

BUSINESS INCUBATION AND VENTURE CAPITAL

PRESENTATION TO
NEW MEXICO FINANCE
OVERSIGHT COMMITTEE



September 20, 2017

Arrowhead Center Snapshot



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To promote entrepreneurship and innovation, creating economic opportunity and supporting the mission of New Mexico State University

Business Creation and Growth

Education and Training


Intellectual Property Commercialization

Public-Private Partnerships



Clients and Partners

- NMSU faculty, staff and students
- NM K-12 students
- NM inventors and entrepreneurs
- Higher educational institutions in NM
- Government
- Private foundations
- Industry



Arrowhead Innovation Network

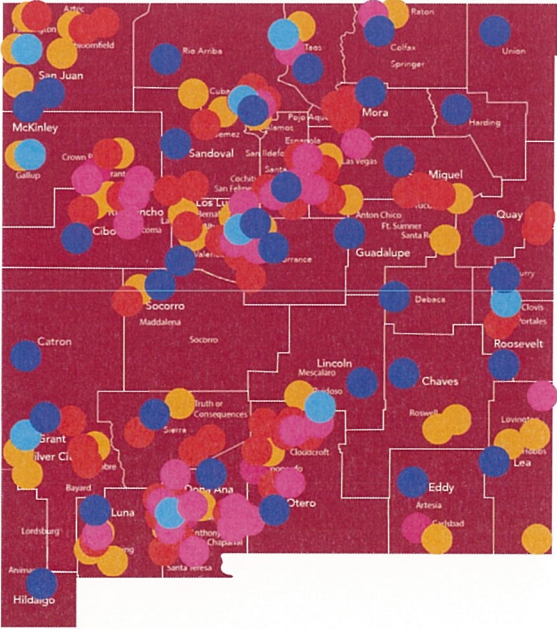
- Enterprise advisors
- Subject matter experts
- Sheriff Endowed Chair in Entrepreneurship
- Innovator, Investor, and Entrepreneur-in-Residence
- Advisory council
- Startup founders and employees
- Regional business leaders
- Economic development organizations
- Alumni

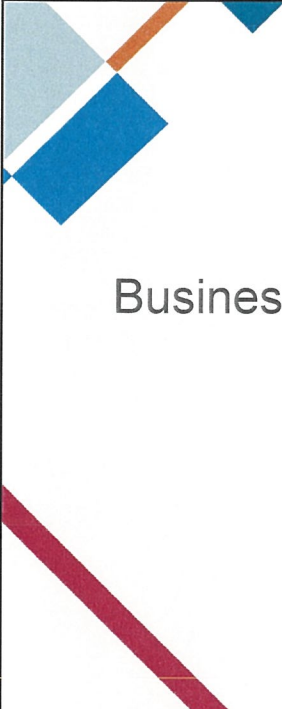


Statewide Reach


LEGEND

- K-12 Entrepreneurship — Yellow circle
- Business Assistance — Red circle
- Business Incubation — Pink circle
- Workshops — Light blue circle
- Economic Studies — Dark blue circle

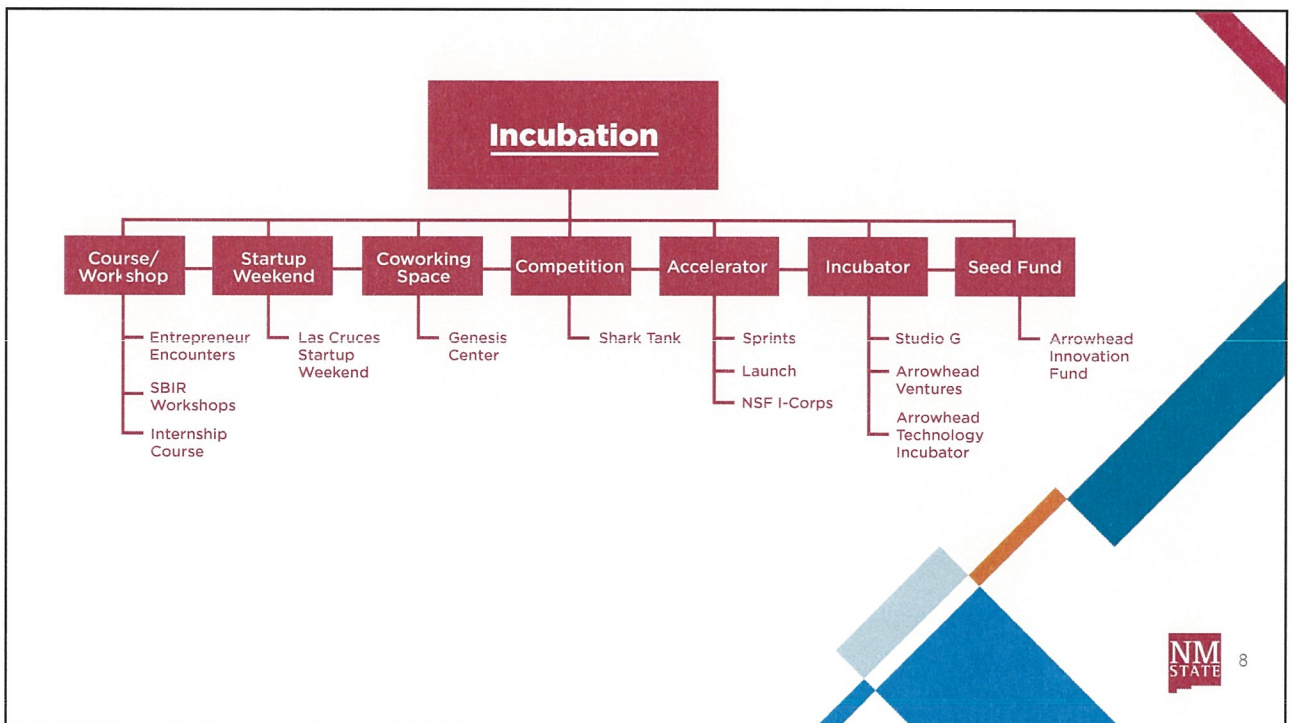




Business Incubation



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Business Accelerators at Arrowhead



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LAUNCH

- Five-month technology commercialization accelerator
- Open to NMSU inventors and anyone wanting to license NMSU IP
- One round of funding annually
 - Seed funding of up to \$50,000
 - Usually two technologies selected
- Enterprise advisor, staff, student support team
- Lean Launch methodology and customer development



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NSF I-Corps

- Aggie I-Corps
- Move NSF-related technologies to market
- Business model development and customer discovery
- 3-year grant
- \$60,000 in direct support for 30 student-faculty-business mentor teams
- Extensive follow-on funding opportunities
 - \$50,000 National NSF I-Corps program



Sprints

- Funded through a gift from the NM Gas Company
- Since January 2017, 3 sprints delivered
- Offer mentorship, coaching and \$2,000 in participant support
- Range in length from 4 weeks to 5 months and delivered statewide
- Technology, ag-tech and export based with health-tech planned
- Participants engage in customer discovery and reach a go/no-go decision
 - Out of 33 companies, 31 reached "go" decisions



Tech and Biz Sprints


- TechSprint
 - 4-week accelerator in spring 2017
 - 8 technology startups
 - \$16,000 in seed funding
 - All “go” decisions
- BizSprint
 - 4-week accelerator in summer 2017
 - 19 scalable, export-based startups
 - \$38,000 in seed funding
 - 18 “go” decisions




AgSprint

- 5-month accelerator
- 50 ventures from all over the world applied
- 6 startups
- \$10,000 in seed funding
- Culminated in AgAssembly
- 5 “go” decisions







Business Incubators at Arrowhead



Studio G

- Student and alumni business incubator
- Six NM universities and colleges
- 218 ventures with 367 entrepreneurs (FY 2017)
- \$1,285,362 in investment, grants, and contracts (FY 2017)
- Wide range of businesses
- Funding sources
 - National Science Foundation I-Corps, U.S. Economic Development Administration, Sandia National Laboratories, Los Alamos National Laboratory, Sharks, Air Force Research Laboratory, LAUNCH, State of NM, Daniels Fund



Arrowhead Technology Incubator

Turn scalable ideas into revenue generating realities
Water-Tech | Energy-Tech | Ag-Tech | Health IT

- 2-year program for NM businesses
- Mentorship to help businesses grow
- Technical guidance from industry and technical experts
- Co-working and startup space
- Business development and customer acquisition support



Post-Accelerator Support



Arrowhead Ventures

- Resources for graduates of accelerator programs
- Access to enterprise advisors and Arrowhead staff
- Information
 - Events, funding, technical support and business assistance opportunities
- New program started in response to 2017 Sprints



Startup Funding Sources

- Arrowhead Innovation Fund
- Federal government
- State government
- Angel investors
- Private donors
- National laboratories in NM
- Air Force Research Lab



Arrowhead Innovation Fund

- \$2 M seed fund
- Commercialization of NMSU innovation
- First close of \$1M October 2017
- Investors include NMSU Foundation and the NM Catalyst Fund
- Six pre-seed and six seed stage companies
- Three companies per year
- Seven companies under evaluation



THANK YOU



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