



Spring Quarterly Event

April 27, 2023

New Mexico Angels 2023 Q1 - Impact

\$480K Invested in 7
companies NM Angels, NM
Vintage Fund & Members
\$1million+ leveraged

34+ Companies reviewed,
assessed & mentored

16 New Angels Trained



both&



UbQD
UBIQUITOUS QUANTUM DOTS



RHEA
SPACE ACTIVITY

TELEMETRY INSIGHT
PUTTING DATA TO WORK

SILENT  FALCON™

NM Angels - In the News

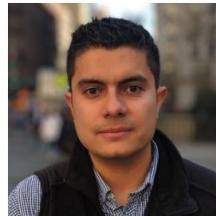


From the Angels: Scale Up NM program joins state's growing entrepreneurship village

BY CARLOS MURGUIA / ASSOCIATE, ARROWHEAD INNOVATION FUND

PUBLISHED: MONDAY, MARCH 15TH, 2025 AT 4:00PM

UPDATED: MONDAY, MARCH 15TH, 2025 AT 4:15PM



Carlos Murguia

New Mexico is often known for its breathtaking landscapes, rich cultures, and remarkable history, but not always a center for technology-based startups.

However, the state is rapidly changing, with a surge in entrepreneurship, innovation, and investment, particularly in the tech sector. This transformation is driven by many stakeholders, including universities, investors, policymakers, and the community, all of which are working together to create an ecosystem where entrepreneurs can thrive.



40 UNDER 40

JORDAN CLANCY

President/CFO
Adelante Consulting Inc.

ALBUQUERQUE
BUSINESS FIRST



Congratulations!!

New Angel Club Cohort Graduates



New Angel Club Sessions:

1. **March 1:** Program Overview
2. **March 8:** Red Flags and Asking the Right Questions
3. **March 15:** Investor Forum
4. **March 22:** Data Rooms and Due Diligence
5. **April 5:** Capitalization Tables, Legal Docs and Term Sheets
6. **April 12:** Data Rooms and Due Diligence
7. **April 19:** Assessing Financials, Financial Reports & Models
8. **April 27, 5:30p:** NM Angels Quarterly Event

Angels Mentorship Launch!

Pair 2023 portfolio companies & prospects with meaningful mentors



Thank You to our Sponsors & Partners!



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Become a NM Angel!

Membership

- NM Angels' events (in-person, online)
- Monthly NM meetings
- Rockies Venture Club (RVC) connect
- Educational seminars
- Assess to national Angel Capital Association (ACA)

Sponsorship

- Position your entity as leading NM investment partner
- Promotion on NM Angels' website, newsletter & events
- Reach our community / referrals
- Access startup & high growth entities



Thank You!



Special Recognition

David Perez
Board Chair

Big Thanks:

John Rice
Past Board Chair



NM Vintage Fund



Purpose: Support local companies, NM founders & businesses making a difference in our state

Focus: Early-Stage / High Growth

Benefits investors & entrepreneurs

nmvintagefund.com

NM Vintage Fund in Operation



4 GPs

\$2.2 Million

38 LPs. 90% NM residents / based

16 companies. 7 angel tax credits + more

Fund I fully invested!

Fund II opens soon; closes Q3

NM Vintage Fund

\$2MM+ into 17 companies in Fund I

ARMONICA
TECHNOLOGIES, INC

 **bennubio**

both&

 **BUILD WITH
ROBOTS**

 **chiplytics**TM

 **DashLX**TM

 **EAGL**
Technology, Inc.

 **ELECTRIC
PLAYHOUSE**

 **GANYMEDE**
games

 **gtt**

 **RESPECT**
WELLNESS

 **RHEA**
SPACE ACTIVITY

TELEMETRY INSIGHT
PUTTING DATA TO WORK

TRU b FIT

Ub i QD
UBIQUITOUS QUANTUM DOTS

 **WaveFront**
DYNAMICS



PRESENTING COMPANIES NM Angels

What do you want to learn more about?

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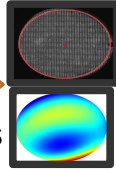


WaveDyn

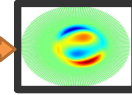
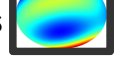
WaveDyn Vision Analyzer



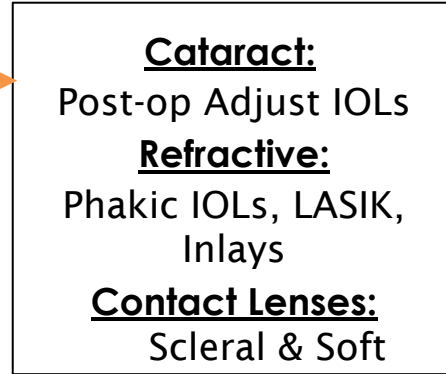
Patient
Data



Analytics



Treatment
Design



Streamline workflow with multiple measurements in one system

- Dynamic Wavefront Aberrometry
- Objective Refraction
- Dynamic Corneal Topography
- Corneal Surface Irregularity
- Keratometry
- Dynamic Iris Image
- Pupil Dynamics
- Subjective Refraction Confirmation
- Accommodation Range Measurement

Goal: Provide 50M Americans with Optimal Lens Solutions



Allcanza





ABOUT

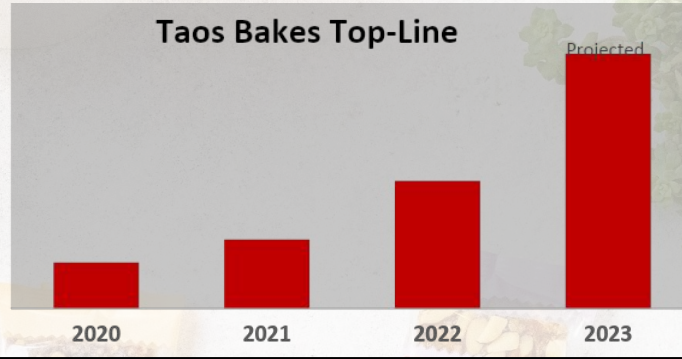
- 12+ years in business
- 3 product lines – Bars, Granolas, Nuts
- 25+ Blue Chip customers
- Self manufacturer in 100% daytime solar facility
- NM Angels invested in 2021

HIGHLIGHTS

- 2 consecutive years of doubling topline revenue
- 2023 Innovation:
 - 4 SKUs of granola
 - 2 SKUs of bars
- 135% \$ growth YOY (SPINS data)
- Fully loaded GM is ~40%
- Margin improvement of 7% last 52 weeks to PY

FUNDRAISING

- Seeking \$5MM in growth capital
- Uses:
 - Trade Spend (majority)
 - CapEx



Growth Initiatives

Customer	Customer Status	Customer Type	Overview	Revenue Opportunity
Whole Foods	Existing	Retail	Store and SKU/Category expansion	~\$5m
Kroger	Existing	Retail	Store/Category expansion	~\$6m
HEB	Existing	Retail	Store and SKU/Category expansion	~\$1m
Sam's Club	Existing	Club	Club Expansion	~\$10m
Natural Grocers	Existing	Retail	SKU/Category expansion	~\$500K
Publix	Existing	Retail	SKU/Store expansion	~\$500K
Costco	New	Club	New Launch	~\$10m
Target	New	Mass	New Launch	~\$3m
Wegman's	New	Retail	New Launch	~\$2m
QT	New	Retail	New Launch	~\$1m
Grocery Expansion	New	Retail	Retail expansion + 2000 stores	~\$5m
Wholesale B2B	New	Retail	Expand small format wholesale	~\$7m

Existing Growth

New Opportunities

Total Identified Revenue Opportunities

~\$51m



What do you want to learn more about?

Form here



Event Partner - Electric Playhouse



Thank you!



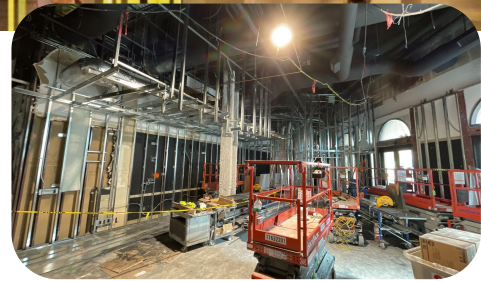
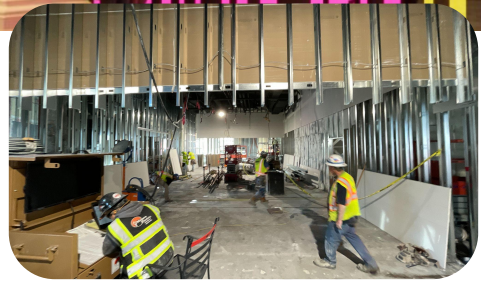
Corporate Term

\$3.5M Convertible Note (2.5 available)

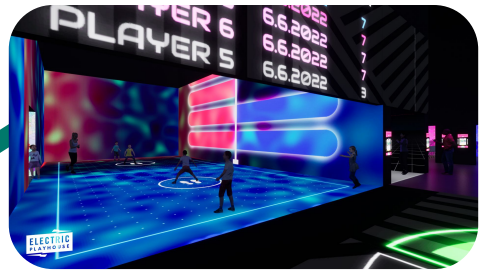
Las Vegas Terms

\$5M investment to LV location profit share targeting a 3X return in 28 months

Construction



Renderings



VISIT WEFUNDER





Thank you to the
Entrepreneurs
in the room!

You make this possible!



Thank you

**NM Angels TEAM
Board, Members & Sponsor**

You make this possible!

What do you want to learn more about?

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Monthly

- **Investor Forum**

Second THURSDAYs

Next: May 11, 4-5:20PM

**NMangels.com/events
for more**

- **NM Startup Office Hours** w/ CNM Ingenuity

Third FRIDAYs

Next: May 19, 1-3PM

- **Screening Committee**

Last TUESDAYs

Next: May 23, 4-5:20PM

Upcoming

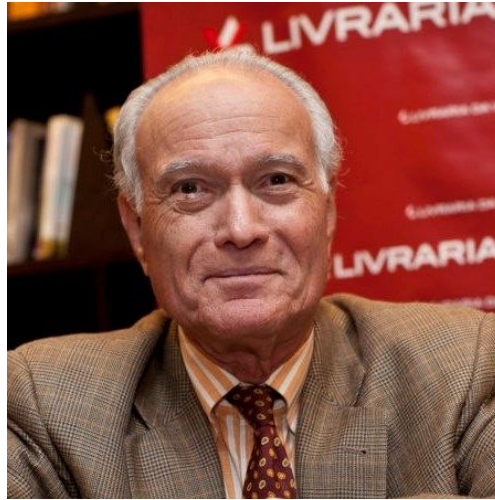
- **NM Investor Roundtable**
@LANL Santa Fe & Online
Fri May 19, 10-1PM
- **NM Startup Fiesta**
@Electric Playhouse, ABQ
Thurs May 25, 5-8PM
- **Red, White & Brews! NM Angels' 2nd Annual Beer tasting**
ABQ
Wed Jun 14, 5-7PM
- **Manufacturing Tour: Build with Robots**
Thurs July 13, 5-7PM

****Next Quarterly****
July 20 in Santa Fe

Who's your Hero? Be a Hero!

Call to Action

Who's your Hero? Be a Hero!



[In Memorandum - Joseph Tulchin](#)

Let us know how you'll be involved!!

Form here





Thank you for joining us

Help Make NM HAPPEN!

www.nmangels.com

info@nmangels.com