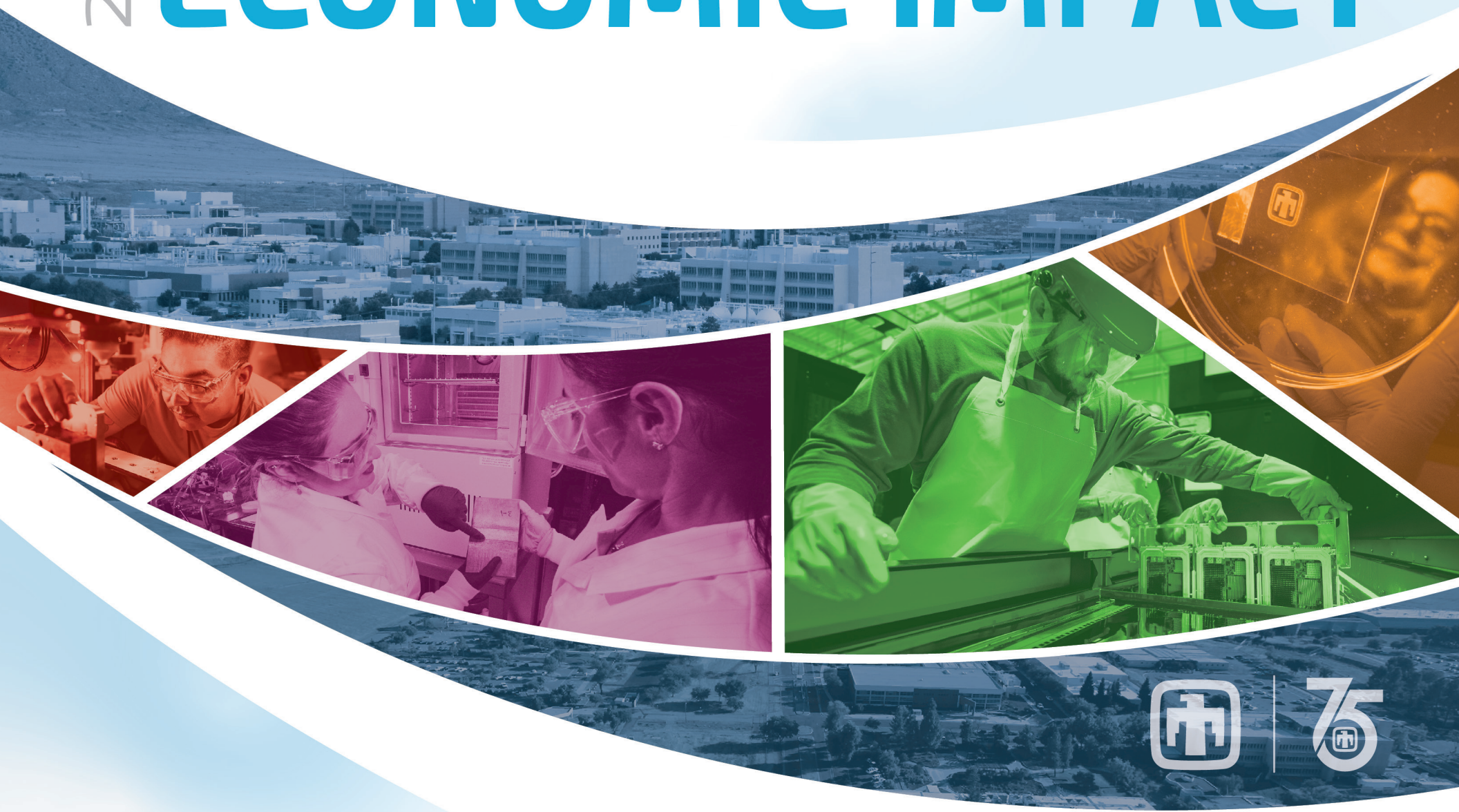


2024 SANDIA NATIONAL LABORATORIES

# ECONOMIC IMPACT





# SANDIA PROGRAM



**James S. Peery, Ph.D.**  
Laboratories Director

*"For 75 years, Sandia National Laboratories has been a leader in strengthening national security and advancing technology. Our success relies on strong partnerships with diverse suppliers, particularly small businesses, which bring innovation, agility, and expertise to our missions. We remain committed to collaborating with these vital enterprises, driving economic growth, and cutting-edge science and engineering that benefit both New Mexico and the nation."*



## GLOBAL SECURITY

*We protect the U.S. from threats at home and abroad by developing the technical expertise to monitor and assess emerging dangers, guard materials and critical assets, and respond to crises*

## NUCLEAR DETERRENCE

*Sandia's primary mission is ensuring the U.S. nuclear arsenal is safe, secure and reliable, and can fully support our nation's deterrence policy*



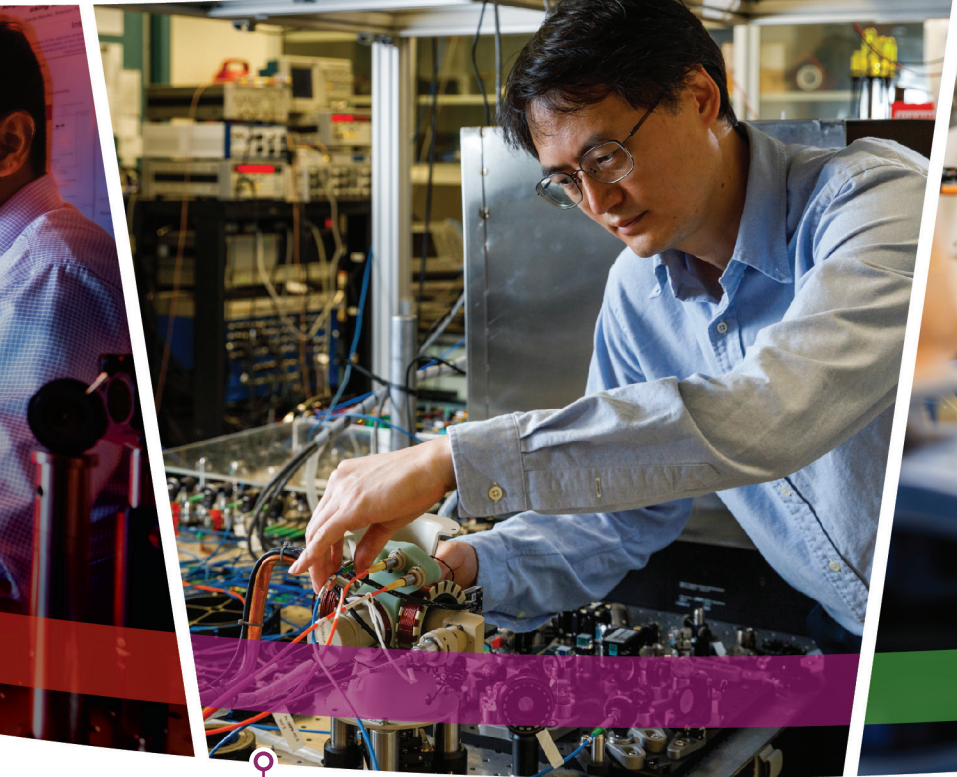
*Exceptional service  
in the national interest*



# PORTFOLIOS

## ENERGY & HOMELAND SECURITY

*We support the resilience and security of the nation's energy system, protect digital and physical critical infrastructure, and reduce U.S. vulnerability to chemical, biological, radiological and nuclear terrorism*



## NATIONAL SECURITY PROGRAMS

*Sandia provides systems, science and technology to meet national security objectives in such areas as cybersecurity, science and technology products, and integrated military systems*

## ADVANCED SCIENCE & TECHNOLOGY

*Sandia provides the science needed to enable the U.S. nuclear stockpile, and performs fundamental scientific, biomedical and environmental research to enhance national security, economic competitiveness and improved quality of life*

2024

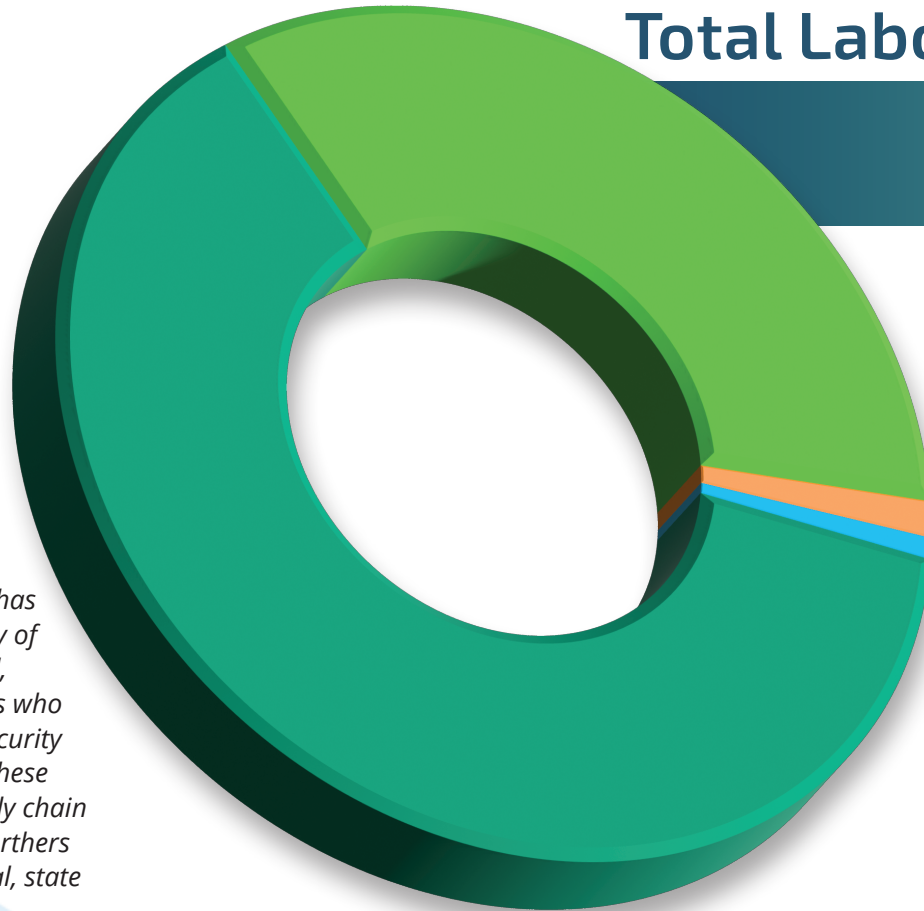
# ECONOMIC IMPACT



**Louis Griego**

Director, Integrated Supply Chain Management

*"Sandia National Laboratories has a long and distinguished history of partnering with highly qualified, diverse small business suppliers who help us achieve our national security missions. Our commitment to these collaborations makes our supply chain stronger, more versatile, and furthers the economic health of our local, state and national communities."*



Total Laboratory Expenditures

**\$5,197,957,000**

Labor and Nonsubcontract-Related Payments  
**\$3,271,670,000**

Subcontract-Related Payments  
**\$1,716,968,000**

Corporate Taxes  
**\$135,868,000**

Procurement Card Purchases  
**\$73,451,000**

## Subcontract-Related Payments

This represents dollars paid to purchase goods and services

## Gross Receipts Taxes

Sandia paid \$133,032,000 to the State of New Mexico in Gross Receipts Tax



# SUBCONTRACT-RELATED PAYMENTS

OVERALL		NEW MEXICO	
\$1,716,968,000	<b>Total Subcontract Payments</b>	\$606,986,000	
\$1,081,615,000	<b>Total Small Business</b>	\$505,115,000	
\$465,927,000	Small Business*	\$176,469,000	
\$325,415,000	Disadvantaged	\$195,993,000	
\$211,478,000	Woman-Owned	\$102,401,000	
\$175,687,000	Veteran-Owned	\$80,831,000	
\$131,895,000	Service-Disabled Veteran-Owned	\$50,327,000	
\$63,101,000	HUBZone	\$35,786,000	



## NEW MEXICO

<b>Total Procurement Impact</b>	<b>\$615,616,000</b>
Subcontract Payments	\$606,986,000
Small Business	\$505,115,000
Other than Small Business	\$101,871,000
As Percent of Total Subcontract Payments	35%
Procurement Card Payments	\$8,629,000



## CALIFORNIA

<b>Total Procurement Impact</b>	<b>\$276,974,000</b>
Subcontract Payments	\$262,113,000
Small Business	\$165,027,000
Other than Small Business	\$97,086,000
As Percent of Total Subcontract Payments	15%
Procurement Card Payments	\$14,860,000

\*Small Businesses not categorized as Small Disadvantaged Business, Woman-Owned Small Business, HUBZone Small Business, Veteran-Owned Small Business or Service-Disabled Veteran-Owned Small Business

## Community Involvement



### GIVE:

**\$1.4M** from National Technology and Engineering Solutions of Sandia LLC to nonprofits in the areas of education, family stability and community leadership

**\$4M+** from employees to nonprofits through United Way of North Central New Mexico

**\$20K** (exceeded goal of \$15K) and 75 volunteers to Roadrunner Food Bank in celebration of Sandia's 75th Anniversary

Employees donated a record-breaking **\$20K** to provide new shoes for local students

### SERVE:

Employees volunteered **1,167** hours with Roadrunner Food Bank, more than any other organization or group

**132** new blood donors

**26** volunteers built beds for kids in partnership with Sleep in Heavenly Peace

### INSPIRE:

Introduced **10,000** students to STEM careers

**60** high school students participated in the inaugural Thunderbird Hacks event

**40** girls participated in STEM Day for Girls

## Technology and Economic Development



Sandia's economic development programs harness the expertise, technologies and facilities of the Labs to advance Sandia's mission and drive job creation through technology deployment

### NEW MEXICO SMALL BUSINESS ASSISTANCE

Sandia provided **\$2.3M** of technical assistance

**133** New Mexico small businesses assisted

**58** Sandia principal investigators across **40** departments participated

### TRGR TECHNOLOGY READINESS INITIATIVE

Sandia worked on **12** projects

Served **12** companies

Companies acquired **10** licenses for Sandia technologies

**2** companies engaged in Cooperative Research and Development Agreements

Sandia provided **\$502,177** in technical assistance to businesses using Labs-developed technology to mature their product or service

## SANDIA'S EMPLOYMENT

In FY24, Sandia grew to more than 16,900 employees. During the year, the Labs hired over 1,000 regular, temporary, faculty and postdoctoral researcher employees, creating about 150 new jobs in these categories while filling about 860 positions that opened due to attrition. Sandia employed more than 1,900 student interns during the fiscal year.

## Intellectual Property and Technology Commercialization

**507** active commercial licenses

**274** executed government agreements and amendments

**202** filed patent applications

**123** newly issued patents for Sandia technologies

For more information, visit:  
[ip.sandia.gov](http://ip.sandia.gov)

**16,915** Sandia Employees **NM - 13,299**

**8,393** Advanced Degrees **NM - 6,587**

**8,590** R&D Scientists, Engineers & Technologists **NM - 6,853**

**1,017** Hires **NM - 792**



# COMMITMENT TO SMALL BUSINESS

**2** in-person, Sandia-hosted Small Business Forums attended by over 570 companies

**5** small companies participating as protégés in Sandia's Mentor-Protégé Program

**8** consecutive years of exceeding small business goals

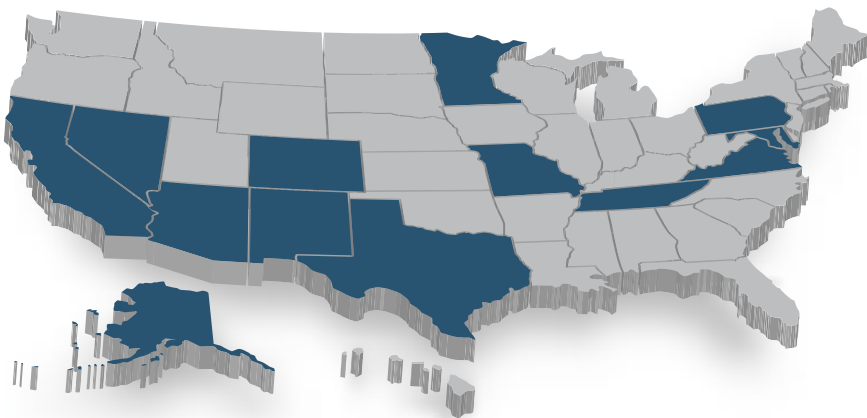
**33** local, state, national and virtual small business events attended

**65** percent of all Sandia suppliers are small businesses

**86** virtual one-on-one interactions with current and potential suppliers during our monthly office hours

**381** new small businesses supporting Sandia's mission

# FY24 NATIONAL OUTREACH ATTENDANCE



# TOP 5 SUBCONTRACTING INDUSTRIES

## Invoiced Amount TOTAL

- Commercial and Institutional Building Construction
- Research and Development in the Physical Engineering and Life Sciences
- Computer Related Services
- Engineering Services
- Computer Facilities Management Services

## Invoiced Amount New Mexico

- Commercial and Institutional Building Construction
- Computer Facilities Management Services
- Computer Related Services
- Electronic Computer Manufacturing
- Engineering Services

## Invoiced Amount California

- Commercial and Institutional Building Construction
- Computer Related Services
- Engineering Services
- Computer Systems Design Services
- Semiconductor Machinery Manufacturing

# If you are interested in becoming a potential supplier, please:

1

Scan this code to register in Sandia National Laboratories' iSupplier Portal



2

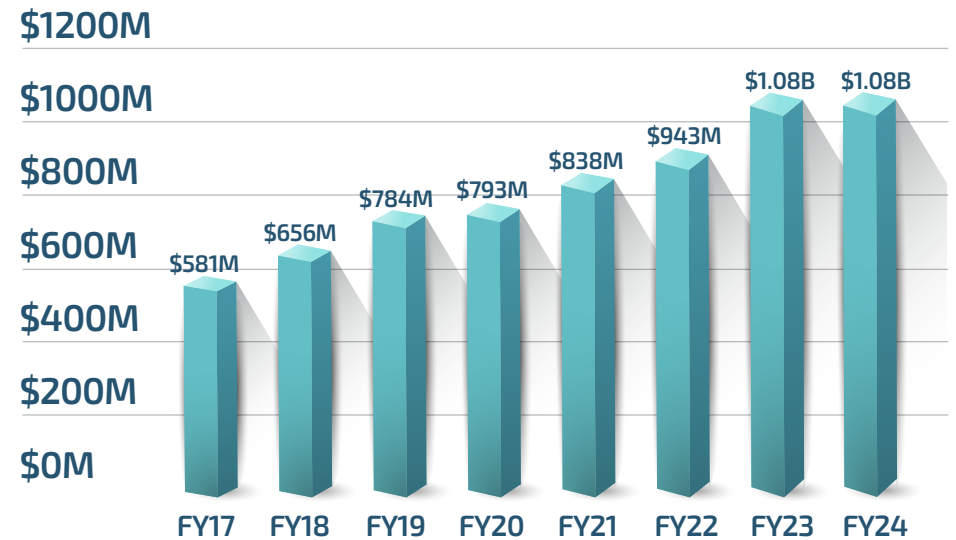
Scan this code to review and respond to opportunities



**Zach Mikelson**  
Small Business Program Manager

*"Our Supplier Diversity Advocates and Procurement Professionals are committed to relentlessly identifying and partnering with a diverse supplier pool in support of Sandia's national security mission. Sandia's small business suppliers are innovative, responsive and agile, making them invaluable partners. As we celebrate Sandia's 75th Anniversary, I'm reminded how critical our small business partners have been in our mission to deliver exceptional service in the national interest while positively impacting local, regional and national communities."*

## SMALL BUSINESS INVOICE HISTORY



### SUPPLIER DIVERSITY TEAM

Left to right: Patricia Brown, Leonardo Valencia, Royina Lopez, Gabriel Hollimon, Desiree Garcia, Zach Mikelson, Megan Weaver, Marie Simms, Brandi Aousleman, Patricia Sena

**Business Point of Contact:**

[www.sandia.gov](http://www.sandia.gov)

| Email: [supplier@sandia.gov](mailto:supplier@sandia.gov)

| Phone: 1-800-765-1678



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SAND2024-16657M

Scan this code to find resources online to help your small business get ready to do business with Sandia National Laboratories

