



NM Bioscience Authority: Helping Businesses Grow

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What is Bioscience?

Five Industries Make Up Bioscience Sector:

1. Agricultural feedstock and chemicals
2. Bioscience-related distribution
3. Drugs and pharmaceuticals
4. Medical devices and equipment
5. Research, bioinformatics, testing and medical laboratories



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

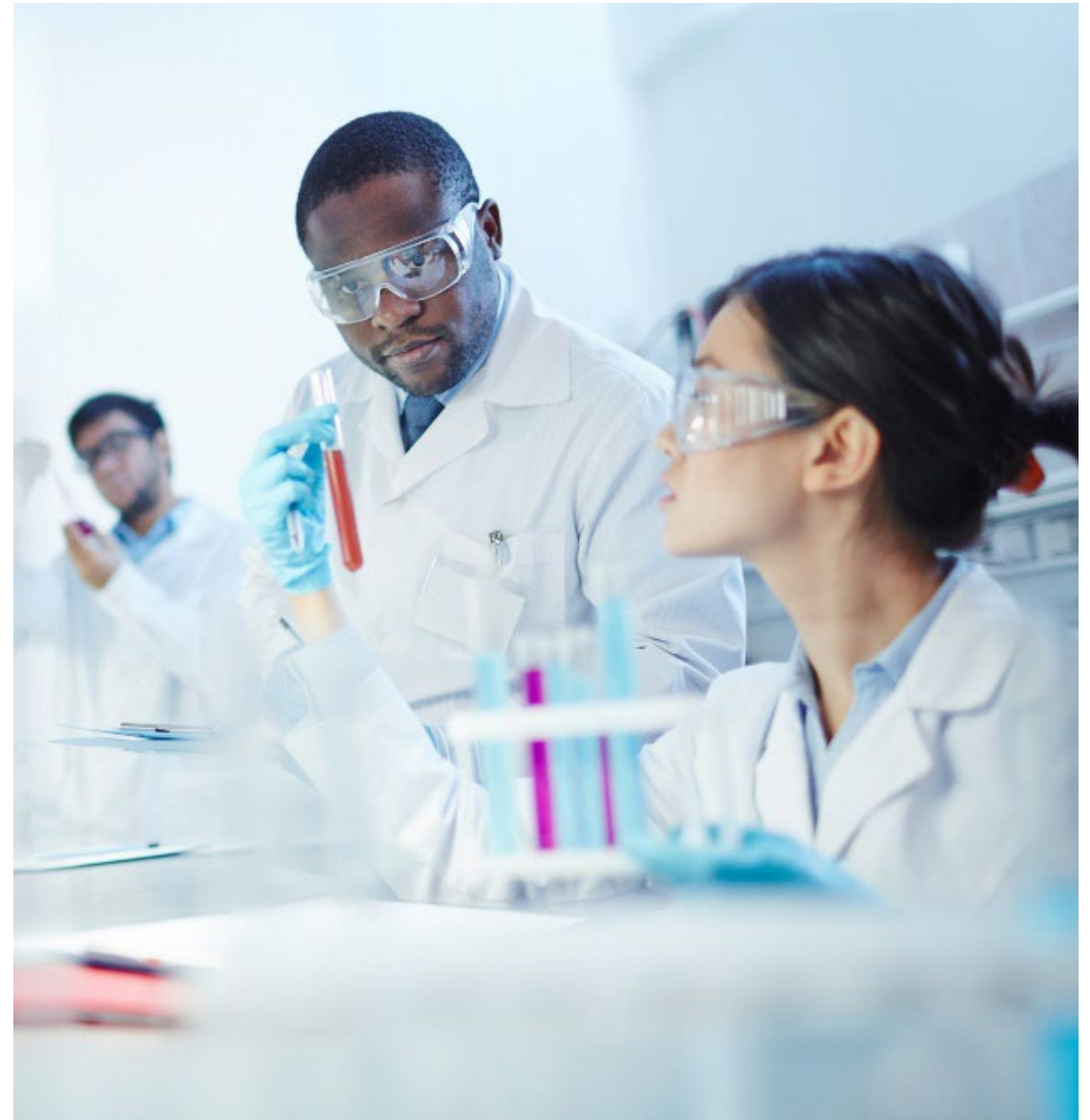
Mission & Vision

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.

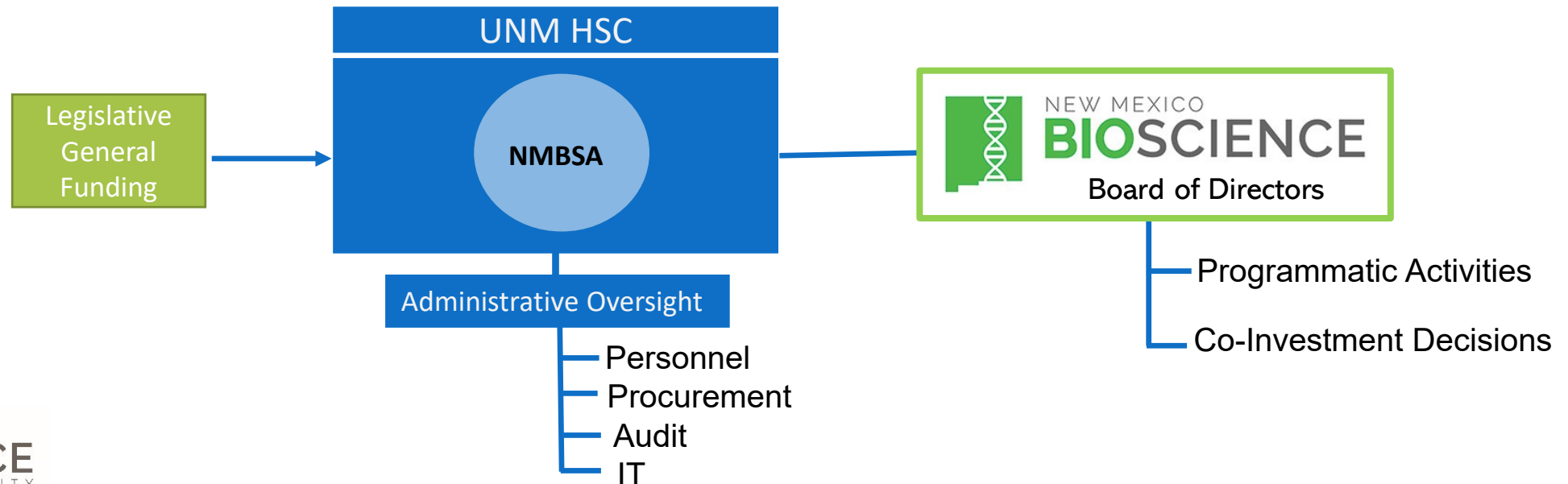
Vision

To grow a robust bioscience industry in New Mexico.



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



Tanner Schaub, PhD, Vice
Chair, Director, Research
Cores Program, OVPR, NMSU



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



Jennifer H. Gifford, PhD,
Secretary, Assoc. Professor at
NMSU Animal Range Sci. Dept.



Sheryl Arvizu, MBA, Board
Member, Board Director,
Pharmaceutical Specialist



Sarah Boisvert, Board
Member Entrepreneur &
Founder of Fab Lab Hub, LLC



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



Alex Greenberg, Board
Member, Director of Science &
Technology Office, NM EDD



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



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

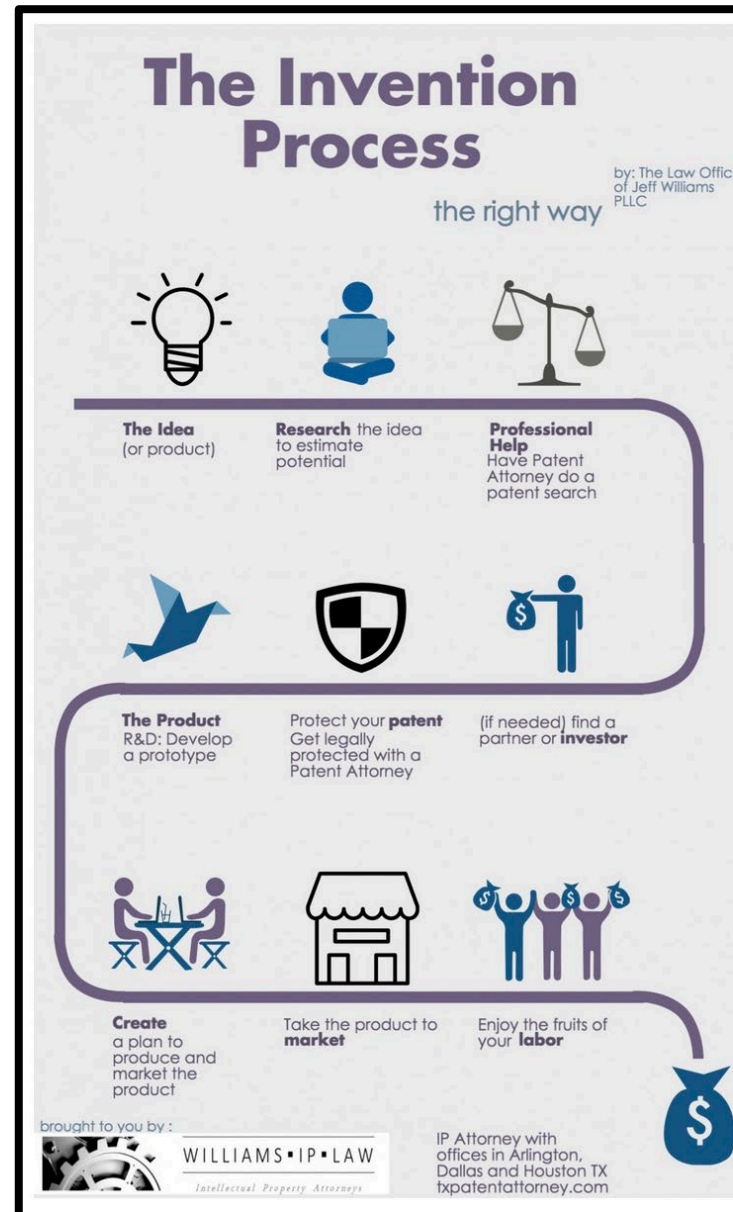
1. **Centralization of Statewide Resources** – website directs bioscience inventors, entrepreneurs, and investors to resources throughout the state that can help them effectively commercialize, expand, or invest effectively
2. **SBIR/STTR Bioscience Business Accelerator Program** – provides training,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

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



Steps to Follow

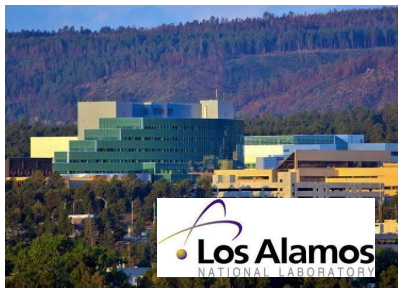
1. Document your discovery, invention, or innovation
2. Research your Market.
3. Develop a Prototype.
4. Test or Evaluate your Prototype with Technical Experts.
 - **NM Small Business Assistance Program**
5. File a **Patent** for your Invention.
6. Get the Patent Licensed to an Entrepreneur or Company.
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)**



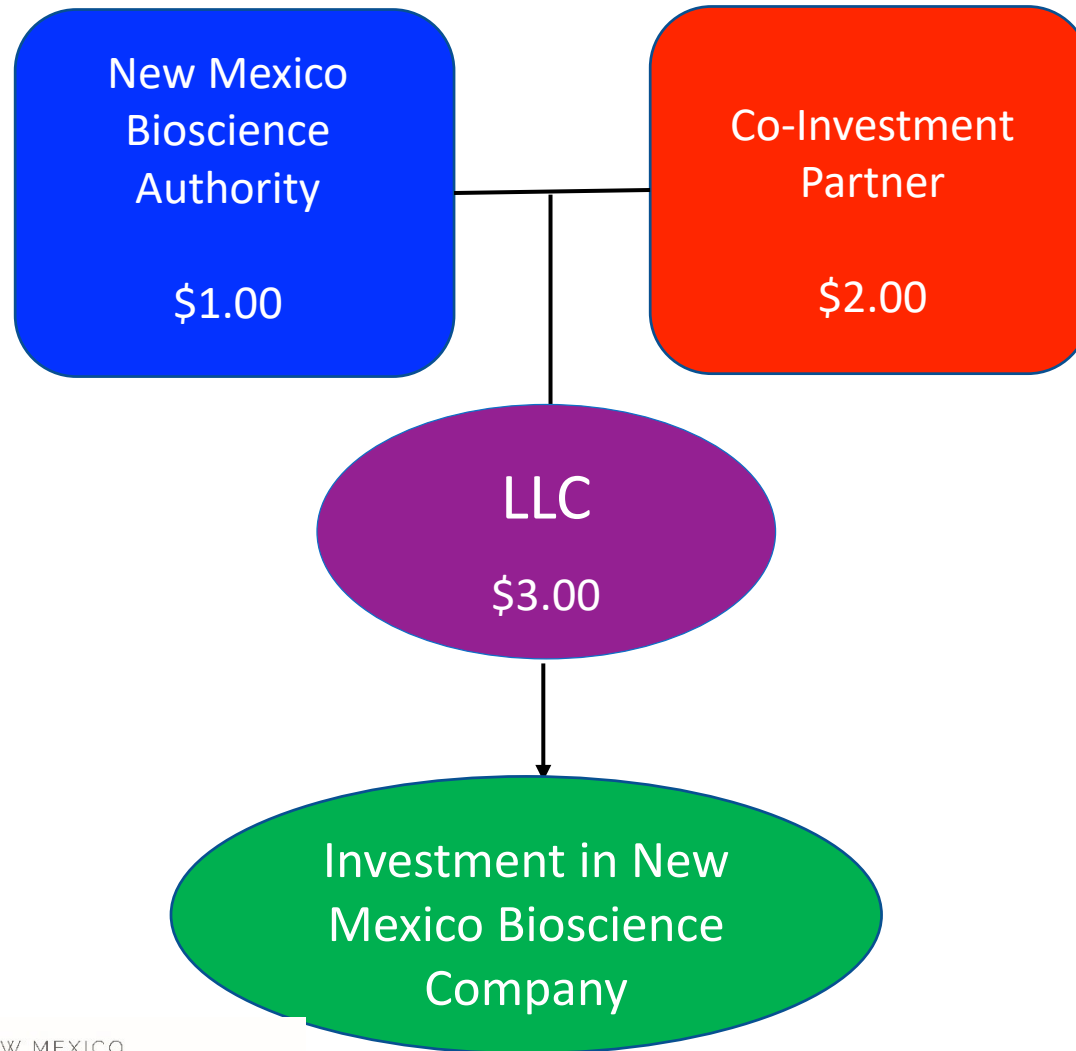
Incentives for New Mexico Bioscience Businesses

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 on How to Improve Academic/Industrial Collaborations
 - NIH NCATS Webinar



NMBSA Co-Investment Program



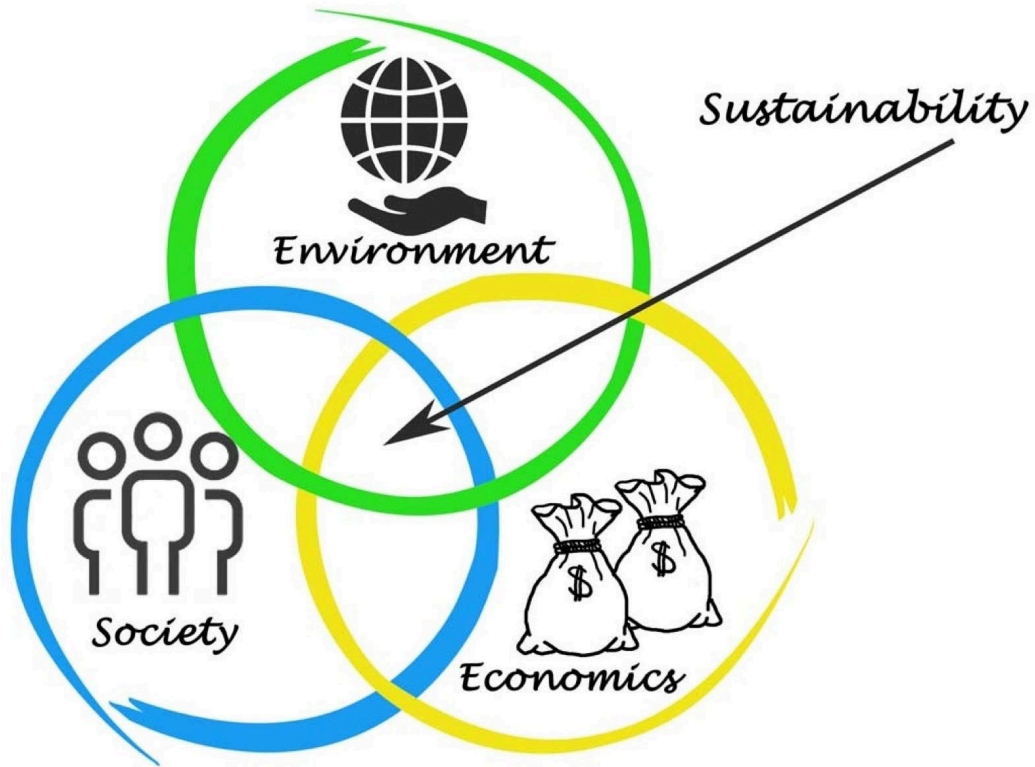
Main Objective

- 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.**

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, Santa Fe, and Las Cruces

Community Readiness Rating:



BRONZE

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



SLIVER

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.

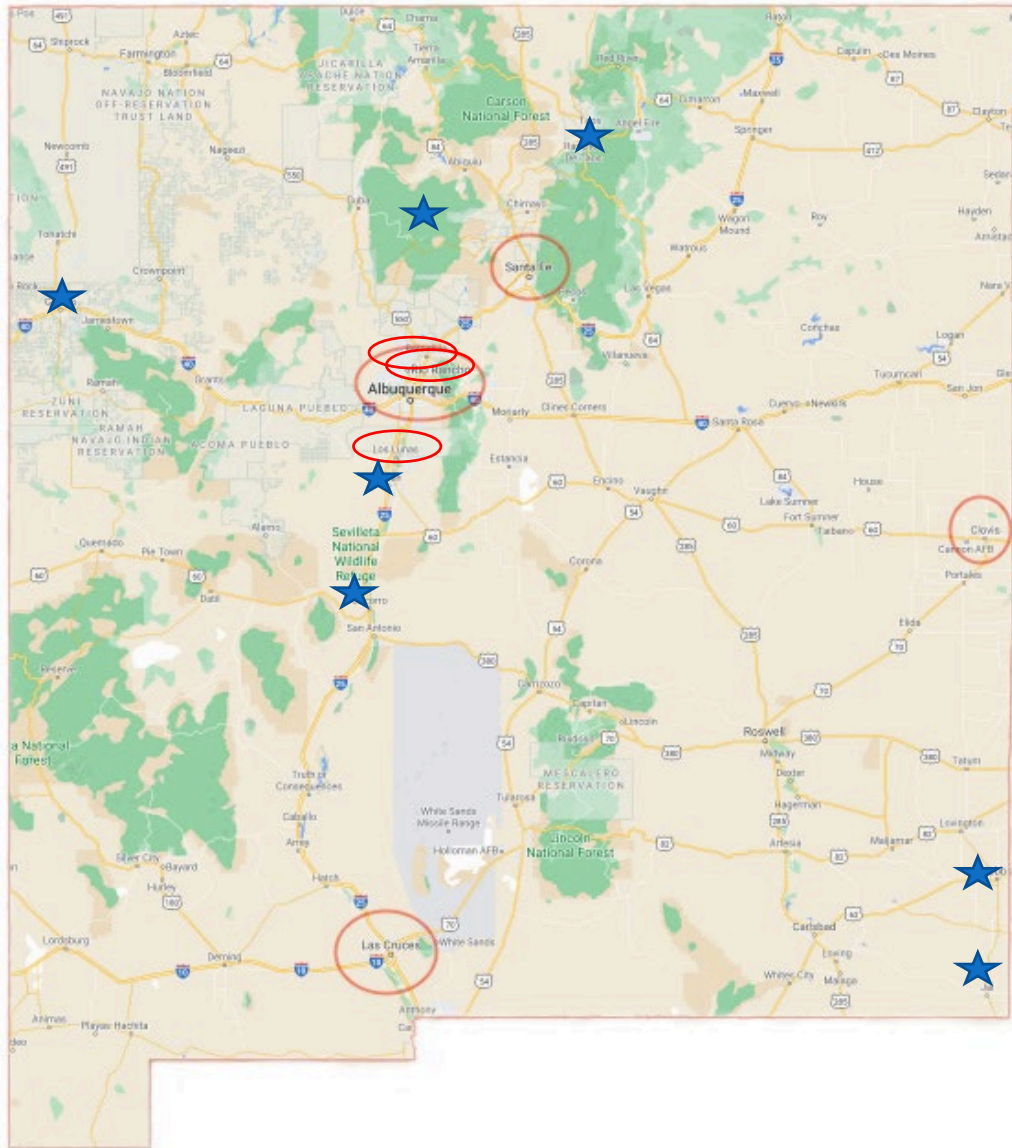


PLATINUM

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**

Next Steps (starred)

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

Get Connected

- Check out our website at <https://www.nmbioscience.org/>
- Follow us on social media on Twitter [@NewMexicoBSA](https://twitter.com/NewMexicoBSA) and on LinkedIn [@New Mexico Bioscience Authority](https://www.linkedin.com/company/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 or Program Specialist Sterling Nichols at snichols@salud.unm.edu