

SANDIA NATIONAL LABORATORIES
2013 **ECONOMIC IMPACT**





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.



Paul Himmert

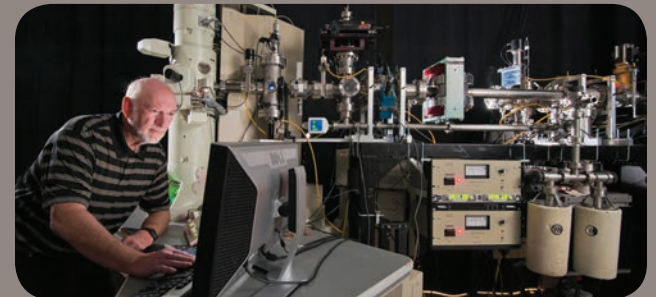
President and Laboratories Director

“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.”

A handwritten signature in white ink, appearing to read "Paul Himmert".

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.



We strive to become the laboratory that the U.S. turns to first for technology solutions to the most challenging problems that threaten peace and freedom for our nation and the globe.

exceptional service in the national interest



2013 Sandia National Laboratories Economic Impact

2013 data are based on Sandia's fiscal year beginning October 1, 2012, and ending September 30, 2013. 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)*

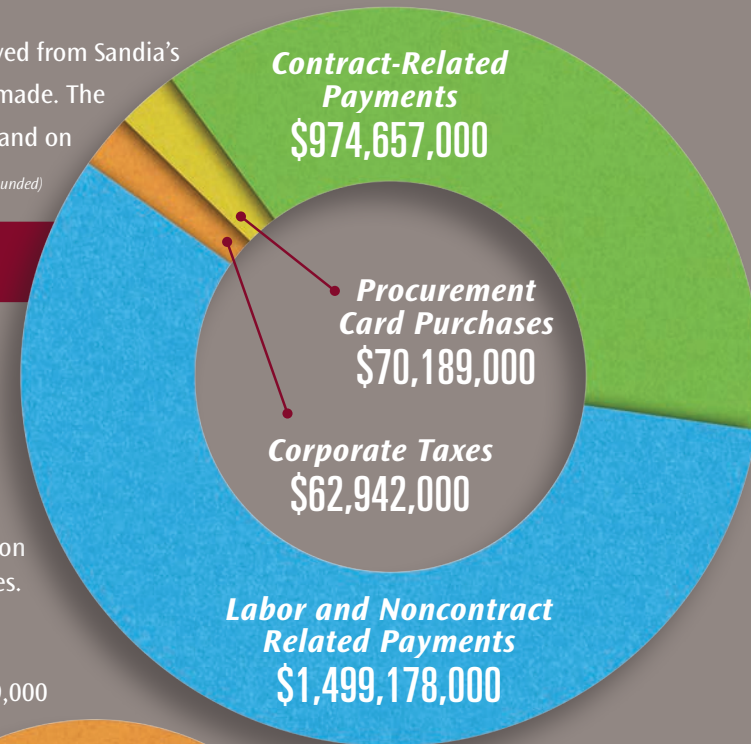


Nancy Davis
Director, Supply Chain

Sandia works with both small and large suppliers who share our values of conducting business in an ethical and safe manner while providing quality products and services on time and within budget.

Total Laboratory Expenditures

\$2,606,966,000



Contract-Related Payments

FY 2013 Contract-Related Payments represent dollars paid to purchase goods and services, including purchase-order-related dollars paid, staff augmentation compensation, and staff augmentation travel expenses.

Procurement Cards

FY 2013 Procurement Card purchases - of the \$70,189,000 in related procurement card purchases:

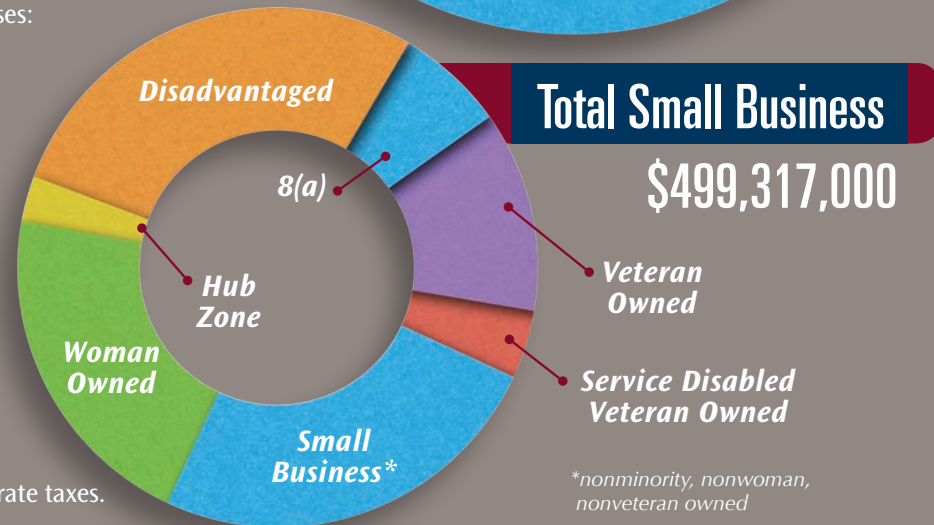
16% or \$11,232,000 was spent in New Mexico

24% or \$16,691,000 was spent in California

Corporate Taxes

Sandia paid \$59,253,000 to the State of New Mexico for gross-receipts tax/corporate taxes.

Sandia paid \$2,548,000 to the State of California for corporate taxes.



**nonminority, nonwoman, nonveteran owned*

Contract-Related Payments

	<i>Total</i>	<i>New Mexico</i>	<i>California</i>
Small Business	\$499,317,000	\$287,070,000	\$55,451,000
Other than Small Business	\$475,340,000	\$133,922,000	\$57,478,000
Total	\$974,657,000	\$420,992,000	\$112,929,000
Small Business*	\$124,900,000	\$33,717,000	\$27,278,000
Woman Owned Small Business (WOSB)	\$104,888,000	\$79,239,000	\$10,890,000
HUB Zone Small Business	\$14,141,000	\$5,133,000	\$146,000
Small Disadvantaged Business (SDB)	\$138,634,000	\$118,278,000	\$7,960,000
8(a)	\$33,583,000	\$27,171,000	\$128,000
Veteran Owned Small Business (VOSB)	\$62,155,000	\$17,428,000	\$5,282,000
Service Disabled Veteran Owned Small Business (SDVOSB)	\$21,016,000	\$6,104,000	\$3,767,000

New Mexico

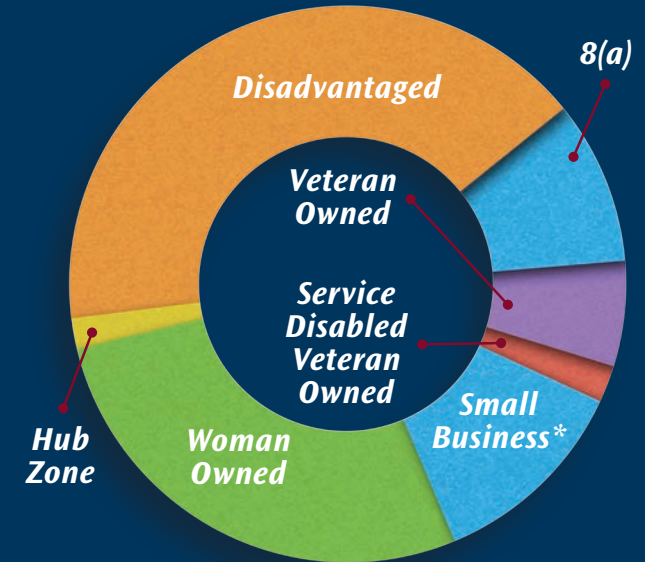
<i>New Mexico Total Contract Payments</i>	\$420,992,000
As a Percent of Total Contract Payments	43%
<i>New Mexico Total Small Business Payments</i>	\$287,070,000
As a Percent of Total New Mexico Contract Payments	68%
Total P-Card	\$70,189,000
New Mexico P-Card	\$11,232,000
As a Percent of Total P-Card	16%

California

<i>California Total Contract Payments</i>	\$112,929,000
As a Percent of Total Contract Payments	12%
<i>California Total Small Business Payments</i>	\$55,451,000
As a Percent of Total California Contract Payments	49%
Total P-Card	\$70,189,000
California P-Card	\$16,691,000
As a Percent of Total P-Card	24%

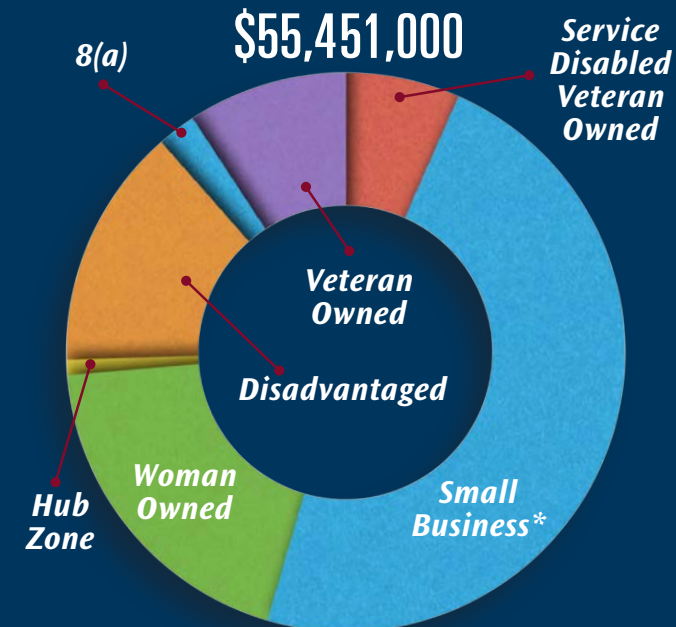
NM Small Business

\$287,070,000



CA Small Business

\$55,451,000



Sandia's Employment

10,597
Sandia Employees

5,000+
Advanced Degrees

5,000
Scientists, Engineers & Technologists

1,602
New Hires

Sandia has 10,597 regular and temporary employees, of whom 9,474 work at the Labs' New Mexico site. Sandia also uses the services of 468 Staff Augmentation Associates; 378 of them work in New Mexico.

Sandia employs more than 5,000 employees with advanced degrees (Master or PhD) and has about 5,000 employees who are classified as scientists, engineers or technologists.

In FY 2013, out of 1,602 new hires, 304 graduated from a New Mexico university and 82 graduated from a California university. There are 537 students participating in year-round internships. At the New Mexico site, 494 students participate in year-round internships.



Community Involvement

Sandians contributed \$5.6M through United Way of Central NM to non-profits in NM, CA, and the nation.

Lockheed Martin, on behalf of Sandia National Laboratories, invested more than \$1.4M in New Mexico nonprofit organizations.

Sandia Serves volunteers logged more than 115,000 hours and completed a 13th Habitat for Humanity House.

Science, Technology, Engineering, and Math (STEM) Education

Sandia provides innovative, science-based, systems-engineering solutions to our nation's most challenging national security problems. The declining numbers of American students who pursue science and engineering degrees is a national concern. Encouraging students to pursue science, technology, engineering, and math (STEM) careers is the goal of our K-12 education programs.

Family Science Nights provided an evening of bilingual, hands-on science for more than 9,000 students and their families in NM and CA.

Family Math Nights provided an evening of bilingual, hands-on math fun for more than 1,400 students and their families in NM.

CroSSLinks Science volunteers in NM and CA linked science to schools and presented hands-on activities to more than 1,200 elementary students.

Manos, Dream Catchers, and Hands – Minds On Technology (HM Tech) programs encouraged over 300 under-represented youths to consider STEM careers.

More than 500 middle and high school students participated in Department of Energy NM or CA Regional Science Bowls.

The NM Hydrogen Fuels Challenge provided an engineering activity for more than 300 NM middle school students.

Eighteen NM high school students explored STEM careers at Sandia through the STAR Fellowship summer program.

Sandia supported 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/education_programs/index.html



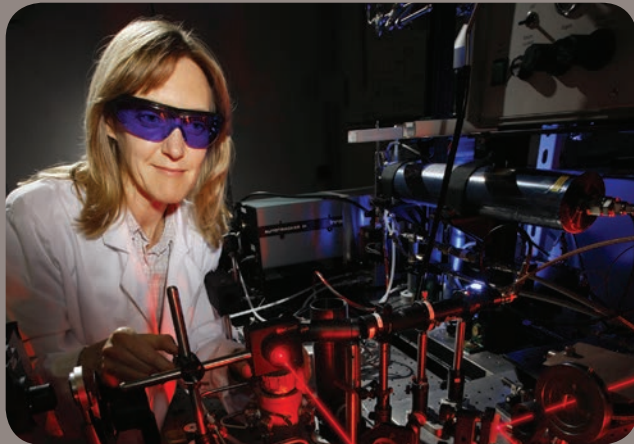
Technology and Economic Development Programs

New Mexico Small Business Assistance

The New Mexico Small Business Assistance (NMSBA) program helps for-profit small companies access cutting-edge technologies, solve technical challenges, and gain knowledge from Sandia experts. In 2012, Sandia provided nearly \$2.4M in technical assistance to 196 New Mexico small businesses in 27 counties.

To learn how NMSBA might benefit your company, visit:

www.NMSBAprogram.org



Entrepreneurial Separation to Transfer Technology

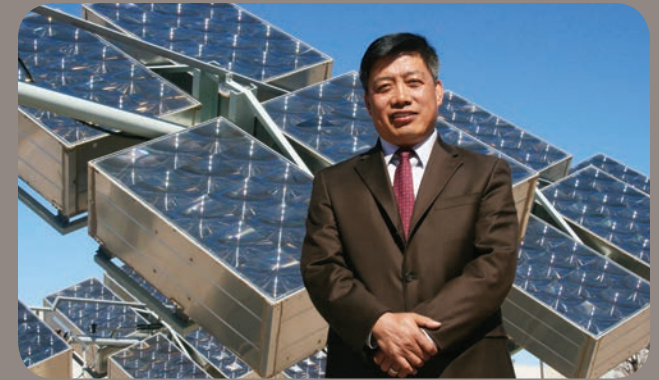
ESTT allows Sandia to transfer technology to the private sector by letting employees leave the Labs to launch new technology companies or expand existing ones. Entrepreneurs are guaranteed reinstatement by Sandia if they choose to return to the Labs before ESTT expiration.

Sandia Research & Technology Showcase

The 2nd annual Sandia Research & Technology Showcase attracted more than 350 attendees from eight states. The showcase highlighted 40 posters focusing on Bioscience, Computing & Information Science, Energy & Climate, and Nanodevices & Microsystems. Technology Ventures Corporation included the presented technologies on the TechWhiteboard site at <http://www.techwhiteboard.com/>.

To learn how you can participate in the showcase, visit:

<http://www.sstp.org/showcase>



Sandia Science & Technology Park

The Sandia Science & Technology Park (SS&TP) is a 340+ acre master-planned technology community. Adjacent to Sandia and the Air Force Research Laboratory, startups and mature companies collaborate with the labs on a wide variety of technologies, products, and services.

In 2013, five new companies moved into SS&TP and there were two major expansions. EMCORE opened a 17-acre solar farm. Raytheon opened a 4-acre antenna farm.

To take a tour of the SS&TP and see the latest news, visit:

www.sstp.org

Intellectual Property & Technology Commercialization

As of November 1, 2013, Sandia showcases

105

*newly issued patents
for Sandia technologies*

126

*patent applications
filed (14% increase
from 2012)*

818

*active commercial
licenses*

158

*executed government
licenses*

In 2013, Sandia boosted its efforts to commercialize results of research and development and intellectual property by partnering with U.S. companies, facilitating local and national economic development.

To explore the Sandia IP portfolio, visit:

ip.sandia.gov

Doing Business with Sandia National Laboratories

Small Business Activities

Small Business Advocates attend local and national conferences to identify qualified suppliers and offer match-making opportunities. Sandia engages suppliers and civic and community leaders to discuss issues and contracting opportunities.

Sourcing

Sandia's Small Business Advocates seek out, discover, and identify qualified small business suppliers with government sourcing tools:

System for Award Management www.sam.gov and the Small Business Administration www.sba.gov websites. Advocates guide suppliers in the use of the North American Industry Classification System codes required for government contracts.

www.NAICS.gov

Connections

Small Business Advocates meet and connect qualified, capable suppliers with buyers and end users.

Business Opportunities Website

Sandia buyers list contracts for products and services at the Sandia Opportunities website. Suppliers may subscribe to the website and receive current contract listings at https://supplierportal.sandia.gov/OA_HTML/snl/AbstractQuery.jsp

Business Point of Contact

Sandia provides a one-stop shop where small and diverse business owners can learn how to work with the Labs. The BPOC provides detailed information on contracting requirements and becoming a supplier.

Small Business Contracting Goals

Small Business	54%
Small Disadvantaged Business	10%
Woman Owned	11%
HUBZone	2%
Veteran Owned	4%
Service Disabled Veteran Owned	3%



Don Devoti

Manager, Small Business Utilization

Sandia's commitment to Supplier Diversity is key to our mission success. This is reflected in the services provided by Sandia's Small Business Advocates and our commitment to exceed our small business contracting goals.

Business Point of Contact

www.sandia.gov

Email: supplier@sandia.gov

Phone: 1-800-765-1678



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.
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