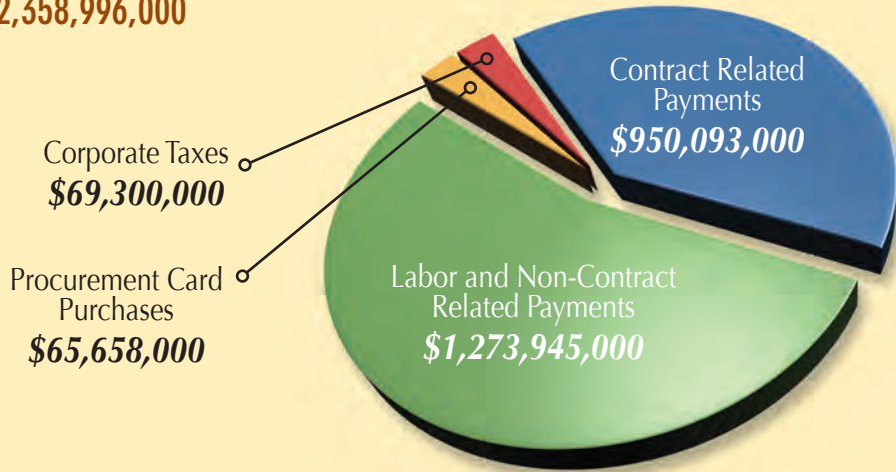


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Sandia National Laboratories
ECONOMIC IMPACT
on the State of CALIFORNIA

 Sandia National Laboratories

Sandia spends more than \$2.3 billion annually in support of its national security missions. In 2010, Sandia spent over \$300 million in the State of California, generating substantial economic activity for California businesses, large and small.

**2010 Total Sandia Laboratories Expenditures
\$2,358,996,000**



California Employment

- At the end of 2010, Sandia employed 1,072 regular and temporary employees and approximately 130 staff augmentation (contract) employees in the State of California.
- Our California employees work primarily at our Livermore site and at the Joint BioEnergy Institute in Emeryville. Our employees reside in many counties including: Alameda, Contra Costa, San Joaquin, Santa Clara, San Francisco, San Mateo, and Marin.
- In 2010, out of the 726 new hires at Sandia's New Mexico and California sites, 71 obtained their highest degree from a California university and 106 students from around the country held internships at our California site.

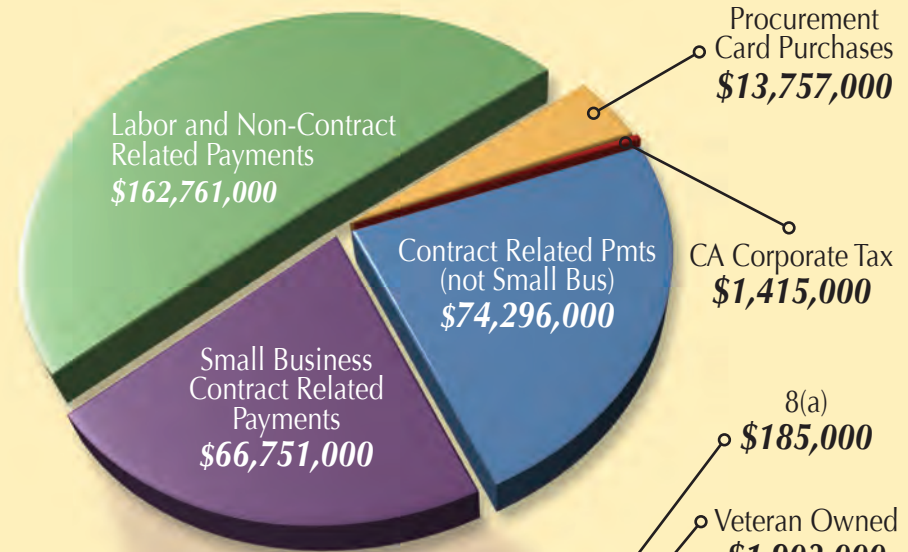
California University Partnerships

Sandia researchers team with many California universities including the Universities of California (at Berkeley, Davis, Los Angeles, and San Francisco), Stanford, Caltech, Harvey Mudd, and the University of Southern California. In 2010, Sandia funded more than \$2.1M to California-based universities for work that supports Sandia programs.

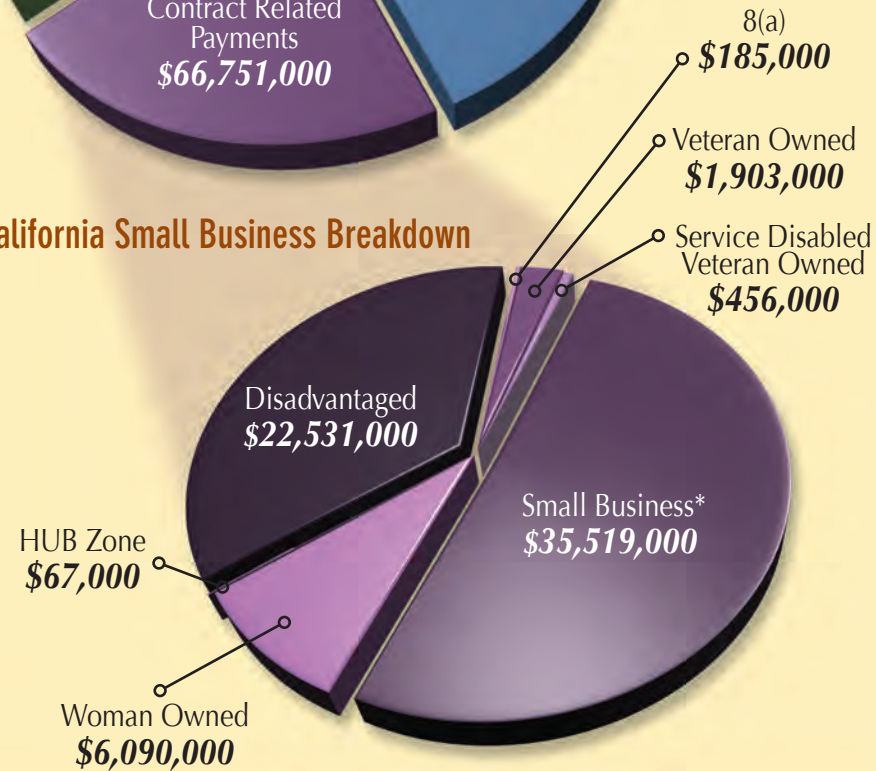
2010 data represents Sandia's fiscal year ended 9/30/2010.

Contract related payments represent dollars paid to purchase goods and services.

2010 Sandia California Expenditures \$318,980,000



2010 California Small Business Breakdown



* non-minority, non-woman, non-veteran owned

For more than 50 years, Sandia has powered economic growth and scientific advancement with California businesses. We offer extensive opportunities to partner with Sandia – as a supplier, technology licensee, and scientific or industrial partner.

Doing Business with Sandia National Laboratories

Sandia 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 key to our mission success and is reflected in the services provided by Small Business Advocates to small and diverse businesses.

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:

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

○ 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

Livermore Valley Open Campus

With the support of the U.S. Department of Energy and the National Nuclear Security Administration, Sandia National Laboratories and Lawrence Livermore National Laboratory are working collaboratively to create an open, national security research and development space called the Livermore Valley Open Campus (LVOC).

The key objectives of the LVOC are to deliver the best solutions for the labs' national security missions; to accelerate science, technology, and engineering innovation through public and private partnerships; and to enhance workforce attraction through open science and academic collaboration. Program areas are projected to include energy and environmental security, cybersecurity, high-performance computing, and nonproliferation.

As currently envisioned, the LVOC will consist of a 110-acre parcel along the eastern edge of the Sandia California and Livermore laboratories' sites.



Sandia has been a community partner in California for more than half a century. Our corporate and employee contributions of time and resources have touched the lives of many California families.

Community Involvement

- Sandia's employee giving program raises \$250,000 annually, benefitting more than 150 agencies throughout California.
- Employees generously donate more than 2,000 pounds of food to local food banks and gifts for nearly 500 needy families through our Holiday Spirit Gift campaign each year.
- Lockheed Martin, on behalf of Sandia National Laboratories, donated \$100,000 to support California education, arts, civic groups, and other causes during 2010.
- Our employees log more than 12,000 volunteer hours each year with groups including Habitat for Humanity, American Cancer society, animal rescue, youth athletic, and scouting organizations.



K-12 Education Partnerships

- Sandia Family Science Nights are offered at over 20 California elementary schools each year and have reached more than 25,000 students and their families in the past five years.
- Sandia employees support four California Regional DOE Science Bowls, benefitting more than 1,000 middle and high school students annually. The 2008 and 2009 National Middle School Science Bowl champions came from one of the regional events run by Sandia.
- Sandia co-sponsors the Expanding Your Horizons math and science conference for girls in grades 6-12.
- The Sandia Women's Connection hosts an annual Math & Science Awards program to recognize 20 outstanding young women in high school.
- Our employees support numerous local and regional science fairs that stimulate interest in science and technology among middle and high school students.

Business Point of Contact

1-800-765-1678

Email: supplier@sandia.gov

Published by:

It's a big deal.

Small Business
Utilization



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 2011-3634P Sandia Creative Group 284-2905 LW-05-11