President’s Corner

STC Metrics: The Short and Long View

STC.UNM ended its fiscal year surpassing most of its goals for fiscal and pipeline metrics, good news for UNM and its community partners as they enter the first development phase of Innovate ABQ, the research and innovation district taking shape in downtown Albuquerque. Numbers for start-up companies, license revenues and new licenses for UNM technologies indicate that UNM continues to be a strong contributor to the economic growth that will be essential for the project’s success.

Here are the preliminary/unaudited numbers and start-up company information:

<table>
<thead>
<tr>
<th>Metric</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>License revenues:</td>
<td>$1,500,467</td>
</tr>
<tr>
<td>Patent cost reimbursement revenues:</td>
<td>$686,256</td>
</tr>
<tr>
<td>Number of options/licenses entered into:</td>
<td>49</td>
</tr>
<tr>
<td>Number of start-up companies:</td>
<td>9</td>
</tr>
<tr>
<td>New invention disclosures:</td>
<td>125</td>
</tr>
<tr>
<td>New U.S. patent applications filed:</td>
<td>99</td>
</tr>
<tr>
<td>Issued U.S. patents:</td>
<td>46</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reactive Technologies, LLC (New Mexico)</td>
<td>Developing applications for highly effective antimicrobial technology</td>
</tr>
<tr>
<td>GHP Development (Colorado)</td>
<td>Developing simple, yet innovative medical devices for point-of-care emergency medicine settings</td>
</tr>
<tr>
<td>terraSOL, LLC (New Mexico)</td>
<td>Dynamic software for patient treatment and monitoring and clinic management</td>
</tr>
<tr>
<td>innoBright Technologies, Inc. (New Mexico)</td>
<td>Disruptive, animation rendering software that produces photorealistic images 5-10 times faster with more than 50 percent cost savings than current technology</td>
</tr>
<tr>
<td>Exovita Biosciences, LLC (New Mexico)</td>
<td>Developing a new platform of cancer therapeutics based on exosome-related technology</td>
</tr>
<tr>
<td>ElectroSeq, LLC (New Mexico)</td>
<td>Next-generation DNA sequencing company developing an instrument that will deliver an order of magnitude improvement over currently available DNA sequencing instruments</td>
</tr>
<tr>
<td>A yet-to-be-named start-up being spun out by company ieCrowd (California)</td>
<td>Developing a portfolio of promising therapeutic compounds, primarily focused on oncology, from UNM’s Center for Molecular Discovery</td>
</tr>
<tr>
<td>Armonica Technologies, LLC (New Mexico)</td>
<td>Developing DNA sequencing technology, specifically a nanopore sequencing chip/device and related methods</td>
</tr>
<tr>
<td>Helion Scientific Inc. (New Mexico)</td>
<td>Developing a nucleic acid-based biosensor for clinical, environmental, and computational applications</td>
</tr>
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(Continued on page 5)
Technology Could Be Key to Developing Safer and More Effective Allergy Treatments

A multidisciplinary team of researchers from UNM’s Departments of Pathology, Internal Medicine and Computer Science are collaborating on a new technology that could lead to better and safer treatments for allergies and associated diseases. The team is led by Dr. Bridget Wilson from the Department of Pathology and includes Drs. Diane Lidke and Avakina Mahajan from the Department of Internal Medicine – UNM and Dr. Lydia Tapia from the Department of Computer Science.

Using state-of-the-art imaging technology and an improved computational process for measuring how allergens crosslink and activate human receptors, the team has produced high resolution imaging techniques showing the structure, migration and redistribution of a specific receptor on the membranes of mast cells and basophils (white blood cells) that have released histamine in reaction to an allergen. This novel way of analyzing allergen structures will enable the team to re-engineer allergens to create versions that can be used as new immunotherapies without causing an allergic reaction when administered.

An allergy is an abnormal reaction of the body to exposure of an allergen, a substance (most often a protein) found in, for instance, pollen, grasses, dust, food, and medications. Allergies and associated diseases are among the most common health problems in the developed world. These conditions include life-threatening asthma and food allergies, as well as allergic rhinitis, atopic dermatitis and severe antibiotic reactions.

The U.S. Center for Disease Control estimates that more than 50 million Americans are currently affected by many allergens ranging in severity from mild to acute. The rising incidence and severity of food allergies in children is a particularly troubling phenomenon. Nearly 1 in every 13 children suffers from some form of the allergy. The economic cost of children’s food allergies is nearly $25 billion per year.

Currently, a wealth of information exists on allergen structure but scant information is available on how these structural features trigger receptors on mast cells and basophils. The “threshold” of allergen exposure that translates to life-threatening events is poorly understood. Further research and testing in these areas could be beneficial in discovering new treatment methods that are safer and more effective for treating allergies.

The researchers are designing and testing different combinations of hypoallergens, substances that can produce antibodies but provoke a low or no allergic response. Future plans include preclinical studies to test the recombinant hypoallergens on human basophils isolated from allergic subjects as well as conducting safety profiles in animal models. The team hopes that these new compounds will form the basis of new treatments for patients in allergy clinics worldwide. Additionally, the technology has general application for the study of cell signal transduction in other disease processes.

UNM Researcher Developing Repurposed Compounds to Treat Stroke and Other Neurological Diseases

Dr. Jeff Hill, Research Assistant Professor in the Department of Neurosurgery, has discovered compounds that are powerful neuroprotectants against brain injury in ischemic stroke. The compounds were identified through cell-based, high-throughput screening of chemical libraries at UNM’s Center for Molecular Discovery and show strong protective properties against neurological damage in animal stroke models. Dr. Hill’s compounds provide neuroprotection when administered during reperfusion (restored blood flow) beyond the window for thrombolytic therapy and reduce infarction (localized tissue death) by 50 percent.

Stroke is the fifth leading cause of death in the United States, with an average of one stroke occurring every 40 seconds, and one stroke-related death occurring every four minutes. More than 50 percent of patients are left with long-term motor disability. Since the only FDA-approved drug available to treat stroke, the clot buster tPA (tissue plasminogen activator), has serious limitations and risks, there is significant unmet need for new treatments to decrease neurological damage and prevent death after stroke. Only 3-5% of the nearly 800,000 annual stroke patients in the U.S. receive tPA since it must be given within a 4.5 hour window after the onset of stroke and has a significant risk of causing bleeding in the brain due to injury to the brain’s small blood vessels.

Considering that each year, the FDA approves only 20-30 new drugs, stroke treatment research today focuses on repurposing existing drugs that will extend the therapeutic timeframe of tPA and provide neuroprotection after stroke to slow cell death. To identify promising drugs that can be repurposed for stroke treatment, researchers are using high-throughput screening of chemical libraries to identify drug candidates. High-throughput drug screening is performed using robotics that can rapidly conduct thousands of chemical, genetic, or pharmacological tests to rapidly identify compounds with activity in disease models. Many chemical libraries contain compounds which already have FDA approval for other treatments, thus their approval time for new uses is much shorter.

In addition to stroke therapy, the compounds identified by Dr. Hill have potential uses for treating traumatic brain injury and neurodegenerative diseases such as Alzheimer’s, Parkinson’s, multiple sclerosis, and amyotrophic lateral sclerosis (ALS).

STC has filed patent applications on these exciting new technologies and is currently examining commercialization options. If you are interested in information about these or other technologies, please contact Arlene Mirabal at amirabal@stc.unm.edu or 505-272-7886.
EcoPesticides International Developing Green Pesticide Technology

In 2011 two UNM inventors disclosed a novel microencapsulation technology that could be used for targeted delivery of microbes lethal to parasitic pests causing human disease and crop-destroying pests disrupting global food supplies.

In 2012 the co-inventors presented their disclosed technology at the STC and New Mexico Angels (NMA) Technology Showcase and captured the interest of the New Mexico Angels, a local group of individual accredited angel investors focused on investing in early stage companies. NMA spun out start-up EcoPesticides International in 2013 through its New Mexico Start-up Factory, a holding company dedicated to commercializing UNM technologies through the creation of New Mexico start-up companies. EcoPesticides has licensed the technology from STC and is developing it as a safe and effective alternative to chemical pesticides for use against crop-destroying insects such as grasshoppers and locusts. The company is focusing on the microencapsulation technology and its ability to protect a wide range of green pesticides and herbicides from ultraviolet (UV) light, which causes these products to degrade quickly.

Company CEO Les Stewart, a biotechnology executive with extensive experience in developing and commercializing emerging technologies, is passionate about the technology’s potential. “What is exciting about our technology is that it enables potentially widespread use of microbial pesticides and herbicides, and facilitates the targeting of pests, while minimizing exposure to non-target insects. The market potential for effective, microbial-based pesticides is very attractive—an estimated $5 billion by 2020, which is 10 percent of the global pesticide market.”

The microencapsulation technology was developed by Dr. Ravi Durvasula and Dr. Adam Forshaw. Dr. Durvasula is a professor in UNM’s Department of Internal Medicine, vice chair of its Division of Infectious Diseases, and director of its Center for Global Health. Dr. Durvasula is a very active UNM inventor, international expert on infectious diseases, and a pioneer in developing ways to use microbes to disrupt the infectious agent in disease-carrying insects.

Dr. Forshaw, who received a dual MD/PhD from UNM with an emphasis in biopolymer chemistry and engineering for biomedical applications, is currently a resident at Vanderbilt University Medical Center and is an expert in microencapsulation and biopolymer manipulations.

Together, the two inventors have found a way to control the process of using biopesticides and maximize their effectiveness in the field via microencapsulation. Their technology is a bio-polymer coating that can be used to encapsulate bacteria and fungi that are naturally occurring pesticides for crop-destroying insects such as locusts and grasshoppers. The encapsulation protects the microbes from UV light, which degrades the pesticide before it has a chance to be ingested by the insects. The encapsulated microbes are spread over fields, protecting crops without harming helpful insects, other crops, animals or people. Extending the biopesticides’ effectiveness also has the added benefit of having to use less of it, which reduces the cost to customers, especially subsistence farmers in many parts of the world.

The technology’s research and development has been funded by a Bill & Melinda Gates Foundation Phase 1 grant through its major initiative to increase food security in Africa. In 2014, the company completed a Series A round of funding for $400,000 from investors, including the New Mexico Start-Up Factory, NMA, a private venture firm in Nevada and the STC and UNM Foundation Co-Investment Fund.

“STC administers the fund. The co-investment fund helps local start-ups using early stage UNM technology to develop the technology further in order to attract follow-on larger rounds of funding from other investors. A co-investment committee reviews funding requests and can invest up to $100,000 in a company which must be matched on a 1-to-1 basis by a venture capital fund or an angel group,” said STC CEO Lisa Kuuttila. “This technology has the potential to create a new, more sustainable model for global agribusiness. We believe in the technology and the company’s ability to bring it to market.”

The funding has allowed the company to set-up a lab in Santa Fe to accelerate the technology’s development and seek strategic licensing and funding partners. Lab and cage trials have demonstrated the technology’s proof-of-concept and shown an ability to extend the viability of the biopesticides until bacteria and fungi die naturally.

EcoPesticides is negotiating several MOUs with universities and companies who are interested in the technology and recently signed a Cooperative Research and Development Agreement (CRADA) with a USDA lab in Montana. The technology is currently being field tested in Ethiopia, Tunisia and Montana.

The company is also developing a portfolio of environmentally friendly products for the microbial pesticide market and seeks strategic partners from agribusiness companies, governmental or private research organizations, foreign governments, and investors who are looking for more effective biopesticide and bioherbicide technologies. Visit the EcoPesticides International website at www.ecopesticides.net.
STC hosted its twelfth annual Innovation Awards Dinner on Monday, April 20, 2015, at the UNM Student Union Building (SUB) in Ballrooms B & C. More than 200 guests were present to honor 55 faculty, staff and students who received issued patents within the past year. The 2015 STC.UNM Innovation Fellow Award was presented to Dr. C. Jeffrey Brinker, Distinguished and Regents’ Professor in the Department of Chemical & Biological Engineering at the School of Engineering and Sandia Fellow, and Dr. Cheryl L. Willman, Professor in the Department of Pathology at the School of Medicine and Director & CEO of the UNM Cancer Center. This special award is presented each year by the STC.UNM (STC) Board of Directors to a university faculty inventor(s) whose body of technologies has made a significant social and economic impact on society and the marketplace. The dinner also celebrated STC’s 20th year anniversary.

The keynote speaker for the event was Dr. Gregg L. Mayer, President of Gregg L. Mayer & Co., Inc., a management consulting firm, and a long-time STC board member. Dr. Mayer has extensive entrepreneurial experience as the former President of Vivigen, Inc., a clinical genetic testing company later acquired by Genzyme Corporation. His consulting firm helps companies in the two largest healthcare markets in the world, the U.S. and Japan, create successful strategies for their products and services. He is a lecturer and writer about healthcare in both the U.S. and Japan. Dr. Mayer presented an outstanding overview of STC operations and its reputation as a national leader among technology-transfer programs.

Eight intellectual property law firms providing legal services to STC were sponsors for the event. The sponsorships provided monetary awards for the inventors. STC and our UNM inventors would like to thank the following law firms for their generosity: MH Technology Law Group, Valauskas Corder LLC, CoSud Intellectual Property Solutions, PC, Stadheim & Grear, Ltd., Mueting, Raasch & Gebhardt, PA, Schwegman, Lundbert & Woessner, PA, Takiguchi & Vogt LLP, and Gonzales Patent Services.

To view a video interview of 2015 Innovation Fellow Cheryl Willman, go to the STC website at https://vimeo.com/stcunm.

New STC Staff Members

STC is pleased to introduce the newest members of our team: Matthew Davis, Briana Wobbe, and Alicia Earl.

Matthew joins STC as the Intellectual Property Coordinator. He has a BA in Economics from UNM and an MBA in management of technology from UNM’s Anderson School of Management.

Briana Wobbe joins STC as the Innovation Specialist. She has a BA in Communications from St. Louis University and is completing her BS in Electrical Engineering in the Department of Electrical & Computer Engineering at UNM.

Alicia joins STC as the Disclosures & Agreements Coordinator. She has a BA in Political Science from UNM.
An analysis of the tech-transfer's 20-year program over the last ten years was recently done by technology journalist Kevin Robinson-Avila who writes for the *Albuquerque Journal*. In his July 27 article, "UNM's technology transfer reaches record levels," Robinson-Avila points out that STC has seen a "tenfold" increase in royalties and patent income compared to its first decade of activity as well as tremendous growth in licenses, start-ups, disclosed inventions, filed patents and issued patents.

This leap of activity is a reflection of cultural changes within UNM. Faculty and student researchers are thinking about how their discoveries can benefit their community. Public benefit and commercial success go hand-in-hand to create growth in licenses, start-ups, disclosed inventions, filed patents and issued patents.

It’s all good—very, very good!

Lisa Kuuttila
CEO & Chief Economic Development Officer
STC.UNM

kuuttila@stc.unm.edu

(Continued from front cover)
New STC Board Members

Join us in welcoming six new members of the STC Board of Directors:

Mr. Gene Gallegos
Mr. Gallegos is President of the Gallegos Law Firm, PC. He received two degrees from the University of New Mexico: a BA in government and psychology in 1956 and a JD in 1960 with expertise in commercial and antitrust litigation, especially complex natural gas matters.

Dr. Sang M. Han
Dr. Han is a professor in the Departments of Chemical & Biological Engineering and Electrical & Computer Engineering at the University of New Mexico, and the director of the Nanoscience and Microsystems Program. He earned his PhD in chemical engineering from the University of California at Santa Barbara and his BS in chemical engineering with honors from the University of California at Berkeley.

Mr. James H. Koch
Mr. Koch is president of Daniels Insurance in Santa Fe. He received his bachelor’s degree in education from UNM in 1959. He was appointed to the UNM Board of Regents in January 2003, January 2009 and January 2015.

Mr. Terry Laudick
Terry Laudick, CCUE, CUDE, has been with Nusenda Credit Union (formerly NM Educators Federal Credit Union) since 1993. He became president and CEO of Nusenda in 2000 and previously served as COO and executive vice president of marketing. Mr. Laudick serves on the steering committees of Innovation Central and Innovate ABQ, and the Board of Directors of Innovate ABQ, Inc. (chair).

Dr. Eric R. Prossnitz
Dr. Prossnitz is a professor in the Department of Internal Medicine, Division of Molecular Medicine, at the University of New Mexico Health Sciences Center. He received his PhD from the University of California at Berkeley and completed postdoctoral training at the Scripps Research Institute, where he advanced to faculty before relocating to UNM in 1997.

Dr. Craig G. White
Dr. White is the interim dean and professor of accounting in the Department of Accounting at UNM’s Anderson School of Management. Dr. White came to UNM Anderson in 1998. He holds both PhD and MS degrees from Texas Tech University and a BBA from Texas A&M University.

Masako Shimamoto
Professional Summer Intern

Cerenkov Luminescence Imaging (CLI) for in vivo imaging. Cerenkov luminescence is produced when a charged particle such as a positron travels faster than the speed of light in dielectric medium. While CLI is easy to use and inexpensive compared to conventional imaging techniques such as PET, SPECT and MRI, it has low tissue penetration and weak luminescence. Masako is working on a new imaging method that would improve CLI.

Her goal as a summer intern is to learn everything there is to learn about university technology transfer and commercialization from a best practices program in the U.S. so that she can one day work as a university technology-transfer expert in Japan.

“Japan is just beginning to promote technology transfer in its universities but we really need to change the culture among university researchers,” she explained.

(Continued on back cover)
Maria Griego-Raby
Member, Board of Directors, STC.UNM
President, Principal, Contract Associates, Inc.

As president and principal of Contract Associates, Ms. Griego-Raby helms a 27-employee commercial and office furnishings firm she built from the ground up. For nearly thirty years, Contract Associates has provided furnishings and interior design services to private businesses and government entities of every size and description all over the Southwest and northern Mexico. With a focus on ergonomic, sustainable and energy-saving products, this minority and woman-owned business in Albuquerque’s historic Sawmill/Old Town District can claim many LEED Gold-certified projects as part of its portfolio. Contract Associates has also been recognized as one of Haworth Inc.’s Best in Class Preferred Dealers, reflecting Ms. Griego-Raby’s relentless drive to develop new business, serve her customers, and educate her employees on the latest trends and technology. Only twenty-five Haworth dealers in the North America can boast this designation, and Contract Associates earns the Best in Class title every year.

Despite her business success, Ms. Griego-Raby also finds time to volunteer with an array of local organizations. In addition to sitting on the STC board, Maria currently sits on the board of directors for Mountain States Insurance, Lobo Development and the Albuquerque Museum. She has previously served on the State of New Mexico Board of Finance, the UNM Hospital Clinical Operations Board of Directors, the UNM Anderson School National Advisory Board and the UNM Board of Regents.

Ms. Griego-Raby’s many professional awards and recognitions include Hispanic Business Magazine’s Top 500 List for Largest U. S. Hispanic Owned Companies, the Greater Albuquerque Chamber of Commerce Maxie Anderson Small Business Award, the Minority Business Development Association Regional Director Award, and the U. S. Hispanic Chamber of Commerce Business Person of the Year Award. Ms. Griego-Raby has been inducted into the Hall of Fame at UNM’s Robert O. Anderson School of Management, where she received both her BBA and MBA.

The STC Board of Directors has many members from the business community who are important contributors to the organization’s mission to nurture innovation and economic development in New Mexico. In fact, sixty percent of the board is comprised of non-UNM members who are current and former business owners, entrepreneurs, CEOs and investors.

Maria Griego-Raby, a member of the STC board since 2008, brings to our board an established track record of business success, a wealth of non-profit experience, and a demonstrated commitment to our community and our state.

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You have a wonderful website (www.contractassociatesnm.com). Teamwork is a theme that is consistently mentioned by your staff. This team and community-minded approach to serving your customers has served your professional career very well. How do you think that belief in people translates to your work on the STC board?

“Our motto at Contract Associates is: ‘we’re as much about people as we are about furniture’. I realized early on that without great people, without a great team, we would never succeed. And in my experience, great teams are not born; they are made through mentorship, through coaching, and through personal and professional development. To me, that’s what STC is about—helping great people who can go out into the world and do great things. By providing these young inventors and entrepreneurs with such unique opportunities, we are helping to create more great people who will do extraordinary things for the people of this state.”

Contract Associates is located in the Sawmill neighborhood. The business was one of the first successful businesses (and home-grown too) to move to Sawmill, spurring urban revitalization activity in the area and reinforcing your commitment to connect with your community. Do you see a parallel to what you did and what the University’s community-based Innovate ABQ initiative will do for downtown revitalization and statewide economic growth?

“I grew up in the Sawmill/Old Town neighborhood, so moving my business to this neighborhood 15 years ago was very personal and very exciting. Moving a business into a well-established commercial corridor is usually a safe bet. Moving a business into a desolate, vacant industrial area with no proven track record and a murky future is much riskier, but that’s what revitalization is all about: taking that chance. I wanted to make a real bet on my old neighborhood. That meant being one of the first to take that risk, and it paid off for our business, supporting our culture, our brand and our bottom line, as well as serving as the anchor to the redevelopment effort. So, yes, I’m excited about the Innovate ABQ project and district. The community effort from the city, county, UNM and other private and public partnerships are going to be critical in providing long-term opportunities for our students, community and businesses. This is a very pivotal time for creating, educating and building for our city and state. I can’t wait to see what’s next.”

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Student Interview

“Younger researchers really want to commercialize their discoveries. Originally I thought that I would be content as a researcher but now I really want to be involved in technology commercialization because I want to deliver science to people.”

“I shadowed Senior Innovation Manager Jovan Heusser and Marketing Operations Coordinator Arlene Mirabal to learn how to protect university IP and how to license it to companies through strategic and systematic marketing. I learned to do prior art searches, draft marketing summaries, create marketing campaigns, conduct market research for technologies, identify potential licensees, and do market research for the start-ups in STC’s Cecchi VentureLab. By also working with Eri Hoshi and Cara Michaliszyn, STC’s economic development team, I learned how all of STC’s commercialization activity drives economic development and the Innovate ABQ initiative. I was also able to meet with many UNM researchers and am impressed by the expertise at UNM.”

“I learned what it takes to be a tech-transfer officer. First, you must respect the inventions and the inventors; second, you need to learn how to talk to and deal with people who have different backgrounds and personalities; and third, you have to be able to access a wide range of knowledge from science, technology, law, business (including stock market understanding), psychology, politics, economics and even the local news. You also have to be a good listener, nonjudgmental, and be able to see both sides of a problem when dealing with conflicts or disputes.”

“My time here at STC was invaluable!”

Women Inventors in Academia Have Highest Rate of Filing Patents

A new study conducted by Indiana University researchers has revealed that women inventors in academia have the highest rate of growth over a nearly forty-year period among women inventors in other sectors such as industry, government, and as individuals. The study, led by Associate Professor Cassidy R. Sugimoto from the School of Informatics and Computing at IU Bloomington, analyzed 4.5 million issued patents from 1976 to 2013. The researchers were surprised by the finding since patenting is still an optional activity in considering promotions among faculty. The rate for academic women inventors rose from 2-3 percent to 18 percent. Possible explanations included the effects of passage of the Bayh-Dole Act, academic emphasis on collaborative and multidisciplinary work, and the efforts of university TTO’s to encourage commercialization among university inventors. To read the study, “The Academic Advantage: Gender Disparities in Patenting,” by Cassidy R. Sugimoto, Chaouqui Ni, Jevin D. West, and Vincent Lariviere, published in the online journal PLOS ONE, go to http://journals.plos.org/plosone/article?id=10.1371/journal. pone.0128000. See a review of the study on Phys.org at http://phys.org/news/2015-07-patent-women-risen-fastest-academia.html.

Tech Social: STC will be co-hosting its fall 2015 tech social with Sandia National Labs on September 24th. UNM and Sandia inventors will present recently disclosed, jointly developed technologies to an audience of investors, entrepreneurs, and companies for licensing opportunities. For more information, contact Arlene Mirabal at amirabal@stc.unm.edu.

Elevator Pitch Competition: STC will be co-hosting its third annual elevator pitch competition with the Innovation Academy on November 13th. The competition is open to all current UNM students registered for the fall semester. For more information, contact Cara Michaliszyn at cmichaliszyn@stc.unm.edu.

STC Fall Seminars: STC will be hosting its 2015 fall seminar series. The seminars are free and open to the UNM community and the public, but registration is required. For information on upcoming seminars, visit the STC website at www.stc.unm.edu/events.