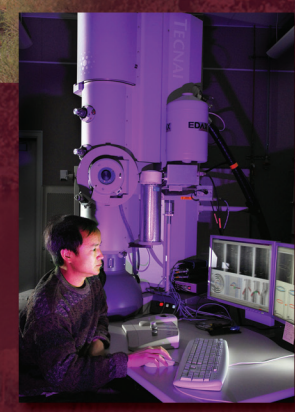
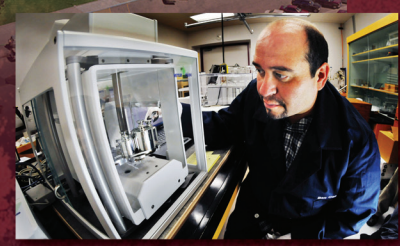


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 Sandia National Laboratories

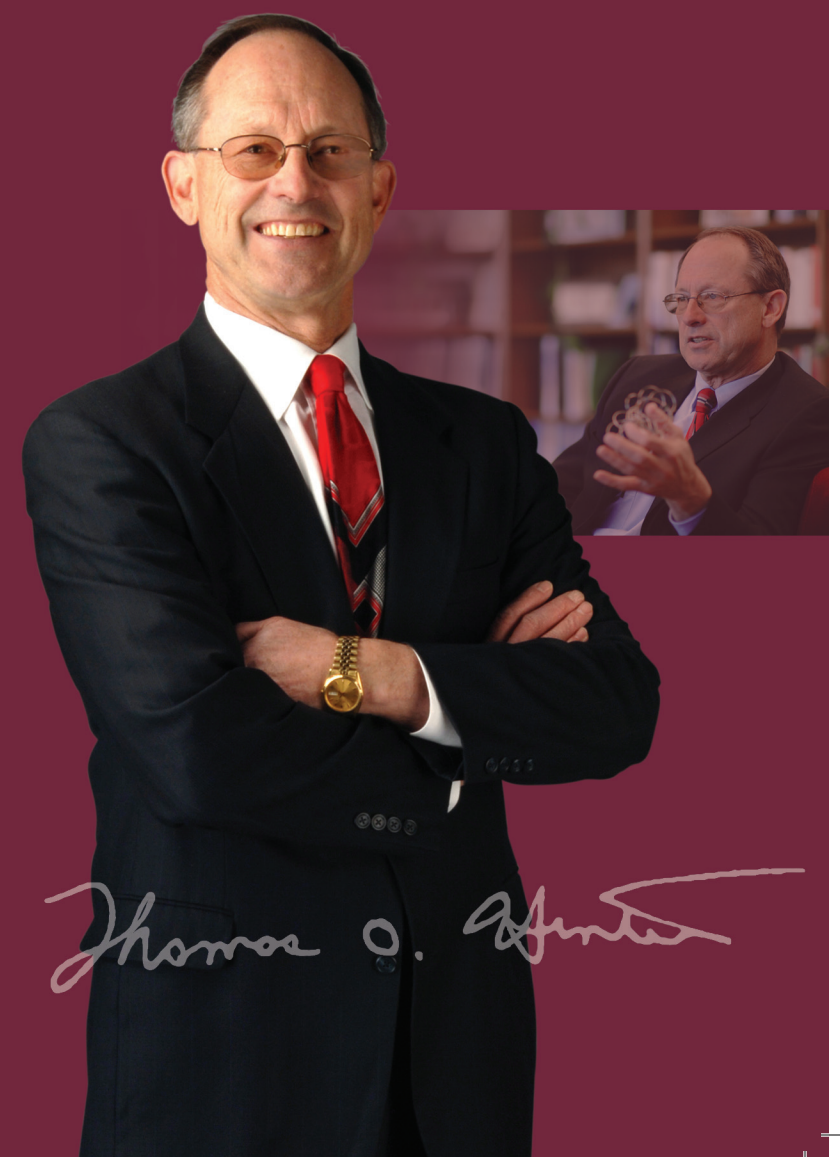
ECONOMIC IMPACT

on the State of New Mexico



“Sandia National Laboratories is committed to the discovery and utilization of diverse, highly qualified, small business suppliers to assist us in achieving our national security mission.”

—Tom Hunter
President and Laboratories Director



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 2008, 6 new companies were formed.
- Over \$142 million in private sector equity funding obtained.
- Since 1993, 100 new companies have been formed, over \$1 billion in private sector equity funding obtained, and over 12,400 new jobs created.
- 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, contributing over \$3.7M in 2008.
- Lockheed Martin on behalf of Sandia National Laboratories donated over \$1M to non-profit organizations in our Community during FY08.
- Our employees, retirees, and contractors logged over 114,000 volunteer hours in 2007. Volunteer activities have included participating in 16 Make a Difference Day projects, donating blood, sewing blankets for Project Linus, and starting our 9th Habitat for Humanity Home.
- Employees generously donated over 5,000 books, 31,000 school supplies, 49,000 lbs of food, holiday gifts, and 500 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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Sandia's National Security Missions

Nuclear Weapons

Ensure a safe, secure, & reliable nuclear deterrent.

Energy & Infrastructure Assurance

Ensure clean, abundant, & affordable energy and water.

Nonproliferation

Reduce proliferation of weapons of mass destruction & threat of accidents.

Defense Systems & Assessments

Help maintain U.S. military weapon-systems superiority.

Homeland Security

Help protect our nation against terrorism through advanced technology.

Science, Technology, & Engineering

Conduct R&D programs to support all national security missions.

www.sandia.gov

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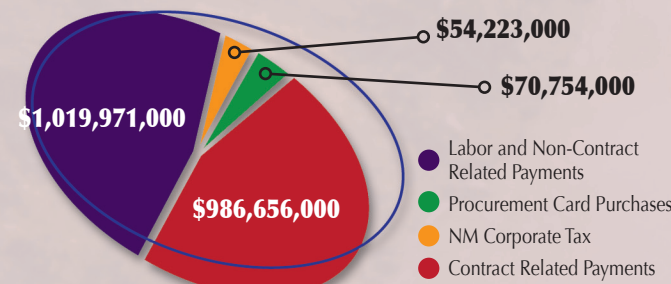
2008 Sandia Economic Impact on New Mexico

2008 data is based on Sandia's fiscal year beginning 10/01/07 and ending 9/30/08. 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 | \$1,019,971,000 |
| Procurement Card Purchases | \$70,754,000 |
| NM Corporate Tax | \$54,223,000 |
| Contract Related Payments | \$986,656,000 |



Contract Related Payments

- FY 2008 Contract Related Payments represent dollars paid to purchase goods and services.
- FY 2008 totals include purchase order related dollars paid, staff augmentation, and staff augmentation travel.
- FY 2008 Total Contract Related Payments – of the \$986,656,000 in contract related payments, 35% or \$340,545,000 were paid to New Mexico businesses.
- Of the FY 2008 Total Contract Related Payments in New Mexico, 82% or \$280,277,000 were paid to small businesses.

Employment

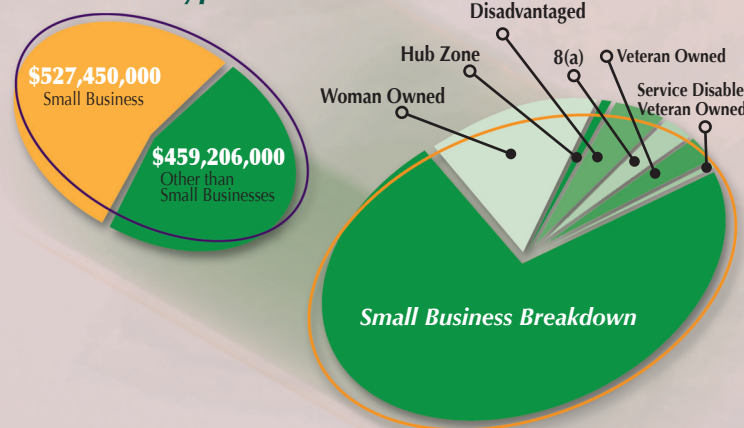
- Sandia employs approximately 9,137 regular and temporary employees of which 8,158 work at Sandia's New Mexico site.
- Sandia maintains a diverse workforce. At the New Mexico site, our workforce is comprised of 68% men, 32% women, and 30% minorities.
- In 2008, out of 869 new hires, 705 were for the NM site. 243 graduated from a New Mexico university. Currently, there are 331 students participating in year-round internships

Contract Related Payments

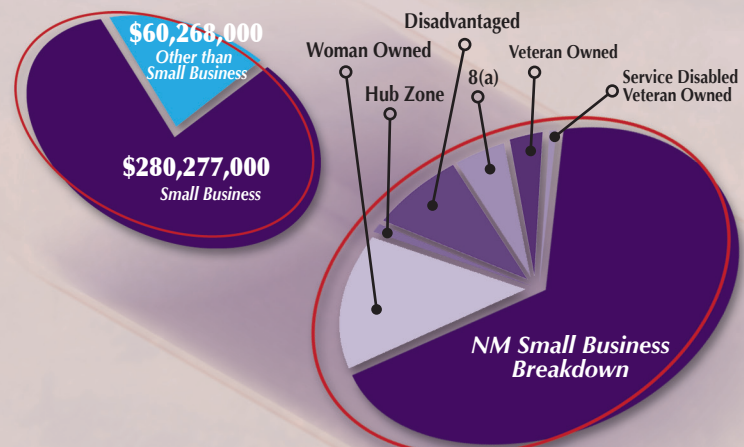
| | Total | New Mexico |
|--------------------------------|----------------------|----------------------|
| Other than Small Business | \$459,206,000 | \$60,268,000 |
| Small Business | \$527,450,000 | \$280,277,000 |
| Total | \$986,656,000 | \$340,545,000 |
| Woman Owned | \$105,579,000 | \$59,728,000 |
| Hub Zone | \$7,250,000 | \$3,063,000 |
| Disadvantaged | \$36,630,000 | \$32,288,000 |
| 8(a) | \$23,420,000 | \$17,541,000 |
| Veteran Owned | \$24,398,000 | \$12,134,000 |
| Service Disabled Veteran Owned | \$5,044,000 | \$2,192,000 |

| | |
|--|---------------|
| New Mexico Total Contract Payments | \$340,545,000 |
| As a Percent of Total Contract Payments | 35% |
| New Mexico Total Small Business Payments | \$280,277,000 |
| As a Percent of Total NM Contract Payments | 82% |
| Total P-Card | \$70,754,000 |
| New Mexico P-Card | \$15,643,000 |
| Percent New Mexico | 22% |

Business Type Breakdown



New Mexico Breakdown



Procurement Cards

- FY 2008 Procurement Card purchases – of the \$70,754,000 in procurement card purchases, 22% or \$15,643,000 were spent in New Mexico.

New Mexico Corporate Taxes

- Sandia paid \$54,223,000 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. Sandia partners 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.

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 a key to its mission success and is reflected in our services to small and disadvantaged business.

Small Business Program & Services

- Business Point of Contact

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

- Business Opportunities Website

Lists potential contract opportunities for products and services at Sandia National Laboratories. Opportunities are listed in accordance with the North American Industry Classification System (NAICS).

<http://supplier.sandia.gov/opportunities/selection.aspx>

- 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.

- Sourcing

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

- Connections

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

Business Point of Contact

www.sandia.gov

Email: supplier@sandia.gov

Phone: 1-800-765-1678

New Mexico Small Business Assistance (NMSBA) Program

The NMSBA program was established in 2000 to help small businesses throughout the state receive technical support from Sandia National Laboratories (SNL). In 2007, the program added Los Alamos National Laboratory (LANL) as a partner. Total program-funded assistance is capped at \$2.4M annually for each laboratory.

The NMSBA Program provides assistance that is:

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

In 2007 there were 315 NMSBA projects that invested nearly \$2.7 million in technical assistance for 288 New Mexico small businesses.

Since its inception, the NMSBA program has assisted 2,077 different small businesses in 30 New Mexico counties to: increase performance and design optimization, make products ready for commercial use, reach development goals, and boost profitability. The NMSBA Program participants have created and retained 568 jobs; decreased operating costs by over \$7.5M; increased revenues by more than \$12.5M; and invested more than \$5.4M in expansion efforts and purchases of local goods and services.

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
- Technology Ventures Corporation
- City of Albuquerque
- Albuquerque Public Schools
- New Mexico State Land Office
- BUILD New Mexico/Union Development Corporation

- As of October 1, 2008:

- 28 organizations have made SS&TP their home
- SS&TP tenants employ 2,284 people in direct jobs
- Total investment in the Park exceeds \$306M

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

- The average wage in the Park is \$70,400 compared to the Albuquerque metropolitan area average of \$37,300 for a full-time job.

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

