

Sandia National Laboratories: A National Resource with a Regional Impact



Sandia National Laboratories



Tom Hunter
President and Laboratories Director

The DOE National Laboratories



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National Security
National Security
National Security
National Security
National Security



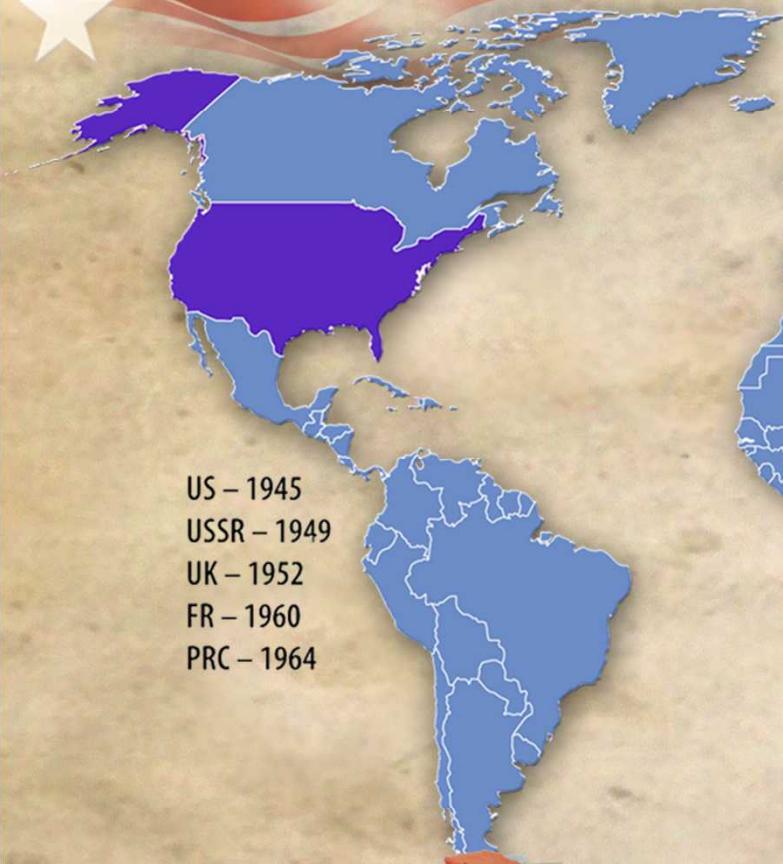
Sandia
National
Laboratories

Science & Engineering
Science & Engineering
Science & Engineering
Science & Engineering



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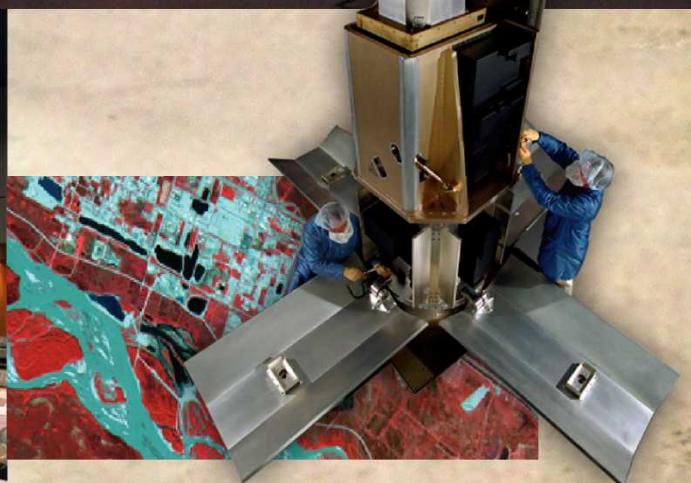
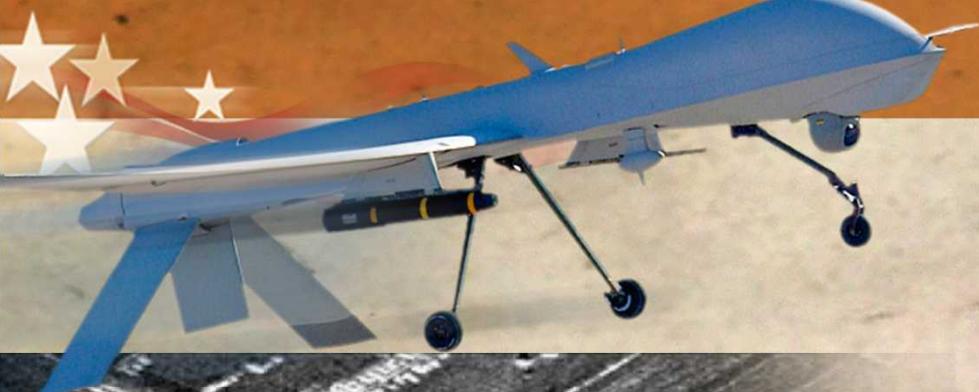
Strategic Balance



US - 1945
USSR - 1949
UK - 1952
FR - 1960
PRC - 1964

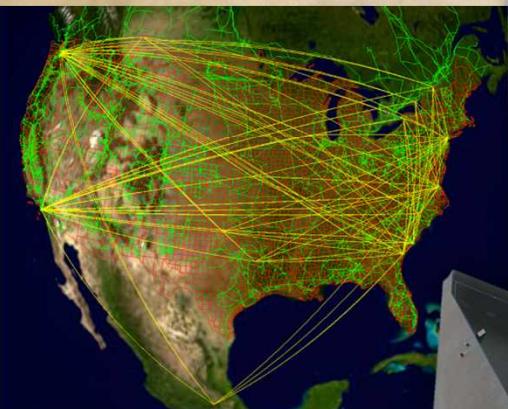


Global Awareness



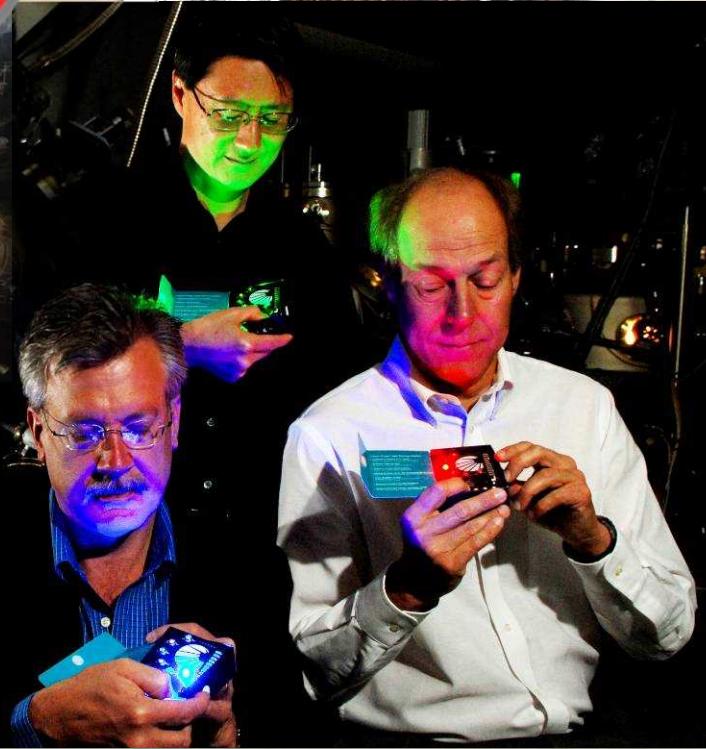
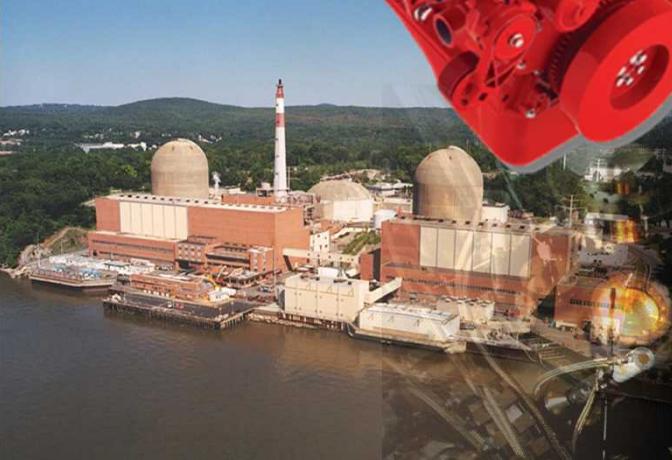
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Infrastructure Protection



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Energy Future



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Environment



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Underground



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Revenue and People

- **Sandia Total Revenue: \$2,300,000,000**
- **Total Workforce: 11,600**
 - Approximately 8,800 regular and temporary employees
 - Approximately 2,400 contractors
 - About 400 students participate in year-round internships
- **Total Payroll exceeds \$800,000,000**
- **Retirees living in New Mexico: 3,605.**

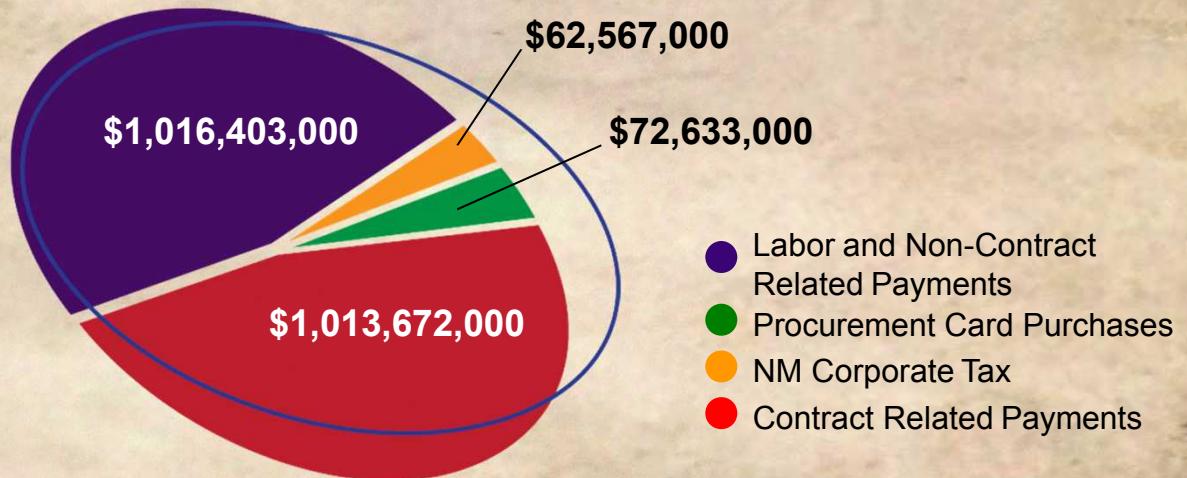


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Expenditures

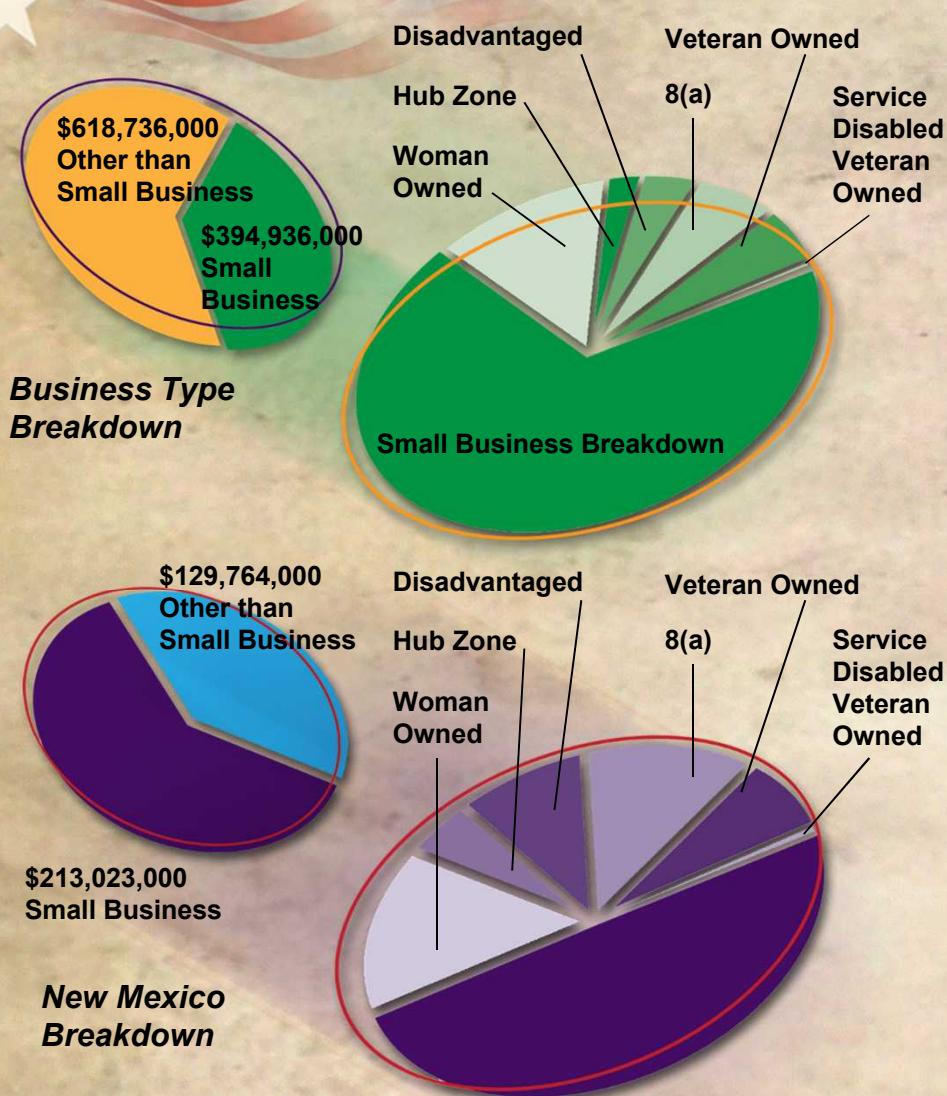
- **Labor and Non-Contract Related Payments: \$1,016,403,000**
- **Contract Related Payments: \$1,013,672,000**
 - 34% (\$342,787,000) paid to New Mexico businesses
 - Of that, 62% (\$213,023,000) was paid to small businesses
- **Procurement Card Purchases: \$72,633,000**
- **New Mexico Corporate Tax: \$62,567,000**

Effect on state's economy
is approximately three
times the total amount
spent on purchases
and salaries



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Contract Related Payments



Contract Related Payments

	Total	New Mexico
Other than Small Business	\$618,736,000	\$129,764,000
Small Business	\$394,936,000	\$213,023,000
Total	\$1,013,672,000	\$342,787,000
Woman Owned	\$47,772,000	\$28,240,000
Hub Zone	\$10,014,000	\$8,433,000
Disadvantaged	\$16,340,000	\$16,288,000
8(a)	\$26,738,000	\$24,011,000
Veteran Owned	\$22,991,000	\$14,974,000
Service Disabled Veteran Owned	\$593,000	\$552,000
New Mexico Total Contract Payments	\$342,787,000	
As a Percent of Total Contract Payments		34%
New Mexico Total Small Business Payments	\$213,023,000	
As a Percent of Total NM Contract Payments		62%
Total P-Card	\$72,633,000	
New Mexico P-Card	\$16,156,000	
Percent New Mexico		22%

Regional Business Impact

- **New Mexico Small Business Assistance Program**

- Gross receipts tax credit
- Value to small businesses in 2007 was \$2.3 million.

- **Technology Ventures Corporation**

- Since 1993: 95 new companies; \$906 million in private sector equity funding; 9,600 new jobs created.

- **Product Realization**

- **Spinoffs and Startups**



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Intellectual Property

Inventions (Patents)

Copyrights

Trademarks

Trade secrets

Law

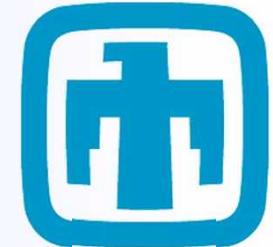
Prime Contract

Prohibited from licensing



Waiver

CR assertion



License

Industry

RED STORM



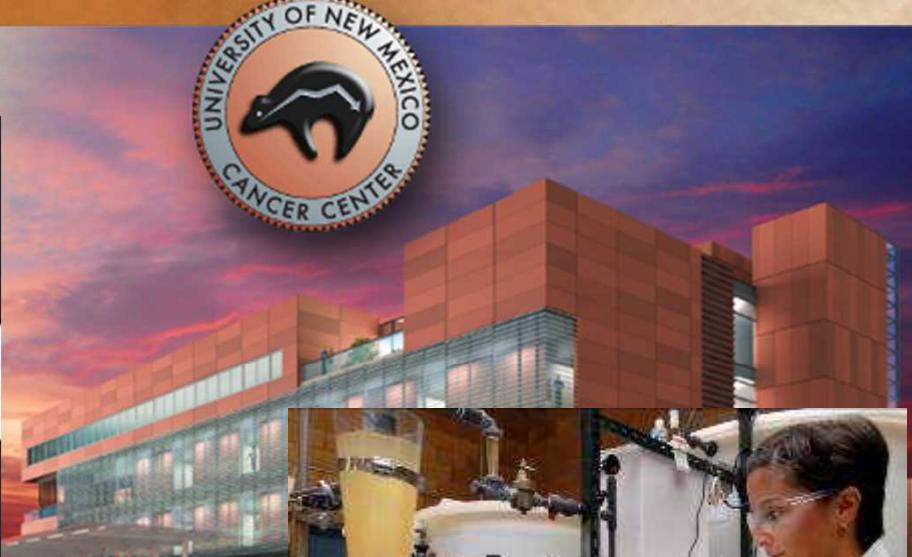
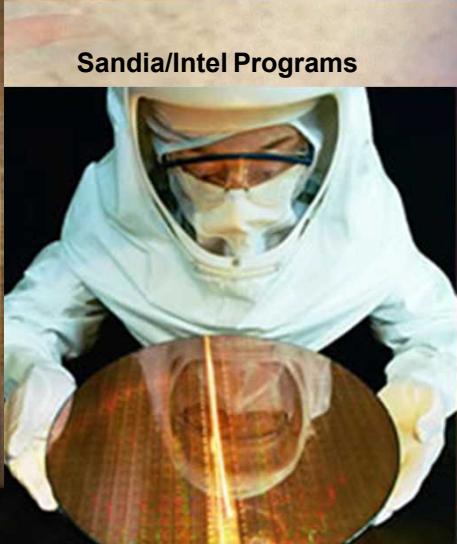
Limitations:

- **Government retains rights in patents, copyright**
- **License restrictions**
 - US manufacturing
 - No royalties for government sales
 - March-in rights
 - Indemnification for Sandia and DOE



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Regional Collaborations

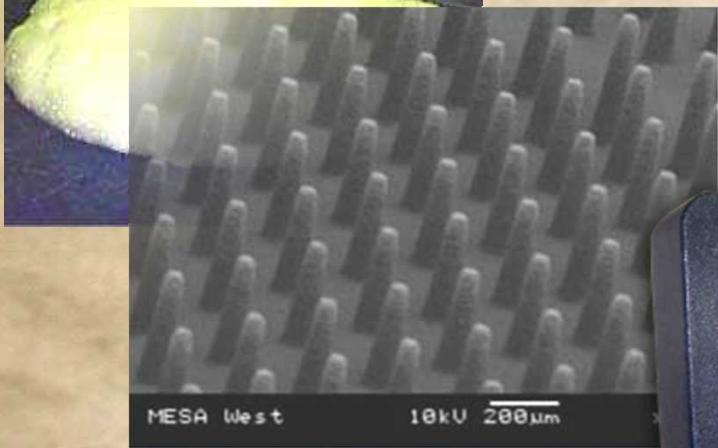
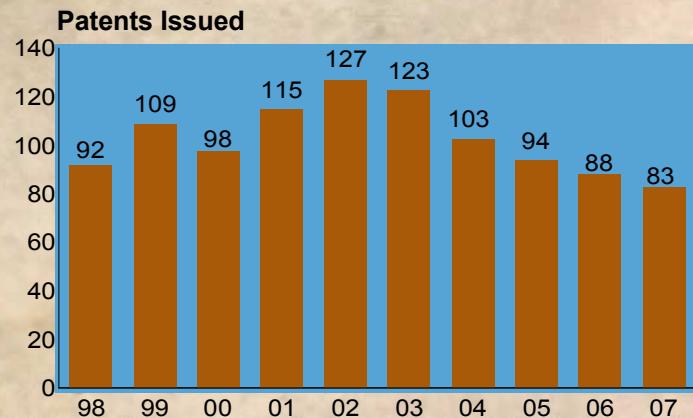


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Patents and Licenses



Decon foam



Microneedles



Explosives detection portal



Novint Falcon



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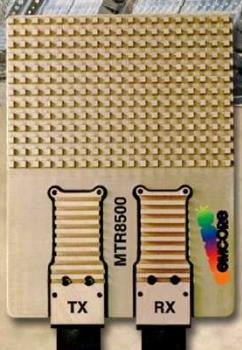
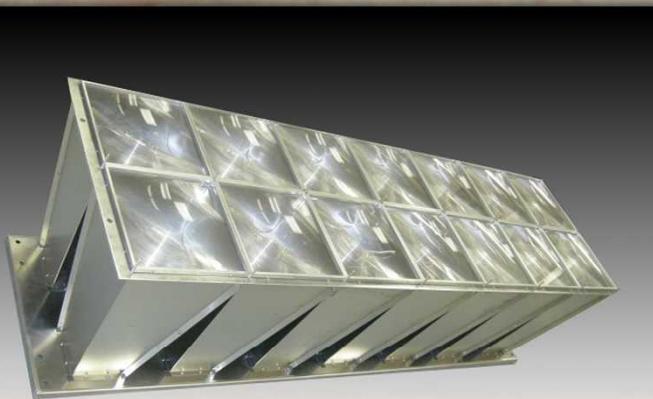
Science and Technology Park

- **Master Planned Technology Community**
- **Founded in 1998 to attract industry in support of mission work**
- **Public/Private Partnership**
- **Results to date**
 - 27 companies
 - 18 buildings
 - 897,000 square feet occupied space
 - 67 acres developed
 - 2,110 employees
 - Average salary: \$62,000



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Science and Technology Park



■ EMCORE/Sandia Partnership

- Publicly traded company
- First company to move into park in 1998
- Licensed VCSEL technology
- Licensed solar cell technology
- Licensed transponder technology
- \$103.8 million investment in park
- 500 employees at park

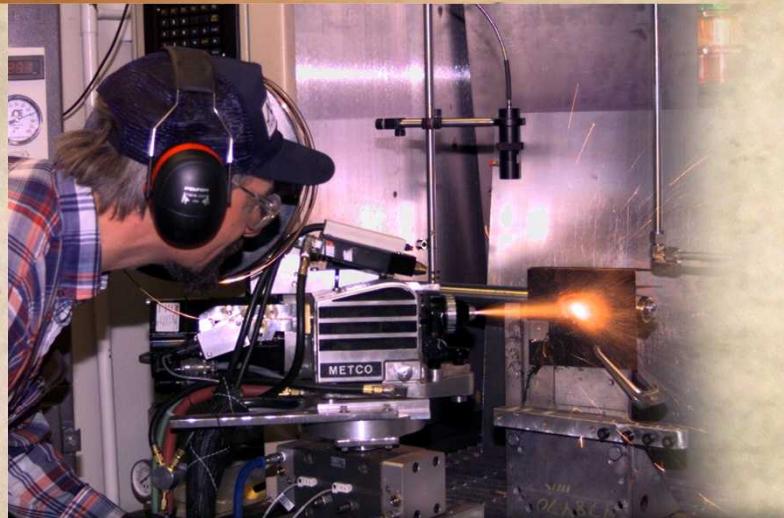


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Science and Technology Park

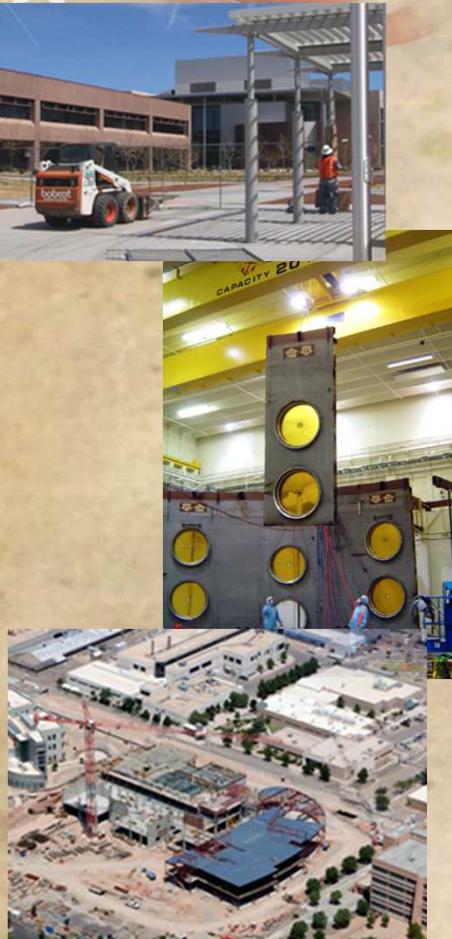
■ KTech/Sandia Partnership

- Local company
- Provides technicians to Pulsed Power facility
- Licensed cold spray technology
- \$34.2 million investment in park
- 500 employees at park



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Major Construction Projects



Construction Project	Total Estimated Cost
Microsystems and Engineering Science Applications	\$462.0
Test Capabilities Revitalization, Phase 2	\$62.8
Center for Integrated Nanotechnologies	\$73.8
New Master Substation	\$8.2
TA-1 Heating System Modernization	\$50.0
Total Line-Item Construction	\$656.7
General Plant Projects and Facilities Infrastructure	\$19.0
Total Sandia Construction Funding	\$675.7

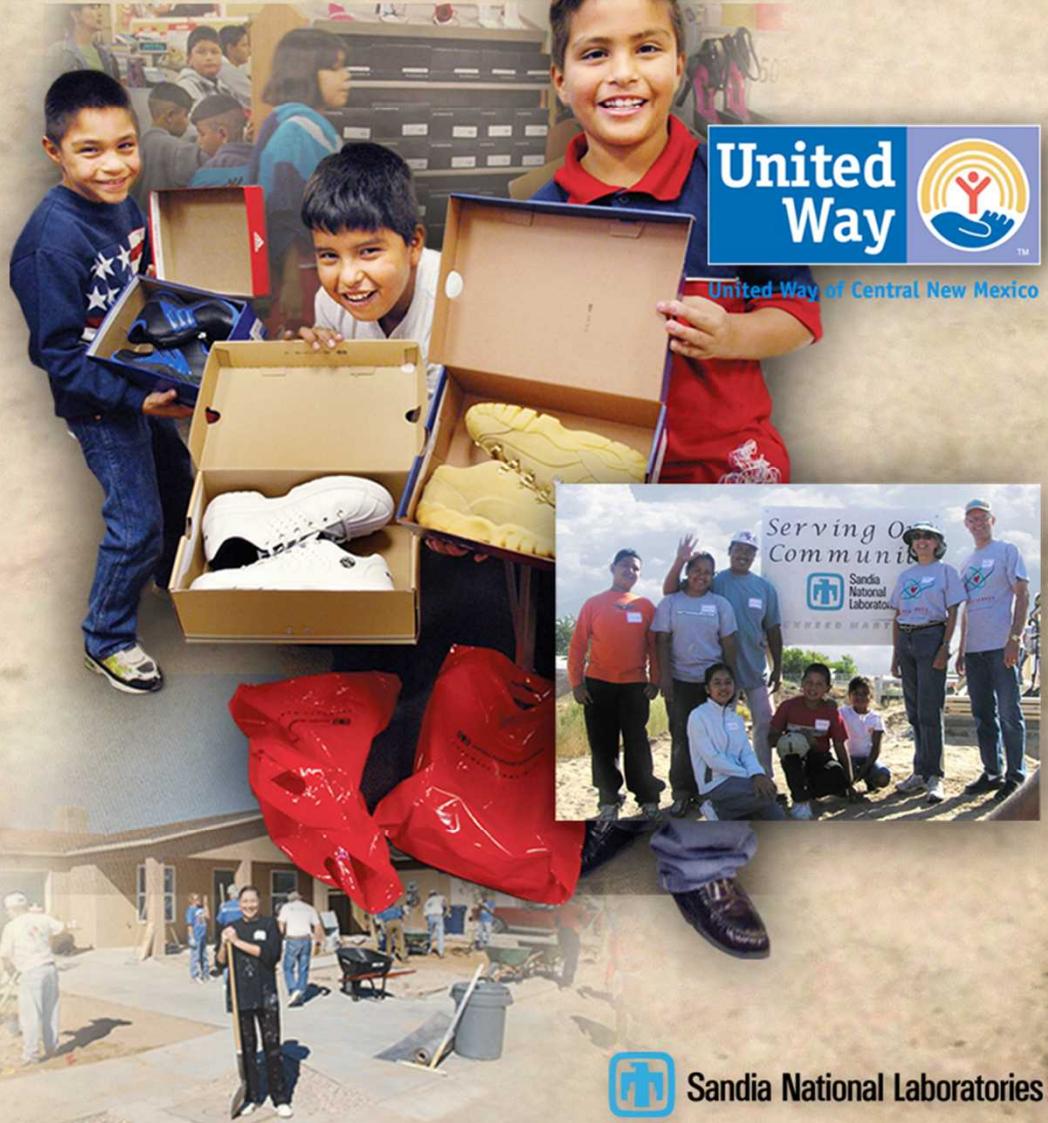
Dollars in Millions



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Volunteers

- **United Way**
 - Employees and retirees donated over \$3.6M
- **Shoes for Kids**
 - Employees donated \$15K and 450 students received new shoes
- **Roadrunner Food Drive**
 - 34,300 lb of food
- **Sandia volunteers**
 - 1000 volunteers gave more than 120,000 hours



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- **Family Science Nights**
 - Sixty evenings serving 6000 students
- **Fun in the Sun Summer Science**
 - 450 students attend during June and July
- **School to World Career Exploration**
 - 2000 students, 500 career presenters
- **Thunderbird Awards**
 - To 30 graduating seniors who have overcome adversity
- **STAR Intern Program**
 - High School juniors work eight weeks at Sandia



Regional University Relationships



NMSU
27 February 2006



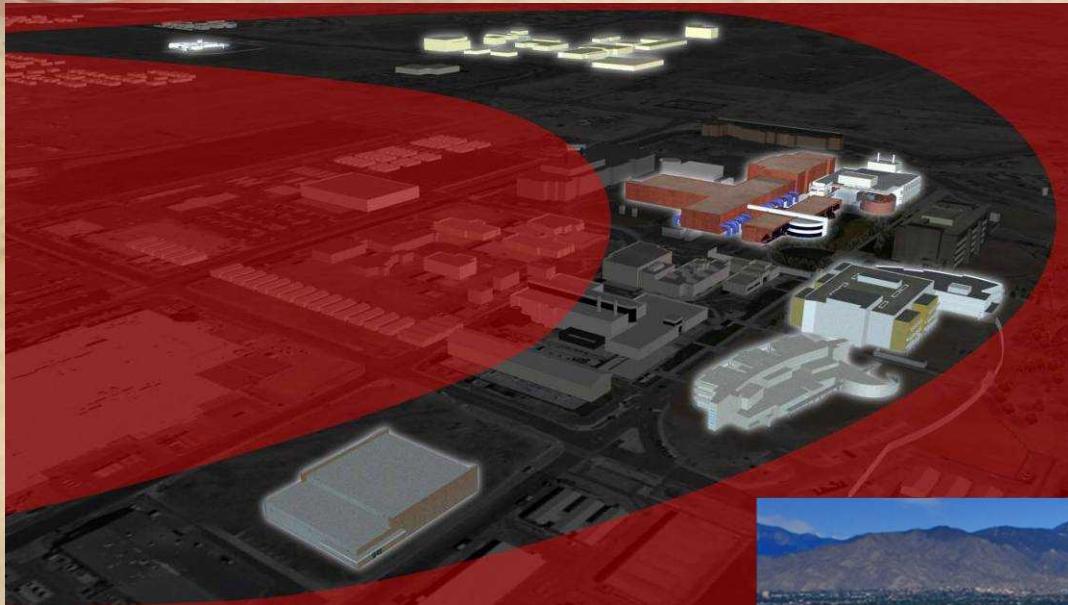
UNM
18 March 2008

- Graduate student fellowships
- Sandia-University research contracts
- Memoranda of Understanding
- Advisory councils
- Adjunct faculty
- Student hiring



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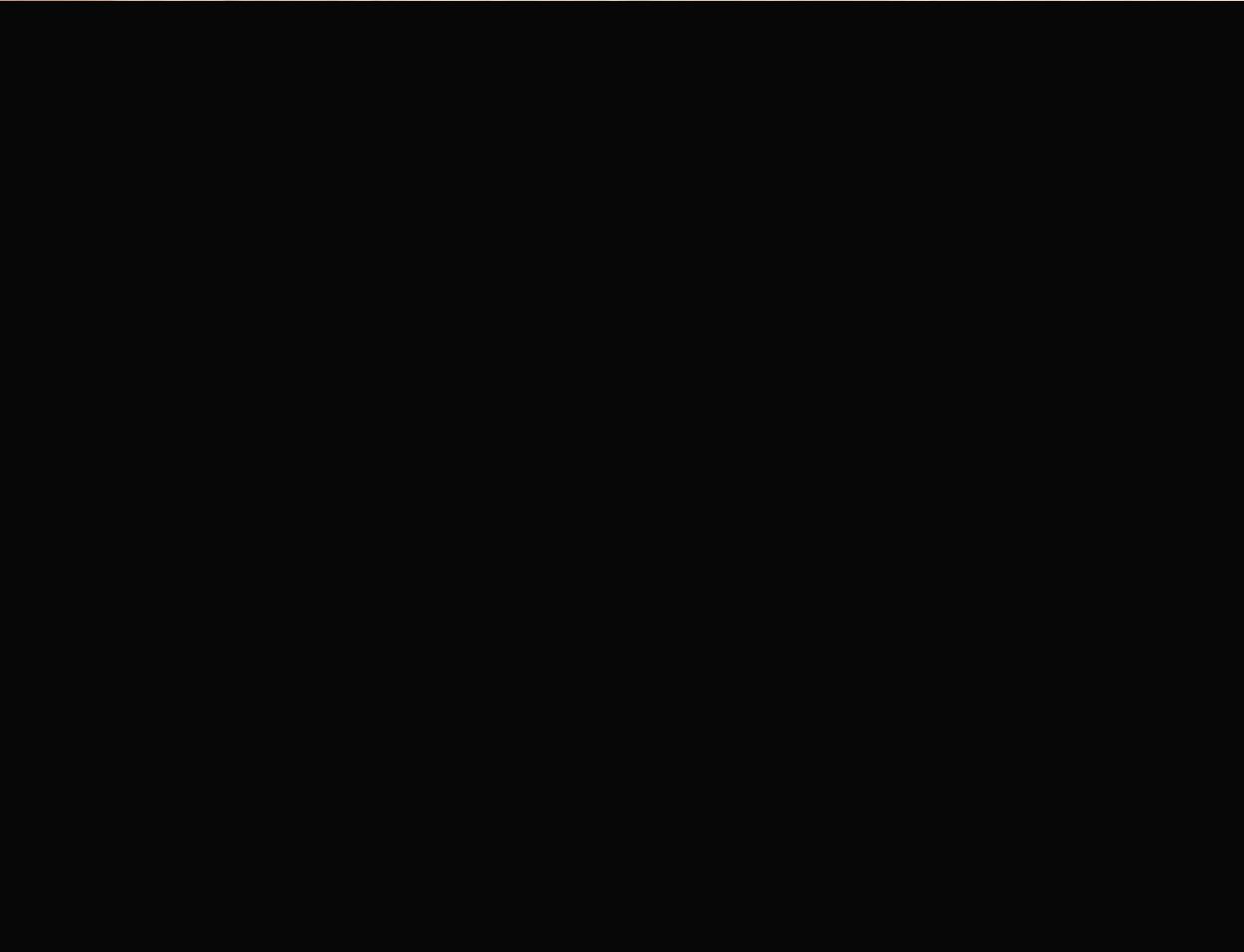
Vision for the Future



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Vision for the Future



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Questions?

Sandia is a multi-program laboratory operated by Sandia Corporation, a Lockheed Martin Company, for the United States Department of Energy's National Nuclear Security Administration under contract DE-AC04-94AL85000.



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