

Arrowhead Center

Entrepreneurship Programs

August 19, 2021



BE BOLD. Shape the Future.

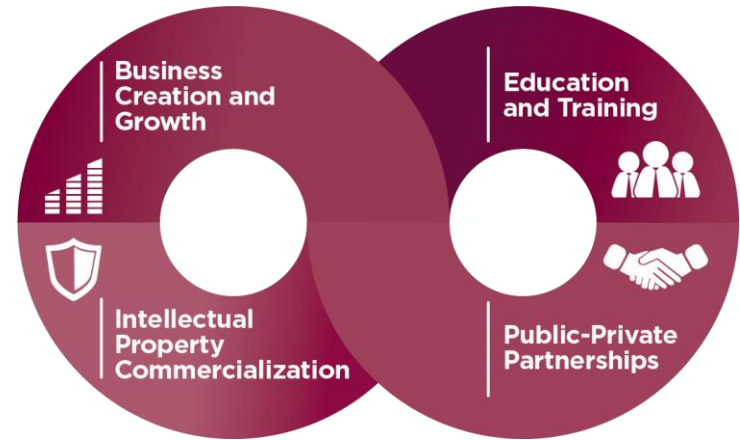
Arrowhead at a Glance

Arrowhead provides a robust range of programs and resources:

- Training/assistance, physical space, events, commercialization assistance, accelerators, incubators, and seed fund

Features of Arrowhead programming

- Assistance for any stage of business and/or technology development
- Customized assistance through programming
- Focus on underserved populations (e.g., minority, rural)
- Robust network of mentors and advisors
- Statewide presence



Arrowhead enhances entrepreneurship and innovation, creating economic opportunity in NM.

Broad need for increased access to support economic opportunities and growth.

Goals tied to NMSU LEADS 2025



Student Success & Social Mobility

Enhance student experiential learning through entrepreneurship education, practice, and application



Research & Creativity

Enhance NMSU's research, innovation, and creativity profile through engagement industry, government, and private partners



Extension & Outreach

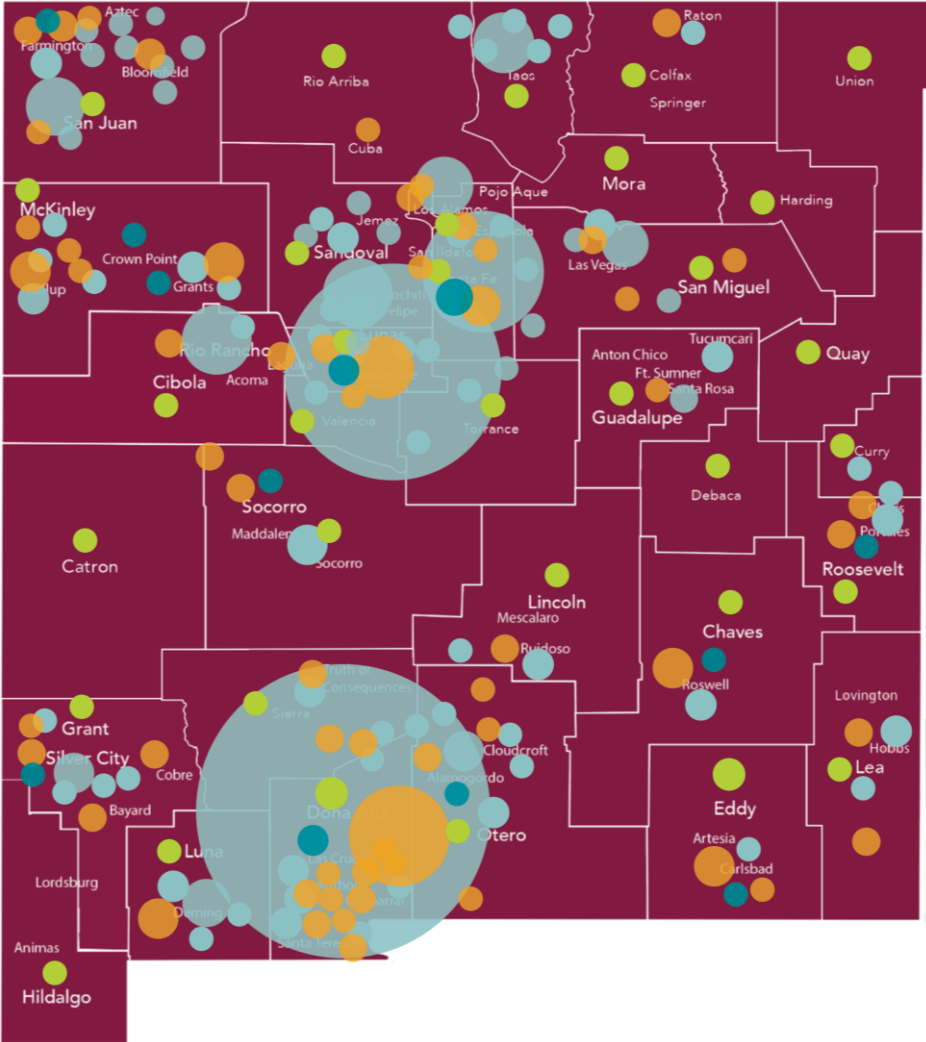
Expand entrepreneurship and innovation services to communities and institutions across New Mexico and the region



Robust System

Track metrics of all activities efficiently and effectively

Statewide Reach



LEGEND

Business Acceleration



K-12 Entrepreneurship



University Student Entrepreneurship



Economic Base Studies



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Innoventure

Student experiential learning



K-5th Grade

Elementary students developing an entrepreneurial mindset through hands-on learning



Middle/High School

Middle and high school students creating innovative product ideas and business development plans



Skills for Success

Communication | Planning
Problem-solving | Goal-setting
Perseverance | Risk-taking
Opportunity Recognition

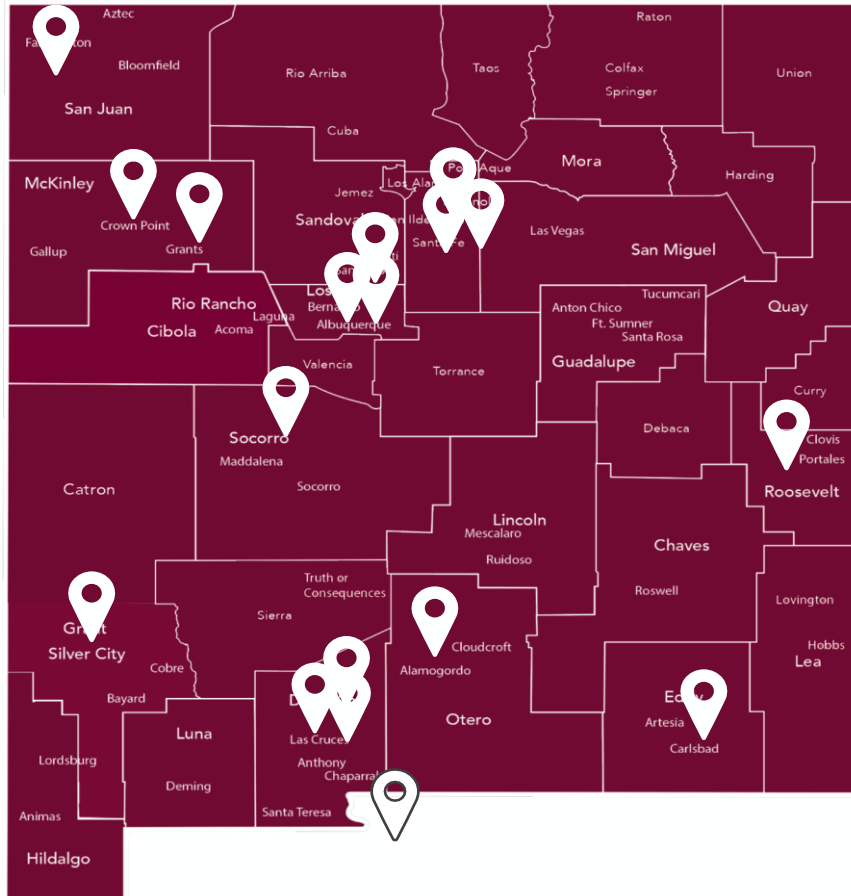


Summer Camps

Native Youth Ag Camp |
Statewide | Community |
Products

Studio G

Growing the next generation of entrepreneurs



1280
Active
Ventures

2,540
Active
Members

18 Sites

Fiscal Year 2021

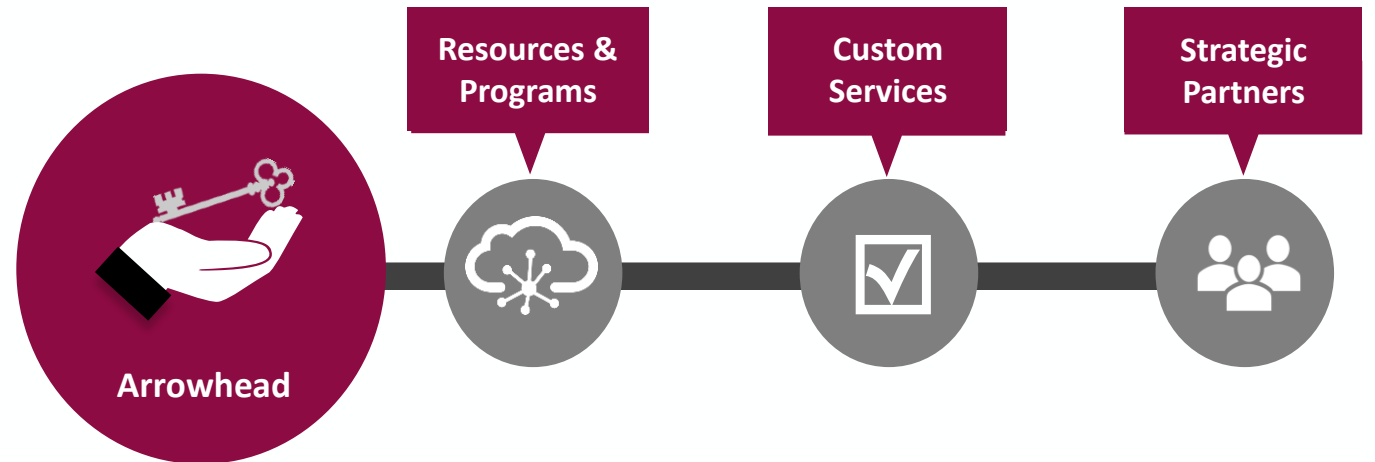


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Business Gateway Offerings

Programs

- NM Small Business Assistance program
- Community- and industry-focused Sprint accelerators
- Small Business Innovation Research/Small Business Technology Transfer grant proposal assistance
- Native American Business Enterprise
- Women's entrepreneurship
- Clean energy cluster development
- Innovation ecosystem connect
- Arrowhead Ventures
- Arrowhead Innovation Network
- Prototyping
- Early-stage investment
- Economic base and impact studies



Sprints



AgSprint is a 5-week venture builder for innovators with agricultural applications in food, energy, and the environment. Held in El Paso.



EnergySprint is a 5-week venture builder for NM innovators in clean energy technology. Currently in process statewide.



WESprint is a 5-week venture builder for NM women entrepreneurs to test the feasibility of their idea and explore funding opportunities through the SBIR/STTR programs. Held in July.



BizSprint is an 8-week Arrowhead Accelerator program for NM's export-based businesses to test the feasibility of their business idea. Held in El Paso, Las Cruces, and Farmington. Multiple cohorts to run in Las Cruces this summer/fall.



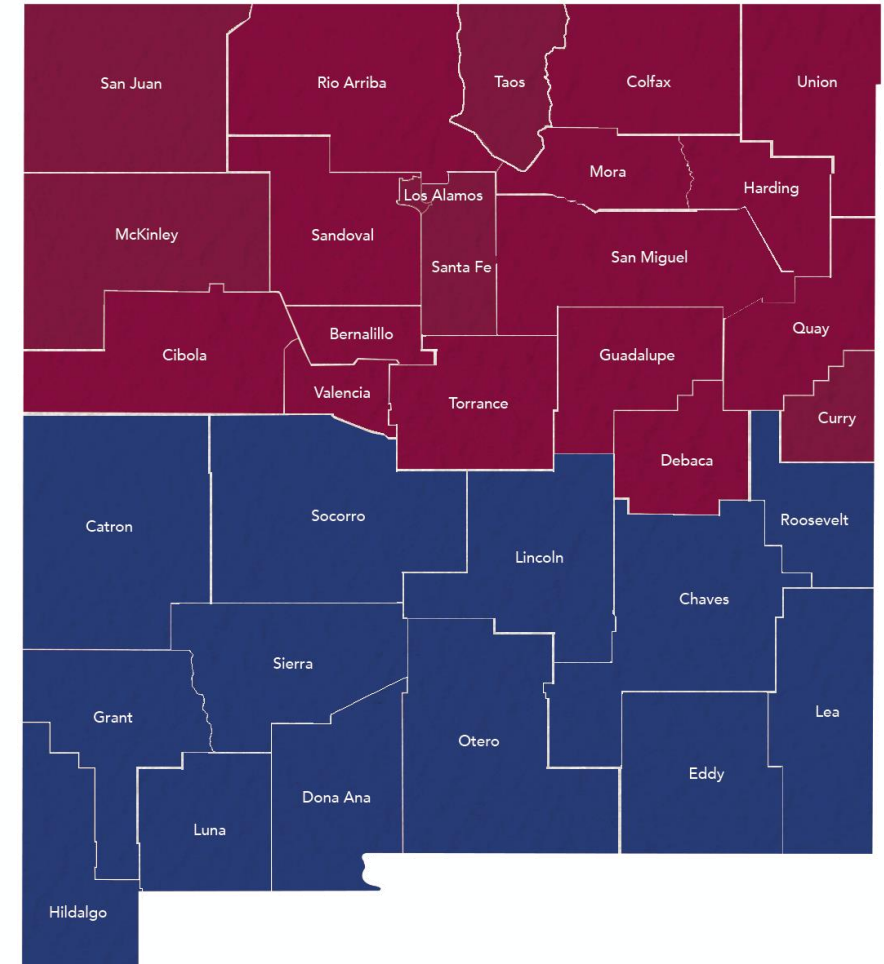
SuperSprint is a one-day Arrowhead Accelerator program focused on expanding offerings into a larger market and how to secure new customers. Held in Albuquerque in partnership with the Minority Business Development Center.



Native American Sprint is a 5-week accelerator that focuses on the individual needs of each participant, with a goal of helping Native American entrepreneurs successfully start and grow their businesses. Currently in process.

Outdoor Recreation Sprint

- Arrowhead received a **\$20,000** grant from NMEDD's Outdoor Recreation Division
- Run date: June 28th – August 2nd
- 14 entrepreneurs
- Accepted businesses from the following counties: Catron, Socorro, Lincoln, Roosevelt, Chaves, Lea, Eddy, Otero, Dona Ana, Sierra, Grant, Luna, and Hidalgo
- Cohort included:
 - Proven curriculum focused on customer discovery, market insight, and e-commerce training
 - Mentoring via Arrowhead's staff and Enterprise Advisor network



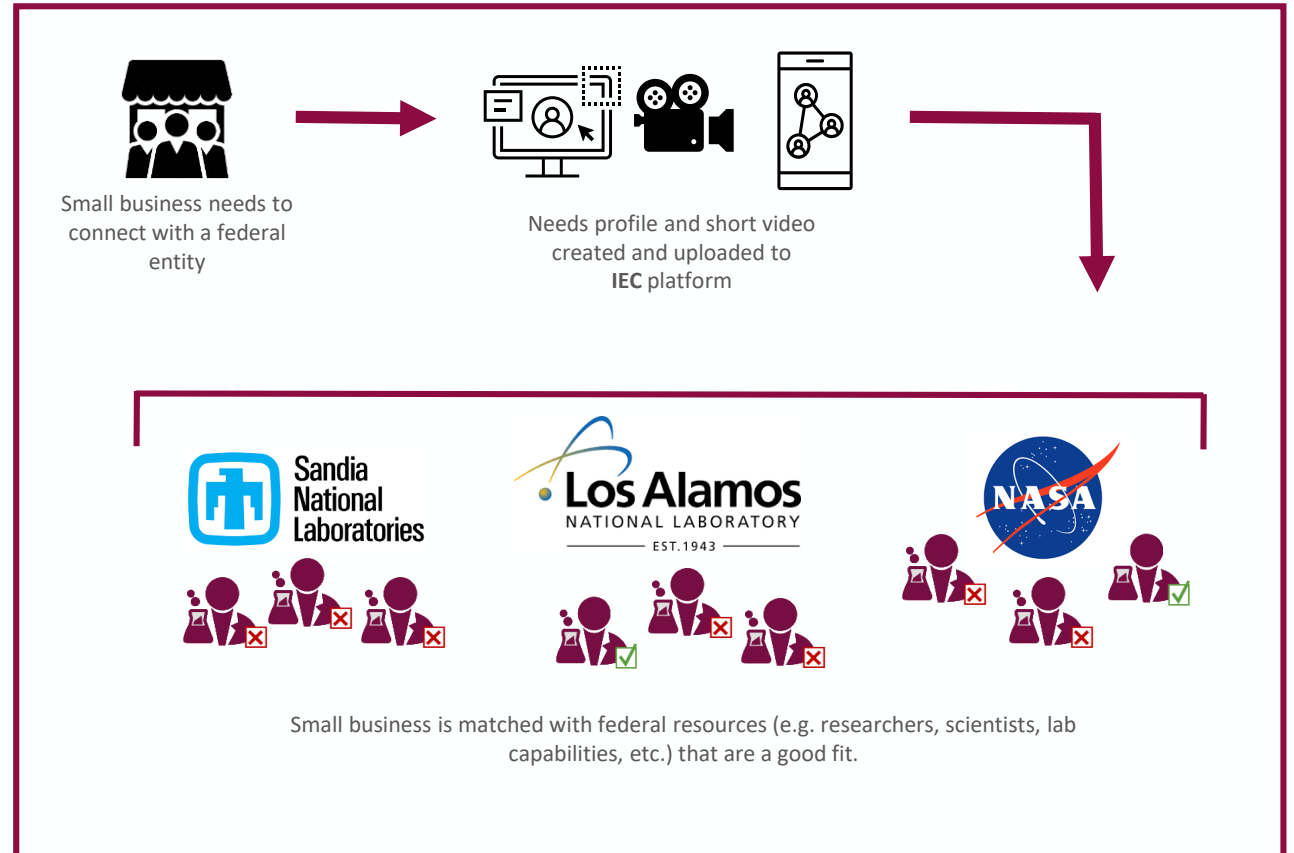
NM Federal and State Technology (FAST) Partnership

- NM FAST SBIR/STTR assistance program
 - Emerging Technology Ventures (AI and sensor technologies) and Wildlife Protection Management (health technologies for wildlife and livestock) won SBIR and STTR awards
- Home to Arrowhead Center SBIR Accelerator
- NM FAST selected as a 2020 Tibbetts Award for SBIR/STTR achievements
 - Promote innovation, commercialization, technology transfer, and cooperatives between small businesses and research institutions
 - Encourage diversity
 - One of seven organizations in the US recognized for their accomplishments
- In FY 2021, supported the submission of 24 SBIR/STTR proposals



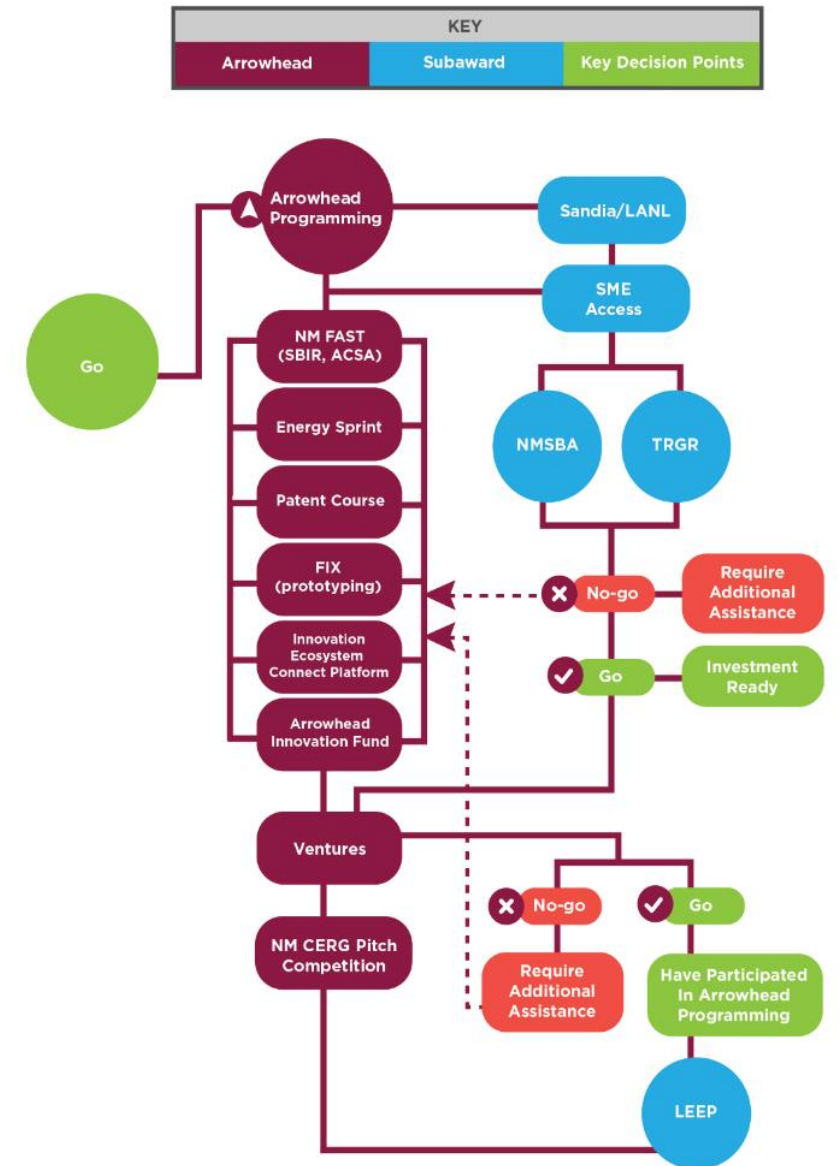
Innovation Ecosystem Connect

- Awarded a prize through Small Business Administration's Lab-to-Market Inclusive Ecosystem initiative
- Arrowhead will build and pilot a platform to connect small businesses with federal resources to solve technical problems, receive assistance, and provide a pipeline for technology transfer.



NM Clean Energy Resilience and Growth Cluster (CERG)

- NM CERG will establish a technology development, validation, and growth model that will create a robust pipeline of support for clean energy tech startups in NM
- Funded through the Department of Energy (DOE) Office of Technology Transitions (OTT) Energy Program for Innovation Clusters (EPIC)
- \$1,250,000 over three years (\$1,000,000 in new money)
- Partners include Los Alamos National Laboratory, Sandia National Laboratories, and the New Mexico Economic Development Department



New Mexico Small Business Assistance

- Funded by Los Alamos and Sandia National Labs
- Provide technical assistance to New Mexico small businesses by connecting with lab scientist or university faculty to address testing or validation needs not available in the commercial market at a reasonable cost.
- As a contractor, Arrowhead Center provides access to NMSU faculty and resources.
- Applications open in January with rolling acceptance.
- Each project is valued at \$8,500.
- Since 2010, the program has conducted 122 projects for 72 New Mexico businesses.
- In 2020, New Mexico business Neptune Snacks secured a \$150,000 marketing grant after working with NMSU faculty through NMSBA program.



Product Prototyping

- Arrowhead Center's Foster Innovation Exchange teamed with the Aggie Innovation Space (AIS)
- In FY 2021, 15 prototyping projects were completed for clients based in Albuquerque, Santa Fe, Las Cruces, Raton, and Alamogordo, NM; El Paso, Texas
- In FY 2021, \$125,000 worth of AWS Cloud Credits awarded to 6 entrepreneurs
- Provides clients access to services they otherwise could not obtain and/or afford
- Provides AIS student aides valuable experience working with real-world challenges and opportunities



Aggie Innovation Space



Medical brace

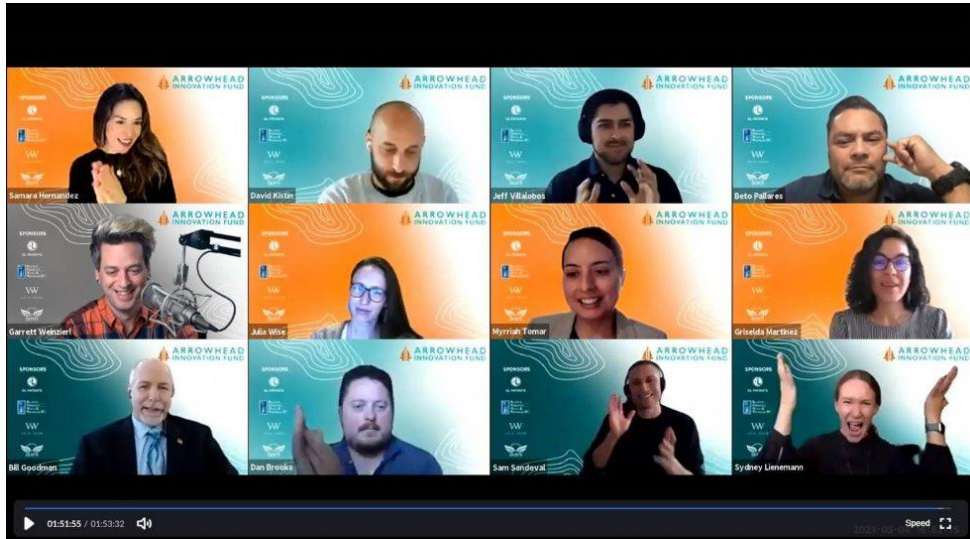
Pill dispenser

Arrowhead Innovation Fund

- For-profit, wholly-owned subsidiary of Arrowhead, created for investment purposes
 - New Mexico corporation
 - Portfolio companies
 - Pre-seed and seed stage
 - Important and sustainable points of differentiation (intellectual property)
 - Co-investment required
 - Technology ready for advanced prototype development, testing, or commercial development
 - Investments from \$25,000 to \$200,000
- Portfolio Companies
 - 19 companies in NM
 - \$5M grant funding
 - \$16M+ raised
 - 127 new jobs
 - **\$1.23M** invested by AIF



Competitions



AIF Pitch Competition



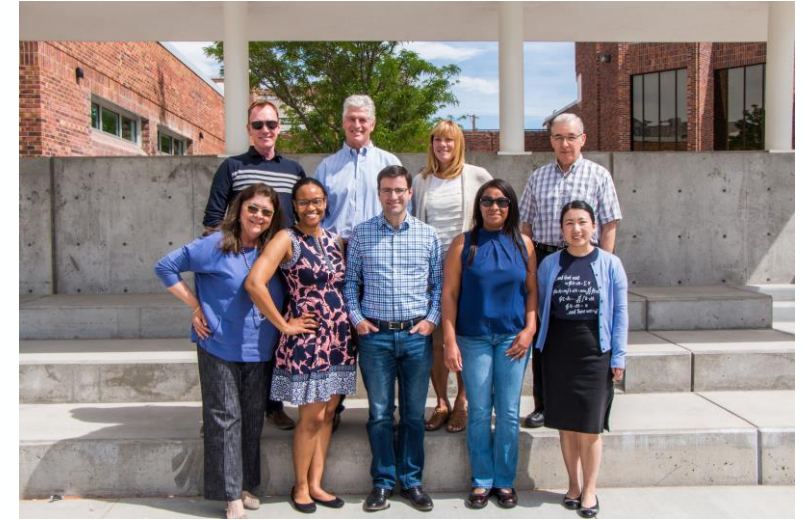
Aggie Shark Tank



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Arrowhead Ventures

- Post-accelerator program for community (non-student or alumni) participants
- 97 Ventures across New Mexico
- Over \$7.9 M in revenue (FY 2021)
- \$5.4 M in investment, grants, and contracts (FY 2021)
- Wide range of businesses
- 146 New Mexico jobs supported

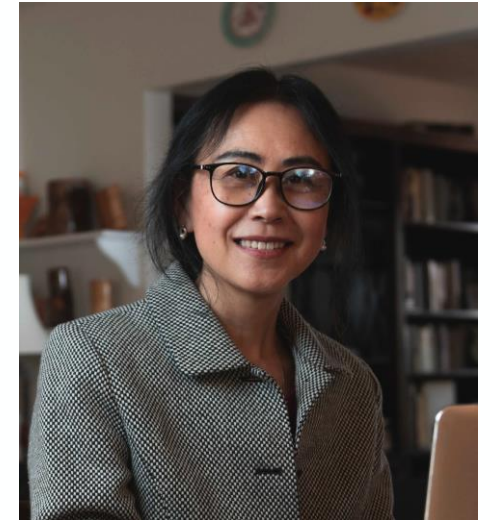


Commercializing NMSU Innovation

- New company, Filtravate, formed based on NMSU technology developed by Dr. Reza Foudazi
- Development and manufacture of ultrafiltration membranes
- VicVentures, a national network of investors, licensed the technology and created Filtravate
- Office opening soon on the NMSU-Las Cruces campus



Dr. Reza Foudazi,
NMSU faculty



Dr. Yun Li, CEO, Filtravate

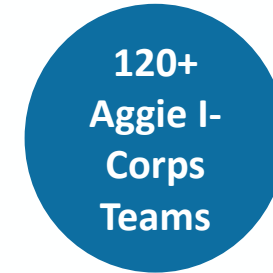
Commercializing NMSU Innovation

NMSU's National Science Foundation I-Corps Site

Goal: to support university student and faculty research teams as they transition technologies to the marketplace.

- Established in 2016, Aggie I-Corps has trained and provided participant support awards to more than 120 student and faculty teams working on STEM innovations.
- Foundational program for Arrowhead accelerator programs
- Received \$60,000 supplemental award in 2021 to support additional Aggie I-Corps Teams

I-Corps Teams



18 NMSU faculty and student teams have won \$50,000 awards, totaling \$900,000 in support for STEM innovations at NMSU.

Recent Highlights

- Pivots and substantial growth of programs to allow for uninterrupted, virtual delivery
- Winning federal funding opportunities (e.g., Department of Energy, Small Business Administration, Economic Development Administration, and Minority Business Development Agency, among others) to bring more outside dollars to the State of NM
- Growing key partnerships that facilitate the growth of NM's innovation/entrepreneurship ecosystem (e.g., New Mexico Economic Development Department, SBA as a resource partner, national laboratories, universities/colleges, and communities)
- Receiving national recognition for outstanding SBIR/STTR program development and assistance through the Tibbetts Award

By the Numbers – FY 2021

- Investment and Funding: \$28M
- Revenue: \$13M
- Communities served: 72
- Sprint business accelerators: 12 Sprints, 141 participants
- Enterprise advisors: 54
- Investment by Arrowhead Innovation Fund: \$620,000 and 8 deals
- Arrowhead business clients: 1,713

Thank You

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