Portal al Mercado

Celebrating STC’s 10th Anniversary

FROM DREAMS TO DIVIDENDS

After launching in 1995, the Science & Technology Corporation @ UNM is celebrating 10 years of growth and increasing revenue to the University of New Mexico.

Letters from the President

It’s a very exciting year as STC celebrates its 10th anniversary! On April 28, we celebrated 10 years of operation at the University House. Many UNM officials attended to congratulate the inventors receiving awards for issued patents in the past year. This issue contains some photos highlighting this exciting event.

STC received commendations from the Greater Albuquerque Chamber of Commerce,

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Science & Technology Corporation @ UNM • Connecting the Marketplace to the University of New Mexico
Albuquerque Economic Development and Technology Ventures Corporation for its accomplishments during its first 10 years. STC Board Chair, Joe Cecchi, served as the Master of Ceremonies for the evening which included remarks from President Louis Caldera, Vice Presidents Phil Eaton and Terry Yates, and Acting Provost Reed Dasenbrock. Gregg Mayer, a founding STC Board Member, gave special comments on the 10th anniversary.

STC has accomplished a great deal in its first ten years and looks forward to an even more productive next 10 years.

STC’s metrics for FY2005 have substantially increased compared to prior years. Disclosures of new ideas numbered 79, an increase from 67 the previous year. Of these 79 patent and copyright disclosures, over 30% of them were from first-time inventors or developers, indicating a growing interest in commercialization on the UNM campus. Income more than doubled compared to previous years and totaled $775,000 in license fees and royalties. A record five start-up companies licensed UNM technologies in FY2005.

STC's Lobo VentureLab worked with a number of potential technology business opportunities this year. STC hosted 119 visits by companies interested in UNM-developed technologies. Compare this to 80 companies visiting STC last year. STC also hosted 52 visits by investors and 46 by entrepreneurs interested in potential UNM technology business opportunities in FY2005. UNM is viewed favorably by the larger entrepreneurial community within and outside New Mexico as a place to source technology and start businesses. This is a terrific trend indicating UNM’s growing contribution to regional economic development.

Please feel to contact me or other STC staff if you would like to discuss new ideas for commercial potential.

As the name of our newsletter indicates, we consider STC to be the Portal al Mercado, or the Door to the Market!

Lisa Kuuttila
President & CEO
kuuttila@unm.edu/272-7905

Award Recipients
Atanassov, Plamen
Brinker, C. Jeffrey
Diels, Jean-Claude M.
Fan, Hongyou
Hersee, Stephen D.
Kroenke, William J.
Lester, Luke F.
Lopez, Gabriel P.
Malloy, Kevin J.
Moseley, Pope L.
Paine, Robert T.
Sibbit, Wilmer L., Jr.
Slishman, Sam H.
Stintz, Andreas
Wallen, Erik S.
Shannon Sheehan
Associate Director, Life Sciences

Shannon joins the STC team, coming from West Virginia University where he served as Interim Director of Technology Transfer. He has been working in Technology Transfer since 1998. He has facilitated the start-up of ten companies and has licensed dozens of technologies in both physical and life sciences and has worked as a consultant to Intellectual Property Law firms. He authored a book on Technology Transfer, published in 2001, and has taught numerous students in technology transfer. Shannon holds a Ph.D. from University of Illinois in Chemical Sciences and an MBA from University of Arizona’s top-ranked MBA program. Additionally, Dr. Sheehan was a faculty member of the University of Arizona for eleven years and has first-hand experience moving laboratory inventions to the market. Shannon will be augmenting STC’s staff team in commercialization efforts in the rapidly-growing area of life science technologies.

Nicholas Wolf
Patent Liaison

Before joining STC in August 2005, Nick worked as a U.S. Peace Corps volunteer, a USEPA post-doctoral research chemist and an assistant professor of chemistry. During his law studies, Nick was selected to serve as STC’s first legal intern where he performed prior art searches, counseled researchers and students on basic intellectual property issues, and assisted with numerous market research programs. He holds a Ph.D. in Inorganic Chemistry from Tulane University and a J.D. from the University of New Mexico School of Law. Nick will assist UNM inventors in the development of disclosures, prior art searches, and filing of provisional patent applications.

Linda Leonard
Administrative Assistant

Linda joined STC in May 2005 and brings 12 years of intellectual property experience and administration to her role at STC. Linda has worked for several law firms specializing in intellectual property as a legal assistant and paralegal. As STC’s administrative assistant, she provides office-wide support and is an important addition to the STC team.

Patents Issued To UNM Inventors

<table>
<thead>
<tr>
<th>Patent Issue Details</th>
<th>Inventor Details</th>
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<tbody>
<tr>
<td>Flow Cytometry for High Throughput Screening</td>
<td>Patent 6,878,556 issued April 12, 2005</td>
</tr>
<tr>
<td>Small Molecules for Inhibition of Function and Drug Delivery to Leukocytes</td>
<td>Patent 6,881,747 issued April 19, 2005</td>
</tr>
<tr>
<td>Integrated Circuit Cell Library</td>
<td>Patent 6,892,373 issued May 10, 2005</td>
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<tr>
<td>Beta Cell Device User Icosahedral Boride Compounds</td>
<td>Patent 6,841,456 issued January 11, 2005</td>
</tr>
<tr>
<td>Reconfigurable Data Path Processor</td>
<td>Patent 6,883,084 issued April 19, 2005</td>
</tr>
<tr>
<td>for High Throughput Screening</td>
<td>Hersee, Stephen D.; Wang, Ronghua; Zubia, David; Aselage, Terrance; Emin, David</td>
</tr>
<tr>
<td>for High Throughput Screening</td>
<td>Donohoe, Gregory</td>
</tr>
</tbody>
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Contact: Randall Parish (parish@unm.edu/505-272-7937)
Events

**Life Sciences: What is Patentable?**
Presented by Henry Coleman, Ph.D., Coleman Sudol Sapone, P.C.
September 1, 2005/12:00pm
Basic Medical Sciences Building (BMSB), Fred Harvey Room 309
UNM North Campus

**Faculty Entrepreneurship: A First-Hand Account**
Presented by Luke Lester, Center for High Technology Materials
September 29, 2005/12:00pm
Student Union Building (SUB), Acoma A & B
UNM Main Campus

**An Update on the State’s BioTeP Initiative for Commercializing Biotechnology**
Presented by Jerry Mattingly, Ph.D., Pine Mountain Biotechnology, Inc.
October 5, 2005/12:00pm
Basic Medical Sciences Building (BMSB), Fred Harvey Room 309
UNM North Campus

**Copyright: How to Succeed in Business with a Little Bit of Trying**
Presented by Chuck Valauskas, Baniak Pine & Gannon
October 13, 2005/12:00pm
Student Union Building (SUB), Acoma A & B
UNM Main Campus

**Are You an Entrepreneur?**
Presented by Ned Godshall, Altela, Inc.
November 10, 2005/12:00pm
Student Union Building (SUB), Acoma A & B
UNM Main Campus

**Keys to Starting and Growing Biomedical Companies**
Presented by Bob Curtis
November 16, 2005/12:00pm
Basic Medical Sciences Building (BMSB), Fred Harvey Room 309
UNM North Campus

Visit our website at [http://stc.unm.edu/news/events.php](http://stc.unm.edu/news/events.php) for updates and to register for any of these events!
Lobo VentureLab Celebrates 1 Year!

In July of 2004, STC launched the Lobo VentureLab to assist in the commercialization of some STC technologies through creation of new start-up companies. The Lobo VentureLab, located in the Science & Technology Park, provides a location from which a company getting organized can operate and hold meetings, as well as utilize the support of student interns and STC staff that can assist with market research, business planning and introductions to investors. The Lobo VentureLab is committed to launching several start-ups from UNM technologies each year, and doing so through its own resources, and by coordinating the many resources in the community available to assist in this process. STC is proud to celebrate the one year anniversary of the Lobo VentureLab, and to reflect on some of the accomplishments and collaborations achieved over the past year.

During the year, the Lobo VentureLab entered into option or license agreements with 5 new or existing small businesses within the State for UNM technologies. In addition, the Lab assisted several local and potentially relocating entrepreneurs in analysis of planning for business ventures which they are considering that could eventually lead to the licensing of technology from STC, or the sponsoring of research into the University.

Additionally, during it’s first year of operation, the Lobo VentureLab formed an advisory group to assist in its direction and planning. The group is made up of representatives from five early stage venture capital firms:

- Flywheel Ventures
- Verge Ventures
- Allied Minds
- Wasatch Ventures
- ITU Ventures

Additionally, the group includes two professors from the Anderson Schools of Management, Dr. Dante Di Gregorio and Dr. Craig White, as well as STC Board members Dr. Joe Cecchi, Chuck Wellborn, and Lisa Kuutila. Dr. Waneta Tuttle, CEO of Exagen Diagnostics, is also a member. Together, this group will help advise the Lobo VentureLab in offering an even greater level of assistance to entrepreneurs, on and off campus who wish to explore commercialization of UNM technologies. Lobo VentureLab also intends to develop a detailed plan this year leading to the creation of a permanent “incubator” for UNM-affiliated spin outs, with particular focus on including some of the specialized facilities and labs necessary to support some of the life sciences and engineering oriented ventures originating from UNM’s distinguished technologies in these areas. Additionally, Lobo VentureLab will collaborate with existing specialized incubators to leverage their strengths and refer the appropriate enterprises into these community accessible facilities. In particular, Lobo VentureLab already works collaboratively with facilities at Lovelace Respiratory Research Lab, Technology Ventures Corporation, Santa Fe Business Incubator, and the WESST Corp. planed arts and media incubator.

By The Numbers

During UNM fiscal year 2005 (July, 2004—June, 2005) the Lobo VentureLab has:

- Met with 12 faculty inventors interested in exploring a possible start-up based upon technology they have developed at UNM
- Had 27 meetings with outside inventors (community members seeking to commercialize their technology with the assistance of the LVL)
- Met with 8 UNM students or student groups seeking to commercialize their inventions (including several developed within engineering, computer science, or business courses at UNM)
- Had 52 meetings with venture capital firms from New Mexico to present technologies and discuss improved means of collaborating on commercialization
- Met with 46 entrepreneurs from within and outside New Mexico interested in starting a company based upon technologies developed at UNM

Peter Rachor
Director, Venture Development
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Lobo VentureLab ASM Interns
505-272-7026

2004/2005 ASM Interns
Hristina Fulks
Alexander Semerenko
Zan Suko
Jennifer Tilton
Ergin Yildiz
Land of Enchantment Meets Land of Opportunity

With the increased profile of New Mexico, and the growing number of out of state people who are beginning to discover the many things the Land of Enchantment has to offer, STC’s Lobo VentureLab is beginning to meet with more and more experienced business people and entrepreneurs who have either recently relocated to the State, or are interested in doing so. These people bring significant experience and contacts to complement the capable people and existing resources already in New Mexico for the start up and development of companies based around new technologies, including many of those developed at the University of New Mexico. STC regularly meets with these people and then teams them up with various inventors of technologies, to see if there is an interest in commercializing the technology, and if the chemistry is right between the entrepreneur and technology developers to make this happen. Mr. John Chow is one such entrepreneur. He was formerly a senior IT executive with Bell Labs, W. R. Grace Company, and founder of his own networking and software company, Brookline Technologies.

Mr. Chow and his wife relocated to Placitas in 2004 from Scarsdale, New York, outside New York City. They were attracted by the wonderful climate, the magnificent sunsets, and, of course, the warm and friendly New Mexicans. But, additionally, John was attracted to the chance to identify a new technology from which he could launch another business, which leveraged his background and experience. STC’s Lobo VentureLab arranged for John to meet with several developers of software based technologies from within UNM’s main campus and Health Sciences Center. After reviewing several of these, he decided to pursue a software system know as the Community Access Program of New Mexico. CAP-NM is a proprietary database and software system which was developed at UNM Health Sciences Center, in conjunction with a consortium of medical care providers, to better manage the health care experience, medical records, and treatment costs, of uninsured patients in Central New Mexico. The system architects and developers of CAP met with John several times to explain how excited they were about the system, and the great deal of effort and forethought which had gone into its development. Chief among these was Fornessa Randal, Project Director, Arthur Kaufman, M.D. Chair, Family and Community Medicine, and UNMH staffers Lisa Guevara and Sandra McCollum, as well as the main software developers and maintainers Ben Trujillo and David Wright. Mr. Chow researched the growing number of these “safety net” patients throughout the country, and saw an opportunity to expand what the CAP team had developed into a commercial package that could be used throughout the country. He started a new company, Health Connect Pro, to extend the commercial application that CAP offers to areas outside New Mexico and optioned this technology from STC in June of this year. John and is now busily working to identify the first potential customers, as well as several sources of grant funding which would help interested areas pay for the customization and installation of the system and its many modules. Additionally, the CAP team continues to support this effort, providing “hands on” knowledge of how the system can best be deployed elsewhere.

For John Chow, New Mexico has become not only the Land of Enchantment, but the Land of Opportunity as well! STC looks forward to working with many more capable entrepreneurs from New Mexico, and the many seeking to relocate here to identify and support their efforts to build upon New Mexico’s numerous technologies.

McCune Grant Supports Anderson School/Lobo VentureLab Business Plan Program

Lobo VentureLab began a collaboration program in the Spring Semester of this year, focused on developing full scale business plans and funding presentations which highlight the commercial potential of UNM technologies. This program was sponsored by a grant from the McCune Foundation, which supported the paid student assistants in the development of these plans. Additionally, Dr. Craig White, professor in the Anderson School, and Peter Rachor, Director of the Lobo VentureLab, mentored the students throughout the semester. Six students participated in the program: Jason Dencklau, Sreejith Vijayan, Ben Njus, Kelly Cowan, Roger Larsen, and Naresh Chaudhary. The two groups developed some very insightful business plans related to a chemistry technology developed by Dr. Wei Wang, and the digital media capabilities of the ARTS Lab, under the direction of Dr. Ed Angel.