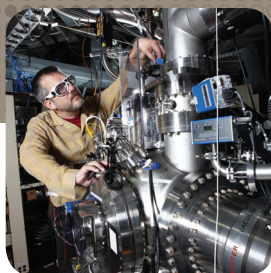
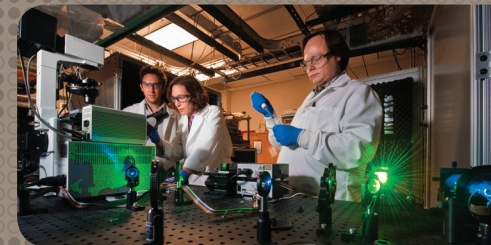


Sandia National Laboratories ECONOMIC IMPACT

2011

ON THE STATE OF
NEW MEXICO

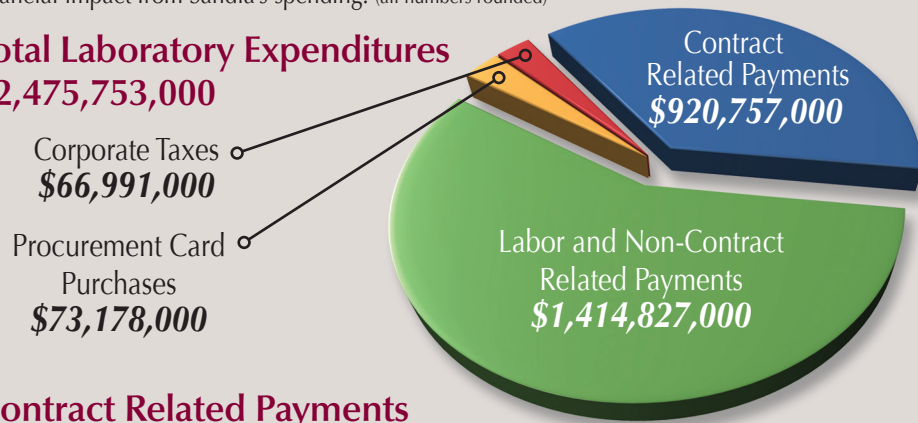


2011 Sandia Economic Impact on New Mexico

2011 data is based on Sandia's fiscal year beginning 10/01/10 and ending 9/30/11. 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. (all numbers rounded)

Total Laboratory Expenditures \$2,475,753,000



Contract Related Payments

- FY 2011 Contract Related Payments represent dollars paid to purchase goods and services.
- FY 2011 totals include purchase order related dollars paid, staff augmentation, and staff augmentation travel.
- FY 2011 Total Contract Related Payments – of the \$920,757,000 in contract related payments, 42% or \$386,597,000 was paid to New Mexico businesses.
- Of the FY 2011 Total Contract Related Payments in New Mexico, 77% or \$296,112,000 was paid to small businesses.

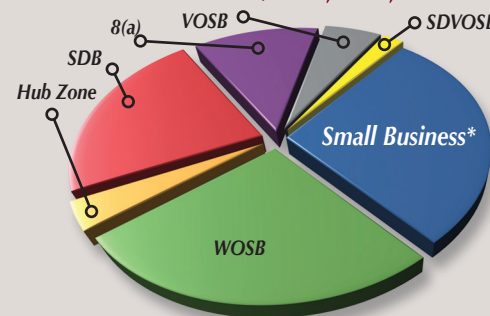
Employment

- Sandia employs approximately 9,948 regular and temporary employees of which 8,856 work at Sandia's New Mexico site. In addition Sandia uses the services of approximately 1,000 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 2011, out of 1,658 new hires, 584 graduated from a New Mexico university. Currently, there are 457 students participating in year-round internships.

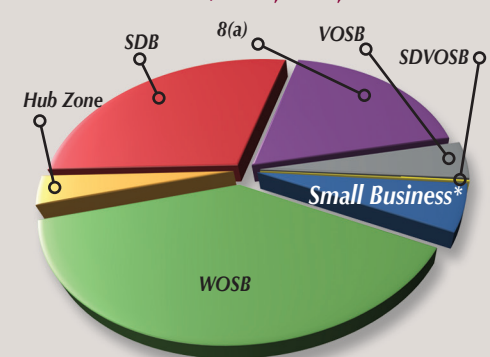
Contract Related Payments

	Total	New Mexico
Small Business	\$540,428,000	\$296,112,000
Other than Small Business	\$380,329,000	\$90,485,000
Total	\$920,757,000	\$386,597,000
Woman Owned Small Business (WOSB)	\$142,505,000	\$115,016,000
HUB Zone Small Business	\$20,998,000	\$11,212,000
Small Disadvantaged Business (SDB)	\$121,427,000	\$84,200,000
8(a)	\$65,604,000	\$55,089,000
Veteran Owned Small Business (VOSB)	\$30,130,000	\$13,395,000
Service Disabled Veteran Owned Small Business (SDVOSB)	\$11,168,000	\$536,000
New Mexico Total Contract Payments.....		\$386,597,000
As a Percent of Total Contract Payments.....		42%
New Mexico Total Small Business Payments.....		\$296,112,000
As a Percent of Total New Mexico Contract Payments.....		77%
Total P-Card.....		\$73,178,000
New Mexico P-Card.....		\$12,430,000
As a Percent of Total P-Card.....		17%

Total Small Business Breakdown – \$540,428,000



New Mexico Small Business Breakdown – \$296,112,000



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

Procurement Cards

FY 2011 Procurement Card purchases - of the \$73,178,000 in related procurement card purchases, 17% or \$12,430,000 was spent in New Mexico.

New Mexico Corporate Taxes

Sandia paid \$65,649,000 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 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:
<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.

○ 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.

○ Supplier Community Forums

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 (NMSBA) Program

The NMSBA program was established in 2000 by the NM State Legislature to help small businesses throughout New Mexico receive technical support from Sandia National Laboratories. Program-funded assistance is capped at \$2.4 M annually for Sandia.

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 small businesses located in rural counties and \$10,000 for small businesses located in Bernalillo County, New Mexico.

In calendar year 2010 Sandia provided nearly \$2.4 M in technical assistance for 194 New Mexico small businesses in 22 counties. Since 2000, the NMSBA program at Sandia has provided over \$19.8 M in assistance to: increase performance and design optimization, make products ready for commercial use, reach development goals, and boost profitability.

Sandia Science & Technology Park (SS&TP)

The Sandia Science and Technology Park (SS&TP) is a 200+ acre master-planned technology community.

○ Partners in the SS&TP include:

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

○ As of October 1, 2011:

33 organizations have made SS&TP their home
SS&TP tenants employ 2,233 people in direct jobs
Total investment in the Park exceeds \$351 M

- In FY 2011, three more companies have located in the SS&TP, 210 employees were added, and \$25 M more was invested.

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

The average wage in the Park is \$71,612 compared to the Albuquerque metropolitan area average of \$39,342 for a full-time job.

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

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 nonprofit charitable foundation funded by Lockheed Martin Corporation and the Department of Energy.
- In 2010, over \$130 M in private sector equity funding obtained.
- Since 1993, 117 new companies have been formed, over \$1.19 billion in private sector equity funding was obtained, and over 13,500 new jobs created.
- **Technology Ventures Corporation's Deal Stream Summit** fosters private investment partnerships between emerging technologies within the lab, innovators and entrepreneurs. This conference allows hundreds of companies to receive funding that fuels the commercialization of Sandia's research and development (R&D) and Intellectual Property (IP).
- 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 \$4.3 M in 2011 which includes substantial participation by our retirees.
- Lockheed Martin, on behalf of Sandia National Laboratories, donated over \$1.4 M to nonprofit organizations in our Community during FY2010.
- Our employees, retirees, and contractors logged over 120,000 volunteer hours in 2010. Volunteer activities have included participating in 13 Make a Difference Day projects, donating blood, and sewing blankets for Project Linus.
- Employees generously donated over 1,800 books, a truckload of school supplies, 69,478 lbs of food, 500 holiday gifts, and 518 pairs of new shoes.

K-12 Education Partnerships

- Family Science Nights provide an evening of bilingual, hands-on science for over 4,200 elementary school children and their families at over 54 elementary schools.

- Manos, Dream Catchers, and HMTech programs encourage over 350 underrepresented youth to consider science, technology, engineering, and math careers.
- Sandia continues to lead the effort for the Northern New Mexico Regional Science Bowl for both high school and middle school students engaging over 500 students from nearly 60 schools.
- Sandia supports science and math teacher professional development scholarships for National Board Certification, in science or math conferences and workshops.
- For more information:
<http://www.sandia.gov/about/community/index.html>



Business Point of Contact

1-800-765-1678

E-mail: supplier@sandia.gov

It's a big deal.

Published by:

Small Business
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Sandia National Laboratories

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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