

**New Mexico Bioscience Authority (BSA) Board of Directors  
Regular Meeting  
June 20, 2024, 11:00 AM – 12:55 PM  
Spaceport America, Truth or Consequences, NM**

**Present:** Dale Dekker (Chair), Greg Byrnes, Dana Catron, Christos Christodoulou, Tom Kieft, Paul Laur, Francisco Pallares, Dr. David Perkins, Nora Sackett, Prisca Tiasse

**Absent:** Tanner Schaub

**Staff Present:** Stephanie Tofighi, Sterling Nichols, Ryan Cangiolosi, Anne-Laure Schmitt-Olivier

| #  | Agenda Items                                                                                      | Board Actions                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
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| 1. | Call to order and Confirmation of Quorum                                                          | The Chair called the meeting to order at 11:00 AM. A quorum was confirmed.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| 2. | Approval of Minutes: <ul style="list-style-type: none"> <li>➤ May 23, 2024 BOD Meeting</li> </ul> | <p>The Chair called for a motion to approve the May 23, 2024, meeting minutes.</p> <p>A motion was made by Paul Laur to approve the January 18<sup>th</sup> minutes with a second from Francisco Pallares.</p> <p>A roll call vote of all board members was called with seven in the affirmative, none in opposition, three in abstention and one absent. The vote was as follows:</p> <p>Byrnes-Affirm, Catron-Abstain, Christodoulou-Affirm, Dekker-Affirm, Kieft-Affirm, Laur-Affirm, Pallares-Affirm, Perkins-Affirm, Sackett-Abstain, Schaub-Absent, Tiasse-Abstain</p> |
| 3. | Announcements and Chair's Report                                                                  | <p>NMBSA Chair Dale Dekker provided an update on the following items for the month of June.</p> <p><b>Spaceport America's success is model for the BSA and the bioscience industry in New Mexico</b></p> <p>The Chair thanked NMBSA Director Francisco Pallares for his efforts to arrange the June 20<sup>th</sup> board meeting at</p>                                                                                                                                                                                                                                     |

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|    |                             | <p>Spaceport. Pallares is the Director of Business Development at Spaceport. In regard to the success of Spaceport, the Chair said Spaceport is emblematic of what happens when the state invests in and takes risks to solidify a future that ensures a robust business infrastructure and a diversified economy. As the bioscience industry has been identified by the state as another sector that could help diversify the state’s economy, the Chair remains optimistic that the BSA can successfully execute the state’s directives for the bioscience Industry in a similar manner Spaceport has accomplished with the state’s aerospace industry. With the board’s passion for bioscience and excellent statewide representation, the BSA can satisfy current interests at the executive level for growing a sector of the economy that could change the trajectory for New Mexico he said.</p> <p><b>NMBSA Chair Election</b></p> <p>The Chair announced that the board will have an election for the position of Chair before the end of the meeting. The election will be held following the June NMBSA Executive Committee Report.</p> <p>The Chair concluded his report for the month of June.</p> |
| 4. | Executive Director’s Report | <p>Executive Director (ED) Stephanie Tofighi provided an update on the following items for the month of June.</p> <p><b>Introduction of NMBSA Summer Student Interns</b></p> <p>Executive Director Stephanie Tofighi formally introduced the University of New Mexico student interns to the board.</p> <p><b>John Saldana</b> – Saldana will work on the Rural New Mexico Bioscience Connect Ecomap by updating and archiving job information. Saldana has a master’s degree in computer engineering and is currently enrolled in the UNM Anderson School of Management’s Master’s in Business Administration Program.</p> <p><b>Aiden Johnson</b> – Johnson is a third year finance student at UNM. He will also be working to verify current information on the New Mexico Bioscience companies that were</p>                                                                                                                                                                                                                                                                                                                                                                                                |

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|    |                    | <p>included in the 2016 GrowBio Industry Report for the State of New Mexico.</p> <p><b>2024 International BIO Conference</b></p> <p>ED Tofighi attended the BIO Conference that was held in San Diego, June 3-6. Tofighi said the event was informative and presented an opportunity to promote the state of New Mexico and BSA and to connect with bioscience-biotech industry colleagues.</p> <p><b>Rural New Mexico Biotech Ecosystem Meeting: Los Alamos</b></p> <p>The next Rural New Mexico Biotech Ecosystem meeting is scheduled to meet in August 2024 at Los Alamos National Laboratory. ED Tofighi will collaborate with Julia Wise from Los Alamos National Labs to plan the meeting.</p> <p><b>National Science Foundation (NSF) Experimental Learning for Emerging and Novel Technologies (ExLENT) Grant Program</b></p> <p>Tofighi explained that she wants to gather a balanced perspective before submitting a proposal for the NSF ExLENT grant in September 2024. This will require some input to determine if submitting a proposal will be of interest to the NSF she said.</p> <p>Executive Director Stephanie Tofighi concluded her report for the month of June.</p> <p>Director Greg Byrnes joined the meeting at 11:40 AM.</p> |
| 5. | President's Report | <p>NMBSA President Dr. David Perkins followed up on the Chairs comments made in his June announcements report by asking the BOD to consider having a strategic planning meeting to discuss creative ideas to acquire additional funding.</p> <p>The Chair confirmed that the BSA's Mission Accomplishment Committee would be the appropriate unit</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |

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|    |                                                                                                                                                                                                                                                      | <p>to discuss a strategic planning session as he agreed that gathering the appropriate resources is a priority going forward.</p> <p>NMBSA Directors Prisca Tiasse and Christos Christodoulou agreed with the Chair and President Perkin’s need for a strategic planning session. Tiasse asserted that the strategic plan needs to be strong so that it explains what is needed while being specific and convincing. Christodoulou said the strategic plan should also address marketing ideas to increase visibility.</p> <p>President Perkins concluded his report.</p>                                                                                                                                                                                                        |
| 6. | Vote to Close the Meeting (Roll Call Vote)                                                                                                                                                                                                           | <p>The Chair sought a motion to move the meeting into closed session to discuss and determine where appropriate, of matters subject to the attorney-client privilege pertaining to pending litigation, specifically Case No. D-202-CV-2021-00459, in which the NMBSA is a named party pursuant to Section 10-15-1H(7), NMSA (1978),</p> <p>A motion was made by Tom Kieft with a second from Christos Christodoulou.</p> <p>A roll call vote of all board members was called with ten in the affirmative, none in opposition, none in abstention and one absent. The vote was as follows:</p> <p>Byrnes-Affirm, Catron-Affirm, Christodoulou-Affirm, Dekker-Affirm, Kieft-Affirm, Laur-Affirm, Pallares-Affirm, Perkins-Affirm, Sackett-Affirm, Schaub-Absent, Tiasse-Affirm</p> |
| 7. | <p>Closed Session</p> <ul style="list-style-type: none"> <li>• Discussion, and determination where appropriate, of matters subject to the attorney-client privilege pertaining to threatened or pending litigation, specifically Case No.</li> </ul> |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |

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|           | <p>D-202-CV-2021-00459, in which the NMBSA is a named pursuant to Section 10-15-1H(7), NMSA (1978),</p> |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| <p>8.</p> | <p>Verification of Closed Meeting</p>                                                                   | <p>The Chair sought a motion and a second to certify that matters discussed in the closed meeting were limited only to those specified in the motion for closure and in the agenda.</p> <p>A motion was made by Francisco Pallares with a second from Tom Kieft.</p> <p>A roll call vote of all board members was called with ten in the affirmative, none in opposition, none in abstention and one absent. The vote was as follows:</p> <p>Byrnes-Affirm, Catron-Affirm, Christodoulou-Affirm, Dekker-Affirm, Kieft-Affirm, Laur-Affirm, Pallares-Affirm, Perkins-Affirm, Sackett-Affirm, Schaub-Absent, Tiasse-Affirm</p> <p>The Chair also motioned to approve the item discussed in closed session pertaining to matters subject to the attorney-client privilege pertaining to threatened or pending litigation, specifically Case No. D-202-CV-2021-00459, in which the NMBSA is a named pursuant to Section 10-15-1H(7), NMSA (1978),</p> <p>A motion was made by Paul Laur with a second from David Perkins.</p> <p>A roll call vote of all board members was called with nine in the affirmative, none in opposition, one in abstention and one absent. The vote was as follows:</p> <p>Byrnes-Affirm, Catron-Affirm, Christodoulou-Affirm, Dekker-Affirm, Kieft-Affirm, Laur-Affirm, Pallares-Affirm, Perkins-Affirm, Sackett-Abstain, Schaub-Absent, Tiasse-Affirm</p> |

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| 9.  | <p>Executive Committee Report</p> <ul style="list-style-type: none"> <li>NM Finance Authority Oversight Committee Presentation</li> </ul> | <p>Chair Dekker announced that BSA leadership and staff are preparing to present to the New Mexico Finance Authority Oversight Committee on Tuesday, July 2<sup>nd</sup>, 2024 in Albuquerque. The time and location have yet been determined but the board will be notified when more information is available.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| 10. | <p>Review Process to Elect NMBSA Chair</p>                                                                                                | <p><b>Procedures for Voting for Chair</b></p> <p><b>Positions that will be voted on:</b></p> <p>- Chair</p> <p><b>Voting Process and Term Summary:</b></p> <ol style="list-style-type: none"> <li>Nominations were determined through a process approved by the bylaws.</li> <li>It takes a majority (six (6)) of the board to ratify the vote for a member to hold an office.</li> <li>If there are more than two candidates for an office and a majority for one candidate is not reached on the first vote, there will be a run-off of the top two candidates to determine who will hold the position.</li> <li>Chair is elected for four (4) year term or the remainder of their appointment whichever is less.</li> </ol> <p><b>Process for Voting for Chair</b></p> <p>Step 1: Current Chair will state who are the nominees for the position of Chair.</p> <p>Step 2: Current Chair will perform a roll call vote for the position of Chair.</p> <p>Step 3: Each Board Member will either vote for a specific person or abstain.</p> <p>Step 4: A tally of the vote will be taken.</p> |

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|     |                          | <p>Step 5: The candidate who receives six (6) or more will be named Chair.</p> <p><b>Candidates for Secretary:</b></p> <p><b>- Paul Laur</b></p> <p><b>Nomination Process Summary:</b></p> <p>Nominations for the following position: Chair – were collected using process approved by bylaws. That method had the Executive Director collect nominations and self-nominations via email and phone calls. The Executive Director confirmed interest of every nominated board member to stand for election.</p>                                                                                                        |
| 11. | NMBSA Chair Election     | <p>The Chair called for a motion to vote for Paul Laur to be named NMBSA Chair.</p> <p>A motion was made by Francisco Pallares with a second from Tom Kieft.</p> <p>A roll call vote of all board members was called with nine in the affirmative, none in opposition, one in abstention and one absent. The vote was as follows:</p> <p>Byrnes-Affirm, Catron-Affirm, Christodoulou-Affirm, Dekker-Affirm, Kieft-Affirm, Laur-Affirm, Pallares-Affirm, Perkins-Affirm, Sackett-Affirm, Schaub-Absent, Tiasse-Abstain</p> <p>The Board elected Paul Laur as current Chair of the New Mexico Bioscience Authority.</p> |
| 12. | Finance Committee Report | <p>Executive Director Stephanie Tofighi presented the May Financial statement to the BOD via Screen Share:</p> <p><b>May 2024 Financial Statement</b></p> <p>ED Tofighi reported that there were no significant changes to the budget for the month of May except for Tofighi's</p>                                                                                                                                                                                                                                                                                                                                   |

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|     | <ul style="list-style-type: none"> <li>Monthly Finance Statement Review (May)</li> </ul>                             | <p>travel to attend the 2024 International BIO Conference in San Diego; June 3-6. Her travel met budget expectations. An administrative overhead expense still remains in which the UNM Health Sciences Center Office of Research Accounting Team are reviewing for more clarification.</p> <p>The only minor changes to the budget were for typical operating expenses such as staff salaries, facility rent, and fringe benefits.</p> <p>Chair Laur called for a motion to approve the May financial statement.</p> <p>A motion was made by Dale Dekker with a second from Nora Sackett.</p> <p>A roll call vote of all board members was called with ten in the affirmative, none in opposition, none in abstention and one absent. The vote was as follows:</p> <p>Byrnes-Affirm, Catron-Affirm, Christodoulou-Affirm, Dekker-Affirm, Kieft-Affirm, Laur-Affirm, Pallares-Affirm, Perkins-Affirm, Sackett-Affirm, Schaub-Absent, Tiasse-Affirm</p> |
| 13. | <p>Mission Accomplishment Committee Report</p> <ul style="list-style-type: none"> <li>Ecomap Introduction</li> </ul> | <p>Mission Accomplishment Committee Chair Tom Kieft presented his report for the month of June.</p> <p><b>Ecomap Introduction</b></p> <p>The Committee was introduced to the NM Bioscience Connect ecomap by UNM Anderson school of Management’s facilitated internship student, John Saldana, who will work on the Rural New Mexico Bioscience Connect Ecomap for the Summer of 2024. John Saldana will assist in updating the Ecomap to ensure statistical data and all information submitted is current and accurate. He will also develop guides to aid users in their navigation through the system to find resources and organization.</p> <p><b>NMBSA Budget Increase</b></p>                                                                                                                                                                                                                                                                   |



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|     | <ul style="list-style-type: none"> <li>• NMBSA Budget Increase Discussion</li> </ul> | <p>At the May 8<sup>th</sup> Mission Accomplishment Committee (MAC) Meeting members discussed a proposed budget increase of \$1 Million. The increase matches the state’s Higher Education Departments’ recommendation of \$1 Million which was proposed last year ahead of the 2023 Legislative Session. The budget increase is justified by the BSA’s intent to offer more programmatic endeavors that will have an impact on New Mexico’s Bioscience community. Strategy and Policy Director (SPD) Ryan Cangiolosi informed the MAC that he is working with state representative Meredith Dixon to bring the budget request into fruition.</p> <p>Director Christos Christodoulou left the meeting at 12:30 PM.</p>                                                                                                                                                                                                                                                                                                                                                                                                      |
| 14. | <p>BIO International NM Pavilion Report</p>                                          | <p><b>BIO International New Mexico Pavilion Report</b></p> <p>NMBSA Strategy and Policy Director (SPD) Ryan Cangiolosi, NMBSA Director Greg Byrnes and Danielle Casey; President &amp; CEO of the Albuquerque Regional Economic Alliance (AREA) presented on the 2024 BIO International Conference in San Diego; June 3-6, 2024.</p> <p>Casey presented her summary via Screen Share.</p> <p><b>2024 BIO New Mexico Pavilion Delegation</b></p> <p>Delegation consisted of numerous participants from:</p> <ul style="list-style-type: none"> <li>➤ Private sector: Start-up Companies &amp; Established</li> <li>➤ Community Leaders</li> <li>➤ Economic Development Representatives</li> <li>➤ Government Associations</li> </ul> <p>There was a total of twenty-one funding partners. Planning for BIO began in February 2024 with weekly meetings.</p> <p><b>Funding</b><br/>The delegation raised \$94,000 in which the total cost of the New Mexico booth was \$97,000.</p> <p><b>Representation for New Mexico:</b><br/>The delegation had a unified approach to represent and promote New Mexico appropriately.</p> |

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|  |  | <p><b>AREA’s Key Deliverables for representation</b></p> <ul style="list-style-type: none"> <li>❖ Produced 20-page Market Report containing Statewide data and analytics</li> <li>❖ Media &amp; advertisement placement.</li> <li>❖ Created custom website landing page: <a href="http://www.newmexicobio.org">www.newmexicobio.org</a> for info the state’s bioscience: ecosystem, resources, community ready sites, cluster and ambassadors</li> <li>❖ Created a post card which was the main piece of marketing material for the booth distributed to visitors. The post card was a joint collaboration</li> <li>❖ Produced a national news wire press release</li> </ul> <p><b>Marketing Outreach</b></p> <ul style="list-style-type: none"> <li>- Utilized press wire releases</li> <li>- Social Media Strategy: purchased LinkedIn ads</li> <li>- Booth presentation consisted of various creative visual aids</li> </ul> <p><b>Metrics</b></p> <ul style="list-style-type: none"> <li>• The New Mexico Booth made 330 direct connections with 67% of visitors from the United States</li> <li>• Most of the booth visitors originated from California, Massachusetts placed second</li> <li>• Visitors were from the industrial environmental sector</li> </ul> <p><b>Conclusion</b></p> <p>\$150K is the amount determined for an effective representation of the state at future BIO conferences to be competitive with other participants. Casey urged for a need to fund future BIO events through economic development partners, elected leaders, city, state and county governments to represent New Mexico.</p> <p>Director Greg Byrnes said that New Mexico Pavilion was a success and that AREA’s contribution was key. Going forward there needs to be a consensus on funding and the inclusion of additional partners.</p> |
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| 15. | Adjourn | <p>Chair Laur called for a motion to adjourn the meeting.</p> <p>A motion was made by Dale Dekker with a second from Prisca Tiasse.</p> <p>A roll call vote of all board members was called with nine in the affirmative, none in opposition, none in abstention and two absent. The vote was as follows:</p> <p>Byrnes-Affirm, Catron-Affirm, Christodoulou-Absent, Dekker-Affirm, Kieft-Affirm, Laur-Affirm, Pallares-Affirm, Perkins-Affirm, Sackett-Affirm, Schaub-Absent, Tiasse-Affirm</p> <p>The meeting adjourned at 12:55 PM.</p> |

Respectfully submitted by Sterling Nichols and Stephanie Tofighi.