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Sandia National Laboratories
ECONOMIC IMPACT
on the State of NEW MEXICO

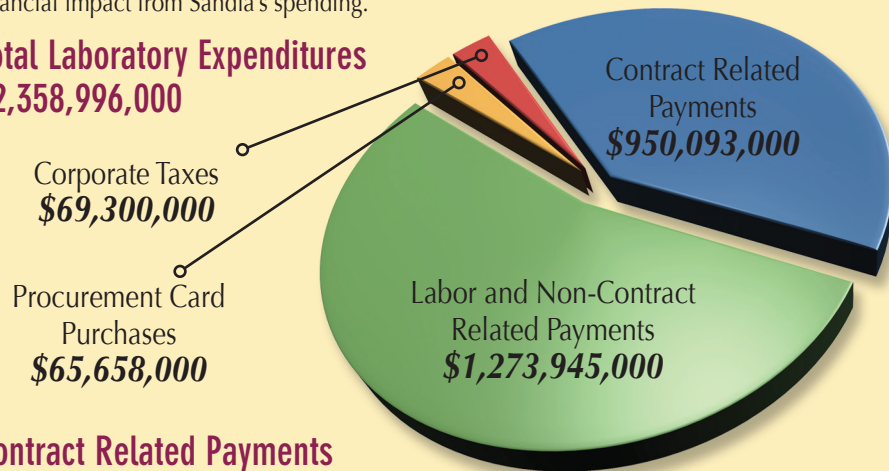
 Sandia National Laboratories

2010 Sandia Economic Impact on New Mexico

2010 data is based on Sandia's fiscal year beginning 10/01/09 and ending 9/30/10. 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 \$2,358,996,000



Contract Related Payments

- FY 2010 Contract Related Payments represent dollars paid to purchase goods and services.
- FY 2010 Total Contract Related Payments – of the \$950,093,000 in contract related payments, 58% or \$552,321,000 was paid to Small Business.
- FY 2010 Total Contract Related Payments – of the \$950,093,000 in contract related payments, 53% or \$499,385,000 was paid to New Mexico businesses.
- Of the FY 2010 Total Contract Related Payments in New Mexico, 66% or \$329,785,000 was paid to small businesses.

Employment

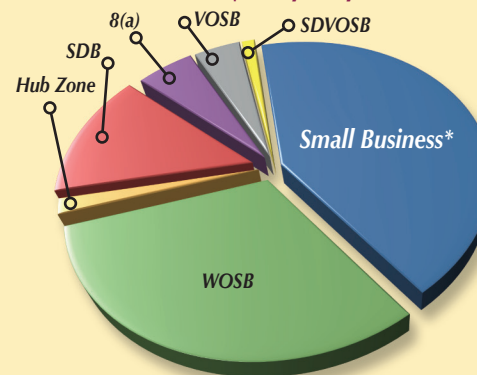
- Sandia employs approximately 9,298 regular and temporary employees of which 8,226 work at Sandia's New Mexico site. In addition, Sandia employs approximately 1,335 Staff Augmentation employees.
- Sandia maintains a diverse workforce. At the New Mexico site, our workforce is comprised of 68% men, 32% women, and 30% minorities.
- In FY2010, out of 726 new hires, 203 graduated from a New Mexico university. Currently there are 338 students participating in year-round internships.

Contract Related Payments

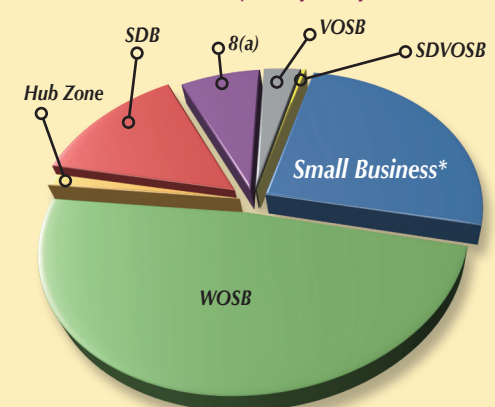
	Total	New Mexico
Small Business	\$552,321,000	\$329,785,000
Other than Small Business	\$397,772,000	\$169,600,000
Total	\$950,093,000	\$499,385,000
Woman Owned Small Business (WOSB)	\$151,926,000	\$130,098,000
HUBZone Small Business	\$8,542,000	\$3,758,000
Small Disadvantaged Business (SDB)	\$66,676,000	\$37,519,000
8(a)	\$25,925,000	\$19,523,000
Veteran Owned Small Business (VOSB)	\$20,977,000	\$9,046,000
Service Disabled Veteran Owned Small Business (SDVOSB)	\$5,840,000	\$951,000

New Mexico Total Contract Payments.....	\$499,385,000
As a Percent of Total Contract Payments.....	53%
New Mexico Total Small Business Payments.....	\$329,785,000
As a Percent of Total New Mexico Contract Payments.....	66%
Total P-Card.....	\$65,658,000
New Mexico P-Card.....	\$11,764,000
As a Percent of Total P-Card.....	18%

Total Small Business Breakdown – \$552,321,000



New Mexico Small Business Breakdown – \$329,785,000



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

Procurement Cards

FY 2010 Procurement Card purchases – of the \$65,658,000 in procurement card purchases, 18% or \$11,764,000 was spent in New Mexico.

New Mexico Corporate Taxes

Sandia paid \$67,586,000 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 ***[Email: supplier@sandia.gov](mailto: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 New Mexico receive technical support from Sandia National Laboratories. Program-funded assistance is capped at \$2.4 million 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 2009, Sandia invested \$2.4 million in technical assistance for 172 New Mexico small businesses in 23 counties. Since its inception, the NMSBA program at Sandia has invested over \$17.4 million in assistance to: increase performance and design optimization, make products ready for commercial use, reach development goals, and boost profitability. The Sandia NMSBA Program participants have created and retained 1,549 jobs; decreased operating costs by \$45.7 million; increased revenues by more than \$82.4 million; and invested over \$17.4 million 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:**

Albuquerque Public Schools	
Sandia National Laboratories	New Mexico State Land Office
Technology Ventures Corporation	BUILD New Mexico/Union Development Corporation
City of Albuquerque	
- **As of October 1, 2010:**

30 organizations have made SS&TP their home
SS&TP tenants employ 2,023 people in direct jobs
Total investment in the Park exceeds \$335 million
- **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 non-profit charitable foundation funded by Lockheed Martin Corporation and the Department of Energy.
- In 2010, over \$130 million in private sector equity funding obtained.
- Since 1993, 113 new companies have been formed, over \$1.1 billion in private sector equity funding was obtained, and over 13,500 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 \$4.2 million in 2010.
- Lockheed Martin, on behalf of Sandia National Laboratories, donated over \$1.5 M to non-profit organizations in our Community during FY2010.
- Our employees, retirees, and contractors logged over 100,000 volunteer hours in 2009. Volunteer activities have included participating in 16 Make a Difference Day projects, donating blood, and sewing blankets for Project Linus.
- Employees generously donated over 2,000 books, 23,000 school supplies, 63,000 lbs. of food, 435 holiday gifts, and 500 pairs of new shoes.

K-12 Education Partnerships

- Family Science Nights provide an evening of bilingual, hands-on science for over 4,000 elementary school children and their families at over 40 elementary schools.
- Manos, Dream Catchers, and HMTech programs encourage over 500 under-represented youth to consider science, technology, engineering, and math careers.
- Sandia supports science and math teacher professional development through Academies Creating Teacher Scientists (ACTS), scholarships for National Board Certification, conferences and workshops.

- The SANDIA STAR Program provides an opportunity for highly motivated, high performing New Mexico high school students to work closely with world-class engineers & scientists in a research based, eight week summer internship paid program. Over 100 high school students have participated in this pipeline program since 2002 and every year approximately 15 high school students are employed through this program with the opportunity to become future Sandia Scientists and Engineers.
- Department of Energy Regional Science Bowls – Middle and high school students compete in this tournament style academic competition that challenges and recognizes students' knowledge of science and mathematics. Sandia continues to lead the effort of this annual event.
- For more information: <http://www.sandia.gov/about/community/index.html>



Business Point of Contact

1-800-765-1678

Email: supplier@sandia.gov

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