



Supporting Technology Transfer and  
Catalyzing Economic Development  
at the University of New Mexico

**Lisa Kuuttilla**

101 Broadway Blvd. NE, Suite 1100

Albuquerque, NM 87102

(505) 272-7900

[kuuttilla@innovations.unm.edu](mailto:kuuttilla@innovations.unm.edu)

July 7, 2022

# UNM RAINFOREST INNOVATIONS



UNM Rainforest Innovations was formed in 1995

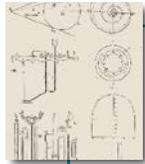
UNM Rainforest Innovations serves and supports all the of the University of New Mexico's academic programs, from science and medicine to fine arts and business management



# UNM RAINFOREST INNOVATIONS

*Supporting Technology Transfer and Catalyzing Economic Development at The University of New Mexico*

## What does UNM Rainforest Innovations do?



Protect technologies (typically in the form of patents) developed at UNM and work to transfer these technologies to the marketplace, via starting new companies or transferring technologies to already established companies.



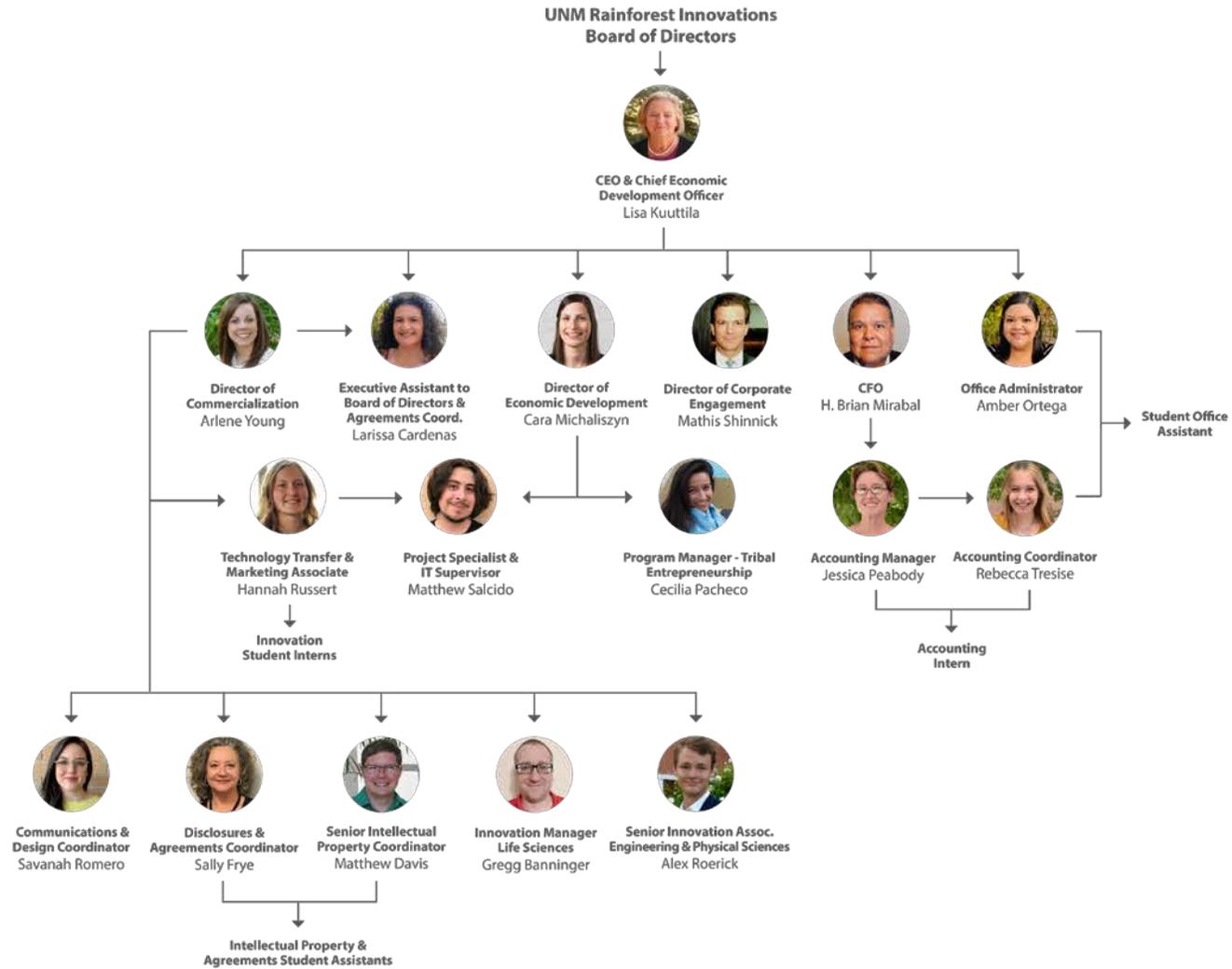
Connect the business community to UNM for access to expertise, facilities and research activities, including corporate engagement.



Facilitate UNM's role as a contributor to New Mexico's economic development.

- ❖ UNM Rainforest Innovations is a 501(c)(3) non-profit corporation, owned by the UNM Board of Regents, with an independent board of directors.

# STAFF ORGANIZATIONAL CHART



# UNM RAINFOREST INNOVATIONS BOARD OF DIRECTORS



Ms. Sandra Begay  
Chair, UNM Rainforest Innovations  
Board of Directors



Ms. Terri L. Cole  
Vice Chair, UNM Rainforest Innovations  
Board of Directors



Dr. James P. Holloway  
Vice Chair, UNM Rainforest Innovations  
Board of Directors



Dr. John H. Stichman  
Secretary & Treasurer,  
UNM Rainforest Innovations Board of Directors



Ms. Elizabeth (Lisa) Kuuttilla  
CEO & Chief Economic Development Officer, UNM Rainforest Innovations



Mr. Joe Christian



Dr. Christos Christodoulou



Dr. Julie Coonrod



Ms. Teresa Constantinidis



Dr. Ellen Fisher



Dr. Robert Fisher



Mr. David Foster



Mr. David W. Gibson



Mr. Riis Gonzales



Ms. Maria Griego-Raby



Dr. Kelly Hammett



Dr. Richard Larson



Dr. Richard Luarkie



Dr. Gregg L. Mayer



Dr. Mitzi M. Montoya



Mr. Robert Nath



Dr. Eric Prossnitz



Mr. Alex O. Romero



Dr. Alton Romig, Jr.



Ms. Kimberly Sanchez Rael



Dr. Garnett S. Stokes



Dr. John C. Stormont



Mr. Charles Wellborn



Dr. Douglas Ziedonis

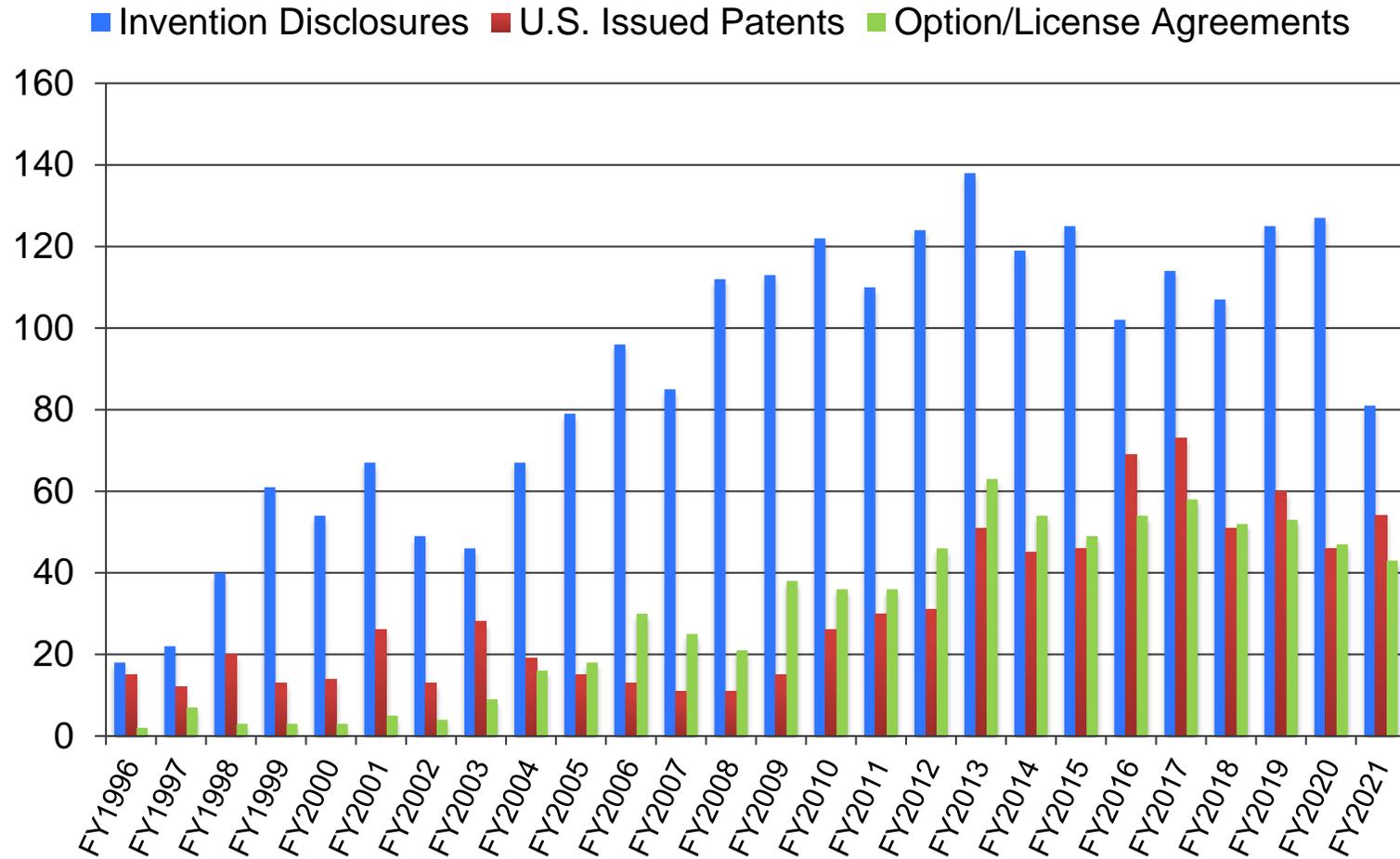


Supporting Technology Transfer and  
Catalyzing Economic Development  
at the University of New Mexico

# COMMERCIALIZATION ACTIVITIES

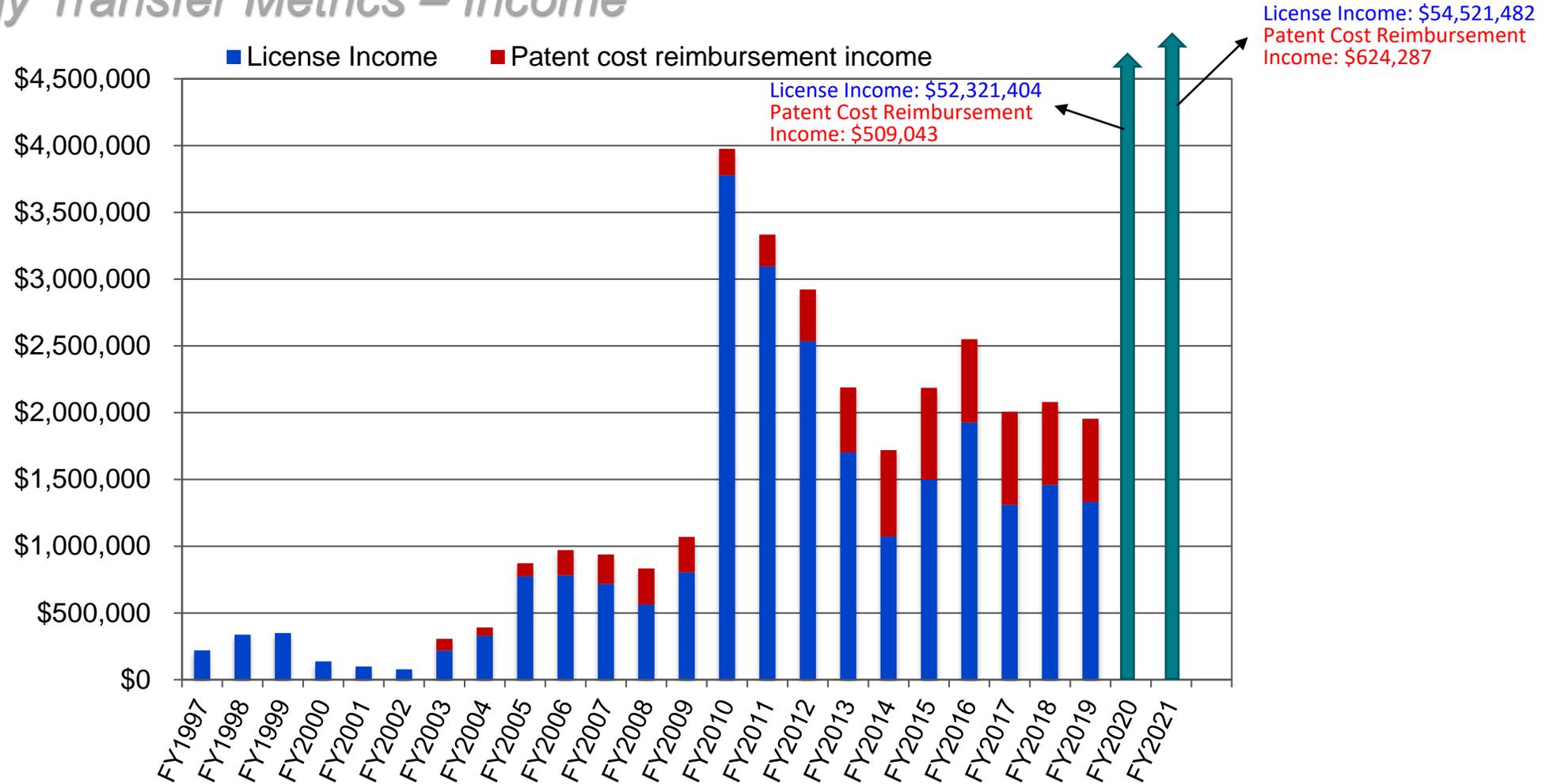
# UNM RAINFOREST INNOVATIONS

*Technology Transfer Metrics – Disclosures, Patents, Agreements*



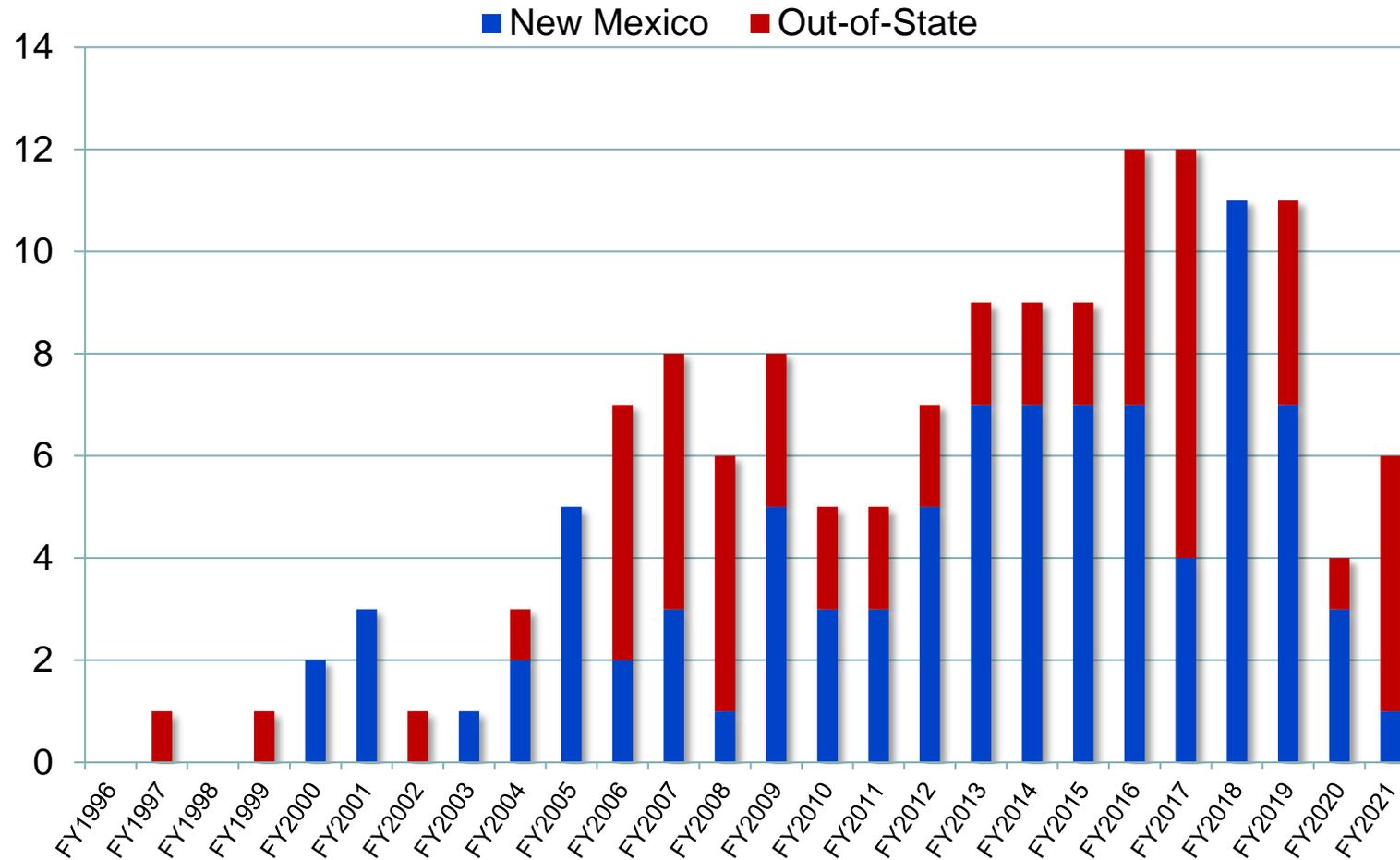
# UNM RAINFOREST INNOVATIONS

## Technology Transfer Metrics – Income



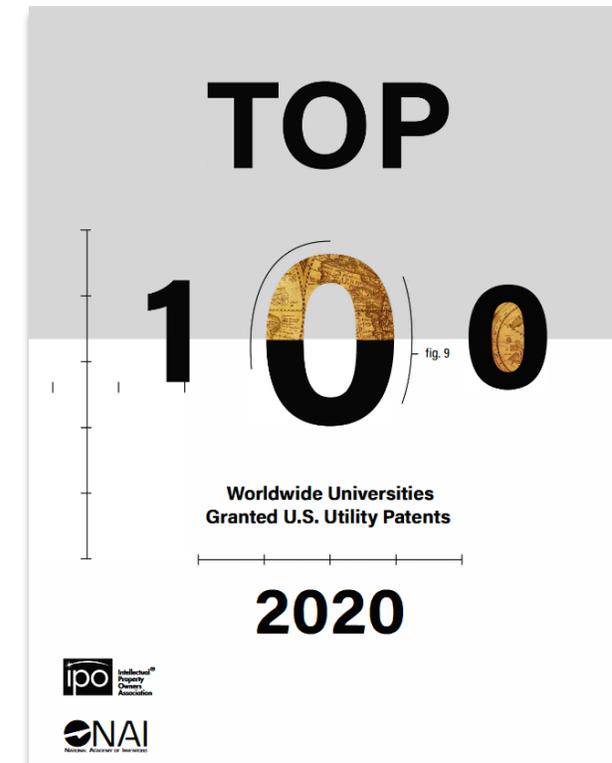
# UNM RAINFOREST INNOVATIONS METRICS

*Technology Transfer Metrics – Start-up Companies*



# NAI & IPO ACCOMPLISHMENTS

- ❖ UNM makes list of top 100 worldwide universities with largest number of issued US patents for the seventh year in a row (recognized by National Academy of Inventors (NAI) and the Intellectual Property Owners Association (IPO))
  - Ranked 86 in 2020
  - Ranked 61 in 2019
  - Ranked 51 in 2018
  - Ranked 32 in 2017
  - Ranked 33 in 2016
  - Ranked 47 in 2015
  - Ranked 42 in 2014
  - Ranked 56 in 2013



# UNM RAINFOREST INNOVATIONS ACTIVE START-UPS

*~50% of the 151 companies spun out from the University of New Mexico are still in business and active; 47 of these startups are active in New Mexico*



# 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

## ❖ **Rainforest Accelerator Program**

- Market discovery and mentoring for UNM inventors

## ❖ **UNM Rainforest Innovations/UNM Foundation Co-Investment Fund**

- \$100K Co-investment available for UNM start-up company

## ❖ **Partnership with New Mexico Angels**

- Showcases/Presentations

## ❖ **Regular presentations to entrepreneurs/companies/investment community**

- Highlighting UNM start-ups

## ❖ **MOU with Osage University Partners**

- National Venture Fund



# UNM RAINFOREST INNOVATION FELLOWS



Jeremy S. Edwards PhD (2022)



Sang M. Han, PhD (2018)



Cheryl L. Willman, MD (2015)



Stephen D. Hersee, PhD (2012)



Eric Prossnitz, PhD (2021)



Bryce Chackerian, PhD (2017)



C. Jeffrey Brinker, PhD (2015)



Larry A. Sklar, PhD (2011)



David G. Whitten, PhD (2020)



David Peabody, PhD (2017)



Plaman B. Atanassov, PhD (2014)



Steven R.J. Brueck, PhD (2010)



Angela Wandinger-Ness, PhD (2019)



Gabriel P. López, PhD (2016)



Graham S. Timmins, PhD (2013)



# NATIONAL ACADEMY of INVENTORS FELLOW



## 2021 Fellow

### David G. Whitten, Ph.D.

Distinguished Professor, Department of Chemical & Biological Engineering  
Associate Director, Center for Biomedical Engineering  
The University of New Mexico



## 2019 Fellow

### Bryce Chackerian, Ph.D.

Professor, Department of Molecular Genetics & Microbiology  
The University of New Mexico



## 2016 Fellow

### Gabriel P. López, Ph.D.

Professor, Department of Chemical & Biological Engineering  
Founding Director and Member, Center for Biomedical Engineering  
The University of New Mexico



## 2020 Fellow

### Larry A. Sklar, Ph.D.

Emeritus Professor, Department of Pathology  
The University of New Mexico



## 2017 Fellow

### Cheryl L. Willman, M.D.

Distinguished Professor of Pathology  
The University of New Mexico  
Director & CEO of the UNM Comprehensive Cancer Center



## 2015 Fellow

### C. Jeffrey Brinker, Ph.D.

Distinguished and Regents' Professor, Department of Chemical & Biological Engineering  
Professor, Department of Molecular Genetics & Microbiology  
Member, UNM Cancer Center  
The University of New Mexico



## 2019 Fellow

### David S. Peabody, Ph.D.

Professor, Department of Molecular Genetics & Microbiology  
The University of New Mexico



## 2017 Fellow

### Plamen B. Atanassov, Ph.D.

Distinguished Professor of Chemical and Biological Engineering  
Director of the UNM Center for Micro-Engineered Materials



## 2015 Fellow

### Steven R. J. Brueck, Ph.D.

Distinguished & Professor Emeritus  
Department of Electrical & Computer Engineering  
Department Physics & Astronomy  
Center for High Technology Materials  
The University of New Mexico

# PEER INSTITUTION COMPARISON

## *Technology Transfer*

Among 18 peer institutions for every \$2 Million in research dollars, UNM Rainforest Innovations is:

- ❖ 1<sup>st</sup> in number of invention disclosures
- ❖ 3<sup>rd</sup> in number of licenses and options agreements signed
- ❖ 9<sup>th</sup> in licensing income
- ❖ 1<sup>st</sup> in number of start-up companies created



\*Based on FY2019 preliminary AUTM data

*R1 is a designation by the Carnegie Classification of Institutions of Higher Education and is reserved for doctoral universities with very high levels of research activity. The University of New Mexico is the only university in New Mexico with this prestigious designation.*

# START-UP SUPPORT

## Top Universities in Start-up Creation 2008-2018 - AUTM Data

- |     |  |     |                                      |     |  |
|-----|--|-----|--------------------------------------|-----|--|
| 1.  | MIT - 244                                | 17. | Brigham Young Univ. - 103            | 29. | Univ. of Nebraska - 72                                       |
| 2.  | Columbia Univ. - 194                     |     | Univ. of Arizona - 103               | 30. | Penn State Univ. - 67  |
| 3.  | Purdue Research Fdn. - 174               | 18. | Ohio State Univ. - 102               | 31. | Washington State Univ. Research Fdn. - 64                    |
| 4.  | Univ. of Utah - 163                      | 19. | Univ. of Pittsburg - 100             | 32. | The General Hospital dba Massachusetts General Hospital - 63 |
| 5.  | Stanford Univ. - 160                     | 20. | North Carolina State Univ. - 98      | 33. | Mayo Fdn. For Medical Education and Research - 61            |
| 6.  | Univ. of Florida - 155                   |     | Univ. of Colorado - 98               | 34. | Univ. of Missouri all campuses - 58                          |
| 7.  | Univ. of Pennsylvania - 144              | 21. | Univ. of Southern California - 97    |     | Case Western Reserve Univ. - 58                              |
| 8.  | Univ. of Michigan - 140                  | 22. | Georgia Inst. Of Technology - 94     | 35. | Univ. of Iowa Research Fdn. - 56                             |
|     | Univ. of Washington - 140                |     | New York Univ. - 94                  |     | Univ. of Massachusetts - 56                                  |
| 9.  | California Inst. Of Technology - 128     | 23. | <b>University of New Mexico - 93</b> | 36. | Emory Univ. - 55   |
|     | Johns Hopkins Univ. - 128                |     | Northwestern Univ. - 93              |     | Univ. of Virginia Patent Fdn. - 55                           |
| 10. | Univ. of Illinois, Chicago, Urbana - 127 | 24. | Univ. of South Florida - 88          | 37. | Univ. of Central Florida - 53                                |
| 11. | Univ. of Minnesota - 126                 | 25. | Duke Univ. - 85                      | 38. | Colorado State Univ. - 52                                    |
| 12. | Univ. System of Maryland - 121           | 26. | UNC, Chapel Hill - 82                |     | Rutgers, The State Univ. of NJ - 52                          |
| 13. | Harvard Univ. - 120                      | 27. | Indiana Univ. (ARTI) - 81            |     | Univ. of Miami - 52  |
| 14. | Cornell Research Fdn., Inc. - 112        | 28. | UW-Madison/WARF - 73                 | 39. | Louisiana State Univ. System - 51                            |
| 15. | Carnegie Mellon Univ. - 110              | 29. | Texas A&M Univ. System - 72          | 40. | Washington Univ. of St. Louis - 49                           |
| 16. | Arizona State Univ. - 109                |     | Univ. of Kentucky - 72               |     |  |



Supporting Technology Transfer and  
Catalyzing Economic Development  
at the University of New Mexico

# ECONOMIC DEVELOPMENT

# A RAINFOREST IN THE DESERT

## ❖ What is a Rainforest?

- An environment with special characteristics
- Provide the right setting to foster serendipitous evolution
- As applied to innovation systems, we want to nurture the sprouts (startup companies) to grow
- Bottom-up model



# UNM 2018 INNOVATION & ECONOMIC PROSPERITY UNIVERSITY AWARD WINNER

- ❖ APLU named University of New Mexico the 2018 Innovation & Economic Prosperity (IEP) University Award Winner
- ❖ UNM won the IEP Place award for exemplary initiatives resulting in social, cultural, or community development



# STATEWIDE ECONOMIC IMPACT REPORT

- ❖ Commissioned by UNM Rainforest Innovations and made possible by support from the Department of Commerce Economic Development Administration CARES Act Funding
- ❖ Comprised of data from fiscal year 2020, the following highlights are derived from data from Albuquerque Main Campus, Health Sciences Center, Sandoval Regional Medical Center in Rio Rancho, and the four branch campuses in Taos, Valencia County, Los Alamos, and Gallup and UNM alumni.



## **\$1.4 Billion**

UNM's annual operational expenditures for faculty and staff.

## **\$1.6 Billion**

UNM's annual revenue that came from out-of-state sources.

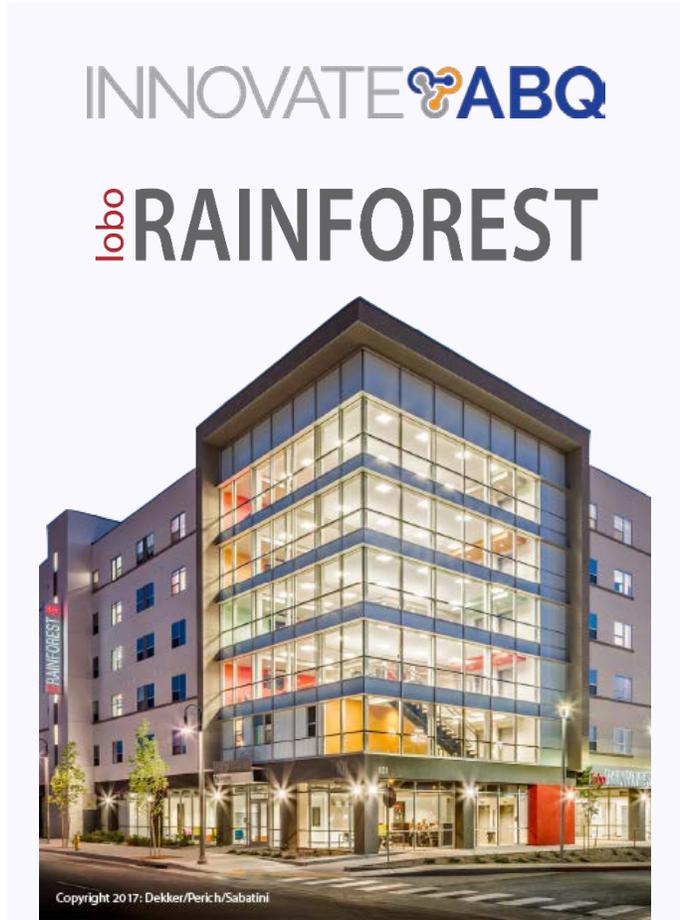
## **\$2.5 Billion**

The additional amount UNM alumni residing in New Mexico earned than they would have with just a high school diploma.

*UNM's quantifiable economic impact has four major components: university operations, student expenditures, alumni productivity, and technology transfer. Together they account for 40,153 jobs, \$2.1 billion in annual labor income, and \$5.2 billion in economic output.*

# ECOSYSTEM

## ABQ Ecosystem



U.S. ECONOMIC DEVELOPMENT ADMINISTRATION

*EDA New Mexico Rainforest University Center*

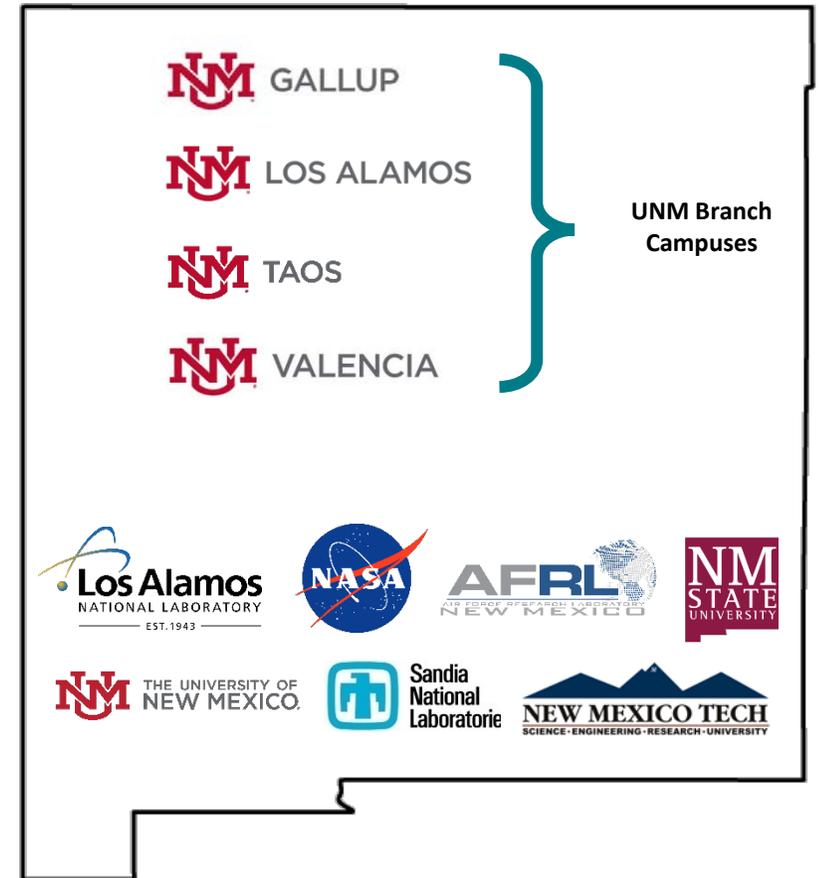
*Tribal Entrepreneurship Project*

**INNOVATE NEW MEXICO®**

*Discover The State of Innovation*

*Technology Showcases*

## Statewide New Mexico Ecosystem



# INNOVATE NEW MEXICO®

*Discover The State of Innovation*

- ❖ Front door for technology transfer and economic development in New Mexico
- ❖ Inaugural showcase held April 26, 2016

Showcase recently held virtually on March 1, 2022

- ❖ Links start-ups with large corporations and investors out-of-state
- ❖ Leverage the assets for the leading technology transfer organizations in the state of New Mexico: UNM Rainforest Innovations, 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”
- ❖ Website: <http://www.innovatenewmexico.com/>

**Innovate New Mexico®**

## Virtual Technology Showcase

March 1, 2022 | 8:30 am - 3:30 pm MST  
Register here: <https://2022innovatenm.eventbrite.com>

This collaborative virtual 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.

Representatives and researchers will be in attendance from seven major research institutions in New Mexico, including the University of New Mexico, Air Force Research Lab, Los Alamos National Lab, Sandia National Labs, NASA-White Sands Test Facility, New Mexico Tech and New Mexico State University.

**INNOVATE NEW MEXICO®**  
*Discover The State of Innovation*

AFRL NEW MEXICO | EDD | Los Alamos NATIONAL LABORATORY EST 1941 | NASA | MEP | NM STATE UNIVERSITY | NEW MEXICO TECH SCIENCE • ENGINEERING • RESEARCH UNIVERSITY | Sandia National Laboratories | NM THE UNIVERSITY OF NEW MEXICO | UNM Rainforest Innovations

# TRIBAL ENTREPRENEURSHIP PROJECT

- ❖ 3-year EDA Funded Grant looks to bridge gaps and seek solutions to Tribal Entrepreneurship in underserved communities in New Mexico with a primary focus on coal-impacted tribal communities
- ❖ UNMRI will provide mentoring entrepreneurial training opportunities and resources that are in urban parts of the state to rural communities
- ❖ Project Manager is Cecilia Pacheco:  
[cpacheco@innovations.unm.edu](mailto:cpacheco@innovations.unm.edu)



# EDA UNIVERSITY CENTER

*New Mexico Rainforest*



## ❖ 2022 Seminars (recorded and available online):

- **Prior Art Searching for your Technology & Startup** – presented by Gregg Banninger
- **Seven Pillars of Entrepreneurial Success** – presented by A.J. Mirabedini
- **A Look at Insurance for the Entrepreneur** – presented by Michael Chesley
- **Basic Bookkeeping and Financial Literacy for Entrepreneurs** – presented by Mytegia Lee
- **Why Startups Fail** – presented by Mike Freeman
- **So you Want to Start a Startup?** – Susan Cornelius
- **Product Development & Management** – presented by Michael Hay
- **Sales Tips for Small Businesses** – presented by Stacy Sacco
- **How a Strong Brand Builds Value** – presented by Seth Gardenswartz (5/4)

Available at <http://loborainforest.com/nmrainforest/videos/>

# MENTORING FOR ENTREPRENEURS

## ❖ Rainforest Mentor Office Hours (Now being held online)

- 1:1 mentoring to provide guidance, coaching, perspective, and connections to enhance entrepreneurship and connections to resources at UNM and in the community
- Hosted via Zoom by:
  - UNM Valencia Mentor, Susan Cornelius
  - UNM Los Alamos Mentor, John Chavez
  - UNM Taos Mentor Stacy Sacco
    - *Hybrid, In-Person, or Via Zoom*
  - UNM Gallup Mentor Mytegia Lee



## ❖ SCORE Office Hours

## ❖ Quarterly University Center Office Hours at UNM- Taos HIVE

# RAINFOREST STUDENT PITCH COMPETITION

*This is a community initiative to help recognize our student entrepreneurs in the state!*

- ❖ Inaugural competition held in March 2015
- ❖ Hosted by UNM Rainforest Innovations and the UNM Innovation Academy
- ❖ Student entrepreneurs present their innovative ideas for products, services or technologies in 60-90 second presentations before entrepreneurs, investors, and business professionals in the community
- ❖ Competition open to students from any university in the state of New Mexico
- ❖ Competition has moved virtual!
  - <https://innovations.unm.edu/epc/>
- ❖ Next Competition Deadline planned for **Fall 2022**



# PITCH DECK COMPETITION

- ❖ Inaugural event held in 2019 – The Pitch Deck Competition is an early-stage pitch competition bringing together university entrepreneurs from all over New Mexico.
- ❖ Hosted by the UNM Innovation Academy and UNM Rainforest Innovations, the competition seeks early-stage business models that demonstrate a market-tested ability to adapt to customers' needs.
- ❖ The competition is an experiential learning opportunity for would-be student entrepreneurs who are contemplating, starting, or operating an early-stage venture, and to improve their pitching skills, with the potential to earn seed funding for their business model.
- ❖ Winners of 2022 Competition:
  - First Place \$10,000 Prize – Flow Aluminum – Aluminum air battery for grid storage energy
  - Second Place \$5,000 Prize – LEGARD – Lower-Extremity Guided and Assisted Rehabilitation Device
  - Third Place \$2,500 Prize – Ventusol – Clean Energy Solutions
  - Finalist \$1,250 Prize – ASH – The Affordable Student Housing App
  - Finalist \$1,250 Prize – Telluride Medical Solutions – Mechanical Patient Controlled Analgesia device



# INNOVATE ABQ

# CENTRAL/BROADWAY SITE



**UNM raises \$6.5M in external funding to support purchase of site in 2013**

# INNOVATE ABQ® > 7 ACRES

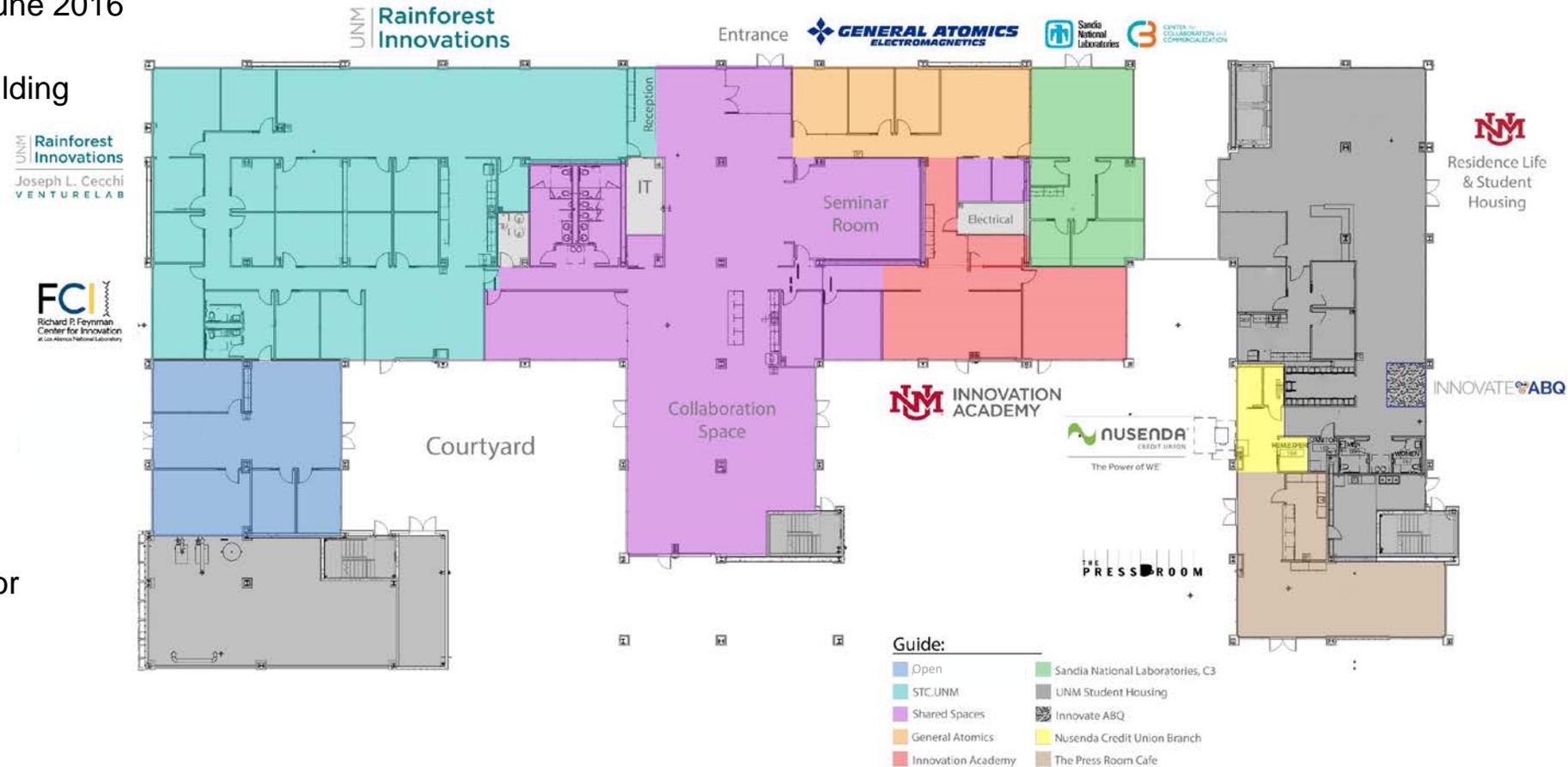
- ❖ The core site is the nucleus of Innovate ABQ and the heart of the Innovation District that will drive the revitalization of downtown Albuquerque.
- ❖ Innovation Corridor additions since 2013
  - FatPipe ABQ Coworking Space
  - ABQid moved to Fuse Makerspace
  - FreeRange Coworking Space
  - Titan Development - mixed-use project with multifamily housing, retail and a hotel (Central north of Presbyterian Hospital)
  - Homewood Suites & Hilton Garden Inn (SW corner of Broadway and Central)
  - Vince DiGregory – EDo Development - mix-used/townhomes (Central between Arno and Broadway)
  - One Central Entertainment District
  - Marriott Springhill Suites Hotel at the Highlands
- ❖ Plans for the new development, that could take shape as early as next year, include up to five new buildings. With flexibility and adaptability in mind, the updated plan encompasses an area of approximately seven-acres and addresses COVID-19 related impacts, including accommodating more outdoor spaces, work areas, and amenities, remodel for a bioscience lab and related parking needs.
  - New partnership has also formed between the University of New Mexico and HatchSpaces, LLC to develop the bioscience lab project.
  - Feasibility study for use of corner of Central & Broadway for creative innovation activity



# INNOVATE ABQ®

- ❖ First new building – Lobo Rainforest building held groundbreaking ceremony June 2016
- ❖ 158,830 square foot, Six story building
- ❖ Ground Floor–29,485 square feet
  - UNM Rainforest Innovations
    - Cecchi VentureLab (CVL)
  - UNM Innovation Academy
  - Sandia National Labs
  - General Atomics
  - Los Alamos Lab
  - Nusenda Branch/Café
- ❖ Upper five floors
  - 155 apartments
    - 2 bedroom/2 bath units
  - Small fitness center – 2<sup>nd</sup> floor

## lobo RAINFOREST



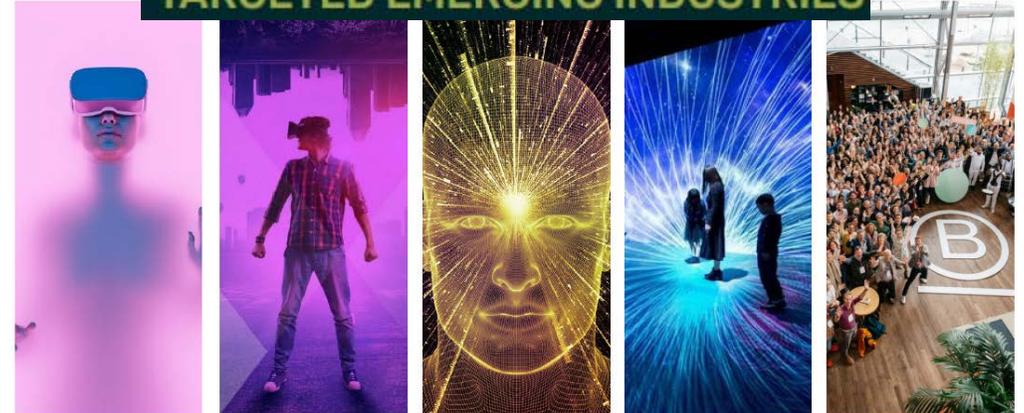
# INNOVATE ABQ®

## The Jungle

- ❖ A regional ecosystem to support and expand creative entrepreneurship in New Mexico.
  - Will provide the Innovation District with an unprecedented creative hub of social gathering, cultural expression, thought leadership, and business resources that centralizes entrepreneurial energy and helps build momentum for excellence in our state.
  - Groundbreaking, co-creating space of innovation that provides an elevated social environment which is simultaneously fun and wildly productive.

# JUNGLE

## TARGETED EMERGING INDUSTRIES



Web 3 Technologies

Spatial computing, blockchain, and mixed-reality

Game Engine Development

AR/VR, traditional gaming, mobile gaming, and virtual production

Transformational Therapies

Ultrasound, strobe therapy, meditative technologies, binaural sound, and alternative medicine

Creative Industries

Music production, film production, social media production, and immersive design

Social Entrepreneurship

Benefit Corporations, social impact businesses, DAO's, and community meetings

### Jungle Programming

- Entrepreneurial Services – convert an idea into action
- Social Gathering Spaces (XR live events)
- Exhibition Spaces for demos and prototypes
- Development Spaces specifically for targeted emerging industries



Supporting Technology Transfer and  
Catalyzing Economic Development  
at the University of New Mexico

# CORPORATE ENGAGEMENT

# CORPORATE ENGAGEMENT

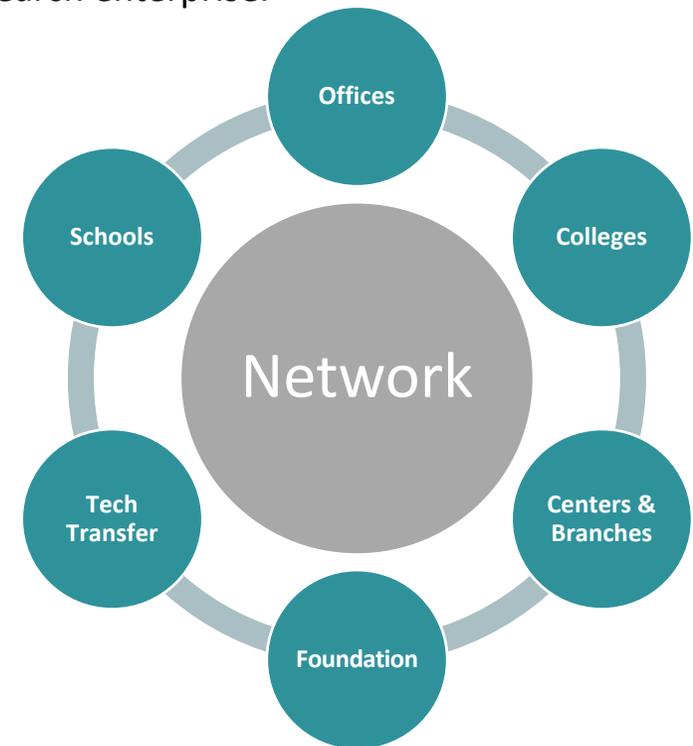
## *Introduction*

- ❖ **Vision**  
Our vision situates UNM at the top of global corporate call lists for engaging talent, advancing research, establishing collaborations, and developing workforce.
- ❖ **Mission**  
To identify, develop, and support the acquisition of new corporate research, strategic partnerships, educational partnerships, workforce development, philanthropic opportunities, and technology transfer for UNM, UNM Rainforest Innovations and the UNM Foundation.
- ❖ **Value Proposition**  
Through a Corporate Engagement focus on developing sustainable processes and the strategic management of global corporate partnerships, expand corporate funding into UNM's Schools, Colleges, and Centers that advances cutting-edge research, builds world-class facilities, and trains the best and brightest diverse workforce; all in support of UNM's long-term corporate business objectives.

Partnerships thrive when Corporate and University goals align.

Corporate Engagement helps build lasting strategic connections.

Why Industry Partners? - important component of a research enterprise.



# CORPORATE ENGAGEMENT

## *What are Key factors for Success?*

- Proactive Role of University**
  - active role in commercialization of research leads to results.
- Collaborative Platform**
  - a University strategy that connects people = shared ideas, working together, and networking
- Entrepreneur Skills Drive Research Adoption**
  - encourage entrepreneurial passion = researchers that turn effort into applications.
- Awareness about Product**
  - awareness about applications = highlights focus on product and life cycle.
- Education**
  - think beyond research outcome as a publication = leads to real-world application.
- Engage Alumni Association**
  - enlist the value of the greatest asset of a university: its people, especially alumni.

## *What does Industry want?*

### **Companies want to engage with Faculty, Staff, and Students**

- Advance Research
- Engage Student Talent
- License Technology
- Sponsor Classroom Projects
- Utilize Research Facilities
- Prep Students for the Workforce

## *How do we go about this?*

### **Keys to Partnerships between University Departments and Companies**

- Understand Variety of Interactions
- Identify the Stakeholders
- Understand motivation: Theirs/Ours
- Involve Leadership
- Establish Efficient Communication
- Focus on Social Capital Resources



Supporting Technology Transfer and  
Catalyzing Economic Development  
at the University of New Mexico

# NOTABLE ACCOMPLISHMENTS

# THE UNIVERSITY OF NEW MEXICO RANKS 2<sup>ND</sup> ON INNOVATION IMPACT REPORT

- ❖ A report released in June 2020 from the *Bush Institute* and *Opus Faveo* ranks the University of New Mexico 2nd among mid-sized research universities for innovation impact productivity.

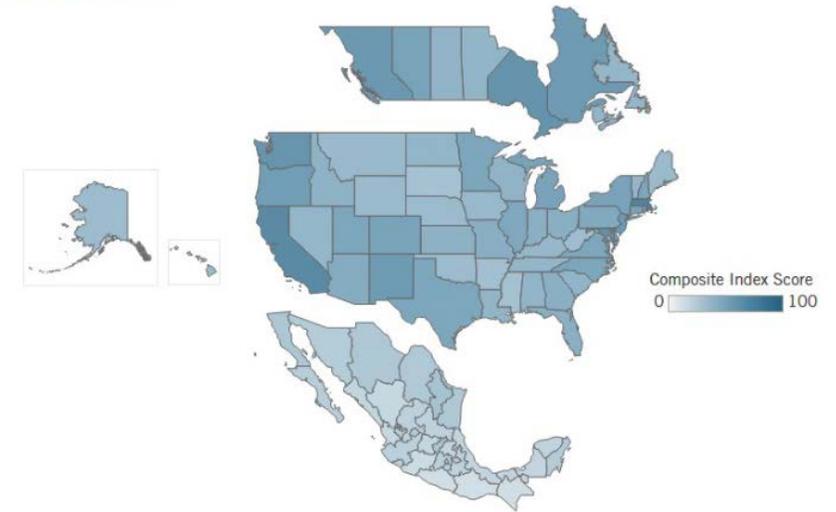
*Table 3. University Rankings for Innovation Impact Productivity*

Mid-Sized Research Universities:	Innovation Impact Productivity Score	Rank Based on Weighted Average
1 Drexel University	7.85	1
2 University of New Mexico	6.77	2
3 Princeton University	5.68	3
4 Carnegie Mellon University	5.42	4
5 University of Central Florida	4.78	5
6 University of New Hampshire	4.57	8
7 University of Houston	4.34	6
8 Washington State University	4.27	7
9 Rice University	4.12	9
10 Temple University	3.70	10
<b>Median of group:</b>	<b>2.81</b>	

# NORTH AMERICAN SUBNATIONAL INNOVATION COMPETITIVENESS INDEX

- ❖ In June 2022 Report by the Information Technology & Innovation Foundation (ITIF)
  - New Mexico ranks 8<sup>th</sup> among North American states in ITIF's index scoring subnational innovation competitiveness (measured by 13 indicators divided into 3 categories: knowledge-based workforce, globalization, and Innovation Capacity)
  - New Mexico leads North America in R&D intensity

OVERALL SCORES



Rank	State/Province	Country	Composite Score
1	Massachusetts	United States	91.5
2	California	United States	83.9
3	Ontario	Canada	75.2
4	Maryland	United States	75.0
5	Washington	United States	74.2
6	British Columbia	Canada	70.4
7	New Jersey	United States	70.2
8	New Mexico	United States	68.3
9	Quebec	Canada	68.1
10	Oregon	United States	66.0

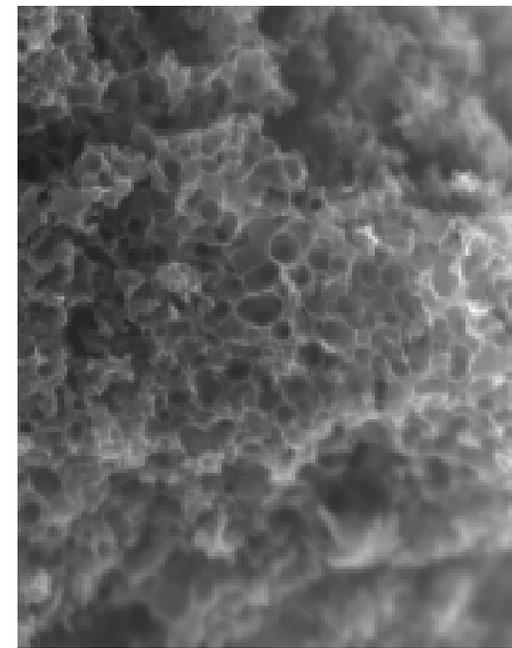


Supporting Technology Transfer and  
Catalyzing Economic Development  
at the University of New Mexico

# STARTUP EXAMPLES

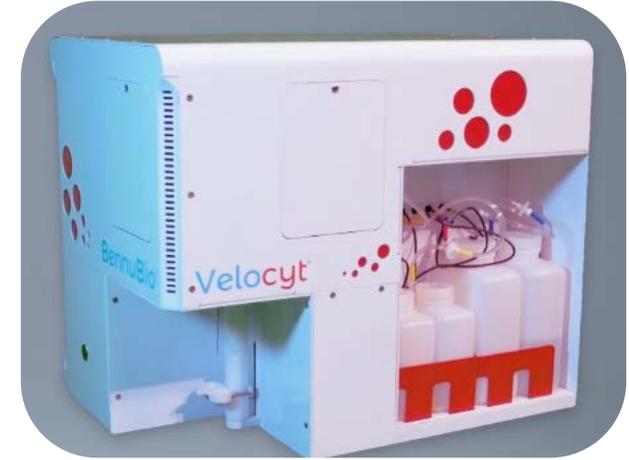


- ❖ Thomas J. Stephenson, CEO
- ❖ Albuquerque based start-up company focusing on **non-platinum fuel cell catalysts**
  - Commercializing next-generation catalysts and catalyst supports for the fuel cell and electrolyzer industries
  - Venture-backed startup, funded by the Verge Fund, Omphalos Venture Partners and other investors
- ❖ Raised several million and received several grants including a \$1M DOE grant
- ❖ Recently closed \$9.4 million investment in Series-B funding from Hyundai Motor Company
- ❖ <https://pajaritopowder.com>

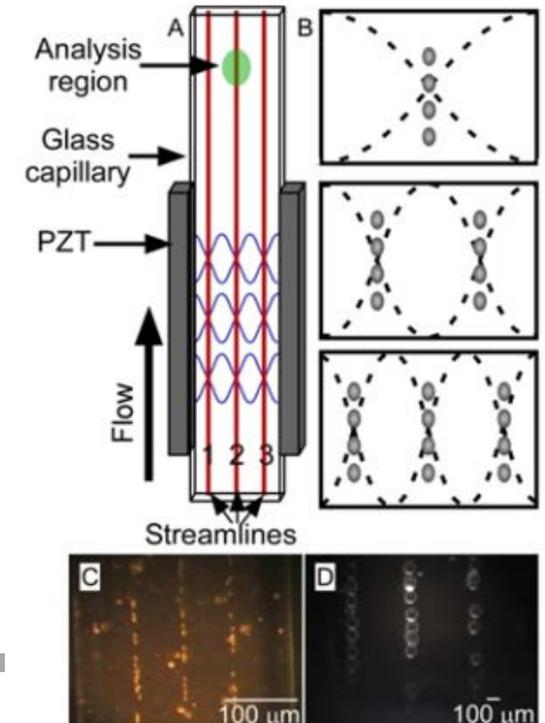




bennubio®

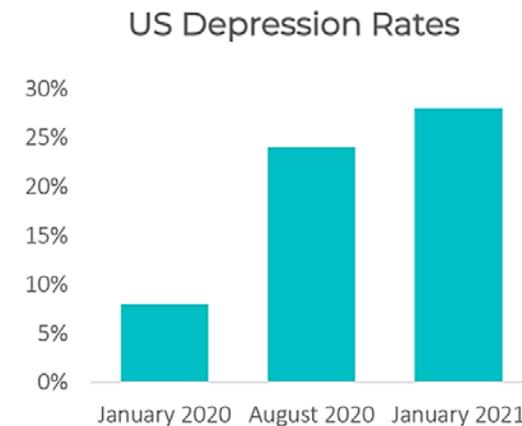


- ❖ Steve Graves, Ph.D., Founder, President & CEO
- ❖ Albuquerque-based startup - moved from WESST into larger facility at 6610 Gulton Ct. NE.
  - Expanding commercialization efforts for their instrument, the Velocity
- ❖ High-throughput technology that increases the cell analysis rate for flow cytometers by using parallel analysis streams
  - Provides early-stage detection of many forms of cancer
  - Excellent sensitivity and precision
  - Improves flow cytometry sample throughput by over 100x
  - Important role in personalized medicine, cancer, and immunotherapy research
- ❖ \$5 million Series B Raised in 2020 – Led by Co-win Venture with Tramway Venture Partners, Cottonwood Technology Fund, and Sun Mountain Capital
- ❖ <https://bennubio.com/>





- ❖ Alexander Hafez, PhD, Co-Founder, President & CEO
- ❖ Nikolaos Mellios MD, PhD, Co-Founder, Lead Inventor
- ❖ Albuquerque based start-up developing the first RNA-based diagnostic assay to provide physicians with an optimal therapeutic course of action in treating major depressive disorder.
- ❖ Closed on a \$4.5M series seed investment round co-lead by Cottonwood Technology Fund III and Tramway Venture Partners and included Mountain Group Partners and other individual investors.
- ❖ <https://www.circulargenomics.com/>



The Need has  
Never Been Greater

Depression rates are 3-times higher than the beginning of the Covid-19 pandemic

- US Census Bureau, Household Survey, 2020-2021