



NEW MEXICO
BIOSCIENCE
A U T H O R I T Y

New Mexico Bioscience Authority 2023 Annual Report*

*Submitted to the Governor and interim Science Technology & Telecommunication Committee by October 1, 2023 as required by Section 8 of the enabling legislation.

NM Bioscience Authority
Annual Report of Activities
October 1, 2022 – September 30, 2023

“Thank you for the work you've put into the Small Business Administration Growth Accelerator Fund Competition proposal. The Rural New Mexico Biotech Ecosystem will be a great opportunity for NM companies!”

Julia Wise, PhD, Program Manager, Richard P. Feynman Center for Innovation

New Mexico Bioscience Authority

The New Mexico Bioscience Authority (NMBSA) was created in 2017 by the legislature, Senate Bill 478, and was tasked with increasing awareness and building support for New Mexico’s bioscience sector by attracting entrepreneurs, capital investment and businesses; influencing policy; and assisting in infrastructure and business development by building a robust bioscience industry in New Mexico. The legislation outlines that the NMBSA will have a Board consisting of the following appointments: two representatives from the University of New Mexico, two representatives from the New Mexico State University, one representative from the New Mexico Institute of Mining and Technology, secretary of New Mexico Economic Development Department, executive director of Spaceport Authority, two members of the public appointed by the governor, and four members of the public appointed by New Mexico Legislative Council.

The NMBSA is an official state agency and the state’s first public-private partnership which allows it to co-invest public and private funds. It is administratively attached and is an affiliated organization to the University of New Mexico Health Sciences Center. The NMBSA reports to the interim Science Technology and Telecommunications Committee (STTC). The NMBSA is required to submit an annual report to the governor and the legislature, which outlines objectives achieved throughout the year. This report meets that obligation.

New Mexico Bioscience Authority Center for Excellence

In 2019, the legislature passed, and the governor signed House Bill 7. The bill funded four Centers of Excellence (COE), one of which was the NMBSA as a UNM Health Sciences Center-affiliated entity. The NMBSA COE was the only center that included governance representatives from all three New Mexico research universities. Per the legislation, the COE was created to: 1.

“collaborate with leaders of the state’s agencies, higher education institutions, business sector, national laboratories and community organizations,” 2. “establish short and long-term goals for job creation, business creation and private equity investment outcomes of its work.” In 2022, the legislature amended the NMBSA’s COE affiliation. Since the mission of the NMBSA exceeds a single institute, NMBSA was identified as being its own state-wide entity no longer affiliated with the individual institute of higher education affiliated Centers of Excellence.

NMBSA Funding

State Funding:

In FY20, the NMBSA received \$63,000 of recurring funding and \$250,000 as a Center of Excellence. In FY21, the NMBSA received \$59,200 of recurring funding and \$235,000 as a Center of Excellence. In FY22, the NMBSA received \$58,000 of recurring funding and \$228,900 as a Center of Excellence. In FY23, the NMBSA received \$297,400 of recurring RPSP funding. In FY24, the NMBSA received 316,500 of recurring RPSP funding.

Grant Funding:

In February 2023, the NMBSA submitted an application to the federal Small Business Administration (SBA) Growth Accelerator Fund Competition (GAFC) program for their Stage 1 catalyst prize. The application was to support work being done by the NMBSA to support the business needs of small biotech businesses in Northern New Mexico specifically those unaffiliated with the national labs or research universities. In April 2023, we learned that our

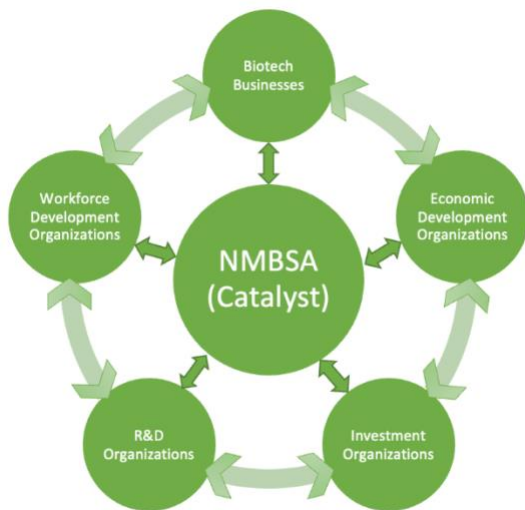


Figure 1: Rural NM Biotech Ecosystem Organization

application had been awarded, and we received \$50,000 to help catalyze the Rural New Mexico Biotech Ecosystem illustrated in **Figure 1**. We also learned that the NMBSA was now eligible to submit an application for Stage 2 partnership funding (\$150,000) in July 2023. In preparation for this submission, in June 2023, ED Tofighi participated in a pitch event intended to proposition other Stage 1 awardees to collaborate on the Stage 2 submission. In addition, ED Tofighi attended the Stage 1 awardee

meeting in Washington, D.C. in June 2023 at the TechConnect Conference where she was able to make meaningful collaborations with other Stage 1 awardees from the Hannah Grimes Entrepreneurial Center and San Antonio BioMed. The NMBSA incorporated the connection with Hannah Grimes into their Stage 2 proposal submitted on July 28, 2023, which will support the growth of the Rural New Mexico Biotech Ecosystem illustrated in **Figure 1**. In addition, the NMBSA was included as a founding partner for the Hannah Grimes national Radically Rural Biotech ecosystem. On September 14, 2023, the NMBSA received notice of award from the Small Business Administration's Office of Investment and Innovation (OII). The \$150,000 award will directly support the development of biotech companies through rural New Mexico. In addition, the Hannah Grimes led Stage 2 proposal was also awarded which will develop the national network, Radically Rural Biotech. The NMBSA will capitalize on this collaboration to help fill the resource gaps the Rural NM Biotech Ecosystem identifies.

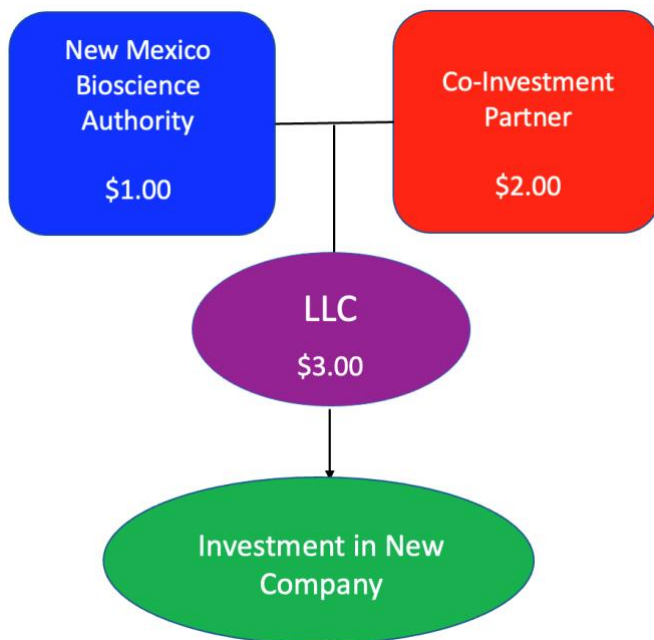
In addition, the NMBSA submitted an application to the ABQ Community Foundation Annual Grant Program in April 2023. That grant, if awarded, would have been used to hire student interns from CNM and UNM to help collect necessary information to map out the Albuquerque metro biotech ecosystem as a way to better facilitate collaborations between businesses and between researchers and entrepreneurs. Unfortunately, the Foundation's review committee was not able to select the NMBSA for funding, but they did explain that they work throughout the year to secure funding for as many applications as possible and that their decision was not a negative reflection of our application but was instead a reflection of limited funds with a high volume of requests. Here is some feedback on the application we received from the review process: "I think the applicant does a good job of substantiating how they are making thoughtful decisions based on quantitative metrics, but really would like to see more qualitative data collection. I applaud the fact that they do say they are moving towards more qualitative measurements but would like to see more of the community they serve represented in how they approach the data process." Given this feedback, we have been working diligently to collect more qualitative data from the individuals we work with to prepare for a competitive submission next year.

This year, the NMBSA was also a collaborator on two National Science Foundation (NSF) Engines proposals and two Economic Development Administration (EDA) 2023 STEM Talent Challenge proposals. The U.S Economic Development Administration's STEM Talent Challenge aims to build STEM talent training systems to strengthen regional innovation economies. One EDA proposal was submitted by a founding member of our Rural NM Biotech Ecosystem, The Community Lab, in collaboration with Los Alamos National Laboratory and UNM Los Alamos (UNM LA) to develop a biotech research technician certification program through UNM LA to meet the needs of the national lab and the various biotech startup companies emerging throughout the northern New Mexico region. The other proposal was submitted by the UNM Anderson School of Management to extend their entrepreneurial training program to develop scaling STEM efforts for aerospace and biotech firms throughout New Mexico. Neither of the EDA proposals were awarded, but their preparation enabled valuable collaboration and conversation regarding challenges that need to be addressed alternatively.

The NMBSA was included in two NSF Engines proposals submitted in January 2023. The intent of the National Science Foundation (NSF) Regional Innovation Engines funding solicitation is to catalyze and accelerate innovation ecosystems across the United States to advance critical technologies, address societal and economic challenges, promote economic growth and job creation, and cultivate regional talent. The first Engines proposal the NMBSA collaborated on was led by UNM in a collaboration with the other New Mexico research universities, national labs, and University of Texas at El Paso (UTEP) titled the Northern Rio Grande Corridor Collaborative (NRGCC) to create a unified Type 2 proposal to this solicitation titled RALIWEST. Type 2 Engines awardees would receive \$165M over the next ten years to support the commercialization of academic research to support the societal needs of the region. The proposed topic areas of the NRGCC's proposal are water and energy resilience to climate change and their related health effects. The NMBSA was asked to participate on the proposal team to support the health and academic/government/industry collaboration components of this statewide effort. The second Engines proposal the NMBSA collaborated on was the Climate Resilience in the Colorado River Basin States (CRISIS), led by the University of Arizona, to address the urgent need for scalable innovation in food and energy production with

sustainable water management. The NMBSA was invited to participate by Patricia Knighten, the Director of Innovation Commercialization in the Office of Intellectual Property at NM State University's (NMSU) Arrowhead Center. NMSU was also a collaborator on the project meant to help agricultural science education evolve to better meet the modern needs of agricultural producers and consumers. Both of these Type 2 proposals were semifinalists in the funding competition but neither made it to the final round of consideration that is still being assessed by the federal agency. The UNM Engine's Principal Investigator, David Hanson, recently disclosed to the NMBSA that the NSF has agreed to fund the RALIWEST proposal with Type 1 funding in the amount of \$1M. This award will help the team better facilitate planning necessary to submit a more competitive proposal for the next submission deadline. NMBSA will support this planning work by helping to organize the health related components of the program's efforts to establish a strong renewable energy and clean water ecosystem.

In 2024, the NMBSA will be submitting an application to the NSF Experiential Learning for Emerging and Novel Technologies (ExLENT) program which will be due September 12, 2024. The objective of this proposal will be to create internship opportunities for science and engineering students throughout the three research universities to engage with rurally based biotech companies throughout the state. This opportunity will provide students experience to work in scientific business directly with entrepreneurs. In addition, it will provide biotech companies at



all levels of development with low-cost research staff they can train at an early phase of their education thus enabling the opportunity to groom future employees.

Primary NMBSA Programming:

1. **Co-Investment Fund Program:** One of the most needed aspects of successful bioscience business creation and growth in the state of New Mexico is dependent upon available funding for the

Figure 2: Co-Investment Program Organization

development of startup businesses, the growth of established businesses, and the relocation of businesses to New Mexico. The NMBSA was created to assist startups and existing companies with obtaining adequate funding. In 2019, the NMBSA contracted with outside consulting company, Econsult Solutions, Inc. (ESI), who assessed New Mexico and optimally determined and recommended that to establish a vibrant bioscience industry, a \$25 - \$50 million Co-Investment Fund and a \$100 million

Potential Funding Model for NM Bioscience Authority

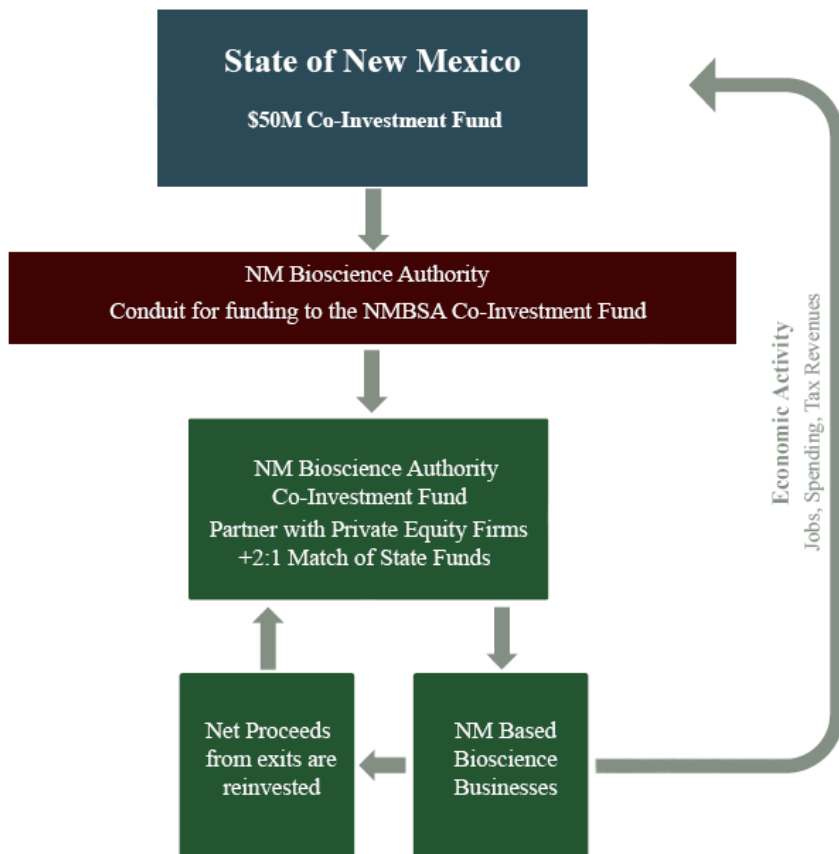


Figure 3: Potential Funding Model for NM Bioscience Authority

bioscience company and **Figure 3** illustrates how this funding model will sustainably benefit the state of New Mexico.

As a reminder, an initial pilot program for co-investing was launched in 2020 directly by the NMBSA. That pilot program identified two New Mexico based co-investment partners who were given Memorandum of Agreements (MOA)s to develop LLCs with the NMBSA that would allow for investment in New Mexico based bioscience

endowment was needed. In 2020, Senator George Munoz sponsored Senate Bill 61 to establish this Co-Investment Fund to meet this need. The bill was not passed at that time. Since then, the NMBSA has worked to develop a pilot stage of the program to demonstrate its capacity and potential. **Figure 2** displays the relationship of the NMBSA with its investment partner(s) and the organization of the LLC that will invest in a

businesses sourced by the investment partners. Due to complications brought on by COVID, those MOAs were not finalized, and the initial pilot program was cancelled.

A second pilot program was developed in June 2021 and launched through the UNM Procurement Office in July 2021. The NMBSA worked with the UNM Procurement Office to best comply with state procurement laws and attract the strongest co-investment partners to apply. Executive Director (ED) Stephanie Tofighi sent invitations encouraging applications to thirty-six investment companies who are currently investing in New Mexico based businesses.

This is the criteria to be an investment partner:

- Qualifies to be lead investor
- Will provide a 2:1 match of funds
- Funds New Mexico bioscience start-ups, early stage or existing bioscience companies or companies relocating to New Mexico
- Has experience sourcing, vetting, and investing in companies
- Has existing capital for co- investment and is currently investing in bioscience companies

When the RFP closed in September 2021, two private investment companies had applied: an internal to New Mexico company, the NM Angels, and an external to New Mexico company, Anzu Partners. A scoring task force was authorized by the NMBSA Board of Directors in October 2021 with four members of the Board included. This task force was assembled by the Chair of the Board because of their knowledge in investing and business development. The task force worked with the UNM Procurement Office to use the published evaluation criteria to evaluate both applicants. After their evaluations, the task force determined that both companies were suitable partners and voted unanimously to recommend co-investment partnerships with both to the full Board at their October 2021 meeting. Due to a need for additional education for the newly appointed Board members, a final vote on the partnerships was delayed till March 2022.

At that March 2022 meeting, a presentation was made by Co-Investment Task Force Chair, Director Tanner Schaub that provided a comprehensive overview of the Co-Investment program for all new and experienced Board members. At the end of the presentation, the Board voted to approve the recommended partnerships with NM Angels and Anzu Partners to enter into Memorandums of Agreement (MOA)s with the firms. Respective MOAs were duly signed by both partner organizations and the NMBSA by the end of March 2022. Since that time, the NMBSA has developed an approved scoring process the Co-Investment Task Force uses to evaluate prospective NM based bioscience companies recommended for co-investment by the approved partner firms and an LLC Operating Agreement that will be used to co-invest in the companies as demonstrated in **Figure 2**. The Bioscience Business Investment Scoring Matrix includes three types of criteria: Overall Assessment of Company, Perceived Financial Benefit and Economic Impact, and Perceived Social Impact of Investment.

In July 2022, the NMBSA received a recommendation from the NM Angels to co-invest with them in a New Mexico based bioscience startup company. The Co-Investment Task Force used the approved scoring criteria to evaluate the company and agreed to make a recommendation to co-invest with NM Angels to the full Board of Directors at their next meeting. The investment was delayed since the New Mexico Angels invested their first tranche of money prior to execution of the agreement paperwork with the NMBSA. As a result, we worked with UNM Legal to amend agreement documents to allow for the formation of the LLC after the NM Angels investment. That amended document was approved by both parties in Fall 2022 and a co-investment was made in New Mexico based bioscience company BennuBio, Inc. in December 2022. The NMBSA's \$75,000 investment was matched at a 2:1 rate by the NM Angels for a total co-investment of \$225,000 during their bridge round of funding. During the 2023 legislative session, BennuBio CEO, John O'Rourke described this funding as a pivotal investment that allowed the company to retain necessary staff that subsequently led to the company's first capital customer. NM Angels President, Drew

Tulchin and John O'Rourke will be presenting an update on this investment at the October 19, 2023 Board of Directors meeting.

In addition to working with NM Angels, NMBSA ED Tofighi, has also been in communication with the other approved partner, Anzu Partners, and has received the notification that this larger, outside venture capital firm will be able to set-up the LLC only if the NMBSA puts in at least \$500,000 in the co-investment. This points out the need for the NMBSA to have larger amounts of money available in this program to build and attract businesses to New Mexico.

During the 2023 legislative session, Senators George Munoz and Martin Hickey co-sponsored SB 382, a bill that would have appropriated \$50M for the NMBSA to use to continue to co-invest in New Mexico based bioscience companies. Through the work of Chair, Dale Dekker, ED Tofighi, Strategy and Policy Director Cangiolosi, Michelle Henerie, and other members of the Board and key partners, the bill was met with unanimous approval by both the House and Senate but was vetoed by Governor Lujan Grisham. In her public statement, the Governor noted that the bill as written failed to include mechanisms to protect the public investments from companies moving out of state before their required five years minimum is met. Afterward, the Governor reinforced her commitment to the state's bioscience industry by saying she looks forward to supporting the NMBSA's revised bill in the upcoming session and that she hopes to help secure the necessary funding to support our investment efforts. Therefore, the NMBSA is optimistic that the \$50M request this coming session will be approved to make the strategic investments illustrated in **Figure 3** feasible.

In July 2023, NMBSA Chair Dale Dekker, Board Member Paul Laur, ED Tofighi, and Strategy and Policy Director (SPD) Cangiolosi met with Anzu Partners Managing Partner Whitney Haring-Smith to discuss next steps given the results of this legislative session and his professional relationship with Governor Lujan Grisham. The meeting was productive and provided some valuable insight into an external investor's viewpoints regarding what changes need to be made to the legislation to make it successfully meet the needs of the state's ecosystem. In September 2023, Chair Dekker, ED Tofighi, and

SPD Cangiolosi also met with Karoo Health Founder and CEO Ian Koons to further discuss the prospects of the co-investment bill with a biotech stakeholder with extensive experience raising venture capital.

- 2. Bioscience Business Accelerator Program:** In October 2021, the Board of Directors approved the launch of the Bioscience Business Accelerator Program. The objective of this program is to extend resources, workshops, and mentoring partnerships developed by the federally funded and University of New Mexico led ASCEND (Accelerating Solutions for Commercialization and Entrepreneurial Development) HUB grant program to train college and university faculty and research institution staff to work effectively with entrepreneurs to start bioscience businesses. The NMBSA extension of the ASCEND program provides researchers and inventors access to ASCEND based technology review, business advising, technology development, and mentoring services for biomedical innovations as well as access to their list of portfolio companies already affiliated with the ASCEND business advising cohort. In addition, the NMBSA Bioscience Accelerator program is intended to compile and develop business accelerator tools to support all bioscience innovation.

Since the initiation of this program, the NMBSA has contributed to the advancement of relevant bioscience business development. NMBSA staff originally introduced the program to potential users at the NM Tech Inventors & Entrepreneur Workshop in October 2021. 100 participants were present. Next, the NMBSA collaborated with NM FAST to present an introduction to the NIH Phase I SBIR program that included 45 participants. The NMBSA continued their collaboration with NM FAST when they helped recruit additional academic entrepreneurs to participate in the NM FAST 2022 NIH SBIR cohort that included a total of 12 participants. The NMBSA contributed to discussion relevant to the research description portion of the SBIR application considering Executive Director Tofighi's 10+ years' experience working in grant funded research development. In Spring 2022, the NMBSA participated in the University of New Mexico Team Science Symposium to present a panel discussion related to improving academic and industrial collaborations which included 75 participants. In Summer 2022, the

NMBSA was invited to collaborate with the National Institutes of Health (NIH) National Center for Advancing Translational Sciences (NCATS) to present an informative SBIR/STTR webinar. 150 participants joined the webinar. Finally, the NMBSA contributed to the Los Alamos National Lab/NM Startup Factory DisrupTECH event by presenting on their programs relevant to new entrepreneurs including the Bioscience Business Accelerator in August 2022. 150 participants joined the event either virtually or in person. In 2022, the NMBSA impacted over 500 New Mexicans interested in learning how to advance their bioscience related innovations potentially to the stage of commercialization.

Since the beginning of the new year, the bioscience business accelerator has been making a concerted effort to work with individual companies that may need additional support beyond what NM FAST and the Arrowhead Center are able to provide in their valuable, educational workshops. Companies we have supported include Tummi Yummi probiotic eggs, Cetary cultured meat, and AllerPops prebiotic pops. The first two companies are at a stage where grant funding is more conducive to their needs than capital investment. Tummi Yummi submitted a grant to the NSF ICorps program in collaboration with NM State and Cetary is preparing proposals to both the NSF and US Department of Agriculture SBIR funding opportunities. AllerPops is looking at adding a medical advisor to their advisory board in order to meet the recommendations they've

received from potential venture capital investors. CEO Cliff Han reached out to ED Tofighi to ask for the NMBSA's help identifying potential MDs and/or allergists. The NMBSA is in the process of surveying the University of New Mexico Health Sciences Center along with other viable organizations to help with this process. The SBA GAFC prize received this year to create



Figure 4: Rural NM Biotech Ecosystem Partners

the Rural NM Biotech Ecosystem will directly support the work the NMBSA is doing to aid small business development.

Figure 4 represents the various partners needed to develop a successful ecosystem for rural biotech entrepreneurs taken from the Stage One GAFC proposal the NMBSA submitted in February 2023 where we identified that the highlighted portions of the original rural northern New Mexico biotech ecosystem's partner map were already part of the proposed ecosystem. While preparing the Stage 2 GAFC proposal, we realized that the state of New Mexico does have organizations and resources reflective of these titles, but we also identified that the state of New Mexico does not have a comprehensive map of all the resources and partners available and as a result we do not have a clear understanding of all the resources either available or lacking to effectively build an inclusive rural biotech ecosystem throughout the entire state. In response to this realization, we proposed that our Stage 2 SBA GAFC prize Growth Accelerator Partnership will contract with the Maryland based company, [Ecomap Technologies](#), to develop a portal that will allow us to better understand "who is doing what" within the ecosystem. EcoMap leverages human and artificial intelligence to map out the various assets within the ecosystem including organizations, resources, people, jobs, events, etc., makes it easy to navigate, and then keeps this information up-to-date over time. By having more access to the hyper relevant resources that exist around them, all members of the ecosystem can better leverage the right tool at the right time. The state-based ecosystem we coordinated to include in the grant (EDD, research universities, national labs, local economic development organizations, biotech companies) will work with EcoMap to develop, test, and advertise the portal to ensure that it is meeting the needs of all users.

Once the map is developed, the state ecosystem members will work to identify resource gaps and to define objectives to fill those gaps. The national rural biotech network (Radically Rural Biotech) we have partnered with being led by the [Hannah Grimes Center for Entrepreneurship](#) will help us identify resources and ecosystem partners outside the state of New Mexico to help fill these gaps. In addition to

identifying and filling gaps within the ecosystem map, members will also use user data collected by EcoMap to evaluate the effectiveness of resources that are available throughout the state including economic development incentives and programs currently promoted by the state government, research universities, national labs, and nonprofit organizations. We believe this ecomap and the ecosystem this federally funded prize has allowed to create will provide meaningful support to underserved rural communities and historically underrepresented entrepreneurs in this space including women, Native Americans, African Americans, and Hispanics.

\$200,000 in federal grant funding through the SBA GAFC will directly benefit these types of operations, but in order to have a consistent, meaningful effect on the state’s bioscience economy, the NMBSA requires a larger operating budget. At the September 2023 Board of Directors meeting, the NMBSA Board agreed to form a task force to develop a budget request to make to the legislature in 2024 that can, on an annual basis, effectively meet our operating costs in order to make meaningful change in the dynamics of the state’s bioscience entrepreneurial and business ecosystem, particularly for entrepreneurs identified earlier who are historically underserved. The NMBSA Bioscience Business Accelerator Program and the financial resources we will be requesting will surely help improve the path for these developing businesses and the state of New Mexico in general.

Community Readiness Program: *The NMBSA recognizes that business location is one of the most critical aspects of business success and future growth. The NMBSA Community*



Figure 5: Community Readiness Levels of Certification

Readiness Program, begun in 2019, provides communities with a self-evaluation protocol to effectively certify zones as being platinum, gold, silver, or bronze depending on infrastructure and zoning, as well as incentives, which are critical for early stage and start-up business success. Identification of these zones helps facilitate new business creation by lowering costs and required work. **Figure 5** summarizes the merits of each level of certification.

In 2022, the Mission Accomplishment Committee, with input from new Board member, Director Prisca Tiasse, updated the Community Readiness certification criteria to include documentation of appropriate safety measures being followed for existing and prospective bioscience related buildings. Language was also edited in the

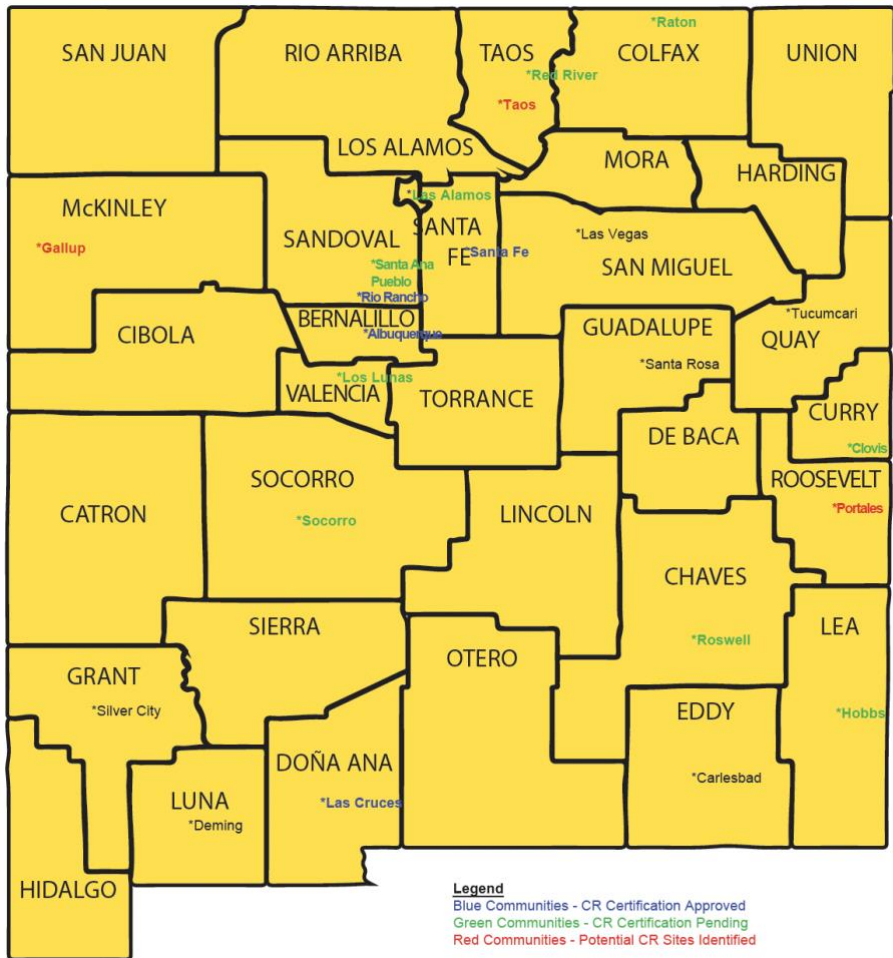


Figure 6: Community Readiness Map

application to be more inclusive of applications from organizations beyond local governments. These amendments will help ensure that bioscience laboratories are being developed and run with the appropriate safety measures in place and that authorized organizations not directly affiliated

with a local government are able to apply for community readiness certification if



Figure 7: Community Readiness Sites Per Level of Certification

applicable. As a reminder, prior to 2023, Albuquerque had certified eight zones, Rio Rancho one zone, Santa Fe one zone, and Las Cruces six zones. This year, Santa Fe identified an additional zone at the Santa Fe Community College and the NM Bioscience Authority

was able to share information on the community readiness program with the cities of Roswell, Red River, Raton, and Hobbs at the Governor’s Conference on Economic Development. The cities of Clovis, Los Lunas, Socorro, Las Alamos, and Santa Ana Pueblo are continuing to work to identify and score sites throughout their jurisdictions with the support of ED Tofighi. In addition, the NMBSA is working to engage with the cities of Gallup, Portales, and Taos. Please see **Figure 6** to see the current distribution of communities involved. Please refer to **Figure 7** for an overview of the seventeen community readiness sites already identified throughout the state including their levels of certification.

Since the initiation of this program in 2019, five new biosciences businesses have located in certified Albuquerque zones, one new business has located in a certified zone in the Las Cruces based Arrowhead Research Park, and another business in expanding within the Santa Fe Business Incubator. These trends will continue to develop as the sites are utilized by real estate organizations like NAIOP and Colliers. The data received by each municipality has been posted on the NMBSA website, as well as shared with the

NM Economic Development Department, the NM Partnership, other economic entities and economic development departments in cities and counties throughout the state.

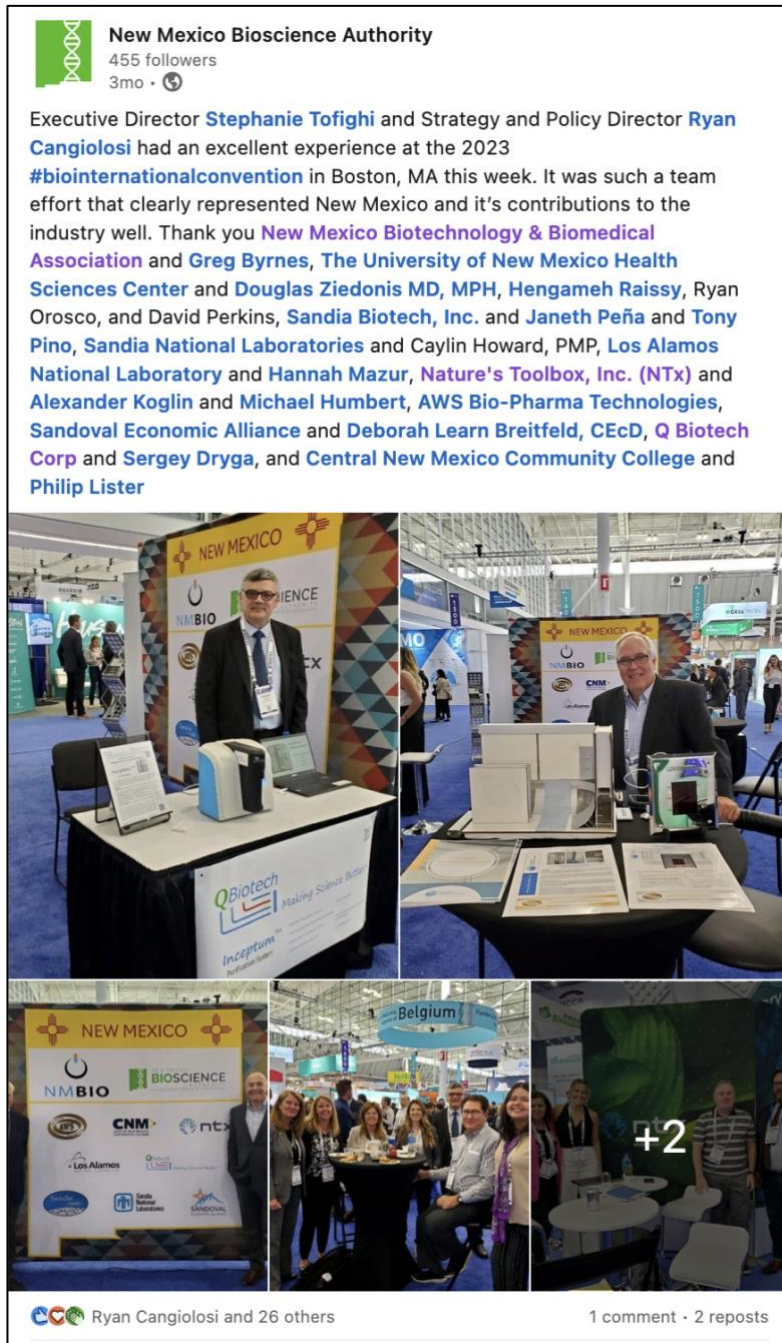


Figure 8: Social Media Post about 2023 BIO Convention

In addition to these traditional strategies to promote community readiness certified zones, the NM Bioscience Authority again participated in the international BIO Convention which this year was held in Boston, MA in June 2023. At that conference, which included over 15,000 participants from across the world, ED Tofighi and SPD Cangioli promoted the state's certified sites through promotional material and one-on-one meetings with a variety of organizations. The opportunity to participate in the New Mexico Pavilion while at the Convention was incredibly valuable to the NMBSA as the state agency tasked with increasing the amount of bioscience industry throughout the state since it also provided valuable opportunity to network with the bioscience

companies from New Mexico also participating in the Pavilion. The four-day event allowed time for companies to discuss challenges, opportunities, and collaborative efforts. All in all, it was an incredible opportunity for New Mexico to effectively

showcase its bioscience expertise, network with similar entrepreneurs, meet potential collaborators and investors, and learn valuable lessons from those organizations who came before them. The NMBSA is excited to rejoin the NM Pavilion at the BIO Convention in 2024 which will return to San Diego. In addition, SPD Cangioli and Board Member Greg Byrnes will be joining the AREA team at the MedTech Convention in October 2023 in Anaheim, CA. We will continue to represent the state's interest at these conferences and conventions in order to best market the innovative work being pursued by researchers and entrepreneurs throughout the state.

3. **Centralization of State Resources for Bioscience Businesses:** ED Tofighi continues to use her 10+ years' experience doing web development to maintain and update the NM Bioscience Authority website. The NM Bioscience Authority Events page keeps users updated regarding relevant events being put on by the NMBSA, with the NMBSA, or relative bioscience industry that could interest prospective participants. The website also includes pointers to the state Economic Development Department website particularly calling attention to grant funding opportunities and other bioscience industry relevant opportunities not included elsewhere on the site. The site continues to showcase new businesses on our New Bioscience Businesses webpage, exciting information on the Success Stories webpage, and informative articles on our Informational Archives webpage. The latter is a chronical of news articles and other documents informing on topics relevant to the bioscience industry community. Finally, the website also includes direct links to all relevant administrative and marketing information including meeting minutes, annual reports, and newsletters.

A goal of the website this coming year is to develop space to share information about career development opportunities throughout the state as well as job opening announcements relevant to the bioscience related workforce throughout the state. At this time, that type of information is being shared through social media and directly with our Listserv. Our Listserv and Twitter accounts are heavily trafficked, and we are consistently able to share relevant news articles in a timely basis with a growing number

of followers. In the last year, we had 83 posts that were viewed 8,755 times and reacted on a total of 244 times.

4. **Marketing Tools:**

- a. The NMBSA continues to use the Real Time Solutions based website, <https://www.nmbioscience.org/> to share information relevant to our goals and objectives with the broader community. Since July 2021, the NMBSA has used Google Analytics to track and report website traffic to evaluate and update the website as needed. The NMBSA has tracked about 3,300 users who have viewed 7,170 pages within its website since October 1, 2022. 92.9% of those users are new to the site. Since Google Analytics updated their system this September, we do not have a comprehensive image of this data through their system. The data shared was pulled from the earlier version of Google Analytics and the latest version. Please see the **Figure 9** which includes relevant information until September 9, 2023 when the earlier system ended its data collection.

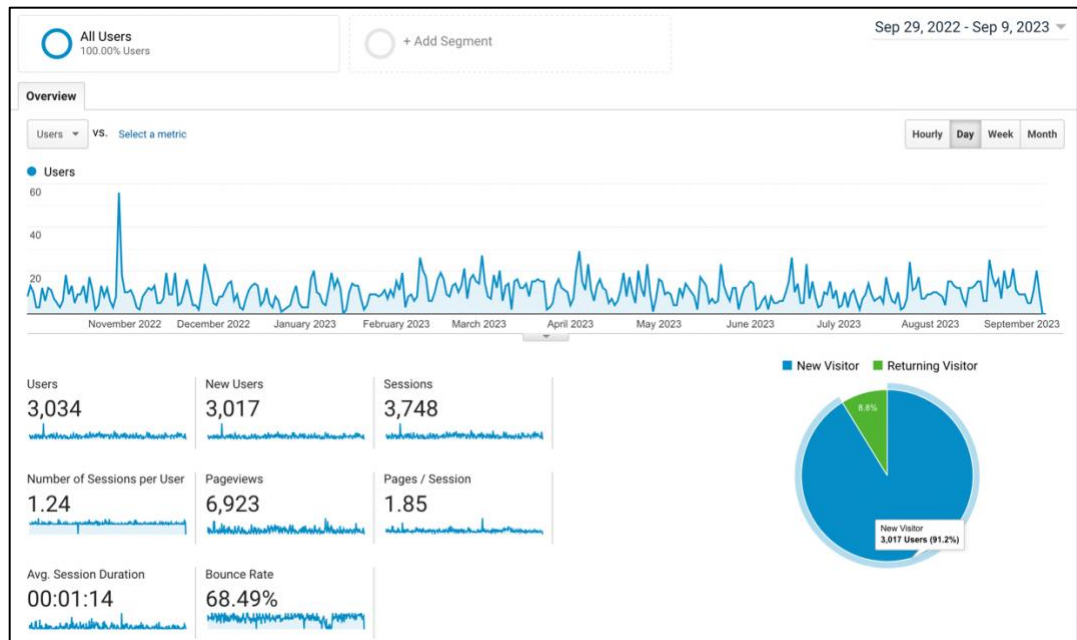


Figure 9: Google Analytics assessment of NMBSA website from prior report to September 9, 2023.

The majority of users are looking at information relevant to meeting minutes, Board members, and staff, but this year, we have also seen an increase in the

number of pageviews relative to direct support available from the NMBSA including our community readiness program, co-investment program, and new bioscience business marketing page.

- b. The NMBSA has created LinkedIn and Twitter accounts to communicate with a broader audience. The NMBSA is continuing to work to expand its follower base by inviting followers through presentations, workshops, and professional contacts. These social media platforms are used to alert followers about opportunities and resources that may be beneficial to them, policies from the state and federal level that may be pertinent, and bioscience industry successes from across the state. At this time, the LinkedIn account has 455 followers which is a 52.6% increase in followers since last year. The Twitter account has also seen growth in its number of followers with a 17% increase in followers for a total of 115 followers compared to 98 at this time last year.
- c. The NMBSA launched a secured listserv platform through the University of New Mexico's administrative system, LISTSERV 17.0, in December 2021. It currently includes 325 members who represent a variety of relevant organizations including: bioscience businesses, colleges and universities, and the national labs. Interested users can sign up to receive information through the NMBSA website's contact page. The listserv serves as a direct communication tool to inform users of relevant news and resource alerts related to advances and opportunities to bioscience business and investments within the state of New Mexico. It was especially beneficial when we were educating the state legislators about the co-investment program and relevant bill SB 382 this last legislative session. Members were given informational literature that they were then able to pass on directly to their legislators and other relevant stakeholders.
- d. The NMBSA participated in a number of events this year to better market itself throughout the state as an agency dedicated to increasing the amount of bioscience industry succeeding in the state of New Mexico. Events included the following:

- NMT Inventors & Entrepreneur's Workshop, Socorro, NM
 - NM Bio Knowledge Fair & Expo, Albuquerque, NM
 - NM Bio Lunch & Learn, Albuquerque, NM
 - 9th Annual LANL DisrupTECH, Zoom
 - LANL TRGR Review Panel, Zoom
 - 3 NM LEEP Review Panels, Zoom
 - Governor's Conference on Economic Development, Albuquerque, NM
 - AllerPop National Tour Kickoff Event, Los Alamos, NM
 - AREA Bioscience and Healthcare Advisory Council Events, Albuquerque, NM
 - AREA Stakeholders Planning Meeting, Albuquerque, NM
- e. The NMBSA met with a number of bioscience companies throughout the state which included tours of some of the facilities. These meetings have provided opportunities for the bioscience community and the NMBSA to acquaint ourselves better with the work we are all doing to increase the amount of bioscience industry in the state. Tours were conducted at startup company, BenuBio and expanding company, NTx and meetings were facilitated between NMBSA leadership and CEOs of Nob Hill Therapeutics, Sandia Biotech, AWS, Bright Path Labs, Prosel Biosciences, Q Biotech, Allerpops, and Karoo Health.

5. **Organizational Evolution:** This year, one of our Board members resigned citing a number of personal and professional obligations that were taking more of her time than originally expected when she accepted the Board position. Two additional Board members' terms expired this year. Of those two termed Board members, one was appointed by the New Mexico State University President. NMSU has since appointed another member to serve as their second representative on the Board. In addition, the Executive Director of Spaceport Authority decided due to additional professional obligations to designate a member of his staff to serve on the Board in his stead. The NMBSA is still anticipating two Board members to be appointed: one by the Legislature and one by the Governor. We hope to hear soon who will be appointed to serve in those

two vacant positions. In addition to these changes in Board members, due to the expired term of our previous Board member serving in this role, a vote was taken by the Board to elect another member to serve in the role of Secretary of the Board. That transition was managed seamlessly.

Anticipated Requests for FY24:

1. Continue to receive \$316,500 in a recurring appropriation from the legislature for operations.
2. Request \$50 million from the legislature for a co-investment fund. This would allow for direct infusions of capital (between \$5 and \$10 million per year including the 2:1 match by outside investment partners) in the New Mexico bioscience startup community, as well as assist fledgling companies seeking additional capital. The fund will also be used as a tool for recruiting biosciences companies looking to relocate to another state.
3. Continue dialog of a \$100 million endowment with key stakeholders, state government, private industry, and public universities, which will ultimately distribute over \$5 million per year for workforce development, research grants and entrepreneurial support.
4. In order to fully meet the goals set by the enacting legislation in 2017, the NMBSA Board of Directors has determined that the NMBSA annual administrative budget must be raised. As a result, the NMBSA will request an annual increase to our budget of \$650,000 in additional funds through appropriation opportunities in the 2024 legislative session. Funds will be used to hire an SBIR/STTR Grant Training & Network Facilitator to train bioscience inventors and small business owners throughout the state to submit funding requests to the federal SBIR/STTR grant programs and to catalyze networking between New Mexico based bioscience entrepreneurs and inventors. Costs will support salary and fringe of necessary personnel including student interns and mentors throughout the state to help businesses where they are located as well as relevant materials and supplies to manage the program and support the development of

successful proposals, particularly from those submitted by members of underrepresented minority groups e.g., women and ethnic and racial minorities. Funds will also contribute to a portion of the full-time effort (FTE) of an Intellectual Property (IP) Specialist who is currently working with the NMBSA part time as part of an agreement between the UNM Health Sciences Center and the NMBSA in line with their administrative attachment. This individual will work with companies throughout the state who may not already have access to an IP specialist through their university or national laboratory. Finally, funds will be used to more appropriately market the state of New Mexico's bioscience industry to outside states and countries as a way to attract companies to the state and better promote the companies already here to help them with their customer base and professional collaborations.

Additional Partnership Activities

1. 2023 Governor's Conference on Economic Development – Using funds secured from the SBA GAFC Stage 1 prize, the NMBSA sponsored a breakout session on life sciences and how they can contribute to economic growth. ED Tofighi was joined on the panel by Arrowhead Center Executive Director Wayne Savage, life science business advocate and mentor Dr. Mark Epstein, and NM Finance Authority Policy and Capital Strategist Ryan Marie Decker. The session was attended by about half the 300 conference attendees and questions raised by attendees brought up many meaningful topics for the panelists.
2. AREA Bioscience and Healthcare Advisory Council – SPD Cangioli and ED Tofighi both serve as members of the Albuquerque Regional Economic Alliance's Bioscience and Healthcare Advisory Council. This council advises AREA on mechanisms to best market the state's research and entrepreneurial infrastructure and attract other companies to move to the region that are within the bioscience and healthcare sector. This council meets quarterly and includes additional commitment in terms of participating in site selection events and other pertinent activities to best promote this industry.

3. Legislative Committee Meeting Presentations – President Larson and Board Members Paul Laur, Greg Byrnes, and Sarah Boisvert presented an update to the Science, Technology, and Telecommunications Committee in November 2022. These presentations are live streamed to allow anyone from the state to join and slides are shared on the NMBSA website for easy access. In addition, Board Member Laur, Chair Dale Dekker, ED Tofighi, and SPD Cangiolosi witnessed to a number of legislative committees during the 2023 session in regard to the two bills being considered by the Senate and House.

4. BIO Conference 2023 – In June 2023, ED Tofighi and Strategy and Policy Director, Ryan Cangiolosi participated in the international BIO Conference held in Boston, MA in collaboration with NM Bio, the University of New Mexico Health Sciences Center, and other collaborators including Los Alamos National Lab, Sandia National Laboratories, NTx, and Sandoval Economic Alliance. The event was four days and included over 15,000 attendees from around the world. ED Tofighi and SPD Cangiolosi was able to meet with prospective investors, companies, government organizations, nonprofits, and educational programmers to discuss topics relevant to the advancement of New Mexico’s bioscience industry. The event was an opportunity to not only meet with organizations outside the state but also to form better partnerships and collaborations with bioscience businesses within the state. The NM Pavilion was an active space for New Mexican companies to collaborate with one another to best introduce interested parties to the right entity when they visited the space. While we were there, all the promotional material brought was picked up and ED Tofighi was able to make meaningful connections with representatives from Maryland, Connecticut, and Arizona after asking them for information relevant to the investments their states have made in biosciences in order to demonstrate their growth.

5. NM LEEP Review Panel – NMBSA ED Tofighi participated on the interview review panel for three applicants to the NM LEEP program that were pursuing commercial development relevant to biosciences. This process included reading the applications submitted and participating in the interview process along with the other panelist. It was a great experience to learn about product development happening primarily outside New Mexico and see how it

could fit the economic and research landscape we are developing. Following one of the interviews, ED Tofighi was able to contact the applicant who was currently at Cornell University. She introduced the development team to a startup company out of NM Tech (RD Health Sensing) that had synergistic potential in terms of product design. Both companies were grateful for the introduction and continued the conversation to see how they could possibly work together to improve both their products.

6. LANL Technology Readiness Initiative (TRGR) project Review Panel - TRGR is a joint Los Alamos and Sandia National Laboratory program which provides New Mexico businesses technical assistance in maturing laboratory developed technology (up to \$150,000 worth of laboratory staff time). NMBSA ED Tofighi was asked to participate on the panel evaluating Mercury Bio's TRGR project application. ED Tofighi read the proposal, participated in an hour presentation and discussion on the topic on May 11, 2023, and submitted scores evaluating the Mercury Bio application. Mercury Bio, in collaboration with colleagues at Los Alamos National Laboratory, were awarded a TRGR grant through the State of New Mexico at the beginning of June 2023.
7. EDD Justice, Equity, Diversity, and Inclusion (JEDI) Statewide Ecomap Development – ED Tofighi met with JEDI Coordinators Rita Veleta and Shani Harvie to discuss how the NMBSA's bioscience ecomap through EcoMap Technologies could work in collaboration with the state's efforts to build a statewide ecomap through EI Catalyst. The meeting was productive that all parties acknowledged the value of working together on these efforts to best facilitate the building of comprehensive ecomaps as well as to simply the utilization of these ecomaps in a way that would empower all New Mexico's entrepreneurs regardless of their location, affiliation, or current understanding of the resources available throughout the state. In response to that meeting, JEDI has asked the NMBSA to participate in their efforts to collect the necessary information from the bioscience sector and effectively incorporate those resources into the state's EI Catalyst ecomap. In addition, JEDI has assured that access to the more comprehensive bioscience ecomap will also be made available in concert with access to

the EI Catalyst generated ecomap. We are excited to move forward with this organization to help expand awareness of and access to the state's resources for all users.

8. NM Angels Mentorship Committee Member – NMBSA ED Tofighi serves as a member of the NM Angels Mentorship Committee which meets regularly to develop guidelines and protocols to allow the NM Angels to facilitate their initial mentoring program that will pair Angels with experience with novice companies looking to transition through the Angels evaluation protocols to enter into the investment stage. ED Tofighi and NM Angels President, Drew Tulchin, have agreed that a later stage of this mentoring program will facilitate mentoring between Angels members and early startup bioscience companies working with the newly developed Rural NM Biotech Ecosystem.
9. Diversity in Pharmaceutical Clinical Trials in New Mexico – ED Tofighi participated in a meaningful discussion regarding the need for diversity of pharmaceutical clinical trials in the state at the Bioscience Center. Representative Pamelya Herndon had requested the meeting which was orchestrated in collaboration with Hengameh Raissy, PharmD from the UNM Office of Research, Rick VanNess from NMBio, and Kashae Williams from PhRMA. Senator Bill Tallman was also present at the meeting. It was suggested by Representative Herndon and Rick VanNess that the NMBSA could work with NMBio to help Representative Herndon draft legislation to present at this year's session regarding clinical trial inclusivity throughout the state. We are excited to help move that agenda forward to best meet the health needs of all members of diverse backgrounds.

Administrative Activities

1. Filed a Form 990-series tax return (990EZ) for FY 2020 in October of 2021. Received a notice in May 2022 that the 990EZ was not the appropriate form to use and that instead the NMBSA was required to use the full form 990 to submit their annual returns to the IRS. As a result, the NMBSA immediately submitted amended forms for both FY 2019 and 2020 on this updated full 900 form. In September 2022, the NMBSA received an

additional notice from the IRS that nonprofits are now required to submit their 990 forms electronically through accredited, online providers. As such, the NMBSA has now submitted amended forms online for both FY 2019 and 2020 through the accredited online provider, Simple 990. Confirmation has been received that the IRS has accepted these forms. The FY 2021 Full 990 form was submitted to the IRS using Simple 990 by November 2022. Work is being done now to prepare the FY 2022 full 990 form through the same platform.

2. The NMBSA renewed the lease for permanent space at the Verge Building located at 317 Commercial NE.

3. Anne Laure Schmitt Olivier is an intellectual property (IP) specialist recently hired by the University of New Mexico to support the commercialization work being pursued by UNM faculty and researchers. The Health Sciences Center has committed 30% of Ms. Schmitt Olivier’s time to work with the NM Bioscience Authority to support small bioscience businesses throughout the state as they navigate patent requirements and work to both protect and build their companies.

Board of Directors

New Mexico Bioscience Authority						
Board of Directors 2022-2023						
BSA Board Position	Representative Organization	Appointed By	Name	Term	Term Start Date	Term End Date
Chair	Member of the Public	Governor	Dale Dekker	4 years	8/1/2017	12/31/2021
Vice Chair	New Mexico State University	University President	Tanner Schaub	4 years	8/01/2021	7/31/2025
President	University of New Mexico Health Sciences Center	University President	David Perkins	4 years	2/17/2023	2/16/2027

Vice-President	University of New Mexico Health Sciences Center	University President	Christos Christodoulou	4 years	5/25/2019	5/24/2023
Secretary	Spaceport Authority Designee	Executive Director	Francisco Pallares	Ex Officio	N/A	N/A
Board Member	Member of the Public	NM Legislative Council (Egolf)	Greg Byrnes	3 years	1/23/2021	6/18/2024
Board Member	New Mexico State University	University President	Dana Catron	4 years	07/01/2023	06/30/2027
Board Member & Executive & Finance Committee Member	Member of the Public	NM Legislative Council (Egolf)	Paul Laur	3 years	6/13/2023	6/12/2026
Mission Accomplishment Committee Chair	New Mexico Institute of Mining and Technology	Institute President	Thomas L. Kieft	4 years	6/13/2017	6/12/2021
Board Member & Finance Committee Member	NM Secretary of Economic Development Designee	N/A	Nora Sackett	Ex Officio	N/A	N/A
Board Member & Executive Committee Member	Member of the Public	NM Legislative Council (Stewart)	Prisca Tiasse	4 years	01/18/2022	6/18/2025
Board Member	Member of the Public	Governor	Vacant			
Board Member	Member of the Public	NM Legislative Council (Stewart)	Vacant			