Welcome to the 20th anniversary celebration of STC.UNM, being held in conjunction with the 2015 Innovation Awards Dinner.

STC.UNM (STC) is the University of New Mexico’s technology-transfer and economic-development organization. Created as a nonprofit by the UNM Regents to commercialize university inventions, STC started in 1995 with just a staff of two, Chuck Wellborn, President, and Gerri Marousek, Office Administrator. When the program was incorporated in 1993, the original Board members were actually the UNM Regents at that time: Arthur Melendres, Roberta Cooper Ramo, Gene Gallegos, Penny Taylor Rembe, Gene Samerson, Barbara Brazil, and Siegfried Hecker. The Board quickly expanded though to include a current 40/60 mix of UNM and non-UNM members. This was to ensure that there was strong private sector influence on STC. Time has proven that this has been a crucial factor in STC’s success.

The organization’s name has changed over time as well. Originally called the Technology Development Corporation (TDC), the name was changed to Science & Technology Corporation @ UNM in 1995. The board wanted a name that referenced the science and technology capabilities of UNM. In 2006, the name was shortened to STC.UNM for easier reference.

In 1995, there was very little technology-transfer activity at UNM. Few patents had been issued through UNM’s Patent Administration Office. To accelerate the process, the Regents, working with UNM administration, established the separate, non-profit technology-transfer organization that would, on behalf of UNM, file patents and copyrights, market commercially promising UNM technologies, negotiate license agreements, and facilitate the formation of start-up companies by finding entrepreneurs and investors looking for business opportunities. The organization was also tasked with developing the UNM Science & Technology Park, which was partially built at the time.

Today, STC.UNM has fostered a full-flowing pipeline of innovative technologies, an entrepreneurial culture, a thriving investment community and a well-developed business incubator program for the commercialization of university technology. We have created an innovation ecosystem that is our Rainforest in the Desert. Since 2012, STC has been responsible for carrying out the economic-development vision of the University of New Mexico to drive economic growth in New Mexico. It is growth through research discoveries and innovation-driven start-up activity. That vision has created Innovate ABQ, a community-based plan to build a research and innovation district in downtown Albuquerque to connect UNM’s technology engine with the city’s entrepreneurial and business communities and the state’s national labs and other research institutions.

We look forward to a future of sustainable innovation and economic impact.

Lisa Kuuttila
CEO & Chief Economic Development Officer
STC.UNM
**STC Internship Program for UNM Students**

Since 2002, nearly 100 UNM students have been a part of STC's student intern program. These are students from across campus who are interested in learning about the science, business and legal components of technology transfer and commercialization.

**STC Professional Internship Program**

The STC Internship Program for technology-transfer professionals and students interested in technology transfer was started in 2011 as an international project with Poznan University in Poland. Since then, this project has become a fully developed program for university professionals and students from other countries who want to learn best practices for technology transfer from a U.S. university program. Recent participants included professionals and students from Kanazawa, Kumamoto, and Osaka Prefecture universities.

**STC.UNM Programs**

**STC.UNM Historical Metrics**

At the University of New Mexico, researchers are actively engaged in finding solutions to real-world problems and working to bring those solutions to the marketplace.

Since 1996, UNM researchers have
- Disclosed 1,614 new inventions

Since 1996, STC.UNM, the University’s technology-transfer arm, has
- Received 446 issued U.S. patents
- Signed 459 license and option agreements
- Spun off 87 start-up companies from UNM technologies
- Generated $22,488,238 in income

Among its 16 peer institutions, for every $2 million in research dollars spent, UNM is (based on FY2013 data)
- 1st in number of invention disclosures
- 1st in number of licenses and options agreements signed
- 11th in licensing income
- 2nd in number of start-up companies created

**Annual Income**

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<tr>
<th>Year</th>
<th>Disclosures</th>
<th>Issued U.S. Patents</th>
<th>Option/License Agreements</th>
<th>Start-up Companies</th>
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**Partnerships With National Laboratories (Sandia & LANL)**

STC.UNM in collaboration with national laboratories has
- 206 jointly owned inventions
- Executed 28 option/license agreements
- Spun off 6 start-up companies from jointly owned technologies
- Generated $9,453,612 in revenues

**Technology Socials**

STC’s Technology Social events are held during the fall and spring semesters. These events feature new technologies presented by UNM faculty and UNM technology-based start-up company presentations to connect with industry and advance commercialization.

**Elevator Pitch Competition**

The Elevator Pitch Competition was created for UNM students to develop their skills for presenting technology-based ideas enthusiastically, confidently, and credibly. Judges evaluate their pitch and provide valuable feedback. Winners of the competition also receive a cash prize.
In 1995 when the STC Board hired its first President, Chuck Wellborn, it also hired its first staff member, Gerri Marousek. As Office Administrator, Gerri did everything—monthly board meetings, events, billing and compliance, payroll, building maintenance, and providing administrative support for other programs housed in the Science & Technology Park.

“I had worked with Chuck at the Modrall Law Firm for six years and joined him at STC while the park was still being built. Building 851, the AML building, and the TVC building had just opened. Building 800 and 801 hadn’t been built yet. Back then, STC handled all of the real estate duties for the park and the UNM Patent Administration Office in the Office of University Counsel was still handling IP protection for university inventions. We were focused on developing the STC program, and hiring a professional technology-transfer staff to work with university inventors. We were also focused on fostering trust among inventors that STC could commercialize their inventions and on fostering an entrepreneurial mindset. Everything was in its infancy but it was a really dynamic place to work!”

Current STC Staff

Lisa Kuuttila, CEO & Chief Economic Development Officer
Erin Beaumont, Innovation Manager
Denise Bissell, EA to STC Board & Communications Specialist
Matthew Davis, Intellectual Property Coordinator
Alicia Earl, Office Administrator
Preston Hendrix, Accounting & Financial Compliance Coordinator
Jovan Heusser, Senior Innovation Manager
Eri Hoshi, Economic Development Manager
Cara Michaliszyn, New Ventures Development Manager
Arlene Mirabal, Marketing Operations Coordinator
Amy Patterson, Disclosures & Agreements Coordinator
Kyung Lee Salazar, Chief Financial Officer

(L to R, top) Erin Beaumont, Kyung Salazar, Cara Michaliszyn, Preston Hendrix, Jovan Heusser, Eri Hoshi, Matthew Davis
(L to R, bottom) Arlene Mirabal, Lisa Kuuttila, Alicia Earl, Denise Bissell, Amy Patterson