LA-UR-16-29414

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Title: Move Towards a Balanced 7-County Ecosystem

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Intended for: Presentation for various uses.

Issued: 2016-12-14

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Move Towards a Balanced 7-County Ecosystem

Attract & retain technical talent & Millennials in NNM, either at LANL or within entrepreneurial ecosystem

Improve collaboration and integration between

- National laboratories
- State agencies
- Universities
- Entrepreneurial organizations

Present: LANL-dominant

Future: Diversified, Balanced Ecosystem

The Faces of Entrepreneurship in NNM

The pursuit of Opportunity beyond the
Resources you currently control

-Prof. Howard Stevenson
Harvard Business School

How do we foster growth in small companies in NM?

The Venture Acceleration Fund (VAF) provides seed funding to early stage companies with the goal to add jobs and revenue in northern New Mexico.

\$3.2M

Total Investment 2006-2015

\$138.1M*

Total \$ Results Realized by Companies 2006-2015

The New Mexico Small Business Assistance (NMSBA) Program provides New Mexico small businesses with access to laboratory expertise and cutting-edge technologies at Los Alamos and Sandia national laboratories to solve technical challenges.

336

Total Companies Assisted 2015

19%*

Return on Investment

* Cumulative program totals. Surveys, conducted by a third-party contractor, were performed with clients in each program within one year of project completion.

VAF companies grew economically **43x** our investment, and NMSBA clients grew **11x** the state's investment.

Innovation Funnel

Provide LANL staff opportunities to be more involved in and educated on technology transition

Regional Economic Development

- LANS Venture Acceleration Fund (VAF)
 - Getting innovation to market faster
- New Mexico Small Business Assistance Program
 - Solving New Mexico small business assistance challenges
- MBA internship
 - Providing business data for entrepreneurs and inventors
- projectY cowork Los Alamos
 - Collaborative open floor plan—programming, memberships, space rental

Los Alamos Launch Pad

...a suite of programs for entrepreneurial learning

- DisrupTECH
 - Coaching activities by industry experts that teaches refining their technical story and honing their pitch
- Lab Accelerator
 - Collaborative lab effort to move technologies to market; 3-day UC Davis National Lab entrepreneurial training (with Sandia National Lab); national pitch competition
- UC/Los Alamos Entrepreneurial Postdoctoral Fellowship
 - Pilot culminating in 6-month fellowship aimed at creating a new business in NNM
- Lab Corps
 - Entrepreneurial education for national lab researchers, connects them to potential customers and industrial partners. Intensive 6 to 8 week program with follow-on coaching

Moving technology toward innovation and accelerating new businesses and VC investment

Northern New Mexico Innovation Ecosystem

Porous boundary with ebb and flow of personnel and technology between LANL and the greater NNM Community, benefitted by a strong tech hub and entrepreneurial education institutions

Seeding Regional Activities

Power of the Network