

NEW MEXICO HIGHER EDUCATION DEPARTMENT

Research & Public Service Project (RPSP) and other Funding Requests

FY 2024

Print, sign, and submit packet to NMHED per instructions by 9/15/22

Institution: The University of New Mexico

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Governing Board Signature:  Date: 6-15-22

Institutional Rank (priority)	Program/Project Title	Request in FY 24	New Program (X)
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1	NM Bioscience Authority	297,400.00	
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Total Funding Request \$ 297,400.00 0

Please insert additional rows as necessary.

NEW MEXICO HIGHER EDUCATION DEPARTMENT

Research & Public Service Project (RPSP)

FY 2024

Fill and submit packet to NMHED per instructions by 9/15/22

Institution:	UNM Health Sciences	
Name/Title of Project:	New Mexico Bioscience Authority	
Indicate type	New ___ Continuing <input checked="" type="checkbox"/> Expansion ___ Final (Ending/Closing) ___	
FY24 Funding Request	\$	297,400.00
If Previously Funded, Amount that was awarded in FY 23	\$	297,400.00
Type of Project (X for type)	Research ___ Public Service ___ Academic ___ Athletics ___ Clinical ___ Economic Development ___ Other <input checked="" type="checkbox"/> (Please explain in the space below) Independent Operation	

1	Number of years the project has received General Fund support: (Disregard if new program)	5
2	Project Description/Executive Summary: The New Mexico Bioscience Authority is helping to grow a robust bioscience industry in New Mexico by connecting Research & Development, Technology Transfer, Investment, and Entrepreneurs. The NMBSA integrates bioscience efforts from New Mexico's three research universities, as well as our national labs, Air Force Research Laboratories and private companies by attracting capital investors, influencing policy, and assisting in infrastructure and business development.	
3	Budget Narrative (Overview only - Budget Detail follows on next Worksheet). Similar to previous years, the NMBSA will use funding to support the salaries of their executive director and program specialist as well as the partial salary of their strategy and policy director. In addition, funds will be used to pay rental fees for off campus office space to better accommodate the private/public partnership the NMBSA represents, legal counsel fees, and day to day operation costs of the organization. Reserves are being invested in our co-investment program to support start-up companies in New Mexico and new businesses relocating to New Mexico	
4	Program Mission (include population served, other demographic info): To grow a robust bioscience industry in New Mexico, the mission of the NM BSA is to increase awareness and support for New Mexico's bioscience sector by attracting capital investors, influencing policy and assisting in infrastructure and business development. The NMBSA connects all necessary elements of: Research & Development, Technology Transfer, Investment and Funding and Workforce serving as a conduit of communication between academia, industry, <u>research, and workforce development.</u>	
5	Key Project Objectives (Overview only - details and measures on following worksheet):	

Establish a thriving and vital bioscience industry in New Mexico by developing cutting-edge bioscience research through technology transfer and providing funding opportunities, both public and private. The NMBSA will also ensure livability, accessibility, and workforce resources through zoning, permitting, and a vital and effective Community Readiness program. The NMBSA also:

- *Advises state leadership on initiatives that may stimulate investment and provide jobs
- *Creates programs to expand bioscience economic opportunities
- *Connects New Mexico and representatives of bioscience industries
- *Promotes legislation to grow the bioscience industry
- *Produces promotional literature related to explanation and fulfillment of the NMBSA's goals
- *Identifies science and technology trends and is a clearinghouse for bioscience enterprise issues
- *Manages Co-Investment & Funding Program
- *Actively recruits bioscience businesses to New Mexico

6 For Existing Projects, Describe Major Accomplishments and/or Obstacles Encountered the Previous Fiscal Year. For New Projects Identify the Top Objectives and Challenges for the Current FY:

This past year included many successes. (1) Community Readiness Program - The City of Santa Fe certified their first site. The Arrowhead Research Park certified five sites. The City of Las Cruces, NM State University, Los Lunas, and Santa Ana Pueblo are currently working on their applications. The City of Clovis experienced a delay in their application due to personnel losses because of COVID. Connections were made with the Los Alamos EDD and the Middle Rio Grande EDD. Plans are moving forward to host a workshop with Socorro County, City of Socorro, MRGEDD, and NM Tech leadership to discuss the Community Readiness program and start the process to identify and certify sites there. Our website has been modified to better promote the efforts of the Community Readiness Program. Finally, the community readiness certification application was recently updated to include provisions for biosafety officers and/or lab management at the silver and gold certification levels. (2) The Pilot Co-Investment Program was successfully facilitated through the UNM Procurement Office and two private investment firms applied to partner with the NMBSA to co-invest in NM based bioscience companies. A task force was created by the Board of Directors to review the applications. That task force recommended approval from the full Board of Directors which happened in March 2022. MOAs have been signed by all parties, evaluation criteria has been drafted to review bioscience companies recommended by the investment firms, and an LLC operating agreement has been drafted to use when co-investments are finalized. (3) The NMBSA website has been redesigned to serve as a centralized conduit for state resources to bioscience inventors, entrepreneurs, and investors. 2,326 users have accessed the website in the last year with 6,463 pageviews. (4) In October 2021, the NMBSA Board of Directors approved the creation of the NMBSA SBIR/STTR Bioscience Business Accelerator Program which extends resources developed by the federally funded ASCEND program. Since it's approval, the NMBSA has held three workshops/presentations. (5) Finally, great strides were made to enhance communication with our stakeholders. NMBSA made 4 public presentations to legislative committees, 3 SBIR/STTR related workshops, 2 presentations to NMBio events, and 1 presentation to Las Cruces leaders. NMBSA developed a listserv with about 300 members and distributed their first bi-annual newsletter. NMBSA social media platforms (LinkedIn and Twitter) have gained followers: LinkedIn - 227 followers; Twitter - 80 followers.

7 Describe the Project Impact (Statewide Impact, Does it address the Governor's initiatives, and/or what are the Student Outcomes):

The mission of the NMBSA is to increase awareness and support for New Mexico's bioscience sector by attracting capital investors, influencing policy and assisting in infrastructure and business development. Governor Lujan Grisham's platform targets nine job sectors in particular: hydrogen, cybersecurity, intelligent manufacturing, sustainable industries, bioscience and health, tourism and outdoor industries, digital media and film, sustainable agriculture, and aerospace. The work being done by the NMBSA directly impacts the bioscience and health and sustainable agriculture initiatives.

8 Does the project receive Awards, private donations or Federal grants? Have you sought out funding from other sources?

In 2018, the NMBSA received an EDAct grant from the City of Albuquerque for the Community Readiness Program to certify municipalities or economic zones or hubs within a municipality. Remaining funds from that grant were to be used to present a workshop on the Community Readiness Program in Las Cruces in February 2022. At this time, we do not have other awards, private donations, or federal grants.

9

Accomplishments / Highlights:

(1) Santa Fe has certified one site and the Arrowhead Research Park has certified five sites. Our website has been redesigned to help businesses more easily find the right site including the most appropriate level of community readiness for them. (2) This year, the NMBSA met with HATCHspaces owners to discuss how NMBSA can promote spaces including the one currently being negotiated in the Innovate ABQ area. NMBSA introduced HATCHspaces to Santa Ana Pueblo and Los Lunas economic development offices to discuss whether additional spaces could be built there. HATCHspaces is a life sciences lab space that helps businesses expand beyond their incubator or university lab space. (3) The pilot stage of the co-Investment program is underway with approved partnerships with two private investment companies (NM Angels and Anzu Partners). LLC operating agreement and evaluation criteria of potential bioscience companies has been drafted. (4) The NMBSA website has been redesigned to better meet the needs of our stakeholders and we are using Google Analytics to track the traffic of the website to more effectively identify when changes need to be made and what our audience is viewing. Individual webpages have been designed for inventors, entrepreneurs, and investors to guide them through the resources available across the state to develop their product, business, or economic development goals. (5) NMBSA actively repositioned itself as being the leader in bioscience industry development in New Mexico through public presentations and social media output. NMBSA developed a listserv with about 300 members and distributed their first bi-annual newsletter. NMBSA has actively recruited followers to both their social media platforms (LinkedIn and Twitter) and has seen dramatic increases in participation on both platforms. (6) The NMBSA SBIR/STTR Bioscience Accelerator Program has been approved by our Board of Directors. This program partners with the federally funded ASCEND Hub to enable the NMBSA to use the valuable programming material they have developed to provide trainings to researchers and entrepreneurs outside the ASCEND Hub including less active research universities and National Labs. (7) We have compiled a list of local agencies involved in economic development or business start ups that we are in the process of collaborating with to certify zones outside municipalities as being bioscience business, community ready. Examples of successful interactions include meetings with MVEDA in southern New Mexico and MGREDD in central New Mexico.

Medical
Projects

1

How many graduates stay in Practice in New Mexico:

60

RPSP-Budget 1
 NEW MEXICO HIGHER EDUCATION DEPARTMENT
 Research & Public Service Project (RPSP)
 Project Budget Sheet
 Institution:

The University of New Mexico

RPSP Project: New Mexico Bioscience Authority Total: \$ 297,400.00

Budget versus Actual	Budget FY 23	Change	Request FY 24	Comments
Revenue and Transfers				
\$	\$ 172,361.00	\$ (25,349.00)	\$ 147,012.00	
Appropriations				
Federal		\$ -		
State plus Tobacco Settlement Fund	\$ 297,400.00	\$ -	\$ 297,400.00	
Local		\$ -		
Total Appropriations	\$ 297,400.00	\$ -	\$ 297,400.00	
Grants and Contracts				
Federal		\$ -		
State		\$ -		
Local		\$ -		
Total Grants and Contracts	\$ -	\$ -	\$ -	
Private Gifts, Grants and Contracts		\$ -		
Land & Permanent Fund or Local Property Taxes		\$ -		
Tuition and Fees		\$ -		
Endowment		\$ -		
Sales and Services		\$ -		
Other Sources - Detail in Comments		\$ -		
Total Revenues	\$ 297,400.00	\$ -	\$ 297,400.00	
Transfers (to) from				
Instruction and General		\$ -		
Student Social and Cultural		\$ -		
Research		\$ -		
Public Service		\$ -		
Internal Service		\$ -		
Student Aid		\$ -		
Auxiliary Enterprises		\$ -		
Athletics		\$ -		
Independent Operations		\$ -		
Capital Outlay		\$ -		
Renewal and Replacement		\$ -		
Total Transfers	\$ -	\$ -	\$ -	
Expenses				
	FTE	Change FTE	FTE	
Faculty Salaries		0.0		
Professional Salaries	2.2 \$ 182,323.00	0.0 \$ 3,646.46	2.2 \$ 185,969.46	assumes 2% increase
Other Staff Salaries		0.0		
Student Salaries (GA/TA)		0.0		
Other Salaries		0.0		
Total All Salaries	2.2 \$ 182,323.00	0.0 \$ 3,646.46	2.2 \$ 185,969.46	assumes 2% increase
Fringe Benefits	\$ 63,531.00	\$ 1,270.62	\$ 64,801.62	
Travel	\$ 4,058.00	\$ -	\$ 4,058.00	
Utilities		\$ -		
Institutional Support Charges	\$ 12,700.00	\$ -	\$ 12,700.00	
Plant Operation and Maintenance Charges		\$ -		
Supplies and Expenses	\$ 24,541.00	\$ -	\$ 24,541.00	
Equipment		\$ -		
Other Expenditures	\$ 35,596.00	\$ -	\$ 35,596.00	
Total Expenditures	2.2 \$ 322,749.00	0.0 \$ 4,917.08	2.2 \$ 327,666.08	
Ending Fund Balance	\$ 147,012.00	\$ (30,266.08)	\$ 116,745.92	

Institution:

The University of New Mexico

RPS Project:

New Mexico Bioscience Authority

Total

\$ 297,400.00

students (especially at-risk),
generations of degrees
(especially STEIN-H) and the

Comments - Demonstrate consistent improvement as a result of the
awarded RPS's, trends, etc.

Actuals for FY 22

Target for FY 23

Target for FY 24

<p>1</p> <p>Grow Bioscience programs to support new companies in New Mexico</p>	<p>Revised pilot co-investment program RFA was launched through the UNM Procurement Office. The RFA and link to the application portal was accessible on both the UNM Procurement Office and NMBSA websites. 36 investment firms throughout the U.S. were directly invited to participate in the program. Two firms applied to partner with NMBSA. The Board of Director's (BOD) task force reviewed the applications and agreed to recommend that the full BOD approve both applications. In March 2022, the BOD did approve those partnerships. We have now fully signed MOAs with both firms: NM Angels and Anzu Partners. An LLC Operating Agreement and bioscience company evaluation criteria have now been drafted and reviewed by UNM legal counsel. Once bioscience companies are recommended by the investment firms to co-invest in, the BOD task force will use the evaluation criteria to review companies and decide whether or not to recommend approval by the full BOD to jointly invest in recommended NM based start-up or bioscience company moving to NM. The NMBSA presented this program four times to legislative committees. A request for larger funding to expand the co-investment program from pilot study to full capacity was not made this year, but the model of the program was included in approved legislation, 2022 HB 0104 Venture Capital Program Act.</p>	<p>1) Enter into LLC agreements with approved private investment firms to co-invest in NM based Authority to apply for funding available because of the approved 2022 HB 0104 Venture Capital Program Act to enable co-investment in NM based bioscience companies with our approved private investment firms. 3) Form the 2023 Legislative Task Force from our Board of Directors to work with legislature to develop an effective \$25-\$50M Co-investment Fund from non-RPS funds (i.e. special appropriations)</p>	<p>Hire general partner and fiscal manager; expand number of co-investment partners, collect reports from current partners, and use feedback to evaluate activities and modify future plans as needed.</p>	<p>The co-investment program is a model that will bring external, private funding to New Mexico invested in NM based bioscience companies at a 2:1 rate compared to the state funding invested by the NM Bioscience Authority. Increased capital invested in these local companies will help them grow and stay in New Mexico which is a problem that has been identified by everyone involved. Local companies growing throughout the state will create more jobs and paid internships that will directly impact all New Mexico students particularly those that are at-risk of leaving school or those that want to stay close to home after graduation.</p>
<p>2</p> <p>Recruit New Bioscience Business to New Mexico</p>	<p>1) Restructured NMBSA website and designed individual webpages for inventors, entrepreneurs, and investors to guide them through the resources available across the state to develop their product, business, or economic development goals. Identified local EDD agencies for all users. Tracked user activity of the website to measure effectiveness and expand reach of NMBSA efforts through social media and newsletters. Conducted a review of existing NM state rules and regulations aimed at providing incentives, tax credits, and other mechanisms to grow the bioscience industry in NM that will be compared to other state best practices identified in FY 2023. 2) Collaborated with NM Partnership to share Community Readiness certified sites with them when they are working to recruit companies to New Mexico so they are more aware of where other bioscience companies are and what locations throughout the state are already committed to supporting their bioscience industry growth. 3) Partnered with NMBio, NMEDD, and 12 NM based companies to develop the NM Pavilion at the BIO Conference being held in San Diego in June. The objective of this Pavilion will be to promote NM incentives and showcase NM bioscience companies as a way to recruit new bioscience companies to New Mexico.</p>	<p>1) The NMBSA will collect and catalog best practices that have been utilized in other US states to identify incentives, tax credits or other mechanisms to grow their Bioscience industries. The NMBSA will use this information along with their review from last year to make recommendations to the executive and legislative branches on how our state can better support businesses looking to locate in NM as well as to grow our existing bio business base and keep those companies and jobs in NM. 2) Continue to expand our social media presence to include a broader base of users outside of the New Mexico as a way to promote New Mexico successes, incentives, culture, and opportunities. 3) Continue to help local government and organizations certify bioscience community ready sites and share this information with NM Partnership.</p>	<p>1) Continue to make recommendations to executive and legislative branches on how our state can better support businesses looking to move to NM. 2) Continue to promote NM through social media, on our website, and through our listserv. 3) Continue to certify bioscience community readiness sites and promote them through conferences, social media, and print communication.</p>	<p>Similar to the Co-Investment program, recruiting new bioscience businesses to New Mexico will also increase the number of jobs and internships available to all students throughout the state.</p>

<p>Assure development of infrastructure at Universities to support Bioscience industry</p>	<p>Developed an outline for the NMBSA Bioscience Business Accelerator program that was presented to the NMBSA Board of Directors and approved by the Board in October 2021. This program works to expand the federally funded UNM led ASCEND Hub to revise their SBIR/STTR training portfolio to adapt training of researchers from National Labs and smaller, not as research intensive universities throughout NM. In October 2021, the NMBSA presented on this topic at the NM Tech Inventors & Entrepreneur's Workshop. In November 2021, the NMBSA collaborated with NMSU based NM FAST to present a virtual workshop introducing participants to the NIH Phase I SBIR/STTR program. The 45 participants were from across the state. In February and March 2022, NMBSA collaborated with ASCEND and NM FAST to facilitate the NM FAST led NIH SBIR/STTR cohort which included 10 participants who submitted NIH SBIR/STTR proposals in April. NMBSA participation expanded the recruitment of researchers and entrepreneurs to include those from outside UNM and NMSU. In April 2022, NMBSA organized and moderated a workshop on how to improve industrial and academic collaborations in the bioscience sector. 50 participants registered for the event and a recording of the discussion is included on the NMBSA website.</p>	<p>1) In July 2022, NMBSA will introduce the work we're doing in this space at an NIH NCATS webinar that will be an introduction to the SBIR/STTR application, review, resubmission process and an overview of the priorities of this agency. This webinar will be virtually available to a national audience but will be aimed at addressing needs of the NM academic entrepreneur. NMBSA was invited to participate in this webinar by their collaborator, NM FAST. 2) Reformat SBIR/STTR training to include members of the general public from across the state who are engaging or are ready to engage in commercialization of their bioscience IP. Hire a business accelerator facilitator to aid with this implementation who can directly support companies, particularly those that are owned by women and other underrepresented minority groups submitting applications to this type of federal funding.</p>	<p>This program specifically targets the development of collaborations between academics and entrepreneurs from every university and research laboratory across the state. These collaborations include sharing information and students. Students from all the state's universities can participate in internships and then transition to careers in these fields because of their early experience.</p>
<p>Community Readiness Program</p>	<p>Redeveloped web presence of community readiness sites in order to make the site more user friendly for users looking for specific attributes, certification levels, and locations. Conducted community readiness workshop at Las Cruces in collaboration with NMSU; Finalized certification process for Santa Fe and the NMSU Arrowhead Research Park in Las Cruces and reintiated the conversation with Clovis but did not move forward due to personnel complications resulting from COVID-19; Met with Los Lunas, Santa Ana Pueblo, and Middle Rio Grande EDD to introduce them to the community readiness program and initiate the process for them to identify and certify bioscience community readiness zones in their jurisdiction; revised the community readiness program application to include biosafety and lab management criteria at the silver and gold levels of certification.</p>	<p>Work with local economic development departments throughout the state to identify and certify rural sites as being Community Ready to promote bioscience industry. Develop tool to measure effectiveness of Community Readiness Program on placing bioscience companies throughout NM. Share community readiness sites with NM Partnership to help advance the recruitment of bioscience companies to move to NM as noted above.</p>	<p>The Community Readiness program is directly related to the growth and expansion of bioscience businesses and in the relocation of bioscience companies outside the state to New Mexico. The growth and relocation of businesses in New Mexico leads to more jobs, more internships, more experiences for New Mexico students majoring in bioscience related degrees.</p>
<p>Enhance Communication between NM BSA and Stakeholders</p>	<p>Redesigned NMBSA website to make it more robust for all users and track visitor traffic to adjust to their needs appropriately. Increased communication with stakeholders through public presentations, social media communication, listserv emails, and bi-annual newsletters. NMBSA made 4 public presentations to various legislative committees, 3 SBIR/STTR related workshops, 2 presentations to NMBio events, and 1 presentation to Las Cruces leaders. NMBSA met with a number of other civic leaders and entrepreneurs throughout the state to discuss programs and initiatives. NMBSA developed a listserv and distributed their first bi-annual newsletter. NMBSA has actively recruited followers to both their social media platforms (LinkedIn and Twitter) and has seen dramatic increases in participation on both platforms. LinkedIn currently has 232 followers compared to 7 at the beginning of the FY. More has 85 followers compared to 56 at the beginning of the FY. More dramatically, our profile visits have increased from 32 to 3,414. NMBSA began sharing internship and job information through social media as a way to support workforce development.</p>	<p>Increase volume of newsletter to be shared quarterly. Increase number of public presentations done annually. Track social media followers and extend presence using additional platforms. Design webpage to effectively showcase available internships and job opportunities throughout the state. Continue to share these types of opportunities through social media. Start cataloging certification and degree programs throughout the state to add to website to improve awareness of programs available for entrepreneurs and encourage conversation between training programs and businesses to effectively prepare students to successfully enter the job market.</p>	<p>This goal is specifically meant to improve bioscience related communication throughout the state to contribute to the enhancement of the bioscience industry. As identified by the NM EDD's New Mexico's Economic Path Forward, there may be a gap between the skills being taught in New Mexico colleges and universities and the skills needed to succeed in today's workforce. The NMBSA hopes to help fill this gap by enhancing communication between all stakeholders and serving as the conduit for better communication between higher education and bioscience industry.</p>