potential contract opportunities for products and services at Sandia National Laboratories. Subscribe to the opportunities website at https://supplierportal.sandia.gov/OA_HTML/snl/AbstractQuery.jsp

○ Connections

Sandia connects qualified, capable suppliers with buyers and technical requesters or users to discuss supplier capabilities and customer needs.

○ Small Business Supplier Diversity Activities

Activities include attendance and participation at local and national conferences to seek out and identify qualified potential suppliers and to conduct matchmaking opportunities. Public forums between Sandia, the supplier community, and civic and community leaders to engage in dialogue on issues pertinent to contracting opportunities at Sandia.

Business Point of Contact

www.sandia.gov E-mail: supplier@sandia.gov Phone: 1-800-765-1678

New Mexico Small Business Assistance Program

The New Mexico Small Business assistance Program assists for-profit small businesses in New Mexico to access cutting-edge technologies, solve technical challenges, and gain knowledge from laboratory experts from Sandia National Laboratories. The program was established in 2000 by the New Mexico State Legislature and is capped at \$2.4M annually for Sandia.

The NMSBA Program provides assistance that is

- Not available in the private sector at a reasonable cost
- Available in the form of researcher hours – no equipment or cash can be given to a company
- Valued at up to \$20,000 for small businesses located in rural counties and \$10,000 for small businesses located in Bernalillo County, New Mexico.

In 2011, Sandia provided nearly \$2.4M in technical assistance for 194 New Mexico small businesses in 22 counties. Since 2000, the NMSBA program at Sandia has provided over \$22.2M in assistance to increase performance and design optimization, make products ready for commercial use, reach development goals, and boost productivity.

For more information contact: www.NMSBAprogram.org

Sandia Science & Technology Park

The Sandia Science and Technology Park (SS&TP) is a 300+ acre master-planned technology community.

○ Partners in the SS&TP

Sandia National Laboratories	Albuquerque Public Schools
Technology Ventures Corporation	New Mexico State Land Office
City of Albuquerque	BUILD New Mexico/Union Development Corp.
	SS&TP Development Corporation

○ As of October 1, 2012

- 33 companies and organizations have made SS&TP their home
- SS&TP companies and organizations tenants employ 2,474 people in direct jobs
- Total investment in the park exceeds \$351M

○ According to an Economic Impact Analysis conducted by the Mid-Region Council of Governments

- The average wage in the park is \$74,949 compared to the Albuquerque metropolitan area average of \$42,332.
- The SS&TP has generated \$1.89B in spending on taxable goods and services and contributed \$73.4M in gross receipts taxes to the state and \$10.4M to the city since opening in 1998.

For additional information on the Park, please visit: www.sstp.org