

HUNT CENTER FOR ENTREPRENEURSHIP AT ARROWHEAD CENTER

ECONOMIC DEVELOPMENT THROUGH COLLABORATION



CATALYZING ECONOMIC OPPORTUNITIES

The Hunt Center for Entrepreneurship is advancing opportunity in the Borderplex: teaching an entrepreneurial mindset to the next generation of entrepreneurs, launching and growing new businesses, moving technologies to market, and providing investment and industry expertise. We're bringing together the strengths of economic development and educational organizations throughout the region for maximum impact.



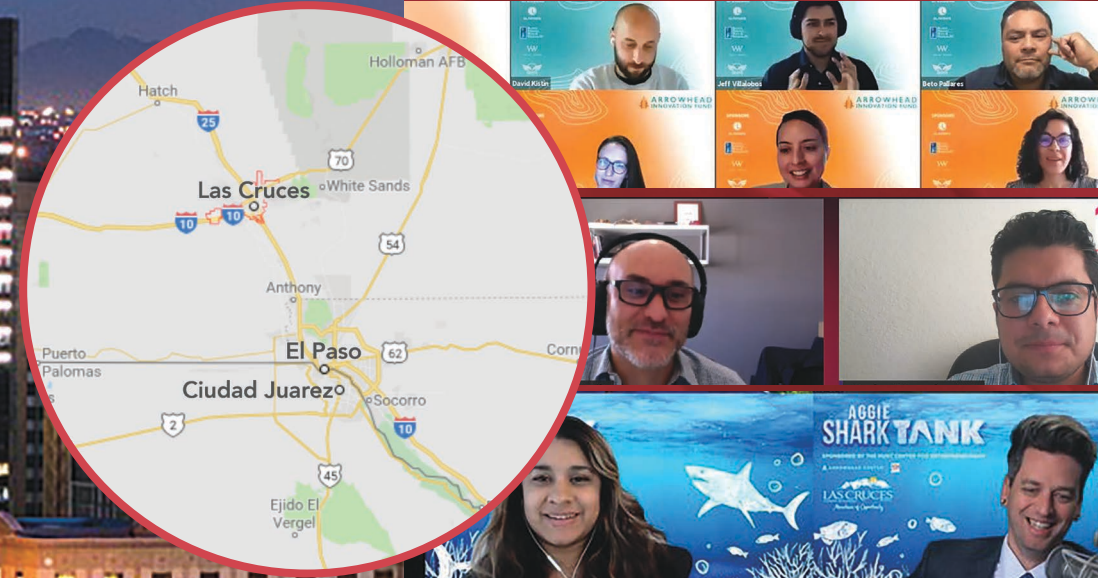
“DURING THIS YEAR OF COVID-19 AND ITS DEVASTATING EFFECTS, THE HUNT CENTER FOR ENTREPRENEURSHIP HAS GIVEN HOPE FOR A BRIGHT FUTURE THROUGH ITS SUPPORT FOR THE ENTREPRENEURIAL SPIRIT AND THE UNDERSERVED.”

-Kathy Hansen, Arrowhead Center Director

VISIONING

The Hunt Center for Entrepreneurship continues to be a cornerstone for regional economic development. We're leveraging the partnerships we've created to benefit the Borderplex.

BORDERPLEX COLLABORATIONS



Partnerships are the Hunt Center's hallmark. Working with a broad range of collaborators, we bring together the strengths of each to benefit all. For example, we continue close work with El Paso's Success Through Technology Education (STTE) Foundation for the launching of SayWhat?! Social Emotional Learning (SEL) content helping teens with mental health. SayWhat?! engages, inspires, and promotes STEAM and entrepreneurial news content delivered in a fun, informative, and engaging format. The Hunt Center served as the academic lead for the Sandbox Ventures' 2020 Fourth Industrial Revolution Economy (FIRE) Venture Fellowship, a competitive program focused on training select Borderplex university students in venture capital for the benefit of the regional startup ecosystem; we have supported initiatives launched by Chihuahua Innova, Innovation Chihuahua and Technology Hub and signed memorandums of understanding with the Artificial Intelligence Center in Juarez and COECYT in Sonora.



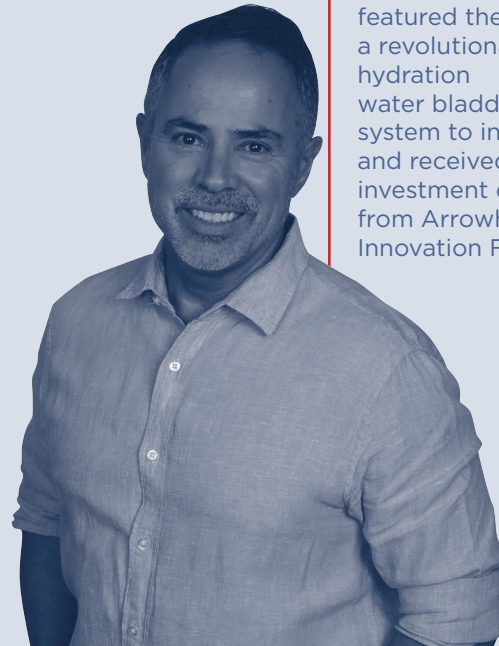
**DANIEL MARTINEZ
STUDIO G 2020 PITCH COMPETITION**

A Doña Ana Community College alumnus was named the winner of the Studio G Pitch 2020 competition. Open to all NMSU system students with business ideas, the competition gave students an opportunity to showcase their businesses, enhance their networking and compete for prizes.



**STEVEN ALDERETE
AGGIE SHARK TANK**

An alumnus of NMSU featured the H2OBO, a revolutionary hydration water bladder dryer system to investors and received an investment offer from Arrowhead Innovation Fund.



2020

**ANTONIO GARCIA
JUST BREATHE FREE**

NMSU professors are developing a face covering that removes 97% of airborne particles using a technology to assist with the pitfalls of masks and provide an additional layer of protection. NMSU students Katie Megan Donart and Katie Birtcil went through Aggie Shark Tank and Aggie I-Corps to explore commercialization opportunities of this technology.

**ADRIAN TSOSIE
COAT OF COLORS**

Tsosie participated in the American Indian Business Enterprise Center at NMSU and received assistance to open his printing and design business.

2021

**RACHAEL RYAN
BACKYARD FARMS**

Rachael has received both USDA Value-Added Producer and USDA SBIR Phase I grants to help with starting her freeze dried food project to address critical food system issues in the Paso Del Norte Region.

**AHSAKI BAA LAFRANCE-
CHACHERE AIBE & STUDIO G
VIRTUAL CONFERENCE
KEY NOTE SPEAKER**

Founder/CEO of Ah-Shi Beauty, the first Native American owned and operated luxury skincare and cosmetics brand in the United States.

**SONIA GONZALES
AGGIE I-CORPS**

Founder/CEO of the Callie baby bottle received assistance through BizSprint, Aggie Shark Tank, and Aggie I-Corps. The bottle is designed for portable convenience, reducing air ingestion, and giving the baby a more nursing-like experience.

VALUABLE EXPERTISE

Arrowhead Center welcomed its new entrepreneur-in-residence Yun Li, Ph.D. In her role, Li explores a holistic approach with entrepreneurs, encouraging them to be concrete about what they want for their businesses and how to best focus on finding the solutions. Her multifaceted professional career spans from R&D and global program management in Fortune 500 companies to technology commercialization/startup and business consulting. In 2006, she started a consulting firm in business and professional development. She assisted a wide range of companies in building commercialization strategies and capabilities, clarifying value propositions, defining applications/markets, building teams, and raising capital.



Yun Li, PhD, Entrepreneur in Residence

Photograph provided by Los Alamos National Laboratory

HIGHLIGHTS



Carlos Murguia, Senior Economic Development Officer

Carlos Murguia serves as the Arrowhead Innovation Fund's Associate Fund Manager, director of the Foster Innovation Exchange and Arrowhead's International Business Services. Carlos received his Master's in Industrial Engineering from NMSU.



Brooke Montgomery, Studio G Director

Recently named as the director of Studio G and the American Indian Business Enterprise Center, Montgomery is also the founder and CEO of Pivotal Biotech, LLC. Montgomery hopes to break down physical distances for the purpose of strengthening networking among Studio G's student entrepreneurs statewide.



Innoventure Camp 2021

Innoventure partnered with El Paso's STTE Foundation for a 100 Day Challenge to guide middle and high school students in developing a business solution, pitching their ideas, building a pitch deck, and forming a network of like-minded partners to solve pressing problems.



Mark Davis, CEO/Founder, Likehuman

Likehuman received an investment offer from the Arrowhead Innovation Fund during the 2021 Aggie Shark Tank. An NMSU alumnus with degrees from the Klipsch School of Electrical and Computer Engineering, Davis founded Likehuman, which commercializes next-generation deep learning technologies for a smarter future.

» BY THE NUMBERS | July 1, 2020-June 30, 2021

781

Registered businesses assisted

56

Entrepreneurial skill-building programs and events

53

Enterprise Advisors providing expertise and mentorship to clients

\$28.5 M

In funding for Arrowhead's clients



-John Cho, AIN Advisor

ENERGY SPRINT

EnergySprint recently primed participants to contribute to New Mexico's emerging clean energy economy. The six-week venture builder allowed New Mexico innovators to focus on what made their technologies unique and what they could do to improve – by getting in front of real customers and hearing immediate feedback. Kicked off with a session with NMSU Chancellor Dan Arvizu, industry experts were hosted on each week's online session matching the pre-recorded curriculum that participants watched before joining in a weekly group discussion.



Sang M. Han, Osazda Energy

April Jeffries, Osazda Energy

Patricio Reygadas, Evus

Simon Woodruff, Compact Fusion Systems

Sydney Lienemann, UpCycle Power

ARROWHEAD INNOVATION FUND



14 Direct Investments (19 Portfolio Companies)



13 Albuquerque
4 Las Cruces
2 Santa Fe



75% of the Fund called; \$1.23 M invested



~\$16 M raised by Portfolio Companies



127 jobs in NM



~\$5 M grant funding awarded to Portfolio Companies



Arrowhead Center and the Arrowhead Innovation Fund team are pleased to announce the creation of Fund II - Audaz Capital. This fund will focus on exceptional startup companies operating in energy, water, agriculture, healthcare – and these fields' intersection with technology – in a region including New Mexico, Colorado, Arizona, and southwest Texas. Audaz's primary goal is to increase social mobility through technology innovation.

INNOVATION ECOSYSTEM ELEMENTS

Philanthropy and Volunteerism: Funding, advising, mentorship

Talented, Diverse, Imaginative Students: Individual and team skill-building, youth entrepreneurship, internships

Risk-Taking Culture: Experimentation, learning from failure, start-up journey programs, company and product creation, commercialization and licensing



Collaboration with Industry: Expertise, knowledge of industry challenges, industry access to NMSU

Government Support: Government funding, sponsored projects, awards, work with national laboratories

Abundant Capital: Equity investment, competitions with funding

Innovation and entrepreneurial ecosystems are the results of a range of activities and opportunities. The Hunt Center is instrumental in setting the stage for the region's ecosystem.



LOOKING AHEAD



Looking forward, the Hunt Center will expand efforts focused on equity, diversity and inclusion among entrepreneurs and investors, and will continue to strengthen the entrepreneurship and innovation ecosystem through student entrepreneurial experiential learning, business creation and expansion, investment capital, public-private partnerships, and regional collaboration.

Further, the Hunt Center is committed to the development and scaling of innovative entrepreneurship support models to address the virtual and remote work environments of the pandemic, while matching technical talent and/or businesses with resources and opportunities.

With significant federal funding opportunities for economic development in the coming year, regional collaboration utilizing combined assets and strengths is imperative for success.

We are confident that - through the power of collaboration - the Hunt Center will continue to be a game-changing force in the region.

 **HUNT**
FAMILY FOUNDATION



NM
STATE

 **ARROWHEAD CENTER®**

NM
STATE

NMSU is an equal opportunity institution.
For disability accommodation, please contact Arrowhead Center.

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