

# STC.UNM

SUPPORTING TECHNOLOGY TRANSFER AND  
CATALYZING ECONOMIC DEVELOPMENT AT  
THE UNIVERSITY OF NEW MEXICO

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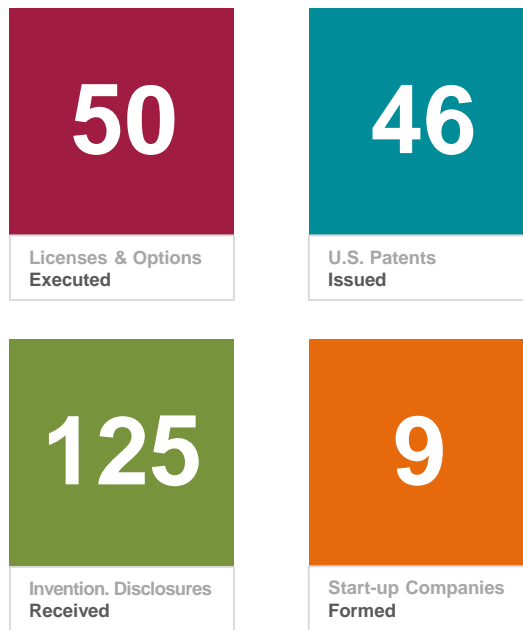
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July 25, 2016

# RAINFOREST IN THE DESERT

## FY2015



**\$2,186,723** Total Income\*

\*Combined licensing revenue and patent cost reimbursement revenues

## FY2016



**\$2,550,697** Total Income\*

\*Combined licensing revenue and patent cost reimbursement revenues



# STC PROGRAMS TO SUPPORT UNM START-UPS

- ❖ Cecchi VentureLab
  - Office space for newly forming companies
  - Student intern support
  - Conference rooms, high-speed internet, etc.
  - Virtual program
  - Introductions to investors/others
- ❖ STC/UNM Foundation Co-Investment Fund
  - \$100K Co-investment available
- ❖ Partnership with New Mexico Angels
  - Showcases/Presentations
  - New Ventures Hours
- ❖ Regular presentations to entrepreneurs/companies/investment community
  - Highlighting UNM start-ups
- ❖ MOU with Osage Venture Partners
  - National Venture Fund

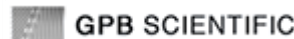
JOSEPH L. CECCHI  
VENTURELAB



OSAGE  
VENTURE PARTNERS



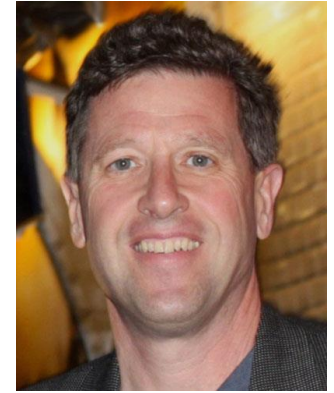
# STC ACTIVE START-UP COMPANIES



*~60% of the 103 companies spun out from the University of New Mexico are in business and active*



# intellicyt



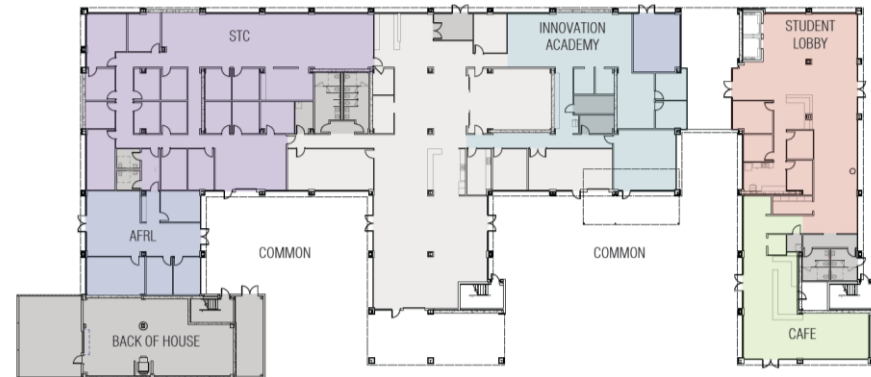
## ❖ Background

- Terry Dunlay, Founder, President, & CEO
  - 2006 explored moving to New Mexico
  - Viewed many technology opportunities
  - Selected high throughput screening technology
    - Inventors: Larry Sklar and Bruce Edwards
  - 2006 - Worked with STC through Cecchi VentureLab (first tenant)
  - 2007-2010 - \$5 Million in 3 rounds. \$1 Million in 2007 from Verge & Village Ventures, \$1.5 Million in 2008 from Verge & Village Ventures and \$2.5 Million from Prolog Ventures, Verge, and New Mexico Community Capital.
  - May 2013 – \$8 Million from Arboretum Ventures who led the venture funding round with participation from current backers Prolog Ventures, Verge Fund and New Mexico Community Capital
  - July 2015 – \$5.4 Million from Arboretum Ventures who led the venture funding round with participation from current backers Prolog Ventures, Verge Fund and New Mexico Community Capital
- Company currently has 55 employees
- Sold to Sartorius AG in June 2016 for \$90 Million
- Company will continue to operate in New Mexico



# INNOVATE ABQ®

- ❖ Innovate ABQ launched in 2014 as a new Research Park Act Corporation owned by UNM
- ❖ First new building – **Lobo Rainforest** building held groundbreaking ceremony June 2016
  - 158,830 square foot
  - Six story building
- ❖ Ground Floor – 29,485 square feet
  - STC.UNM
    - Cecchi VentureLab (CVL)
    - Innovate New Mexico®
  - UNM Innovation Academy
  - Air Force Research Laboratory
  - Nusenda Branch
- ❖ Upper five floors
  - 155 apartments
    - 2 bedroom/2 bath units
  - Small fitness center – 2<sup>nd</sup> floor



# INNOVATE ABQ<sup>®</sup>



lobo  
RAINFOREST

NORTHEAST CORNER [AERIAL]

SIGNET  
DEVELOPMENT

JANNEY

DEKKER  
PERICH  
SABATINI



## ❖ Innovation Academy (established Fall 2015)

- **132** Classes “on the books”
- **273** innovationScholars
  - **1400+%** of goal
- **156** Faculty involved
- **2,200+** students enrolled in classes
- Numbers growing daily

## ❖ StartUp School

- Weekly non-credit/no-cost entrepreneurial literacy courses
- Hosted at FatPipe
- innovationSpeaker Series
  - iScholars attend 3 of 6 throughout school year
- Dual Credit Agreements



- **1<sup>st</sup> Startup Internship Fair March 29<sup>th</sup> in partnership with STC**
- **3<sup>rd</sup> Pitch Competition April 25<sup>th</sup> in partnership with STC**
- Minor in Innovation
  - Current interdisciplinary minor
  - Proposing permanent solution
- 2+1+2 Program with CNM
- First student company accepted to SFid Accelerator 1/2016 (\$20k investment)
- 18-year-old freshmen finish 2<sup>nd</sup> in UNM Biz Plan Competition
- Financial Sustainability
- Planned Activity Downtown





# INNOVATE NEW MEXICO®

## *Discover The State of Innovation*

- ❖ From the early stages of Innovate ABQ®, we knew that others would want to network into Innovate ABQ®
- ❖ UNM/STC is taking the lead in creating the network: Innovate New Mexico®
- ❖ Front door for technology transfer and economic development in New Mexico
- ❖ Leverage the assets for the leading technology transfer organizations in the state of New Mexico: STC.UNM, New Mexico State University, New Mexico Tech, Sandia National Labs, Los Alamos National Labs, Air Force Research Labs, Technology Research Collaboration
- ❖ Promote New Mexico as the “*The State of Innovation*”
- ❖ Innovate New Mexico® is physically located at the UNM Science & Technology Park currently and will move to Innovate ABQ®, when STC relocates

<http://www.innovatenewmexico.com/>



# INNOVATE NEW MEXICO®

*Discover The State of Innovation*

## Innovate New Mexico Technology Showcase

- ❖ Inaugural showcase held April 26, 2016
- ❖ Featured research and technology opportunities, start-up companies, and economic development resources from the leading research institutions in the state of New Mexico
- ❖ Large companies from industry attended as well as the local New Mexico business community



# INNOVATE NEW MEXICO®

*Discover The State of Innovation*

❖ Goal: linking NM start-ups to corporates:

- Source of investment
- Marketing & distribution
- Manufacturing
- Customer base

❖ Pending EDA grant



## SAVE THE DATE

### October 11, 2016

Hold your calendar...

Innovate New Mexico® will be hosting the next Technology Showcase on October 11, 2016. This collaborative event will highlight research and technology opportunities, start-up companies, and economic development resources from the leading research institutions in the state of New Mexico.

Location: Albuquerque, New Mexico  
Venue: Sandia Golf Club, 30 Rainbow Rd., 87113

Reserve your spot today at: <https://innovatenewmexico.eventbrite.com>

Visit [www.innovateNewMexico.com](http://www.innovateNewMexico.com) for updates.

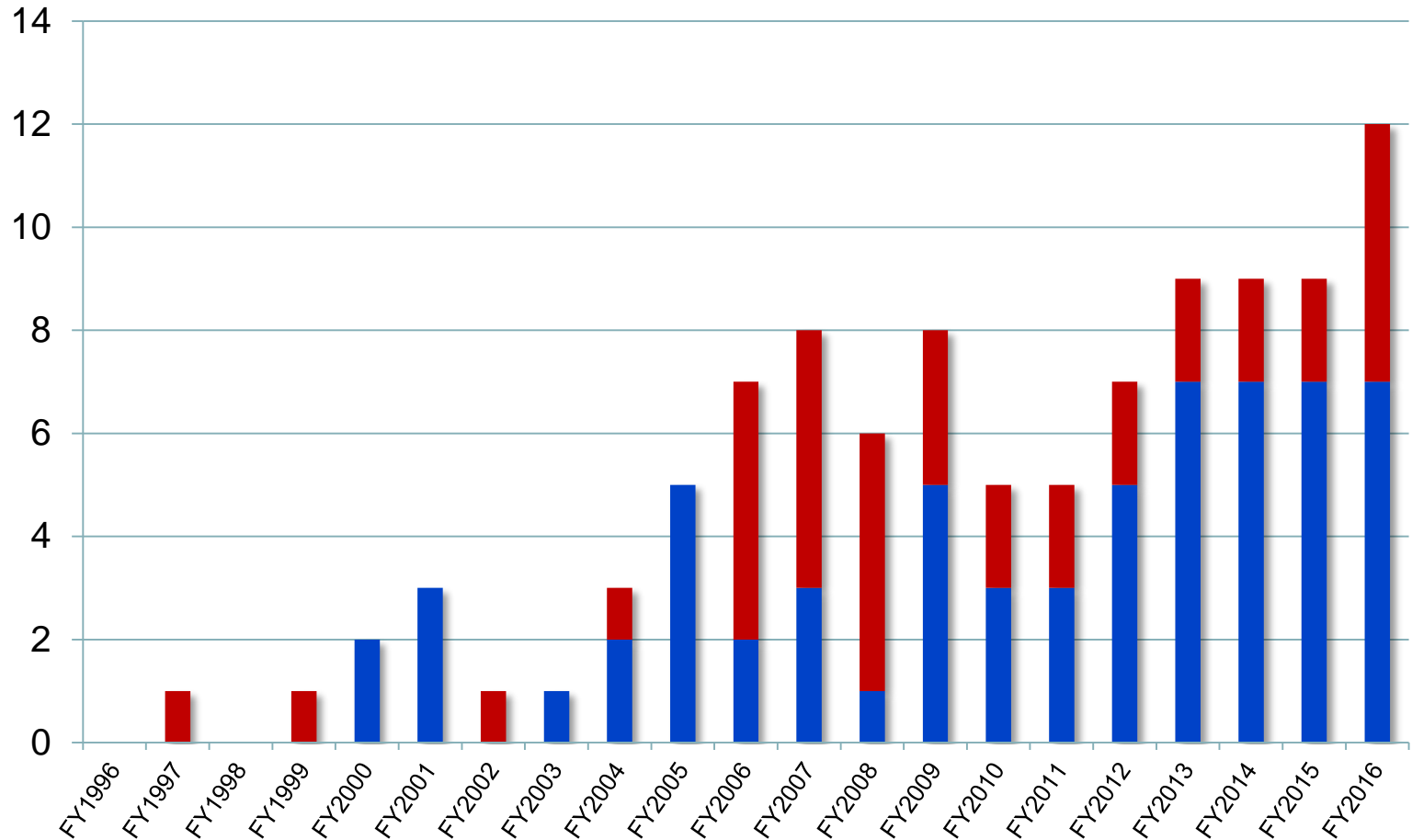


**The New Mexico Rainforest ecosystem is beginning to have momentum, although there are challenges.**



# STC METRIC – START-UP COMPANIES

■ New Mexico ■ Out-of-State



# FUTURE NEEDS

*IntelliCyt probably would not have begun in New Mexico, if started today, due to the lack of Series A capital*

- ❖ NEED: State investment in early venture stage funds

*To keep companies in NM, Series B,C,D funding needs to be available here*

- ❖ NEED: State investment in later stage venture funds

