

Co-Investment Program Parameters and Processes

The New Mexico Bioscience Authority is pleased to announce a co-investment program to provide the needed investment to new start-up companies in or companies that wish to relocate to New Mexico. A New Mexico company is defined as any Corporation, LLC, or Partnership registered with the Secretary of State of New Mexico.

“Bioscience” means the scientific areas represented by life sciences and biotechnology that are included in the five industries recognized by the United State department of labor:

1. Drugs and pharmaceuticals;
2. Medical devises and equipment;
3. Research testing and medical laboratories;
4. Bioscience-related distribution; and
5. Agriculture and chemicals related to bioscience

The NMBSA is charged with generating avenues to grow the bioscience industry here in New Mexico. It does this by:

- Creating programs to expand bioscience economic opportunities within New Mexico, including potential means of providing financial assistance and incentives for bioscience industries and facilities
- Promoting the industry through promotional literature, a website and other media to describe the authority's goals and impact
- Actively recruiting industries and establishing programs that will result in the location and relocation of new bioscience industries in the state
- Providing avenues of communication between New Mexico and representatives of bioscience industries
- Advising the governor, the economic development department, the legislature and others on methods, proposals, programs and initiatives that may stimulate investment in bioscience industries and provide additional employment opportunities for New Mexico residents
- Identifying science and technology trends that are significant to bioscience enterprises and act as a clearinghouse for bioscience enterprise issues and information
- Create programs to expand bioscience economic opportunities with New Mexico, including potential means of providing financial assistance and incentives for bioscience industries and facilities
- To actively recruit industries and establish programs that will result in the location and relocation of new bioscience industries in the state

Program Description

In order to attract the needed capital to grow the bioscience industry in New Mexico, the NMBSA is offering the opportunity to co-invest in start-up companies. We are seeking investment partners either private investors, private family offices, venture capital or private equity firms that are actively sourcing deals and who will enter into forming an LLC or Limited Partnership with the NMBSA that will invest in a start up business in New Mexico.

Submission of Materials

Interested investors should provide the following information:

Selection Criteria

Selection will be made by the Board of the New Mexico Bioscience Authority and will be based upon the following criteria. The co-investment partner:

- a) Qualifies to be lead investor
- b) Is willing participate in the formation of an LLC with the NMBSA for the purpose of co-investing
- c) Funds New Mexico bioscience start-ups, early stage or existing bioscience companies or companies relocating to New Mexico (New Mexico company is a business with its principal office and a majority of its full-time employees located in New Mexico or, in the case of a limited partnership, a business with its principle place of business and 80% of its assets located in New Mexico.)
- d) Has greater than five years' experience in sourcing, vetting and investing in companies
- e) Has investment experience in bio-related industry
- f) Has existing capital for co-investment and is currently investing in bioscience companies
- g) Will provide at least one investment opportunity
- h) Has no members of the organization related to a board member
- i) The investment made by the LLC must be a new company, not further capitalization of the investment partner

Submission Evaluation

Submissions will be selected and evaluated on a rolling basis. The NMBSA intends to invest as opportunities present themselves.

Subject: A Time Sensitive Co-Investment Opportunity

Dear (Name):

I am writing to you as a member of the Board of Directors of the New Mexico Bioscience Authority (NMBSA) – a public private partnership which coordinates with state government, municipalities, research institutions, national laboratories, and private industry to build a bioscience industry here.

We seek a co-investment partner, focused on bioscience start-up, entrepreneur opportunities.

Due to our corporate governance, our preferred method for investment is with a partner who has the experience and opportunities already in play.

This is our first such investment opportunity with about \$100,000 available. Our goal is to establish a relationship, now, and consider future prospects as they present. The current opportunity has a window for a decision of this month.

Is this something that you may be interested in discussing? I look forward to your initial response.

Please feel free to contact me at the phone number below. I will also follow up to gauge your interest.

Kind regards,

Your name
Title
Phone

About the New Mexico Bioscience Authority

The mission of the NMBSA is to increase awareness and support for New Mexico's bioscience sector by attracting capital investors, influencing policy and assisting in infrastructure and business development. Our goal is to expand the bioscience industry, because it has the potential to be one of New Mexico's largest and most vibrant industries.

Request for Presentation

You are invited to present information about your company and co-investment opportunities to the Board of Directors of the New Mexico Bioscience Authority. This invitation is a result of the research performed by the NMBSA Investment Committee on potential co-investment partners.

Below are the guidelines for the presentation.

Date of Presentation: June 30 – between 12 noon and 1:30 pm*

Time to Present: 10 minutes, plus Q & A

Presentation to include:

- Background of investment firm
- List of lead investors
- List of New Mexico investors
- Previous successes in bioscience, and if applicable, in New Mexico
- Information on active investment for the opportunity of co-investment

If you have any questions, please contact me directly at the phone or email listed below.

Sue Prelozni, Executive Director
New Mexico Bioscience Authority
505.238.3339
sprelozni@nmbioscience.org

*Presenters will be given a specific time slot in the 12 noon – 1:30 period.