



THE NEW MEXICO INNOVATION TRIANGLE (NMIT) OVERVIEW



WHO IS RIZZO AND WHY SHOULD YOU CARE ABOUT WHAT I'M ABOUT TO DISCUSS?



U.S. AIR FORCE
Kirtland Air Force Base



WHO IS RIZZO AND WHY SHOULD YOU CARE ABOUT WHAT I'M ABOUT TO DISCUSS?



Past

\$70B



IPO



\$258B



\$1.8B IPO



\$4.5B Buyout



Buyout

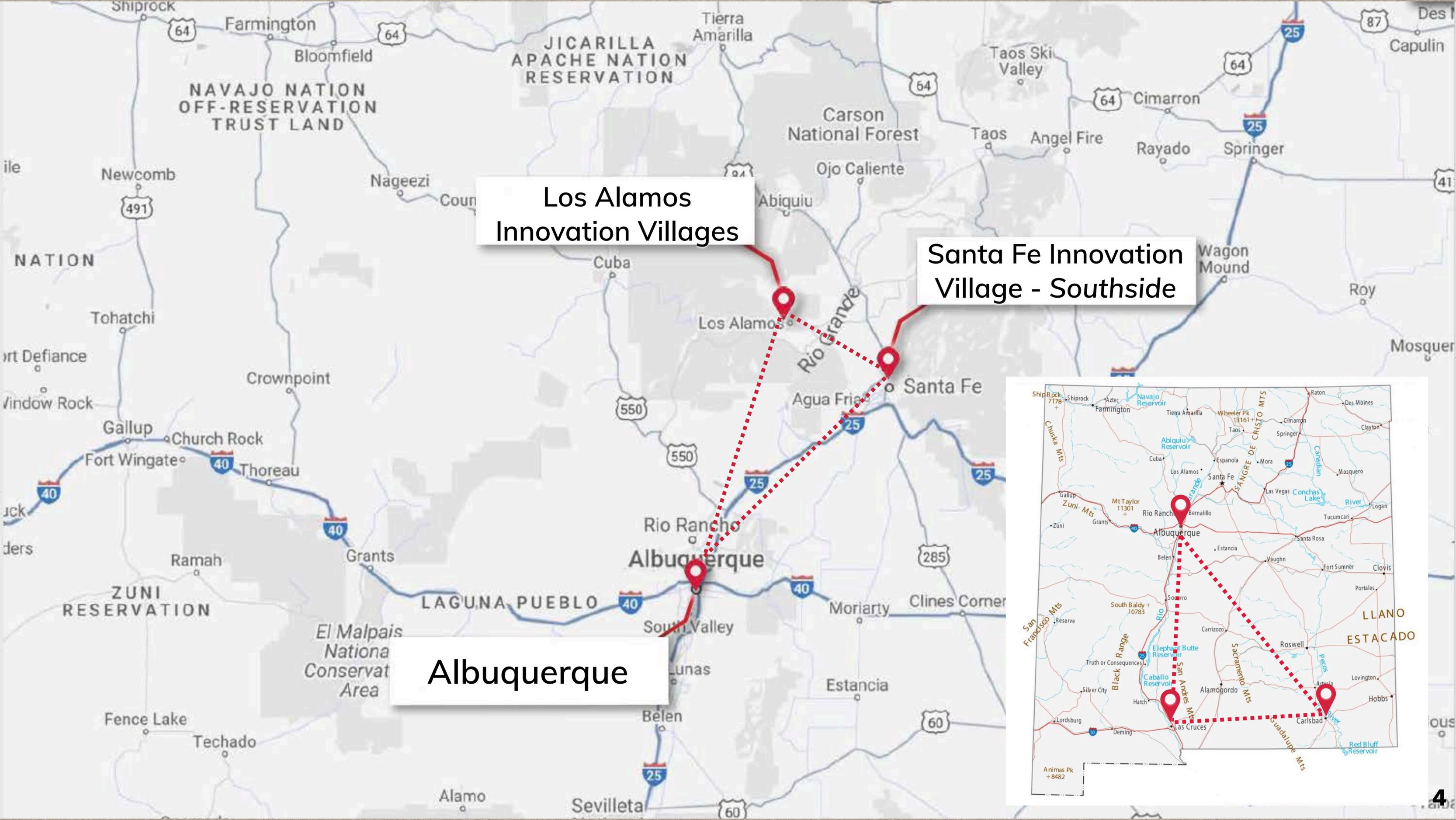
Present



Founder, CEO, NMIT

CEO, President, Deem

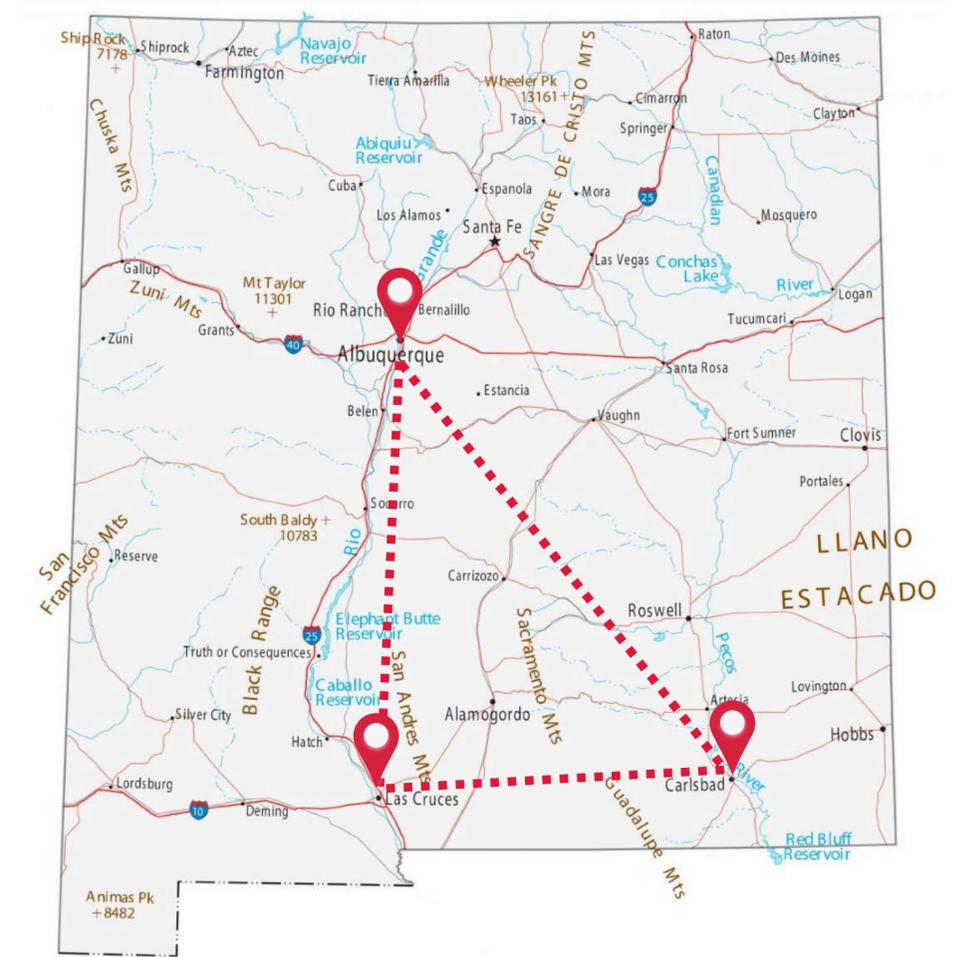




Los Alamos
Innovation Villages

Santa Fe Innovation
Village - Southside

Albuquerque



HELP NEW MEXICO COMPETE & GROW IN THE INNOVATION ECONOMY



Diversify the economy beyond oil, tourism, government

Capitalize on macro trends

Drive economic growth to fuel improvement in people's lives

MACRO TRENDS ARE SUPPORTING OUR PURPOSE AND ARE PERMANENT



THE CASE *for* GROWTH CENTERS

How to spread tech innovation across America

ROBERT D. ATKINSON, MARK MURO, and JACOB WHITON
December 2019

BROOKINGS | **ITIF** | INFORMATION TECHNOLOGY & INNOVATION FOUNDATION

The New York Times

irus Outbreak > **LIVE** Latest Updates Trump Tests Positive Maps and Cases Vaccine Tracker Tips to

The Pandemic Sent Young New Yorkers Packing. Will They Return?

The financial crisis caused by the coronavirus outbreak has led young people from elsewhere to leave the city, uncertain if they will come back.

THE WALL STREET JOURNAL

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CORONAVIRUS

Remote Work Is Reshaping San Francisco, as Tech Workers Flee and Rents Fall

By giving their employees the freedom to work from anywhere, Bay Area tech companies appear to have touched off an exodus. Why do we even want to be here?

MarketWatch

BULLETIN Ginsburg honored as Supreme Court opens new term Monday

Home > Personal Finance > Real Estate > The Big Move

The Big Move: I work in Silicon Valley, but my job is now remote. I can finally live somewhere cheaper. Where should I go?

Published: Aug. 29, 2020 at 5:52 p.m. ET
By Jacob Passer

The coronavirus pandemic has caused many Americans to move in search of bigger, more affordable homes

The Washington Post

Sections

National

Warmer. Burning. Epidemic-challenged. Expensive. The California Dream has become the California Compromise.

A view of downtown San Francisco at 11:15 a.m. Wednesday. The city was blanketed in an eerie haze from the wildfires. (Nick O'Connell/The Washington Post)

By Heather Kelly, Reed Abergott, Brady Dennis and Scott Wilson
September 12, 2020 at 4:40 p.m. EDT

ADD TO LIST

Forbes

10,582 views | Sep 17, 2020, 10:38am EDT

Stripe Will Pay Workers \$20,000 To Leave New York And San Francisco — But Here's The Catch

Jack Kelly Senior Contributor @ Careers
I write actionable interviews, career and salary advice.

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U.S.

Startups Pitch Tech Hubs Far From Silicon Valley

Entrepreneurs want to attract venture funding, tech talent to inland locations

Cities on the coasts created the most "innovation-sector" jobs, or jobs within the most heavily STEM and R&D intensive industries.

Change in "innovation-sector" jobs by metro area, 2005-17

Number of "innovation-sector" jobs in 2017

By Shayndi Raice
Updated March 8, 2020 11:31 am ET

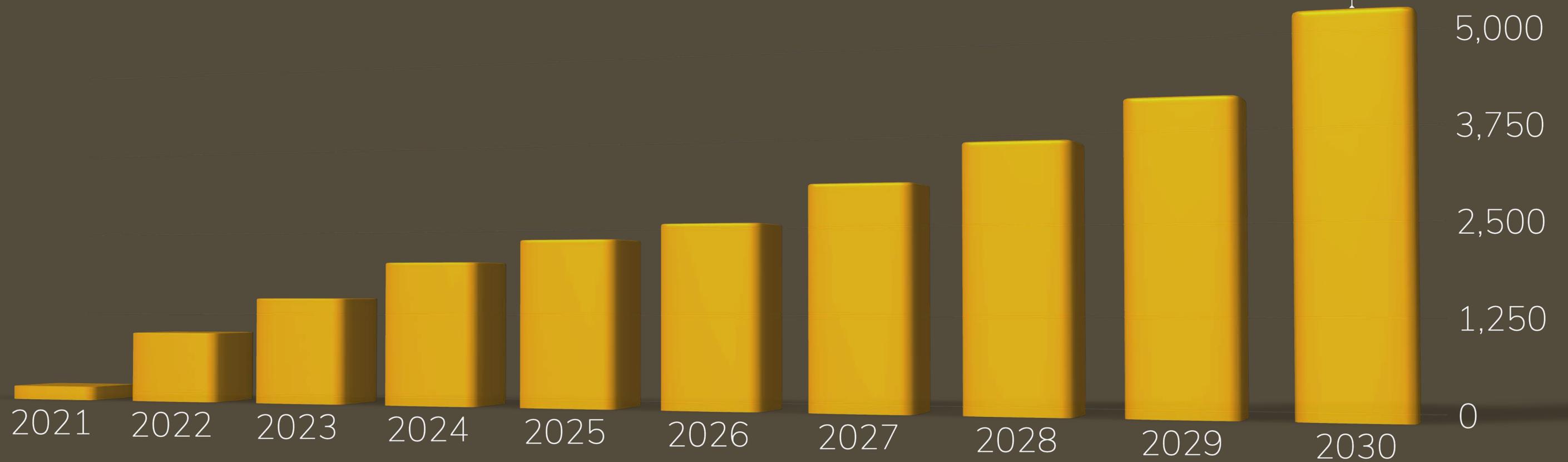
San Francisco entrepreneur Madhu Chamarty got the idea for his latest startup from Amazon.com Inc.'s search for its second

INCREMENTAL INNOVATION & TECH EMPLOYMENT GROWTH: 25,000 BY 2030



Cumulative jobs: 25,000
Cumulative salary ⁽¹⁾: \$2.75B
Cumulative state income tax ⁽²⁾: \$110M

(1) Assuming \$110K/year annual salary
(2) Assuming 4% tax rate



CREATING AN ECOSYSTEM TO SUPPORT OUR PURPOSE AND OUTCOMES

Technology & innovation growth engines are successful due to a solid ecosystem

The ecosystem includes:

- *Innovation workers*
- *Skilled business leaders*
- *Investors at all stages*
- *Service providers*
- *Office space & housing*
- *Buzz*

We compete against other regions who have more developed ecosystems

Gaps exist and must be objectively acknowledged & proactively addressed

We have numerous assets that can counterbalance these gaps

GAP ANALYSIS - HOW DO WE COMPARE AND WHAT FACTORS GO INTO DECISION MAKING?



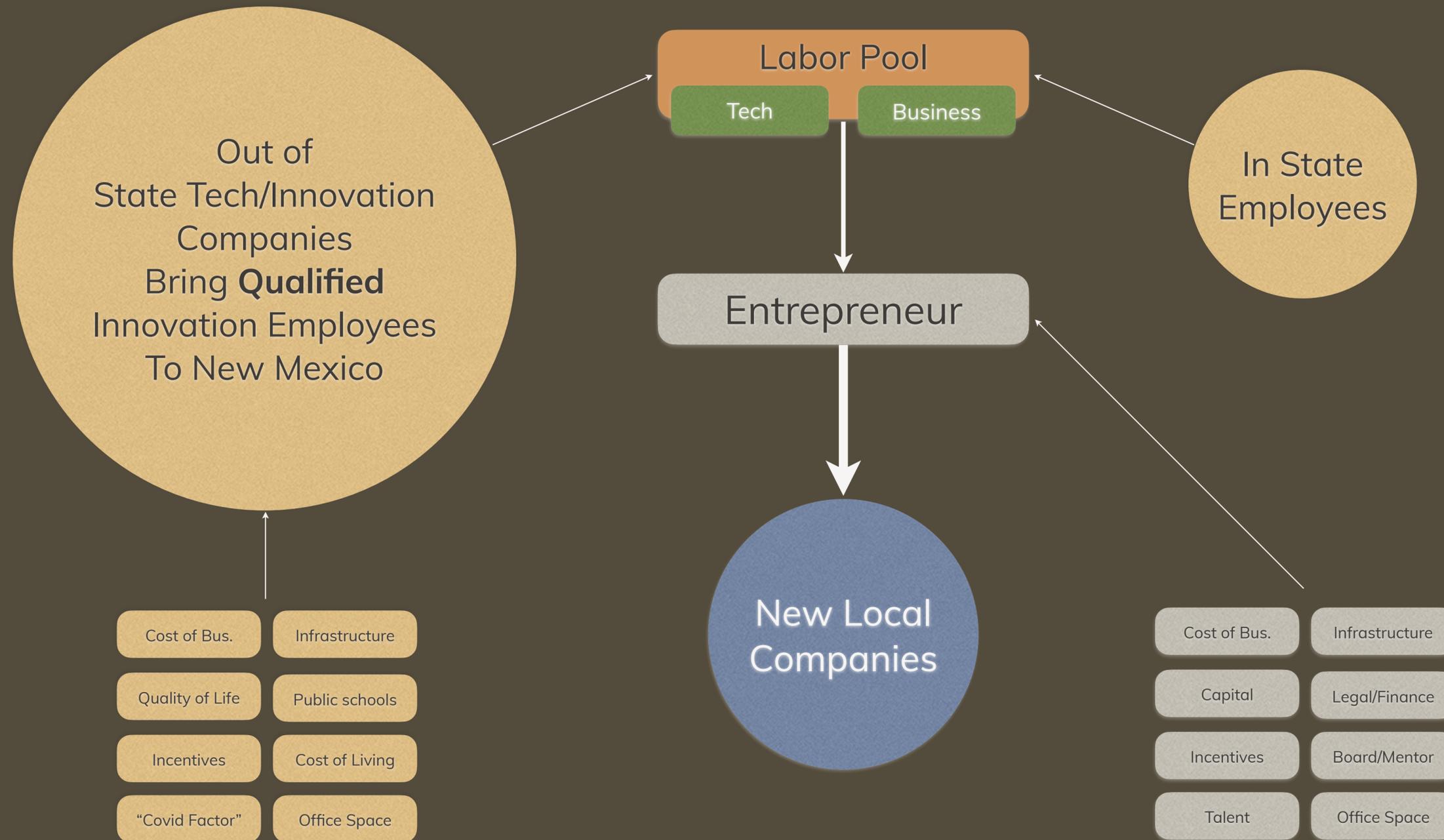
	California	Texas	New York	Colorado	Utah	New Mexico
Quality of Life	●	●	●	●	●	●
Covid Avoidance	●	●	●	●	●	●
Cost of Living	●	●	●	●	●	●
Education For Kids	●	●	●	●	●	●
Access to Capital	●	●	●	●	●	●
Access to Labor	●	●	●	●	●	●
Cost of Doing Business	●	●	●	●	●	●
Mentorship & Support	●	●	●	●	●	●

●
Positive Attribute

●
Neutral Attribute

●
Negative Attribute

CREATING A JOB GROWTH ECOSYSTEM IN NEW MEXICO



NMIT PURPOSE: CREATE 25,000 HIGH PAYING TECH/INNOVATION JOBS BY 2030



The NMIT will achieve this purpose through a five part strategy:

1. Create live/work/play Innovation Villages to attract and retain younger people
2. Build a robust capital formation initiative to fund startups and entrepreneurs
3. Transform K-12 education to encourage out of state employees to move to New Mexico
4. Capitalize on local intellectual capital via an active mentorship network
5. Improve lives via active engagement of communities who have been left behind

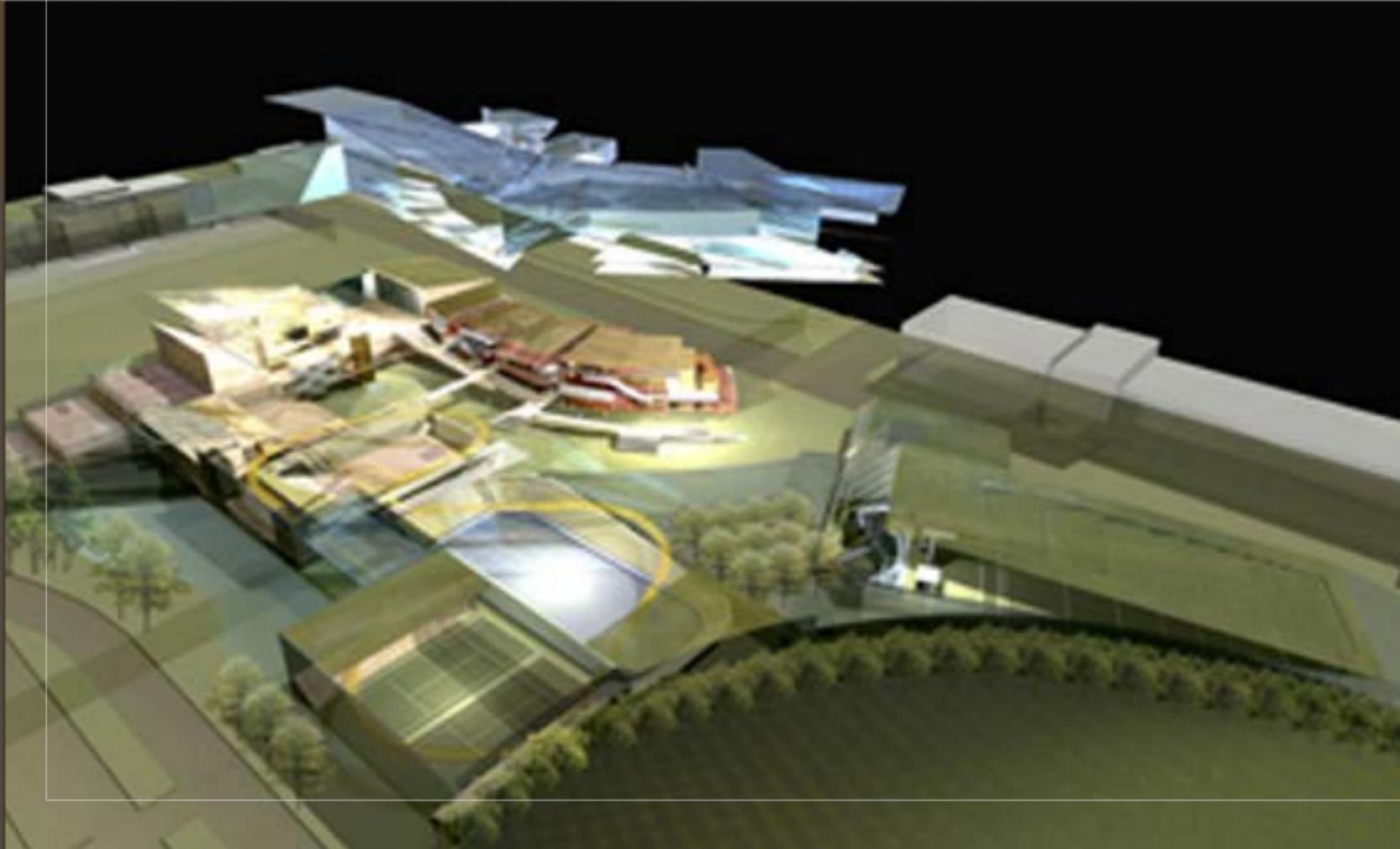
BAY MEADOWS NEAR SAN FRANCISCO


THE NEW MEXICO
INNOVATION TRIANGLE
SANTA FE ALBUQUERQUE LOS ALAMOS



INNOVATION VILLAGE ARCHITECTURE: ICONIC IS REQUIRED

THE NEW MEXICO
INNOVATION TRIANGLE
SANTA FE · ALBUQUERQUE · LOS ALAMOS



PROGRESS TO DATE IN REALIZING OUR AMBITIOUS PURPOSE

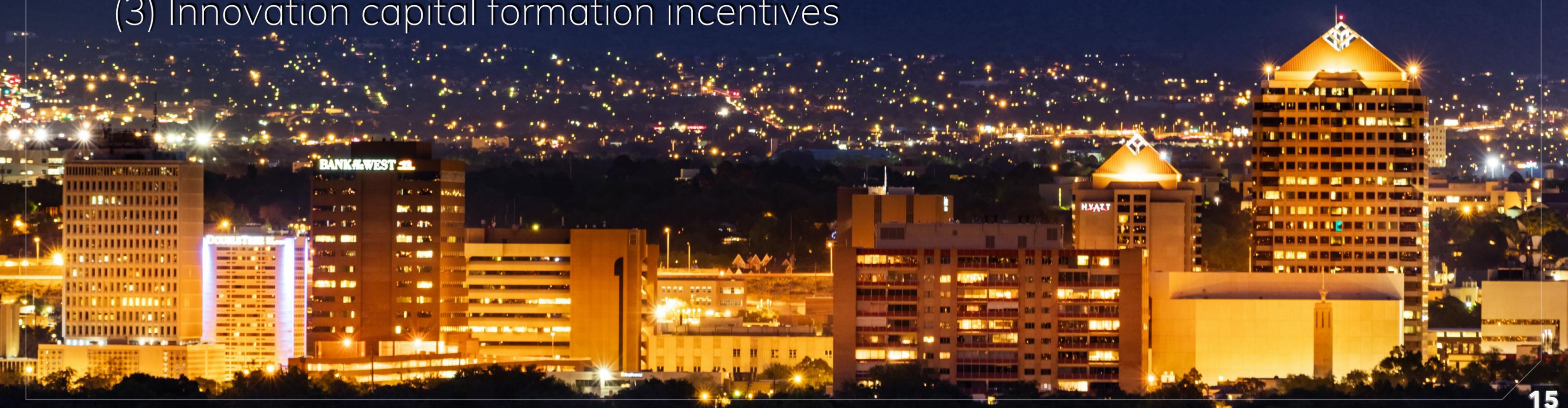


The NMIT will achieve this purpose through a five part strategy:

1. Create live/work/play Innovation Villages to attract and retain younger people
140 acre Santa Fe Southside property acquired; 12 acres in Los Alamos acquired/under contract
2. Build a robust capital formation initiative to fund startups and entrepreneurs
Several meetings with Sun Mountain Capital, outside N.M. investors
3. Transform K-12 education to encourage out of state employees to move to New Mexico
Several meetings with Charter School experts inside & outside N.M.
4. Capitalize on local intellectual capital via an active mentorship network
Not yet started
5. Improve lives via active engagement of communities who have been left behind
Exploratory meetings with Pojoaque and Ohkay Owingeh Governors

TRANSFORMATATIONAL & DISRUPTIVE POLICY RECOMMENDATIONS TO ACCELERATE OUTCOMES

- (1) Incentives for Innovation workers and out of state companies
- (2) K-12 education incentives/programs for Innovation job skills & opportunities
- (3) Innovation capital formation incentives



THREE TRANSFORMATIVE RECOMMENDATIONS TO ACCELERATE REALIZING THESE OUTCOMES

1

Employees & Companies

- Student debt swap/retirement
- (GRT) credit on high salaries
- Credit on intern/summer job salaries

2

K-12 Education

- Credit for tech curriculum *
- Credit for coaching of students *
- Credit for school infrastructure *

3

Capital/Entrepreneurs

- Creation of \$500M venture fund
- All \$ in one entrepreneurial program
- Lab, UNM IP licensing restructuring

* \$ invested in charter + public schools specialized teachers, labs, buildings, bi-partisan public/private education commission

NEXT STEPS AND TIMING

What:

Finalize property acquisition

Santa Fe zoning/entitlements

Los Alamos construction start

Santa Fe construction start

Legislative policy approval

Capital, community, mentorship, education

When:

By year end, 2020

By spring, 2021

By spring, 2021

By fall, 2021

By winter, 2022 (?)

In parallel



THE NEW MEXICO INNOVATION TRIANGLE

Thank You !