



NM Bioscience Authority

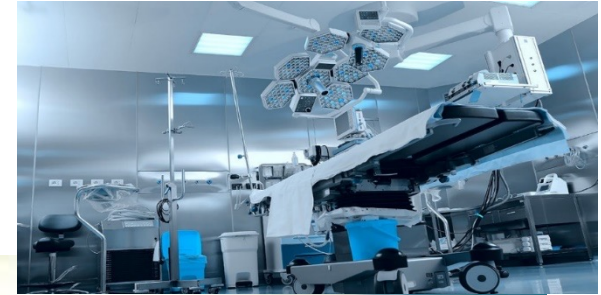
Presenting on behalf of the New Mexico Bioscience Authority:

May 16, 2022

Stephanie Tofighi, MSPP
Executive Director
NM Bioscience Authority

What is the NM Bioscience Authority?

- The New Mexico Bioscience Authority (NMBSA) was created in 2017 by the legislature as an official state agency through the **Bioscience Development Act**.
- It is a **public-private partnership** representing a collaborative among state government, research institutions, national laboratories and private industry in New Mexico.



NMBSA

Mission & Vision

Mission

To increase awareness and support for New Mexico's bioscience sector by attracting capital investors, influencing policy and assisting in infrastructure and business development. The NMBSA connects all necessary elements of: Research & Development, Technology Transfer, Investment and Funding and Workforce.

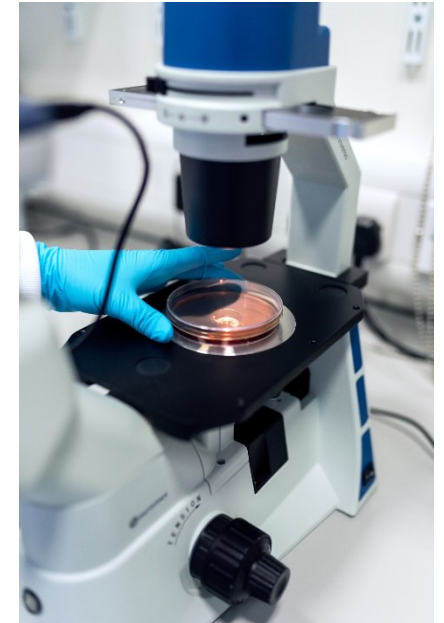
Vision

To grow a robust bioscience industry in New Mexico.



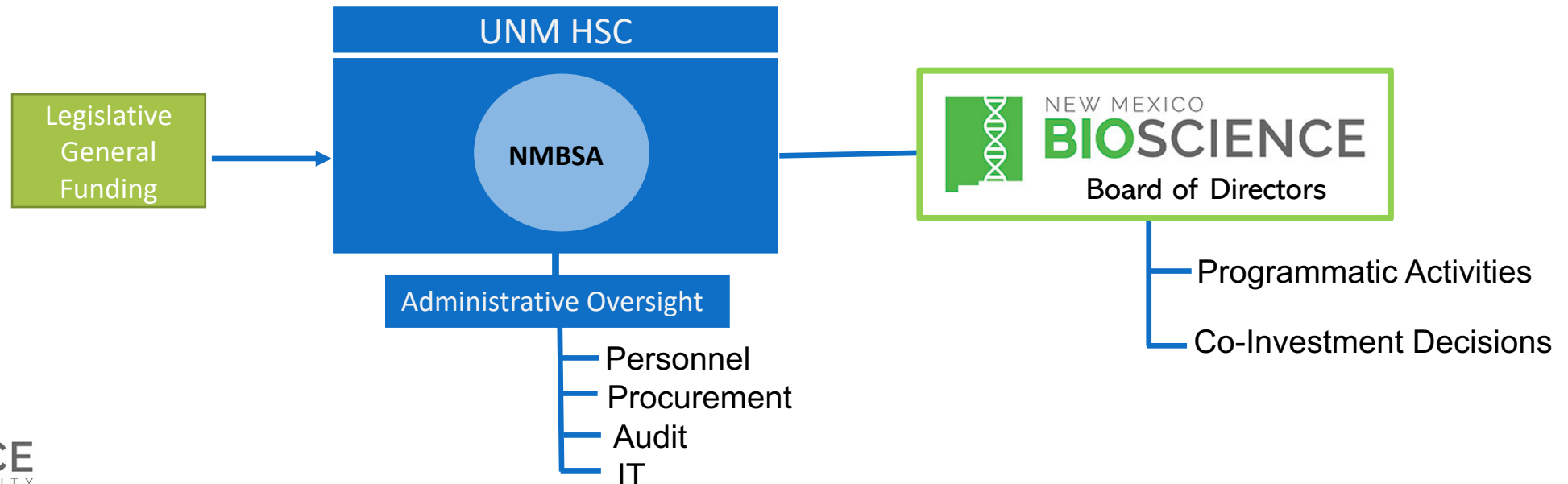
Activities by Statute of NM Bioscience Authority

- **Advise state leadership** on initiatives that may stimulate investment and provide jobs
- **Create programs** to expand bioscience economic opportunities
- Connect New Mexico and representatives of bioscience industries
- **Promote legislation** to grow the bioscience industry
- Produce promotional literature related to explanation and fulfillment of the NMBSA's goals
- Identify science and technology trends and be a clearinghouse for bioscience enterprise issues
- Develop **Co-Investment** program and Endowment funding for long-term investment
- **Actively recruit** bioscience businesses to New Mexico



Organization of NM Bioscience Authority

- 13-person board (appointed by Governor, Speaker of the House, Senate Pro-Tempore, and University Presidents)
- The authority is administratively attached to and is considered an affiliated organization of the UNM Health Sciences Center to assure conformity with state procurement rules, statutes, and guidelines and minimize costs.





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



Stephanie Tofighi, MSPP
Executive Director



Ryan Cangiolosi, MBA, MACCT
Strategy & Policy Director



Sterling J. Nichols III, BS
Program Specialist

NMBSA Current Initiatives

1. **Community Readiness Program** – partners with municipalities and counties throughout the state to identify and certify zones as being ready to accept bioscience businesses
2. **Pilot Co-Investment Program** – partners with professional investment firms to invest in start-up businesses in New Mexico or businesses relocating to New Mexico
3. **SBIR/STTR Bioscience Business Accelerator Program** – provides training, mentoring, and networking opportunities to small businesses or inventors looking to submit to the federally funded SBIR/STTR programs
4. **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

Community Readiness Program

The Path to Make New Mexico Bioscience Ready

- The Community Readiness program is an initiative of the NMBSA that aims to assist local governments and organizations to position themselves to attract bioscience business.
- Through this program, communities or organizations identify sites that are suitable for bioscience business and rate their readiness to host potential bioscience ventures in terms of:
 - Infrastructure Availability
 - Appropriate Regulatory Framework
 - Trained Workforce to Host Potential Bioscience Ventures



What Community Readiness Means for New Mexico?

- Attract Bioscience companies and startups
- Foster Bioscience industry growth
- Help municipalities create innovation zones
- Facilitate Bioscience site selection
- Certified sites are currently in Albuquerque, Rio Rancho, and Santa Fe

Community Readiness Rating:



BRONZE

Local governments have identified sites that are served by utilities and have a process in place to assist bioscience businesses.



SILVER

Local governments have 'shovel ready' sites, have development incentives and have identified point person to assist bioscience businesses through the process.



GOLD

Local governments have identified sites within Opportunity and/or tax advantage location, have expedited development processes, have available suitable buildings, have invested in enhanced transportation and logistics infrastructure and are partnering with universities and colleges to train workforce.

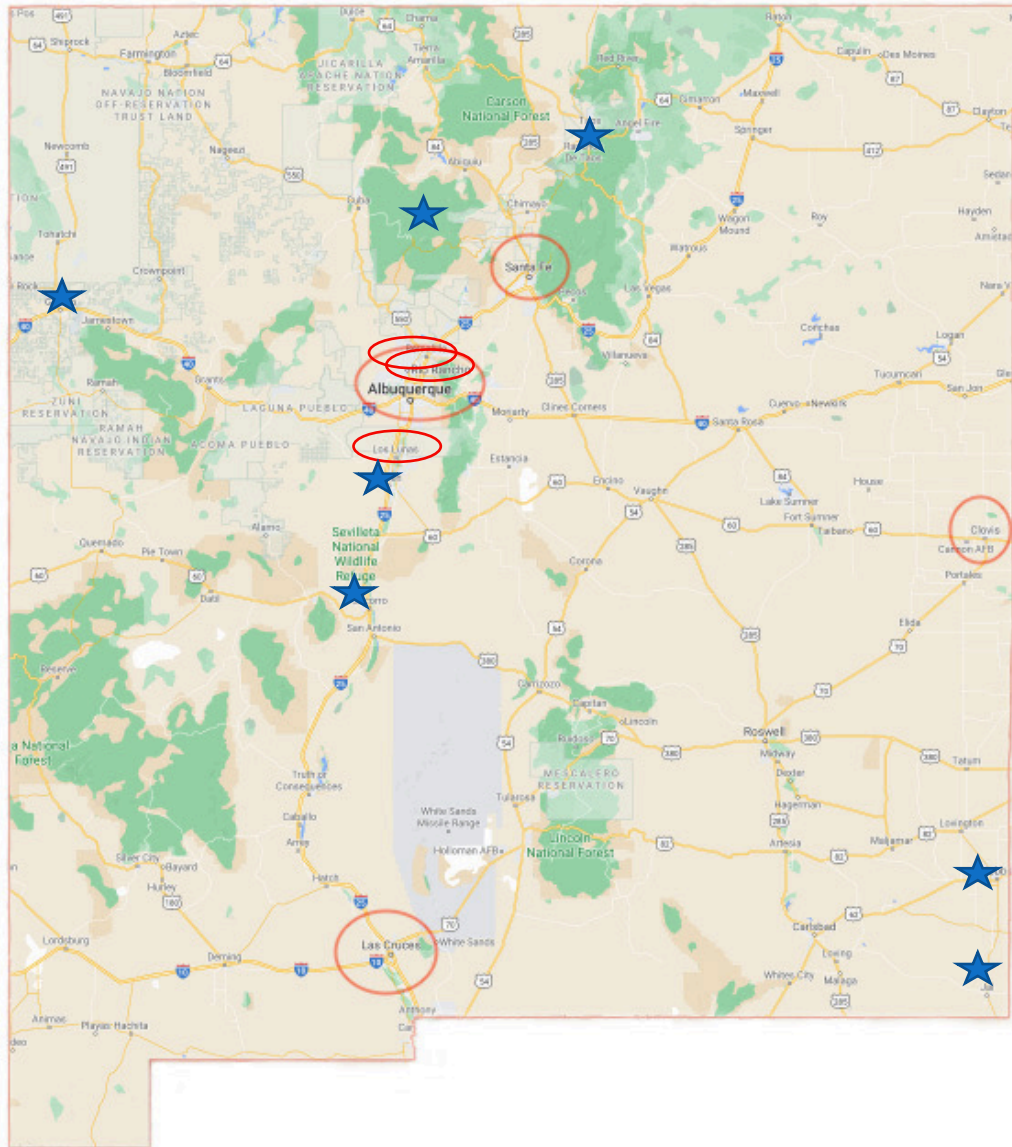


PLATINUM

Local governments have an inventory of suitable buildings and sites, sites are pre-permitted for bioscience uses, sites have completed NEPA review, and local governments assist bioscience businesses with identifying funding sources.

Community Readiness Program

Mapping Our Progress



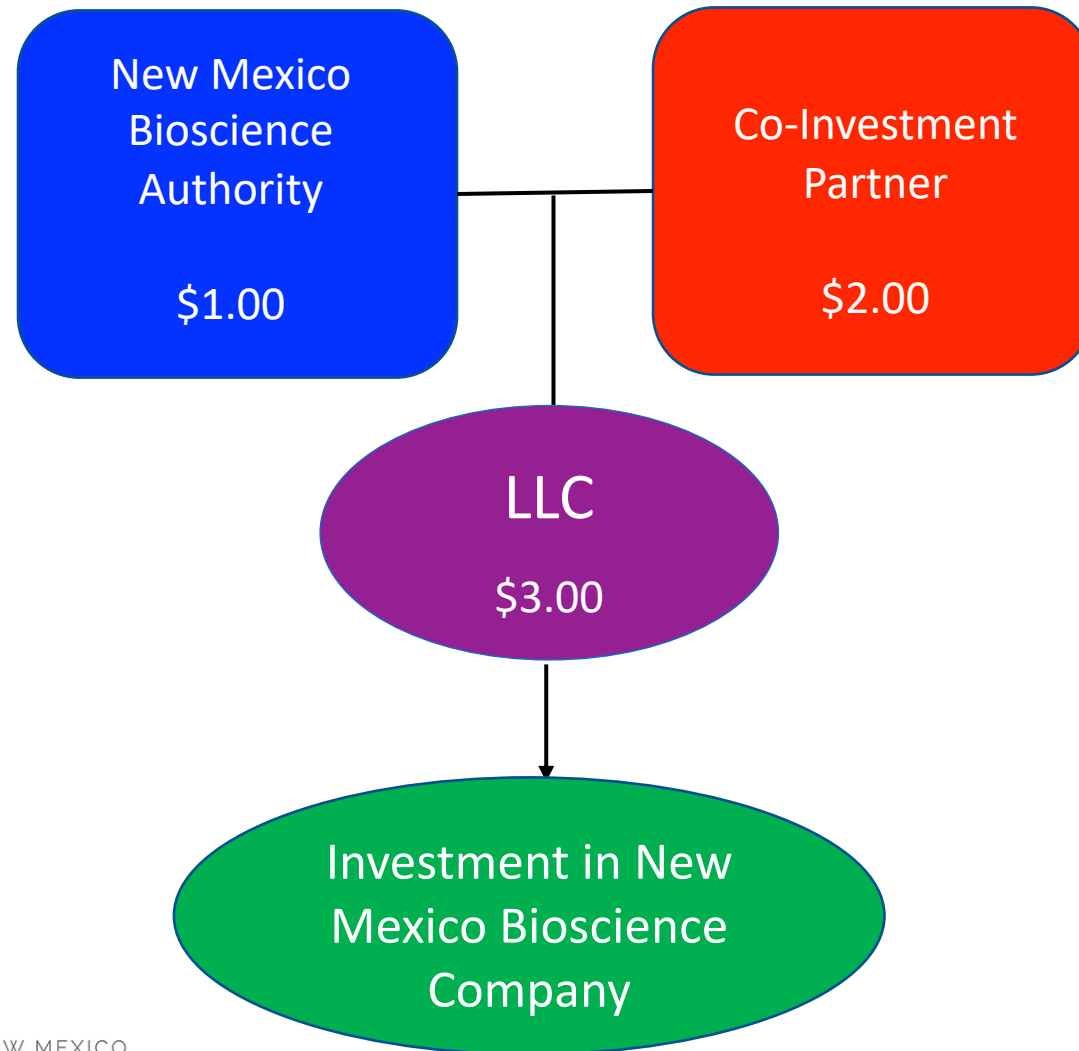
Sites Currently Being Certified (circled)

- **Los Lunas, Las Cruces, Santa Ana Pueblo, and Clovis**
 - Currently working on certification process
- **Albuquerque - 8 certified sites**
- **Rio Rancho - 1 certified site**
- **Santa Fe – 1 certified site**
- **Arrowhead Center – 5 certified sites pending**

Next Steps (starred)

- **Developing relationships to start the process in these communities**
 - Los Alamos, Socorro, Taos, Gallup, Jal, Hobbs, and Belen

NMBSA Co-Investment Program Organization



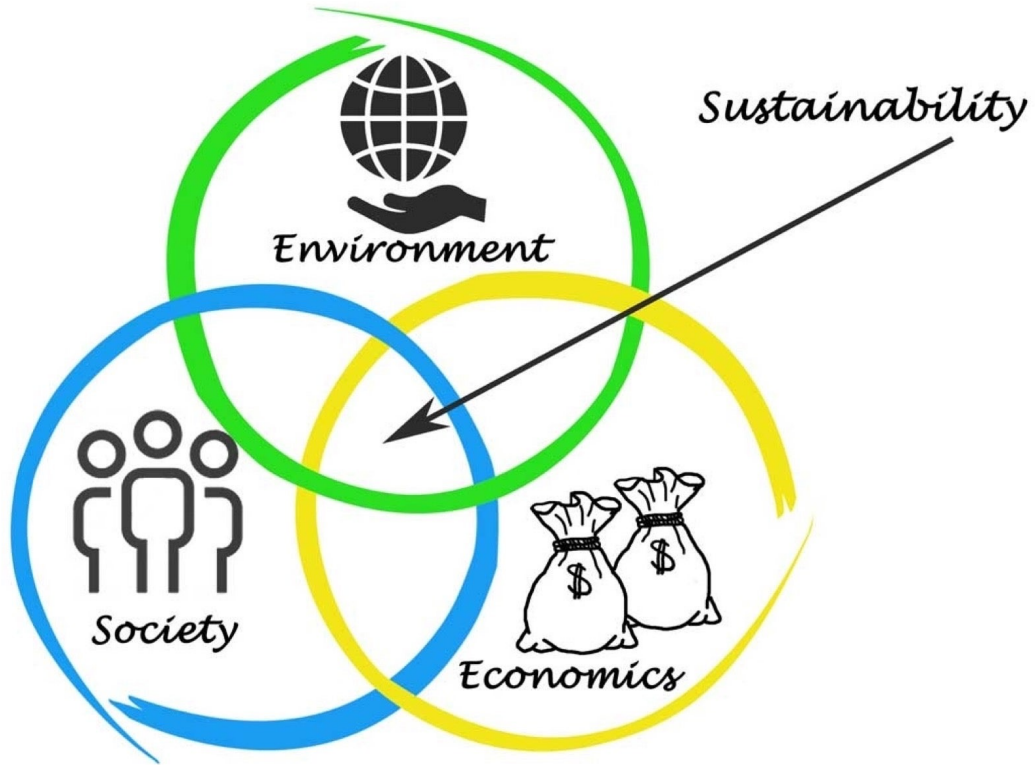
Main Objective

- Create and/or Grow NM Companies & Jobs
- Encourage Investing in NM Bioscience
- Increase capital for investments

Investment Partner Criteria

- **Qualifies to be lead investor**
- Will provide a **2:1 match of funds**
- **Is actively sourcing, vetting and investing in companies**
- **Has investment experience in bio-related industry**
- **Has existing capital for co-investment and is currently investing in bioscience companies**

Co-investment Program has Broad Impact and is Self-Sustaining



- This is a **new economic development approach** that is different from other agencies in the state.
- **All size municipalities can benefit.**
- Includes Main street businesses, higher tech companies making new drugs or devices, and light manufacturing or distribution shops
- It is **self-sustaining** because capital to **reinvest** will be gained when investments are sold or exited **which will grow a substantial return on investment.**

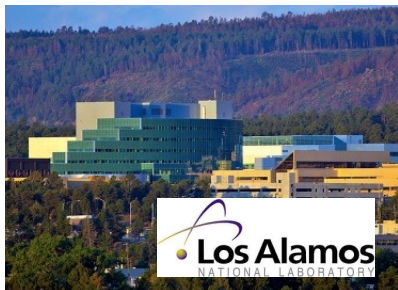
Pilot Program Timeline for Co-Investment

- July 2021 - Issued Request for Proposal through UNM Procurement Office per state rules
- September 2021 – NMBSA Co-Investment Task Force reviewed applications through UNM Procurement system
- October 2021 - Task Force selected two investment firms (NM Angels & Anzu Partners) to recommend to full Board of Directors for approval.
- March 2022 – Full Board of Directors approves co-investment partnerships with investment firms.
- Currently – Drafting LLC Operating Agreement



NM Bioscience Authority's SBIR/STTR Bioscience Business Accelerator

- The BSA's bioscience business accelerator expands a federally funded UNM based bioscience business accelerator primarily geared toward the commercialization of biomedical innovation.
- Includes SBIR/STTR grant training, mentoring, workshops, and network facilitation to support the commercialization of bioscience innovation
 - Statewide mission to train university and research institution faculty and staff to work effectively with entrepreneurs to start bioscience businesses.
 - Latest events:
 - NIH SBIR/STTR training cohort led by Arrowhead Center's NM FAST
 - Panel discussion on How to Improve Academic/Industrial Collaborations in the Bioscience Sector at UNM's Team Research Symposium.



Centralization of State Resources for Bioscience Businesses

- NM BSA website was enhanced and now serves as a conduit to investors, entrepreneurs, and inventors to gain awareness of and direction to state resources and economic development incentives.
- Individual support pages direct these three types of users to resources across the state specific to their needs.



Moving From Invention to Production

The Invention Process

by: The Law Office
of Jeff Williams
PLLC
the right way



The Idea
(or product)



Research the idea
to estimate
potential



**Professional
Help**
Have Patent
Attorney do a
patent search



The Product
R&D: Develop
a prototype



Protect your **patent**
Get legally
protected with a
Patent Attorney



(if needed) find a
partner or **investor**



Create
a plan to
produce and
market the
product



Take the product to
market



Enjoy the fruits of
your **labor**



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Steps to Follow

1. Document your discovery, invention, or innovation
2. Research your Market.
3. Develop a Prototype.
4. Test or Evaluate your Prototype with Technical Experts.
 - **NM Small Business Assistance Program**
5. File a **Patent** for your Invention.
6. Get the Patent Licensed to an Entrepreneur or Company.
7. Market your Invention to Investors
8. Apply for Small Business Innovation Research (SBIR) and/or Small Business Technology Transfer (STTR) Funding to Support Development.
 - **ASCEND (Accelerating Solutions for Commercialization and Entrepreneurial Development) Hub**
 - **Arrowhead Center – NM Federal and State Technology (NM FAST)**



Incentives for New Mexico Bioscience Businesses

Co-Investment Program

Co-Investment Partner Firms



INTRODUCING NM BIOSCIENCE AUTHORITY

Co-Investment Opportunity

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, in the case of a corporation or limited liability company (LLC), 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 principal place of business and 80% of its assets located in New Mexico.

We have now partnered with two professional investment organizations who will enter into an LLC or Limited Partnership with the NMBSA to invest in New Mexico based bioscience companies as illustrated below.

Enhance Communication with Stakeholders

- Track visitor traffic to our recently redesigned website and adjust to users' needs appropriately
- Establish stakeholder listserv to directly share bioscience related information
- Develop NM BSA newsletter to begin bi-annually but transition to quarterly celebrating bioscience innovation and commercialism throughout NM
- Use social media to reach a more inclusive audience
- Seek out opportunities for public presentations



Next Steps of the NMBSA



1. Keep expanding **Community Readiness Certification Program** to include all NM
2. Enter into **Co-Investment LLC partnerships** with selected firms and invest in businesses that meet NMBSA evaluation criteria
3. Hire **NMBSA SBIR/STTR Bioscience Business Accelerator Trainer** to facilitate small business grant training throughout the state and networking events between university/National lab researchers and small businesses

Questions?

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<https://www.nmbioscience.org/>