



Technology Ventures Corporation (TVC)

TVC identifies technologies with commercial potential, coordinates the development of business and management capabilities, and seeks sources of capital investment for the business. TVC is a non-profit charitable foundation funded by Lockheed Martin Corporation and the Department of Energy.

- In 2007, 10 new companies were formed.
- Over \$218 million in private sector equity funding obtained.
- Since 1993, 95 new companies have been formed, over \$906 million in private sector equity funding obtained and over 9,600 new jobs created.

For additional information on TVC please visit: www.techventures.org.

Community Involvement

- Sandia/Lockheed Martin is the largest corporate contributor to the United Way of Central New Mexico, contributing over \$3.3M in 2006.
- Our employees, retirees, and contractors logged over 120,000 volunteer hours in 2006. Volunteer activities have included participating in 16 Make a Difference Day projects, donating over 1,300 units of blood, sewing blankets for Project Linus, and starting our 8th Habitat for Humanity home.
- Employees generously donated over 5,000 books, 28,000 school supplies, 34,000 lbs of food, holiday gifts, and 450 pairs of new shoes.

K-12 Education Partnerships

- Family Science Nights provide an evening of hands-on science for over 4,000 elementary school children and their families.
- Manos, Dream Catchers, and HMTech programs encourage over 500 under-represented youth to consider science, technology, engineering, and math careers.
- School to World is New Mexico's largest career exploration event and annually hosts over 2,000 8th and 9th grade students, exposing them to over 150 career choices.
- Sandia supports science and math teacher professional development through Academies Creating Teacher Scientists (ACTS), scholarships for National Board Certification, conferences and workshops.
- Strengthening Quality in Schools, sponsored by the Governor's Business Executives for Education, teaches educators how to use continuous improvement concepts with students to improve learning and meet the No Child Left Behind requirements.

For more information:

<http://www.sandia.gov/about/community/index.html>

Business Point of Contact

1-800-765-1678

Email: supplier@sandia.gov

Published by the Small Business Utilization Department



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2007

SANDIA NATIONAL LABORATORIES

ECONOMIC IMPACT

on the State of New Mexico



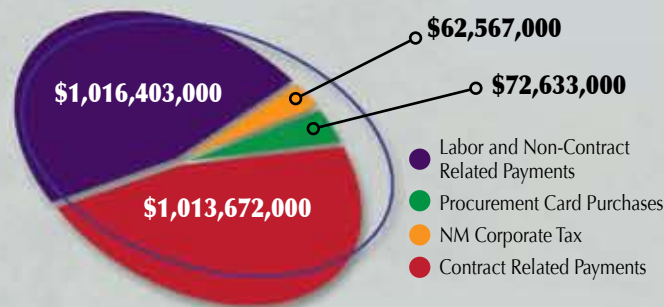
2007 Sandia Economic Impact on New Mexico

2007 data is based on Sandia's fiscal year beginning 10/01/06 and ending 9/30/07. 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 have suggested 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 has 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.

Total Laboratory Expenditures

Labor and Non-Contract Related Payments.....	\$1,016,403,000
Procurement Card Purchases.....	\$72,633,000
NM Corporate Tax.....	\$62,567,000
Contract Related Payments.....	\$1,013,672,000



Contract Related Payments

- FY 2007 Contract Related Payments represent dollars paid to purchase goods and services.
- FY 2007 totals include purchase order related dollars paid, staff augmentation, and staff augmentation travel.
- FY 2007 Total Contract Related Payments – of the \$1,013,672,000 in contract related payments, 34% or \$342,787,000 were paid to New Mexico businesses.
- Of the FY 2007 Total Contract Related Payments in New Mexico, 62% or \$213,023,000 was paid to small businesses.

Employment

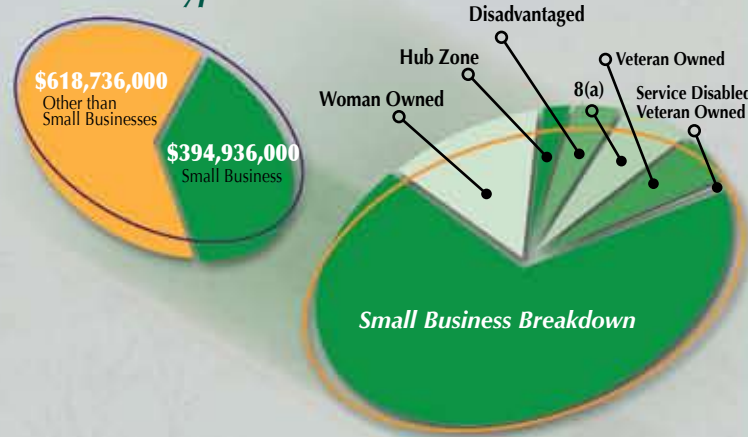
- Sandia employs approximately 9,414 regular and temporary employees of which 8,248 work at Sandia's New Mexico Site.
- Sandia maintains a diverse workforce. At the New Mexico site, our workforce is comprised of 68% men, 32% women, and 30% minorities.
- In 2007, out of 976 new hires, 294 graduated from a New Mexico university. Currently, there are 528 students participating in year-round internships.

Contract Related Payments

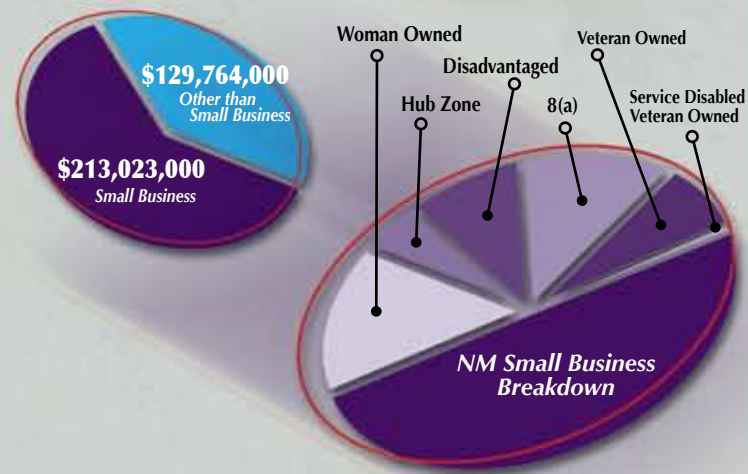
	Total	New Mexico
Other than Small Business	\$618,736,000	\$129,764,000
Small Business	\$394,936,000	\$213,023,000
Total	\$1,013,672,000	\$342,787,000
Woman Owned	\$47,772,000	\$28,240,000
Hub Zone	\$10,014,000	\$8,433,000
Disadvantaged	\$16,340,000	\$16,288,000
8(a)	\$26,738,000	\$24,011,000
Veteran Owned	\$22,991,000	\$14,974,000
Service Disabled Veteran Owned	\$593,000	\$552,000

New Mexico Total Contract Payments.....	\$342,787,000
As a Percent of Total Contract Payments.....	34%
New Mexico Total Small Business Payments.....	\$213,023,000
As a Percent of Total NM Contract Payments.....	62%
Total P-Card.....	\$72,633,000
New Mexico P-Card.....	\$16,156,000
Percent New Mexico.....	22%

Business Type Breakdown



New Mexico Breakdown



Procurement Cards

- FY 2007 Procurement Card purchases – of the \$72,633,000 in procurement card purchases, 22% or \$16,156,000 were spent in New Mexico.

New Mexico Corporate Taxes

- Sandia paid \$62,567,000 to the State of New Mexico for corporate taxes.

Doing Business with Sandia National Laboratories

Sandia National Laboratories is dedicated to purchasing quality products and services to meet its national security mission needs. In order to adhere to high quality standards, Sandia must partner with companies who share its value of conducting business in an ethical and safe manner while providing quality products and services on time and within budget.

Sandia strongly believes that supplier diversity is the key to mission success. **Sandia's Small Business Utilization Department** is dedicated to strengthening our national, state, and local economies by providing contracting opportunities for small and small disadvantaged businesses.

Small Business Utilization Department Services

Sandia's commitment to small business and supplier diversity is reflected in its efforts to:

- Seek out and identify potential suppliers that possess the technical expertise, business acumen, and readiness to meet Sandia's mission needs;
- Advocate on behalf of small business;
- Inform and educate Sandia's buyers and technical organizations about the benefits of utilizing small business;
- Identify procurement opportunities where small business has the potential to bid;
- Participate in outreach and matchmaking events to identify highly qualified suppliers that have the capability and capacity to meet Sandia's diverse purchasing needs.

The **Small Business Utilization Department** Business Point of Contact provides businesses with specific information on how best to work with Sandia and facilitates issues management. Other services provided by the Business Point of Contact to potential/ existing suppliers include:

- Provide an overview of Sandia's key mission areas and what products and services are purchased to meet Sandia's mission needs;
- Explain Sandia's expectations of suppliers;
- Guide suppliers through the procurement process;
- Navigate suppliers through Sandia's Corporate, Procurement, and Opportunities websites;
- Educate suppliers on how to market to Sandia;
- Address supplier questions and concerns regarding current or future purchasing requirements.

Business Point of Contact

Phone: 1.800.765.1678

Email: supplier@sandia.gov

Small Business Programs Mentor Protégé Program

The Mentor Protégé Program enhances the capabilities and competencies of small businesses in the regional business community through a mentor-facilitated program. The program's mission is to make small businesses more competitive by strengthening their business practices. Over 135 companies throughout New Mexico, Arizona, California, Colorado, Nevada, and Texas have participated in the program.

New Mexico Small Business Assistance (NMSBA) Program

Funded by a State of New Mexico tax credit, the NMSBA works to expand small for-profit business capabilities by solving critical technical challenges. If accepted:

- Assistance is rendered at no cost to the small business;
- For qualified businesses in Bernalillo County, assistance is provided in amounts up to \$5,000;
- For qualified businesses outside Bernalillo County, assistance is provided in amounts up to \$10,000 (to enhance rural economic development);
- **Effective July 1, 2007: Eligibility doubled**
- For qualified businesses in Bernalillo County, assistance is provided in amounts up to \$10,000;
- For qualified businesses outside Bernalillo County, assistance is provided in amounts up to \$20,000 (to enhance rural economic development).

From 2000 through 2006, participating NMSBA companies have created and retained 495 jobs, increased revenues by \$12M, and decrease costs by \$7M.

Sandia Science & Technology Park (SS&TP)

The SS&TP is a 200+ acre master-planned technology community. Partners in the SS&TP include Sandia National Laboratories, City of Albuquerque, Albuquerque Public Schools, New Mexico State Land Office, Build New Mexico/Union Development Corporation, and Technology Ventures Corporation.

As of 11/01/07, 25 companies have made SS&TP their home, employing 2,104 people in direct jobs. In 2007, public investment in the Park exceeded \$5M, and private investment exceeded \$32.8M. Investment in the Park, to date, exceeds \$291M. The average wage in the Park was \$62,000 compared to the Bernalillo County average of \$37,000 for a full-time job.

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

