

# How to Strengthen Industrial/Academic Collaborations in the Bioscience Sector

Team Research Symposium

April 20, 2022



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Accelerating Solutions for Commercialization  
and Entrepreneurial Development

# ASCEND Hub Overarching Goal

Increase entrepreneurship and commercialization of basic medical science in the mountain west states with the ASCEND Solution



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# The ASCEND Solution

## Online Delivery Platform

- Website: [www.ASCENDHub.org](http://www.ASCENDHub.org)
- Biomedical Resource Database: <http://bioentrepreneurresources.com>

## Entrepreneurial Training

- ASECEND Monthly Webinar Series
- Bridging the Gap: Commercialization for Biomedical Researchers

## Business Advising

- Comprehensive one-on-one business advising for companies

## Mentoring

- Virtual Mentor Network
- One-on-one office hours

## Technology Development

- NIH SBIR/STTR Application Assistance



### 250+ OPEN ACCESS PARTNERS & RESOURCES

available through the ASCEND Hub online national database of biomedical resources at [bioentrepreneurresources.com](http://bioentrepreneurresources.com)



### 400+ ASPIRING ENTREPRENEURS

have attended specialized educational seminars, short courses, and open source virtual commercialization classes through the ASCEND Hub.



### \$13.3 MILLION+ GRANT FUNDING

**\$7 Million+** SBIR/STTR &  
**\$6.3 Million+** Govt. Contracts and Grants generated across the ASCEND Network



### \$60,000+ INVESTMENT CAPITAL

raised at Hub-associated companies.





# NM Bioscience Authority

# New Mexico Bioscience Authority

## Connecting Researchers, Entrepreneurs, and Investors Across the State to Grow the Economy

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### History

- State agency created through legislation in 2017 with the vision to grow a robust bioscience industry throughout the state.
- 13 member board represents all sectors of New Mexico including the three Research Universities, EDD, Spaceport, and industry

### Get Connected

- Check out our website at <https://www.nmbioscience.org/>
- Follow us on social media on Twitter [@NewMexicoBSA](#) and on LinkedIn [@New Mexico Bioscience Authority](#)
- Sign up to our listserv at <https://www.nmbioscience.org/contact-us/>
- Contact ED Stephanie Tofighi at [stofighi@salud.unm.edu](mailto:stofighi@salud.unm.edu) or Program Specialist Sterling Nichols at [snichols@salud.unm.edu](mailto:snichols@salud.unm.edu)

### Current Initiatives

- **Community Readiness Program** – partners with municipalities & counties throughout the state to identify and certify zones as being ready to accept bioscience businesses
- **Co-Investment Program** – partners with professional investment firms to invest in start-up businesses in New Mexico or business relocating to New Mexico
- **SBIR/STTR Bioscience Business Accelerator Program** – provides training and mentoring to small businesses, researchers, and inventors looking to submit to the federally funded SBIR/STTR programs
- **Centralization of Statewide Resources** – website directs bioscience inventors, entrepreneurs, and investors to resources throughout the state that can help them effectively commercialize, expand, or invest effectively





**Dale Dekker, AIA, AICP, Chair**  
Reg. Architect & Founder of  
Dekker/Perich/Sabatini Design



**Sheryl Arvizu, MBA, Vice**  
**Chair, Board Director,**  
Pharmaceutical Specialist



**Richard S. Larson, MD, PhD,**  
**President, Vice President of**  
Research, UNM HSC



**Christos Christodoulou, PhD,**  
**Vice President, Dean of the**  
School of Engineering at UNM



**Sarah Boisvert, Entrepreneur &**  
Founder of Fab Lab Hub, LLC



**Greg Byrnes, Board Member,**  
ED at NM Biotechnology &  
Biomedical Association (NMBio)



**Jennifer H. Gifford, PhD,**  
**Board Member, Assoc.**  
Professor in Animal Range  
Sciences Dept. at NMSU



**Alicia Keyes, Board Member,**  
Cabinet Secretary, New Mexico  
Economic Development



**Tom Kieft, PhD, Board**  
**Member, Microbiologist NM**  
Tech Biology Department



**Paul Laur, Board Member,**  
Chief Executive Officer, Spartina  
Biotechnologies



**Scott McLaughlin, Board**  
**Member, Executive Director at**  
Spaceport America of NM



**Tanner Schaub, PhD, Board**  
**Member, Director, Research**  
Cores Program, OVPR, NMSU



**Prisca Tiasse, PhD, Board**  
**Member, Founder & CEO,**  
Biodidact, The Community Lab



# NM Bioscience Authority Board of Directors

- 2 members appointed by UNM President
- 2 member appointed by NMSU President
- 1 member appointed by NMT President
- Secretary of EDD or Designee
- Executive Director of SpacePort Authority or Designee
- 4 members appointed by Speaker of the House and Senate Pro-Tempore
- 2 members appointed by Governor

# NM Bioscience Authority Staff

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**Stephanie Tofighi, MSPP**  
Executive Director



**Ryan Cangiolosi, MBA, MACCT**  
Strategy & Policy Director



**Sterling J. Nichols III, BS**  
Program Specialist



# How to Strengthen Industrial/Academic Collaborations in the Bioscience Sector Panel

- John Chavez, MBA  
Managing Director, NM Start-Up Factory
- Steve Graves, PhD  
CEO and President, BennuBio
- Dave Hanson, PhD  
Co-Founder and Chief Development and Innovation Officer,  
GrowVera
- Ben Lucker, PhD  
Chief Science Officer, ProSel Biosciences
- Eric Prossnitz, PhD  
Professor, School of Medicine, UNM, Principal Investigator,  
ASCEND Accelerator
- Prisca Tiasse, PhD  
Founder and President, The Community Lab