

SANTA FE SMALL BUSINESS FINANCE FAIR

INVESTMENT FOCUS



11:00am to 2:00pm
MARCH 19, 2025



SANTA FE REGIONAL AIRPORT
exact location provided after registration

Visit with active investors, VC firms, and angels during the next Santa Fe Small Business Finance Fair. It is free to attend but registration is required. Limited spaces available.



CITY OF SANTA FE
ECONOMIC DEVELOPMENT

SANTA FE OFFICE OF ECONOMIC DEVELOPMENT

The City of Santa Fe Office of Economic Development supports local businesses, entrepreneurs, and investors by fostering a thriving economic environment. Through initiatives like the Finance Fair, the City aims to provide critical resources and connections that drive business growth and innovation.

For more information about the work of the Office of Economic Development visit: www.santafenm.gov/economic-development



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RESOURCE PROVIDERS

Click on the logo to visit the website for more information about each organization at the the Finance Fair.



The Santa Fe Business Incubator provides programs, networks, and a supportive environment for entrepreneurs who have the passion and tenacity to launch and grow businesses that create new jobs and diversify the economy.



Santa Fe County Economic Development works to attract new and expanding businesses, support existing businesses, and create a vibrant ecosystem for startups and entrepreneurs.



At Arrowhead, we help innovators, entrepreneurs, and small businesses at any stage start and grow through our services, resources, expertise, and connections.



The Santa Fe Chamber of Commerce has helped turn the Santa Fe area into one of the best places in the country to live, work, and raise a family all while helping over 700 member businesses thrive.



The New Mexico Small Business Assistance (NMSBA) Program provides New Mexico small businesses facing technical challenges access to the unique expertise and capabilities of Los Alamos and Sandia national laboratories.



The Regional Development Corporation (RDC) is dedicated to improving economic development in Northern New Mexico. The RDC provides private investment opportunities and technical assistance to small businesses.



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The Santa Fe International Film Festival (SFiff) highlights the importance of supporting the arts, creativity, and culture, and also showcases the city's forward-thinking artistic vision and celebrates cinematic and media excellence, setting a national standard. 2025 SFiff will take place October 15-19th.



WESST is a home to entrepreneurs providing a support system of consulting, training, incubation, and lending to help New Mexicans strengthen and grow their small businesses through sustainable business models, financial empowerment, and job creation.



The New Mexico Bioscience Authority is growing a robust bioscience industry in New Mexico by connecting Research & Development, Tech Transfer, Investment, and Entrepreneurs.



Support is available from the New Mexico Veterans Business Outreach Center to transitioning service members, veterans, National Guard & Reserve members, and military spouses interested in starting or growing a small business.



APEX Accelerator assists a wide range of businesses that wish to pursue contracts with the DoD, other federal agencies, state and local governments and with government prime contractors.



The New Mexico Department of Transportation provide a safe and efficient transportation system for the traveling public, while promoting economic development and preserving the environment of New Mexico.



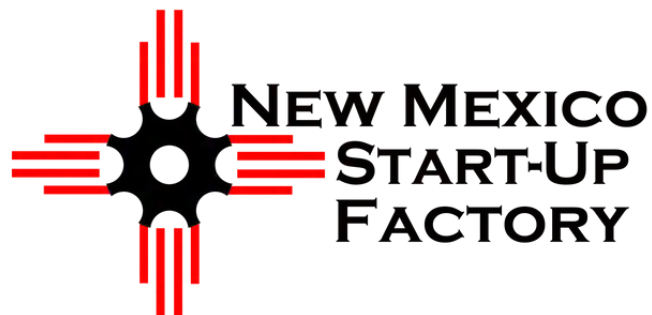
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Tramway's focus is on business opportunities at the intersection of physical sciences and information technology within life sciences and health care.

Typically, we invest in the first institutional round after incubators and angel investors. The best fit with our strategy are companies led by an outstanding management team, with a significant intellectual property position, a clear go to market strategy, and a large addressable market. We focus on opportunities that are expected to require less than a total of \$30M to exit.



The New Mexico Start-Up Factory™ is bringing laboratory technologies to market. In our innovative model we work with scientists looking to commercialize their technologies. Through our program, technologists are coached through validation of the technology and market, and are then paired with the right management team. A commercialization and business plan/model is formed and if all signs point to a sound market and promising technological development, a company is formed.

Companies and scientists who successfully complete the educational piece of the program are open to investment from the Start-Up Factory™ Fund.



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The New Mexico Angels invest in early-stage companies in New Mexico and the Southwest Region and accelerating them to market leadership.

CRITERIA FAVORED

- Solid, ethical leadership with desire for advice and coaching
- Market opportunity sufficiently large to create a profitable, sustainable business that repays investment
- Compelling and achievable strategy to capture significant market share
- 'Build a moat' – barriers to entry such as patents, trade secrets, copyrights or other proprietary advantages are valuable
- Early stage
- Company valuation, pre-money, that is conservative and modest
- Unmet capital need up to \$500K ideal; clear use of funds
- Multiple exit strategies are helpful to improve options for return on angel investment



New Mexico Vintage Fund (NMVF) actively invests in early-stage and high growth companies

This New Mexico-based venture fund offers LP's broad-based diversification by industry sector, company age and investing vehicle. It pursues returns for the New Mexico investing community - in funds formed each year.



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ROADRUNNER VENTURE STUDIOS

Roadrunner Venture Studios identifies, develops, and invests in deep tech companies.

We are a venture outfitter. We turn ideas into companies each year by equipping scientists and technologists with everything they need to succeed—from capital, to talent, to top-to-bottom advising.

Our unique network of technologists and operators with unparalleled access to government and private partners will accelerate technologies out of the lab and into the living room.



ARROWHEAD INNOVATION FUND

Arrowhead Innovation Fund focuses on seed to early-stage investments in health care, medical, and analytics industries, primarily in New Mexico, United States.

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RAVEN INDIGENOUS CAPITAL PARTNERS

We have deep respect and empathy for the entrepreneurial journey. We also know and honour that being an Indigenous entrepreneur can lead to unique priorities, grounding and challenges.

- We invest starting at seed stage and follow on through Series B, typically providing first checks of \$250k-\$3M
- Our focus is on investing in companies led by Indigenous Peoples of Canada or Native American Peoples.
- We invest in B2B and B2C businesses, across sectors, that improve Indigenous and Native well-being.

[DANGEROUS]

Dangerous Ventures looks for passionate, determined and dedicated founders who are creating tech-enabled products and scalable solutions to help build a cleaner and safer future. We invest in pre-seed and seed rounds in climate companies building towards a more sustainable future.

We focus on the following sectors:

- ENERGY: Clean Generation, Storage, Efficiency
- MOBILITY: Electric, Autonomous
- FOOD SYSTEMS: Regenerative Agriculture, Marketplaces, Supply Chain
- CLIMATE ADAPTATION: Fire, Flood, Drought, Natural Disasters

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VC firm leading impact investments in Conservation and Gaming in support of tribal economies.



INFORMATION ONLY

We invest in teams composed of committed, passionate, thoughtful, and curious entrepreneurs. We are impressed with teams who really know their market, customer, product, and have been able to generate strategic insights from the time they've been building their company.

Criteria for investment

- We invest in diverse teams as defined by at least one co-founder from an under-represented background.
- traction as defined by revenue, customer pipeline, product build, and/or successful fundraising.
- raising a Seed or Series A round. Pre-Seed and Post Series A companies are considered on a case-by-case basis.
- align to our thesis areas (Health & Wellness, Future of Work, FinTech, and Sustainability). If a company is not squarely in one of these industries, we will take a look and consider on a case-by-case basis.
- based in and incorporated in the U.S.



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This Finance Fair is part of a series that aims to connect small businesses, aspiring business owners, companies, entrepreneurs, and innovators with the financing needed to launch, grow, and scale in Santa Fe. Finance Fairs are a project of the Santa Fe Office of Economic Development and are organized by HatchForm, LLC.



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