

# 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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# Sandia National Laboratories



**National Security**  
**National Security**  
**National Security**



**Sandia  
National  
Laboratories**

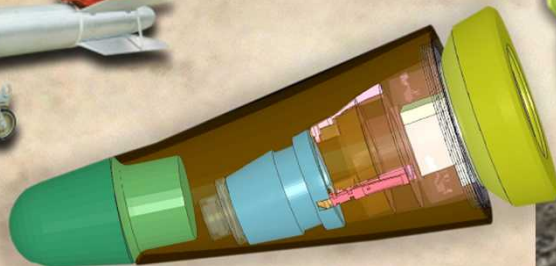
**Science & Engineering**  
**Science & Engineering**  
**Science & Engineering**



**Sandia National Laboratories**

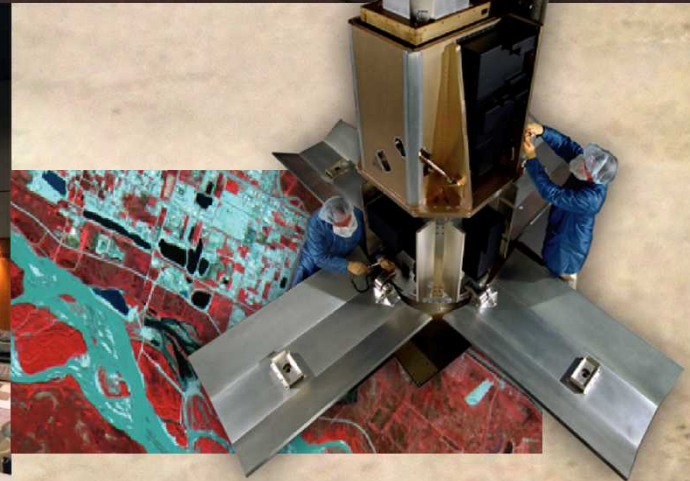
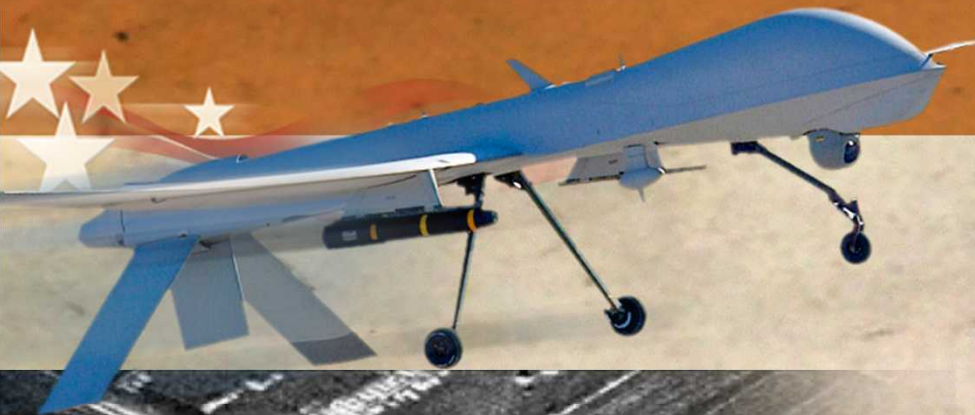
# Strategic Balance

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



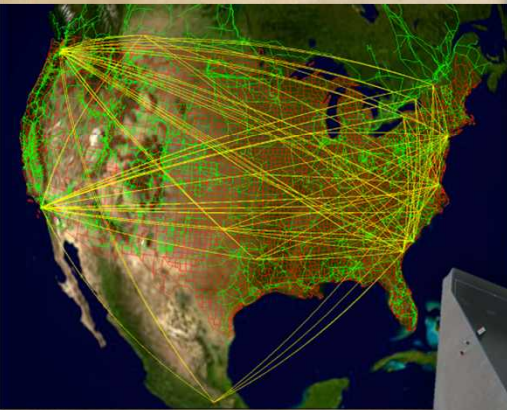
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# Global Awareness



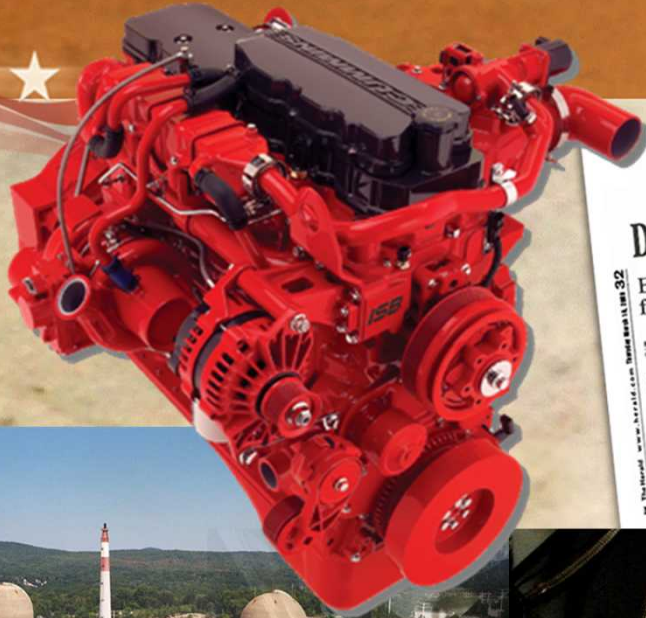
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# Infrastructure Protection



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# Energy Future



## The Miami Herald

### Demands for energy, water at critical point

Energy and water go hand in hand, but the high demands for each are on a collision course.

BY CHRISTINA WOOD

After Mr. McQuinn is elected by voters, he will be expected to lead the state's energy and water efforts. He will be expected to lead the state's energy and water efforts. He will be expected to lead the state's energy and water efforts.



corporatestrategy

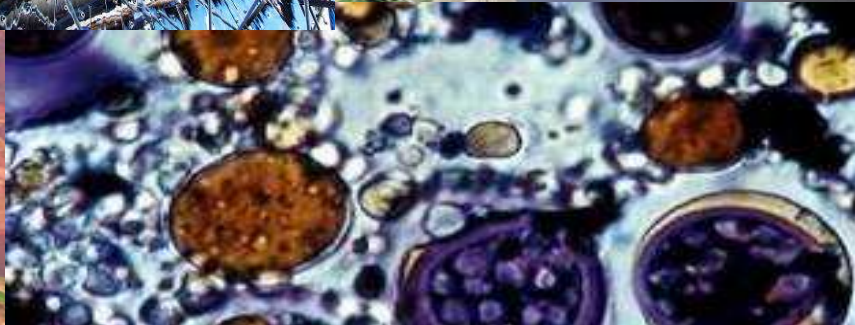


DETAILED MAP: Corporate strategy mapping and data visualization technology with a focus on energy and water.



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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.**

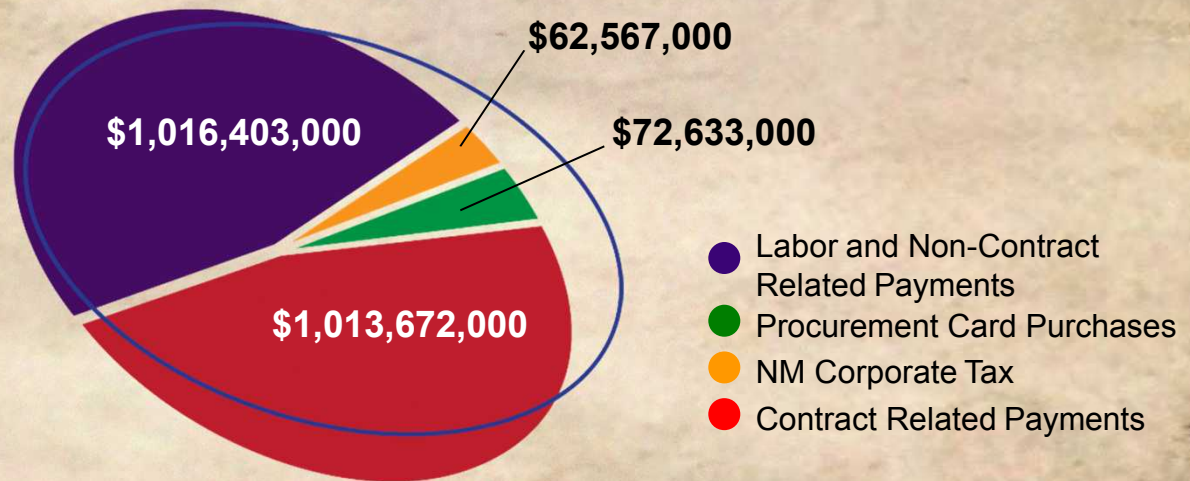


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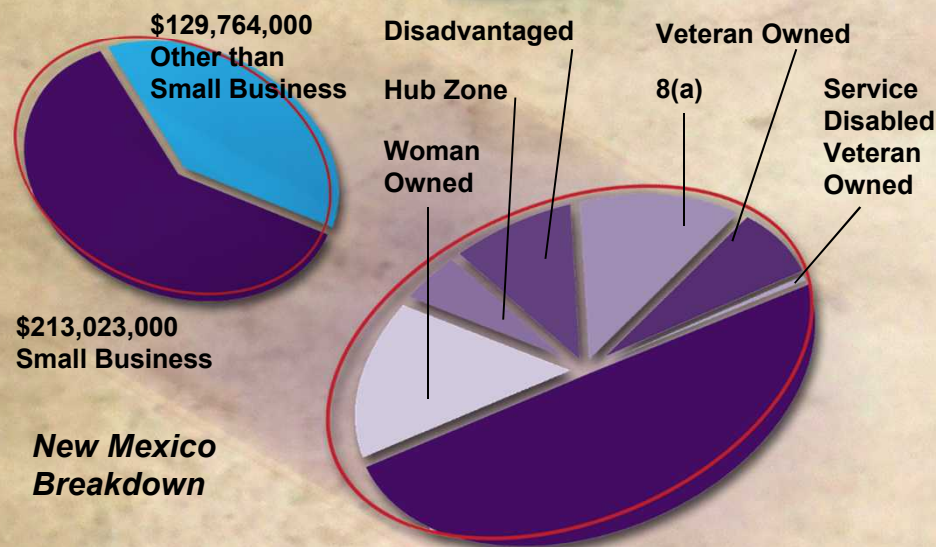
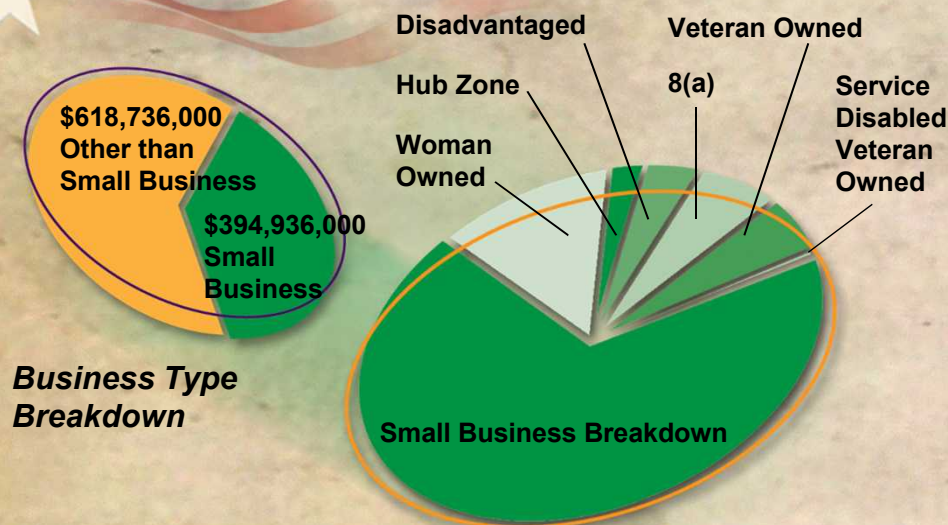
# Expenditures

- **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



# 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
<b>Total</b>	<b>\$1,013,672,000</b>	<b>\$342,787,000</b>
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

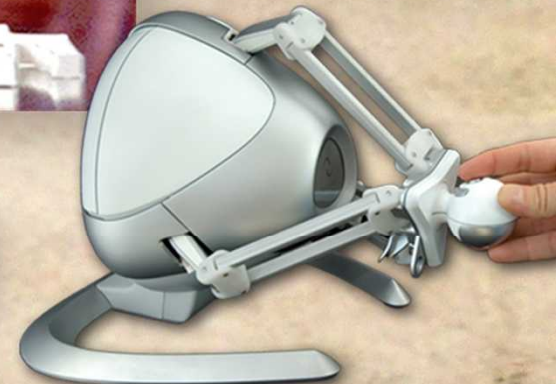
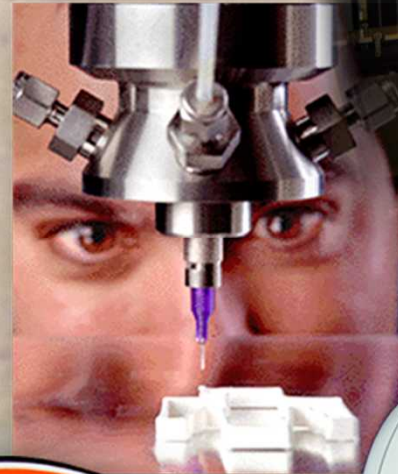
New Mexico Total Contract Payments .....	<b>\$342,787,000</b>
As a Percent of Total Contract Payments .....	34%
New Mexico Total Small Business Payments .....	\$213,023,000
As a Percent of Total NM Contract Payments .....	62%
Total P-Card .....	\$72,633,000
New Mexico P-Card .....	\$16,156,000
Percent New Mexico .....	22%



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# 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)**

Law

**Copyrights**

Prime Contract

**Trademarks**

**Trade secrets**

Prohibited from licensing



Waiver

CR assertion



License

■ **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

Industry



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# Regional Collaborations



Sandia/Intel Programs



Arsenic Water Technology Partnership



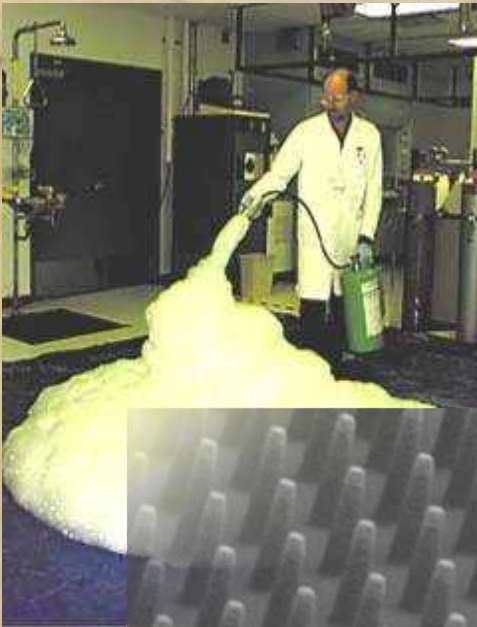
New Mexico Computing Applications Center



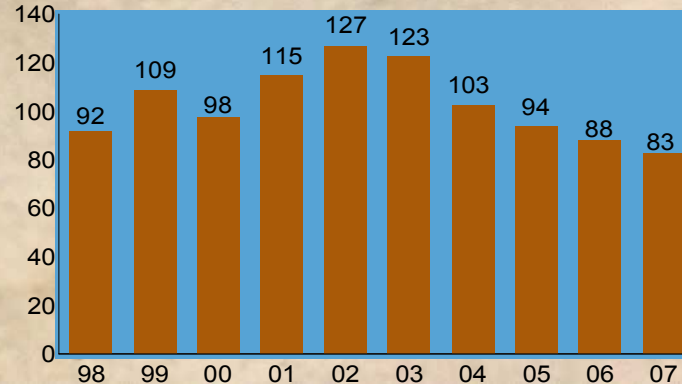
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# Patents and Licenses

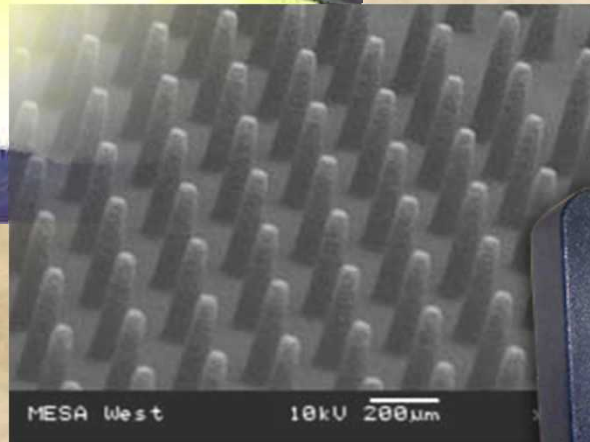
Decon foam



Patents Issued



Explosives detection portal



Microneedles



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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

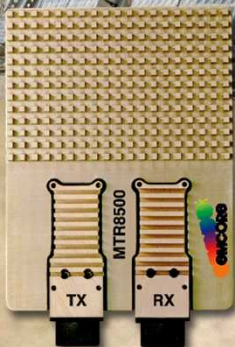


# Science and Technology Park



## ■ 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

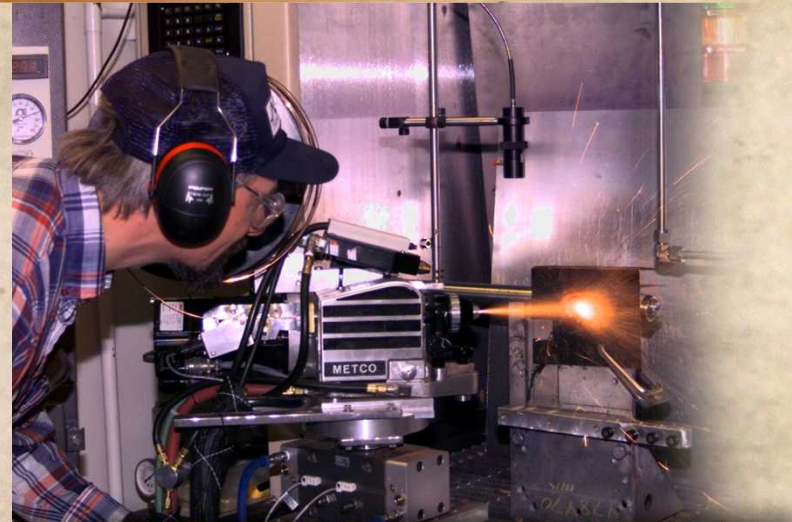


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# Science and Technology Park

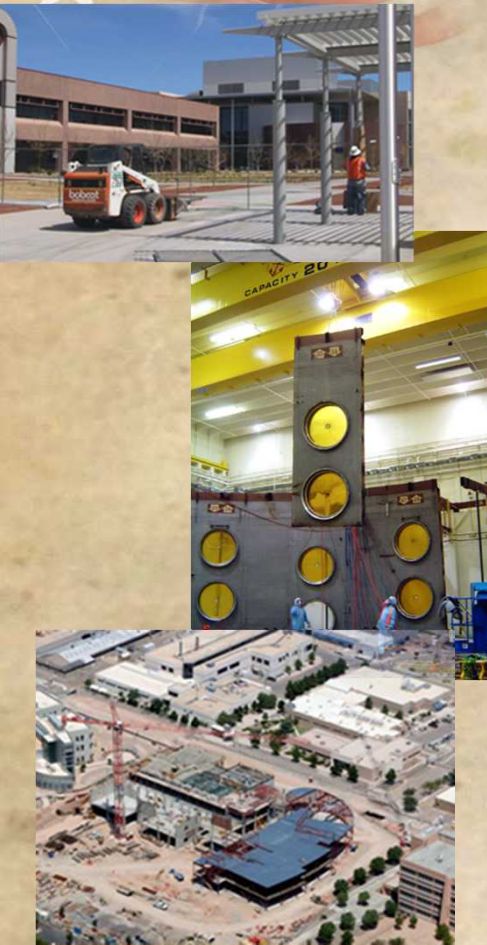
## ■ KTech/Sandia Partnership

- 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
<b>Total Line-Item Construction</b>	<b>\$656.7</b>
General Plant Projects and Facilities Infrastructure	\$19.0
<b>Total Sandia Construction Funding</b>	<b>\$675.7</b>

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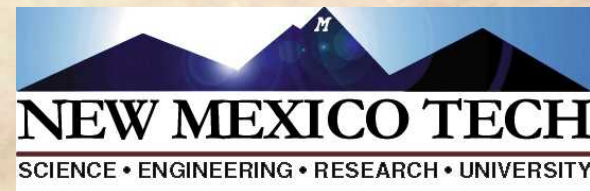
- **Family Science Nights**
  - Sixty evenings serving 6000 students
- **Fun in the Sun Summer Science**
  - 450 students attend during June and July
- **School to World Career Exploration**
  - 2000 students, 500 career presenters
- **Thunderbird Awards**
  - To 30 graduating seniors who have overcome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



# Regional University Relationships

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

NMSU  
27 February 2006

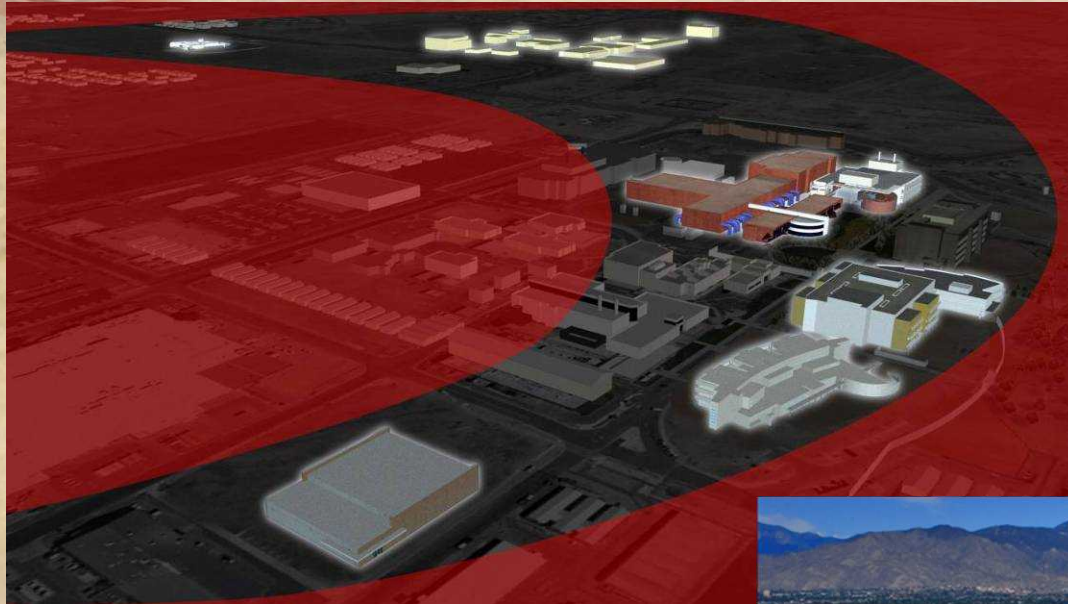


UNM  
18 March 2008



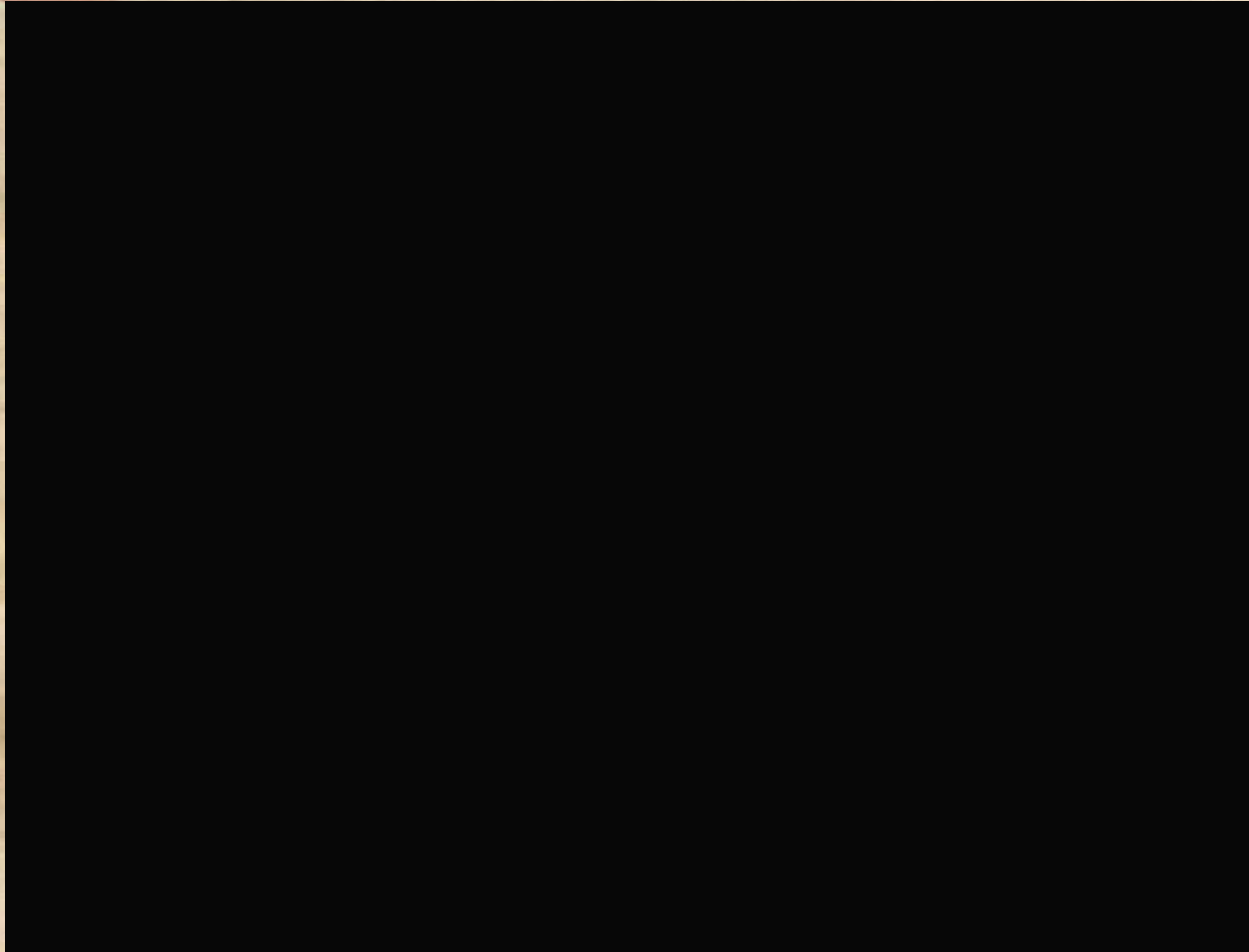
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# Vision for the Future



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# Vision for the Future





# 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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