

**New Mexico Bioscience Authority (BSA) Board of Directors
Regular Meeting**

November 21, 2024, 11:30 AM – 12:55 PM

Draft Meeting Minutes

Present: Paul Laur (Chair), Greg Byrnes, Tom Kieft, Alex Koglin, Lisa Kuuttila, Francisco Pallares, David Perkins, Nora Sackett

Absent: Christos Christodoulou, Dana Catron, Dale Dekker, Prisca Tiasse, Tanner Schaub

Staff Present: Stephanie Tofighi, Sterling Nichols

#	Agenda Items	Board Actions
1.	Call to order and Confirmation of Quorum	The Chair called the meeting to order at 11:30 AM. A quorum was confirmed.
2.	Approval of Minutes: <ul style="list-style-type: none"> ➤ September 19, 2024, BOD Meeting 	<p>The Chair called for a motion to approve the September 19, 2024, meeting minutes.</p> <p>A motion was made by Francisco Pallares to approve the September 19th meeting minutes with a second from Nora Sackett.</p> <p>A roll call vote of all board members was called with eight in the affirmative, none in opposition, none in abstention and five absent. The vote was as follows:</p> <p>Byrnes-Affirm, Catron-Absent, Christodoulou-Absent, Dekker-Absent, Kieft-Affirm, Koglin-Affirm, Kuuttila-Affirm, Laur-Affirm, Pallares-Affirm, Perkins-Affirm, Sackett-Affirm, Schaub-Absent, Tiasse-Absent</p>
3.	Announcements and Chair's Report	<p>NMBSA Chair Paul Laur provided an update on the following items for the month of November.</p> <p><u>NMBA Strategic Plan</u></p> <p>The Chair announced that the meeting was a success in which the board identified specific items to address within</p>

		<p>a six-month to 5 year time frame to fulfill strategic planning requirements.</p> <p><u>Strategic planning Items to address</u></p> <ul style="list-style-type: none"> ➤ Increase operating budget during the 2025 Legislative Session. ➤ Collect information on New Mexico Bioscience companies that have been successful or would be successful with the implementation of the BSA's Co-Investment Plan. ➤ Plan event calendar and partner appropriately for upcoming year. ➤ Apply for Capital Outlay Funds to acquire wet and dry lab space. ➤ Apply for available state funding as solicited with Request for Proposals (RFP's). ➤ Develop Memorandum of Understanding with the New Mexico Biotechnical and Biomedical Association to alleviate duplications. ➤ Update website to provide better outcomes in the development of New Mexico bioscience companies. ➤ Identify 1 Year Priorities: Outline Public/Private partnerships for shared equipment and space for growing companies. Develop Co-Investment legislation. ➤ Identify 5 Year Priority: Space and Bioscience development. Define minimum environmental health and safety priorities for the state. <p><u>New Mexico Biotechnology and Biomedical Association (NMBio) Knowledge Fair; Tuesday, October 22, 2024</u></p> <p>BSA staff and board members attended NMBio's 8th Annual Knowledge Fair. The event profiled local innovators who are</p>
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		<p>shaping the future of New Mexico’s biotechnology sector. NMBSA Strategy and Policy Director Ryan Cangioli served on a panel discussion and NMBSA Executive Director Stephanie Tofighi presented on current innovations.</p> <p><u>New Mexico Bio-networking Summit; Tuesday November 12, 2024</u></p> <p>NMBSA Executive Director Stephanie Tofighi hosted the Bio-Networking summit at the Q Station of Albuquerque. The well received event was a gathering of stakeholders from academia, government and industry to focus on networking, socializing and bioscience in New Mexico.</p> <p>The Chair concluded his report for the month of November.</p>
4.	Executive Director’s Report	<p>Executive Director (ED) Stephanie Tofighi provided an update on the following items for the month of November.</p> <p><u>Internal Revenue Service (IRS) 2023 Form 990</u></p> <p>The IRS 2023 Form 990 was recently reviewed and submitted by the University of New Mexico Health Sciences Center Office of Research Fiscal monitors. ED Tofighi confirmed that a brief overview on the Form 990 will be presented at the BSA’s November Finance Committee Report for the November 21st board meeting.</p> <p><u>New Mexico Economic Development Department (EDD) Small Business Assistance Request for Proposal (RFP) submission</u></p> <p>ED Tofighi reported that the RFP was submitted and will provide an update on the recent application when more information is available.</p> <p><u>New Mexico Bio-networking Summit; Tuesday November 12, 2024</u></p> <p>ED Tofighi followed up on the Networking Summit covered earlier in the BSA’s <u>November Announcement’s and Chair’s Report</u> stating 50 to 75 people representing public and private industry, local government and the state’s research</p>

		<p>institutions attended the event. Attendees were able to network and provide feedback for future events. In relation to the New Mexico Bio Networking Summit, Tofighi said she looks forward to the next networking event that will be held in Los Alamos, New Mexico in January of 2025. The BSA will link with Julia Wise; Program Manager at Los National Labs to plan the event which will focus on connecting researchers with businesses. Also, the BSA will plan another networking event in the Spring of 2025 in Las Cruces. NMBSA Board member Dana Catron will work with ED Tofighi to host the event.</p> <p><u>Outreach with local Bioscience businesses</u></p> <p>ED Tofighi has recently followed up on previous communications with local start-up biotech businesses who have inquired about the bioscience authority. Tofighi met with start-ups to see how the BSA can assist in their development.</p> <p><u>Established Program to Stimulate Competitive Research (EPSCoR)</u></p> <p>The BSA will collaborate with the EPSCoR Program, a state program administratively attached to UNM that has a focus on placing biotech students in internship programs as part of their new funding project. ED Tofighi spoke with EPSCoR representatives about creating a pilot internship program for the summer of 2024 that seeks to pair biotech and business students who are interested in acquiring work experience with local industries. Tofighi said EPSCoR may have funding for the Pilot program.</p> <p>Executive Director Stephanie Tofighi concluded her report for the month of November.</p>
5.	President's Report	For the November President's report, NMBSA President Dr. David Perkins confirmed that there were no current topics for discussion.
6.	Endurance 28 Introduction and Discussion	Consuelo Valverde and Garrett Dempsey from the San Francisco based Venture Capital firm, Endurance 28 (E28) joined the November board meeting to provide an

		<p>overview on their approach to venture capital by focusing on early-stage companies that are often overlooked but have the potential to elicit promising returns on investment. Valverde is the founder and managing partner of Endurance 28 with a background in Electrical Engineering and two master's degree in science including one in Science Entrepreneurship. Garrett Dempsey is an investor and has been part of the Endurance 28 investment team for the past three years. Dempsey's background is in Metabolic Biology in which he has acquired a Ph.D in the field.</p> <p>Through screen share, Valverde and Dempsey presented on Endurance 28.</p> <p>Background & History</p> <p>Endurance 28 is an early-stage Venture Capital firm based in San Francisco California who engage in early seed funding.</p> <p>-Valverde founded Endurance 28 in 2013.</p> <p>-In 2013 Valverde performed her first angel investment.</p> <p>Endurance 28 seeks for business entities who have the mindset and values to change the world.</p> <p>Endurance 28 Investment philosophy is based on three Pillars</p> <ol style="list-style-type: none"> 1. Climate & Environment 2. Health & Well Being 3. Economic Opportunity <p>The intersection where Endurance 28 invests:</p> <p>Ambitious Rebels</p> <p>Endurance 28 avoids investment trends such as 'hot deal' or various investment signals. Endurance 28 prefers the 'Ambitious Rebels' who are resilient and eager to learn.</p>
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		<p>Opportunity Score: Based on the information divulged in the Intro Call, an opportunity score is calculated to see if it is in alignment with E28's investment strategy.</p> <p>Decision Analysis Market Map: If the opportunity score is favorable for investment, E28 utilizes their decision analysis framework to assess possible investments.</p> <p>Decision Analysis-Life Stage Assessment: This is a rigorous process where numbers are assigned for evaluations. Multiple scenarios are examined along with possible outcomes to measure bias and determine intuition.</p> <p>Final Assessment: E28 final decision for an investment is based on the decision analysis framework. Decision analysis aids in making great investment decisions.</p> <p>The result of this approach and how they operate is their performance and an incredible diversity of exceptional founders.</p> <p>E28 views diversity because of their decision analysis. Their decision analysis helps to remove biases in which the result is diversity achieved. They focus on talent and the ambitious rebels in place of popular market trends.</p> <p>Diversity Data from E28's Portfolio Companies</p> <ul style="list-style-type: none"> -100% portfolio companies with at least one diverse founder -42% of companies are female -64% have a Latino founder -66% are immigrant -20 Nationalities exist within the portfolio <p>E28 Team</p>
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		<p>Inclusive, visionary leadership, and the collective strength and cognitive diversity of a team are equally vital.</p> <p>Endurance 28 representatives Valverde and Dempsey concluded their presentation.</p>
7.	<p>Executive Committee Report</p> <ul style="list-style-type: none"> New Mexico Impact Investing Collaborative (NMIIC) Discussion 	<p>Executive Committee Chair Paul Laur presented the November Executive Committee report.</p> <p><u>New Mexico Impact Investing Collaborative (NMIIC) Discussion</u></p> <p>The Chair recently attended a NMIIC presentation to learn about their impact investment philosophy. The NMIIC is a New Mexico based investment collective that consists of investment entities such as Santa Fe Community Capital, Albuquerque Community Capital, and the McCune Foundation. Together, they represent organizations that have individuals with high net worth who wish to make an impact on the economy through investments in health care, quality of life, and economic development. The Chair confirmed that an audio recording of the recent NMIIC meeting he attended was distributed to the BOD for edification but not for public viewing per the request of the NMIIC.</p> <p><u>Local Meeting with Rocky Mountain Region Venture Capital Firms</u></p> <p>Twenty venture capital firms from various Rocky Mountain states met in Albuquerque to discuss current capital investment interests in the region. The Chair said the meeting shows that there is an interest for investment in New Mexico in which the BSA could engage VC firms to promote New Mexico.</p> <p>The Chair concluded his report for the month of November.</p>
8.	<p>Finance Committee Report</p> <ul style="list-style-type: none"> Monthly Financial Statement Review 	<p>Executive Director Stephanie Tofighi presented the September and October Financial statement for review via Screen Share:</p>

	<p>(September & October)</p> <ul style="list-style-type: none"> 2023 Form 990 Review 	<p><u>September & October 2024 Financial Statement</u></p> <p>ED Tofighi reported that there were no significant changes to the budget for the months of September and October except for staff salaries, fringe benefits, legal fees and facility rent. Tofighi said there will be a change in the budget for facility rent as a 30-day notice to vacate at November's end has been issued to Verge Building leasing officials. Starting December 1st, 2024 Executive Director Tofighi and Program Specialist Sterling Nichols will base operations at the UNM 1650 University Blvd Business and Communications Center. The new location will present a reduction in rent which will appear in the January 2025 Financial Statement.</p> <p>The Chair called for a motion to approve the September and October 2024 financial statements.</p> <p>A motion was made by Greg Byrnes with a second from Tom Kieft.</p> <p>A roll call vote of all board members was called with eight in the affirmative, none in opposition, none in abstention and five absent. The vote was as follows:</p> <p>Byrnes-Affirm, Catron-Absent, Christodoulou-Absent, Dekker-Absent, Kieft-Affirm, Koglin-Affirm, Kuuttila-Affirm, Laur-Affirm, Pallares-Affirm, Perkins-Affirm, Sackett-Affirm, Schaub-Absent, Tiasse-Absent</p> <p>2023 Form 990 Review</p> <p>Via screen share, Executive Director (ED) Stephanie Tofighi, presented the 2023 Form 990 for review.</p> <p>As the BSA exists as an 501(c)(3) entity, ED Tofighi informed that the annual requirements of such is to prepare and submit a form 990 annually; in November, to the Internal Revenue Service. The form covers the reporting period from July 1, 2023 to June 30, 2024. The 2023 Form 990 was reviewed by the NMBSA Finance Committee and UNM Health Sciences Center (HSC) Office of Research (OOR)</p>
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		<p>Fiscal Operations Supervisor Michelle Parra with her OOR Accounting team.</p> <p>Form 990 2023 Reporting</p> <p><u>Part 1 Summary</u></p> <p>Revenue: Reporting for this section show entries for the current year compared to the prior year. The funds awarded to the BSA from the Small Business Administration Growth Accelerator Fund Competition (GAFC) was included showing a notable change compared to the prior year's revenue.</p> <p>Expenses: Reporting in this section shows entries were similar to what was entered in Revenue except for the line-item detailing staff salaries which the Current year shows a 3% increase from the prior year. Total Expenses were less for the current year because there were no Co-Investment expenses this year. For the line-item Revenue Less Expenses the prior year shows a net negative due to utilizing reserve funding. Fort the current year, a net positive was entered.</p> <p>Net Assets or Fund Balances: Reporting in this section subtracts the total liabilities from the total assets from the prior year which shows a net negative fund balance.</p> <p>Part III Statement of Program Service Accomplishments</p> <p>Reporting in this section details information on the BSA's programs such as the Small Business Administration Growth Accelerator Fund Competition (GAFC) funded Rural NM Biotech Ecosystem and the NM Bioscience Connect ecomap. Information on the award includes expenses and amount awarded.</p> <p>Part IV, V Checklist of Required Schedules</p> <p>Form requires the preparer to answer specific questions to validate the organizations 501(c)(3) status.</p>
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9.	<p>Mission Accomplishment Committee Report</p> <ul style="list-style-type: none"> Funding Request Updates 	<p>Executive Director Stephanie Tofighi presented the MAC report for the month of November.</p> <p>Funding Request Updates</p> <p><u>New Mexico Economic Development Department (EDD) Small Business Assistance Request for Proposal (RFP)</u></p> <p>At the November Mission Accomplishment Committee (MAC) meeting, MAC members agreed to submit an RFP to the EDD. ED Tofighi confirmed that an RFP was submitted and is waiting for a response.</p> <p><u>State of New Mexico Capital Outlay (CO) Funds</u></p> <p>ED Tofighi will meet with state legislators in late November to discuss protocol and strategy in applying for CO funds. The meeting will cover planning and what the BSA can accomplish in terms of lab space which will include start-up companies.</p> <p>ED Tofighi concluded the Mission Accomplishment Committee Report for the month of November.</p>
10.	<p>Other NMBSA Related Business Discussion</p>	<p><u>Bio International Industry Report</u></p> <p>NMBSA Director Greg Byrnes announced that Bio International will publish a 2-year report on national industry trends and supplemental information on all 50 states:</p> <ul style="list-style-type: none"> ✓ Research and Development expenditures ✓ Academia ✓ Venture Capital Investment ✓ Patents ✓ Tracking National Institute of Health Research ✓ Funding Activity ✓ Research Activity <p>Byrnes proposed to draft a two-page letter for distribution to individual members of the state legislature. The letter will contain, updated information on research, venture capital investment research, patents in New Mexico and an</p>

		<p>overview on the state’s bioscience industry to see what it is doing compared to national norms. Byrnes would like to distribute the letter as a joint effort from two organizations; The New Mexico Biotechnical and Biomedical Association (NMBio) and the NMBSA. The Chair agreed to collaborate with Byrnes on drafting the Info-letter.</p> <p><u>December 2024 Board Meeting</u></p> <p>The BOD will not meet in December for its regularly scheduled board meeting. January 23, 2025, will be the next Board of Director’s meeting.</p>
11.	Adjourn	The Chair adjourned the meeting at 12:55 PM.

Respectfully submitted by Sterling Nichols and Stephanie Tofighi