



Q Station Cohort Chat

9.19.24

Drew Tulchin

President



Conversation Today

Check Ins from Everyone

Q Station News & Updates

What topics are most important to YOU?

- 1. NM Angels & Angeldom**
- 2. CFO's Perspective**
- 3. New Mexico Ecosystem & Gov't Programs**
- 4. Your Pitch Deck**
- 5. Time Management**

NM Angels - Mission

Support NM companies, New Mexican entrepreneurs and companies that make a difference for our people

Non-Profit Membership Org
(501c6, a la chamber of commerce) w/ 501c3 charity arm

INVESTING IN INNOVATION

NM Angels - By the Numbers

5.5x growth / 4 years

Total	
COVID	40
2021	113
2022	147
2023	191

2024	
Members	172
Sponsors	56
Partners	5
Total	233

NM Angels: In the News

Tax credits continue for angel investors' good tidings

By Megan Gleason / Journal Staff Writer Aug 30, 2024 Updated 22 hrs ago



Albuquerque-based Nob Hill Therapeutics Raises \$3M for Patented Pulmonary Technology



UNM Anderson School of Management

16,684 followers

1mo · 🌐

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Our next summer intern spotlight is Kathryn Herrmann!

Kathryn is interning with the New Mexico Angels, an investment company focusing primarily on early-stage businesses. Kathryn says this about her experience: "I've learned so much about what it takes to run a successful business, from marketing to operations."

Congratulations Kathryn on landing a summer internship, while furthering your future career - we're so proud!



NM Angels 2024 YTD - Action

\$1.5MM Invested in 13 companies by NM Angels, Members via NM Vintage Fund, Members directly

\$1MM More Leveraged - syndication, connections

67+ Companies Assessed, Mentored

24 New Angels Trained

SPACE KINETIC

ENOSEMI



TERRAVERA



New Mexico Made

OVER \$30 MILLION INVESTED SINCE 1999

Portfolio Companies Raising



New Mexico Made

Recent Space & Related Investments

SILENT  FALCON™

 SPACE KINETIC


RHEA
SPACE ACTIVITY

 **RS21**


SOLSTAR

Portfolio Companies



Full Portfolio: <https://nmangels.com/portfolio/>

What is An Angel Investor?



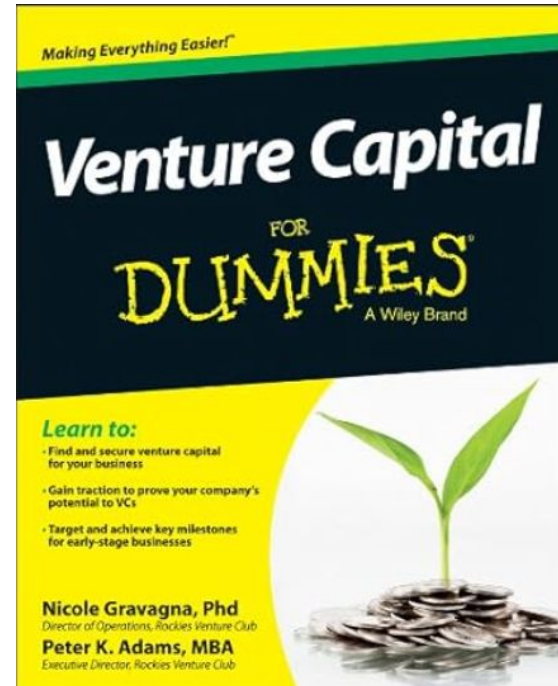
Terminology

Stage: Pre-seed, Seed, Series A (FFF = friends, family, fools; accredited investors may also participate in these rounds)

Forms of Financing: Equity, debt, convertible notes, SAFE

Valuation: Pre-Money, Post-Money

Priced Round: Equity-based investment round with a defined pre-money valuation, typically involving accredited investors who meet specific financial criteria



Typical Angel Deal

Raising
\$1M or
less

Return
on exit

Early
Pre-seed
or Seed

Angels
expertise
& connects

Valuation
below
\$5M

Angels Look For

Market
Return

Want
advice &
coaching

Barriers
to entry

Scalable
product /
service

Solid
Team

New Companies: Relationship not Transaction

1. Introduce Yourself

Send solid intro email w/ presentation

Apply on Gust nmangels.com/applyforfunding/

2. Explore - “Time and Talent”

Quick Assessment - Written Feedback

Get to know us: Members, Sponsors, Partners

3. Build Value - “Treasure”

Pitch, Deep Dive, Due Diligence

Engage with seasoned entrepreneurs, investors in NM community

NM Vintage Fund

**Support local companies,
NM founders &
businesses making a
difference here**

**Early-Stage & High
Growth**

**Benefit Investors &
Entrepreneurs**



Funds I & II Closed

~\$4MM, Investors ~90% NM

**26 companies, 11 angel tax
credits**

Fund III (2024)

First Close July 2024

**\$1+MM, 5 investments so
far**

The CFO's Perspective

- 1. What are your top Finance Issues?**
- 2. Do you have a CFO? Need one? What are they thinking?**
- 3. How is your reporting: Budget / Cash Flow / Projections**
- 4. What's your capital plan: private investors, other \$**
- 5. What is the Exit (at least for investors)**

NM Ecosystem

Economic Development Dept:
<https://edd.newmexico.gov/>

EDD Grow Your Business in NM:
<https://edd.newmexico.gov/business-development/grow/>

NM Partnership:
<https://nmpartnership.com/>

TOP NM GOV'T OPPTY

JTIP - Job Training

LEDA - Econ Dev for buildings

NM SBA MEP

NM EDD Grants

C-PACE

IRBs - Bonds

Angel Tax Credit

Your Pitch Deck

1. How do you feel about it?
2. What are you using it for? (i.e. capital, biz dev, IP, etc)
3. How much info does it need to have in it?

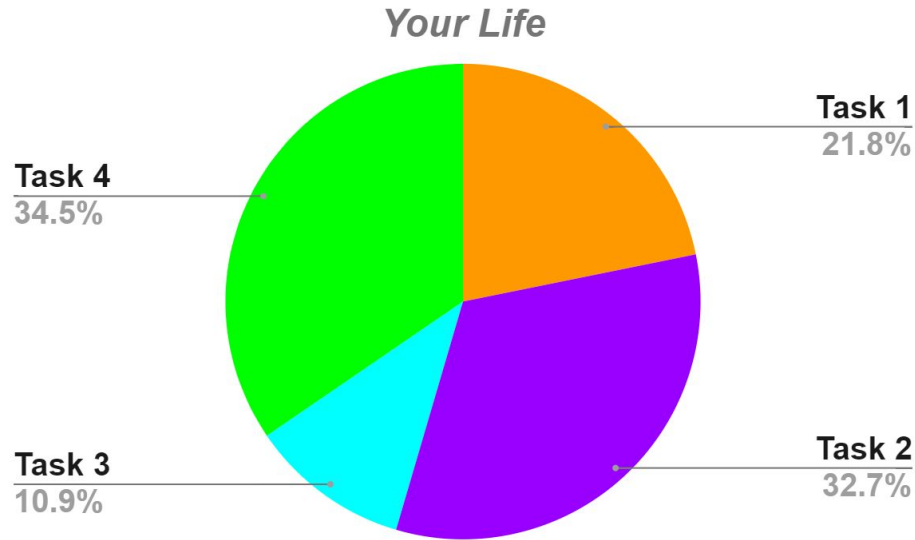
Guy Kawasaki 10/20/30 Rule:

https://guykawasaki.com/the_102030_rule/

Time Management

- 1. Increase Awareness:** Document your time to look at days
- 2. Prioritize To Do List:** Adjust priorities, dedicate time to most important items
- 3. Delegate More Effectively:** Tracking time gives clarity to identify where / how to delegate better
- 4. Make Financial Decisions:** Time is money. How long does something take = how much does it cost

Pie Chart of Your Life



TASK	% WEEK
Total	100%

Did / Do List

Conclusion (put at top):

DID (This past week):	Do (Next week):
•	•
•	•
•	•

Connect!

Social Media Sign up!



Reach



Newsletter- email sign up



LinkedIn- New Mexico Angels



Instagram- @newmexicoangels



Facebook- New Mexico Angels



Twitter (X)- @NewMexicoAngels

Become an Angel!

Membership

- NM Angels events & programs (in-person and online)
- 1:1 Connecting to Community of NM Angel Members / Sponsors
- Education
- Access national ACA

Sponsorship

- Position your biz as leading investment partner in NM
- Promotion on NM Angels' website, e-news, at events
- Reach our community / Referrals
- Early access to current deals

PREMIER SPONSOR



TITLE SPONSORS



PRIME SPONSORS





Thank you
Entrepreneurs!

You make this possible!

Help Make NM HAPPEN - Be in touch!

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