

Tech Transfer, Entrepreneurship and Innovation

Beto Pallares, Ph.D.

Bill and Sharon Sheriff Endowed
Chair in Entrepreneurship

College of Business, NMSU



BE BOLD. Shape the Future.

Bill & Sharon Sheriff Endowed Chair in Entrepreneurship

- Funded in 2013, with \$1M + gift in stock
- Designed to attract faculty, cultivating a spirit of entrepreneurship
 - Works across all colleges and departments
 - Development resources that advance the State of NM and region
- Sustainable economic development and entrepreneurship
- Collaborate with NMSU's [Arrowhead Center](#)



BE BOLD. Shape the Future.

Entrepreneurship and Innovation Ecosystem



BE BOLD. Shape the Future.

Framework

 Abundant Capital

Risk-taking Culture 

 Government Support

Conditions that
Contribute to
Entrepreneurship
& Innovation

Talent 

 Industry Collaboration

Community that Gives Back 

Source: Fu, Ernestine & Hsia, Tim: [Universities and Entrepreneurship Ecosystems: Elements of the Stanford-Silicon Valley Success](#)



BE BOLD. Shape the Future.

Risk-taking Culture

Culture Evaluation

- Risk taking
- Entrepreneur history
- Popular culture

NMSU

- Aggie Shark Tank
- LAUNCH
- Studio G
- Alums – Brad Gordon, Bill Sheriff



2018 LAUNCH winner – Prothetic Sleeve Liner



BE BOLD. Shape the Future.

Talent

Talent Evaluation

- Sources
- Costs
- Expertise

NMSU

- Occurs both inside and outside the classroom
- Entrepreneurship Chair created to work across the university and across the state, since many students will return to their home towns
- Engaging alumni, industry and outside ecosystems



Alex Gorsuch, a Studio G client, demonstrates his technology



BE BOLD. Shape the Future.

A Community that Gives Back

Community Evaluation

- Local exits that generate the next generation of startups
- Talent sprung loose
- New capital sourced into the local market

NMSU

- Enterprise Advisors (EA's)
- Genetics Testing Lab
- Creation of Arrowhead Innovation Fund
- Angels like Lou Sisbarro from Aggie Shark Tank



Aggie Shark Tank, October 2018



BE BOLD. Shape the Future.

Collaboration with Industry

Industry Collaboration Evaluation

- Corporate history and support in business and corporate development
- Current corporate. funding, accelerators and funding programs
- Non-profits, research labs and other institutions

NMSU

- Dedicated offices that work with industry across the state
- Arrowhead Park
- BizSprint, HealthSprint and AgSprint
- Sponsors include NM Gas Co.



2018 HealthSprint company Green AI won a \$20,000 investment



BE BOLD. Shape the Future.

Government Support

Government Support Evaluation

- Current public support and programs
- Historic support and foundation
- Lack of support due to certain tax policies and/or employment laws

NMSU

- Federal and state grants
- NSF, EDA, SBA, SNL and LANL
- I-Corps, NM FAST, Sprints, NMSBA



A NM small business explains their technology to a NAVSEA representative at the 2017 Navy SBIR/STTR Innovation Summit



BE BOLD. Shape the Future.

9

Abundant Capital

Abundant Capital Evaluation

- Active funds by stage, VC fundraising last three years
- Number of local financing stages, dollars, sector
- Trends over five years
- Local capital vs import capital
- Local LP's, Angel strength, Accelerators

NMSU

- NM Catalyst Fund
- Arrowhead Innovation Fund (AIF)
- Community Sharks



Arrowhead Innovation Fund recipient
Patricio Reygadas



BE BOLD. Shape the Future.

10

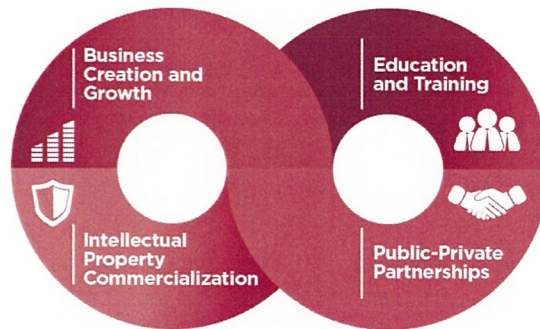
Arrowhead Center Snapshot



BE BOLD. Shape the Future.

Mission:

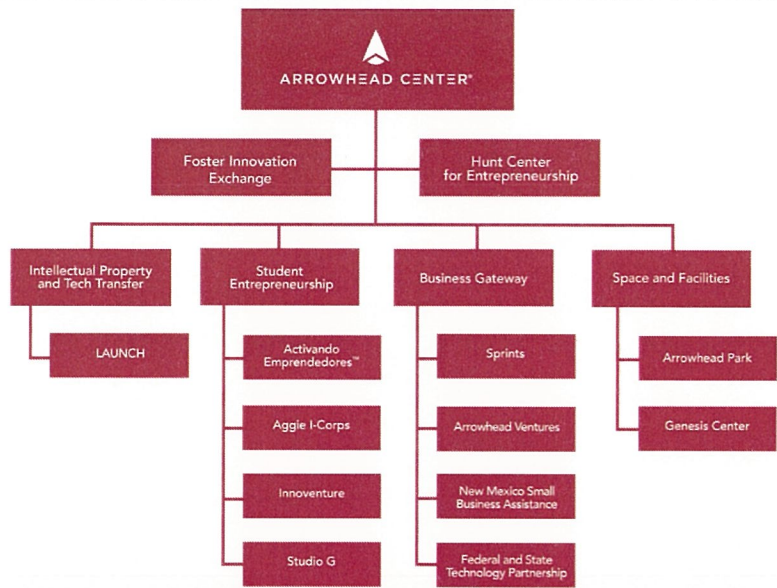
To promote entrepreneurship and innovation, creating economic opportunity and supporting of New Mexico State University



BE BOLD. Shape the Future.

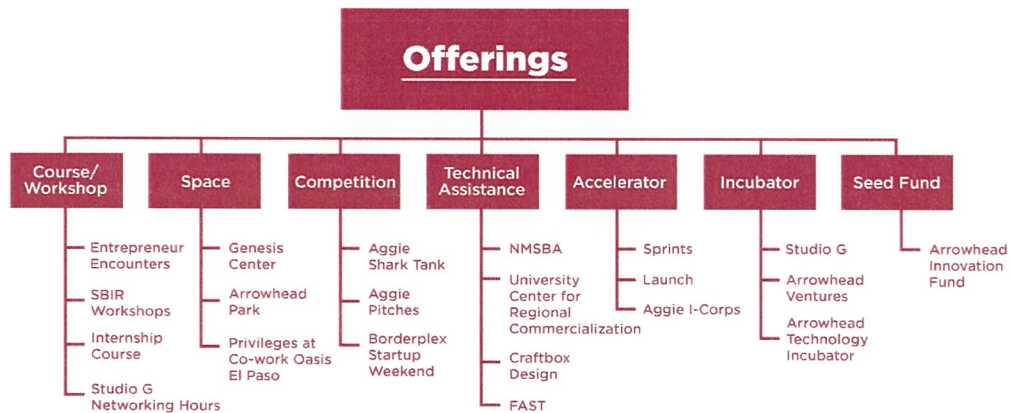
Arrowhead at a Glance

33 NM counties served
467 Startups assisted
\$2.5M Invested in clients
2,286 NM students participating in Arrowhead entrepreneurial programs

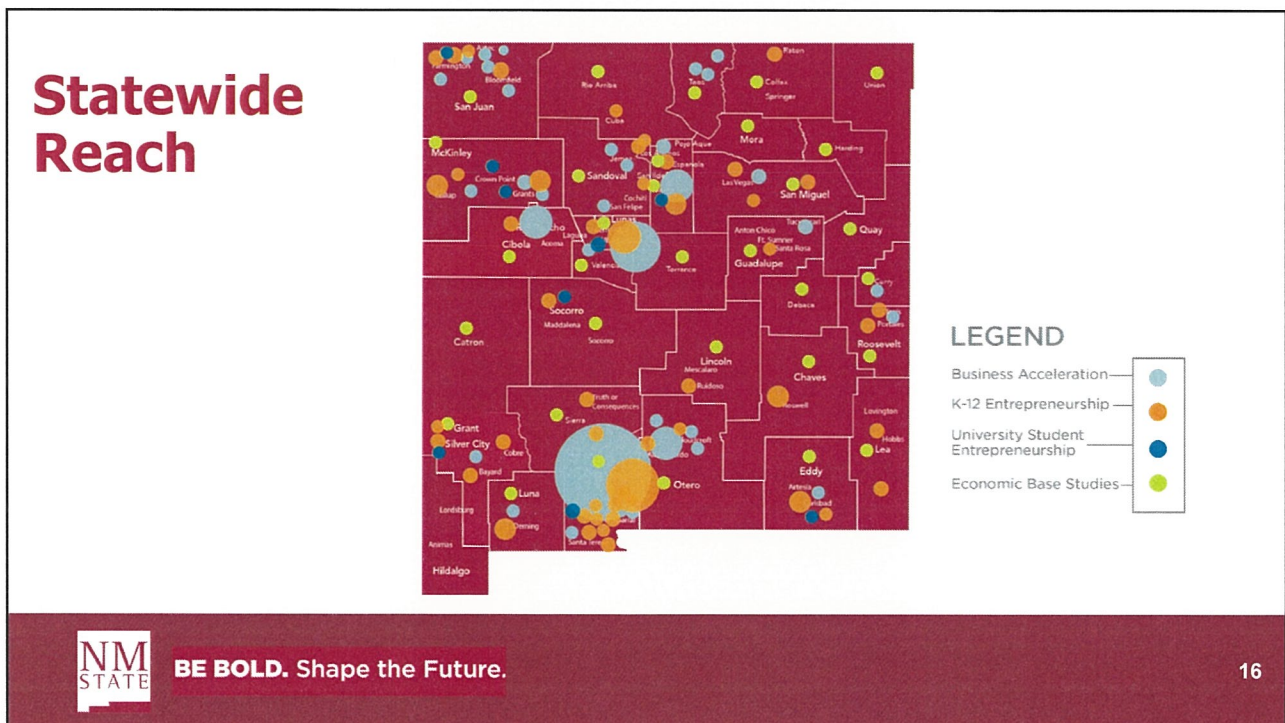
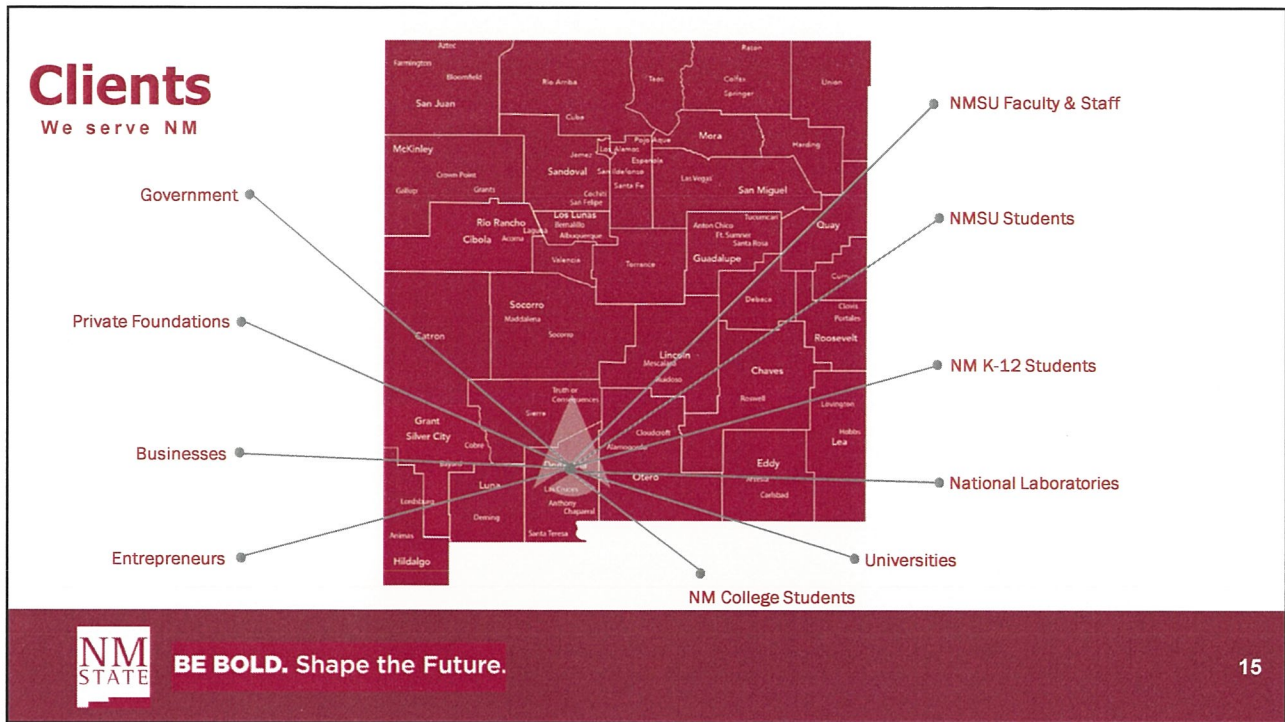


BE BOLD. Shape the Future.

Arrowhead Programs & Offerings



BE BOLD. Shape the Future.



Arrowhead Innovation Network

An interconnected network supporting the entrepreneurial ecosystem in NM and the Borderplex



Enterprise Advisors & Subject Matter Experts



Alumni



Economic Development Organizations



Advisory Council



Sheriff Endowed Chair in Entrepreneurship



Regional Business Leaders



BE BOLD. Shape the Future.

Entrepreneurship Philosophy



Support

Support entrepreneurs through business incubation and acceleration



Access

Provide access to NMSU, networks, education/training, business support and financing



Resources

Emphasize customer discovery and quick pivots while providing critical resources for entrepreneurs



Grow our Own

Cultivate and retain talent in NM



BE BOLD. Shape the Future.

Business Gateway

Building regional capacity through entrepreneurial-based programs and resources

Programs Include:

- Arrowhead Accelerator Programs (Startup Sprints)
- NM Federal and State Technology Partnership Program (NM FAST)
- Arrowhead Community Entrepreneurship Program (ACEP)
- The Hunt Center for Entrepreneurship
- The Foster Innovation Exchange (FIX)
- The New Mexico Small Business Assistance Program (NMSBA)
- Arrowhead Ventures

Services Include:

-  Technical Assistance
-  Access to Arrowhead and NMSU Network, Resources and Expertise
-  Entrepreneurial Training & Resources
-  Funding Opportunities
-  Physical Facilities and Space
-  Business Creation Support and Development



BE BOLD. Shape the Future.

The Path Forward:

Towards growing our entrepreneurial ecosystem



BE BOLD. Shape the Future.

Thank You

Beto Pallares
epv@nmsu.edu

Kathy Hansen
hansen@nmsu.edu



BE BOLD. Shape the Future.

