

BNSL

The Bi-National Sustainability Laboratory

*...Creating Border
Businesses*

NARC Conference

Corpus Christi, TX

December 5, 2006

*Dr. Paul C. Maxwell
Executive Director & CEO
BNSL*



Vision and Mission of the *BNSL*

- ***Vision:***

- *Mechanism for sustained economic development* in the U.S.-Mexico border region.
- Create bi-national, collaborative *partnerships* for economic development
- Work with public and private stakeholders in *the entire U.S.-Mexico border region* from the Gulf of Mexico to the Pacific Ocean
- *Use distributed facilities* appropriate to the strengths and opportunities of specific border regions.

- ***Mission:***

- Focused on *emerging technologies* to create and implement economic development efforts within the border region .

BNSL Paso del Norte Facilities

- Santa Teresa

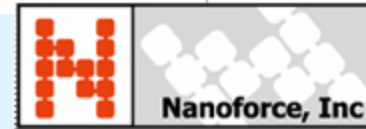
- Located in the Verde Realty Park, Santa Teresa, NM
- Over 4,500 sq. ft. of office and flexible facility space, including 3,000 sq. ft. of high-bay space
- On the Mexican Border and San Geronimo, MX
- 30 minutes from downtown El Paso/Juarez
- 40 minutes from downtown Las Cruces

- El Paso (July 2006)

- Located at EPCC Advanced Technology Center, near El Paso Airport
- Office space for incubation and technology development
- Potential Lab/Tech space

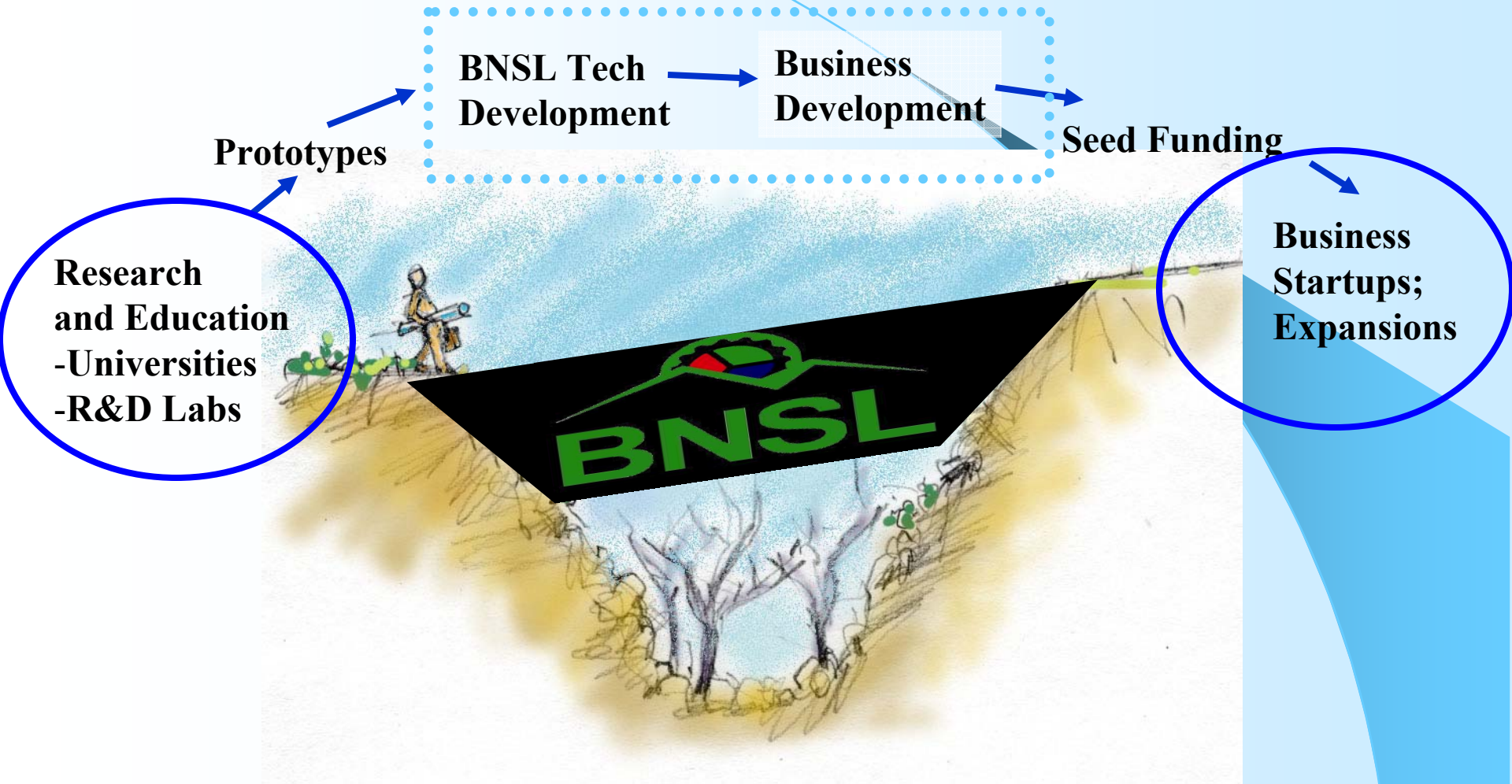


BNSL Principal Stakeholders & Partnering Institutions



WHAT STARTS HERE CHANGES THE WORLD
THE UNIVERSITY OF TEXAS AT AUSTIN

Bridging the “Valley of Death”



BNSL as a “Platform” for Economic Development

- Unique platform based on Bi-National Partnering and Linkages
- Platform consists of three basic services:
 - New Business Incubation
 - Business/Technology Acceleration
 - Industrial Partnering (IPP)





Incubation



- Four new startup companies currently in our incubation program (TeaM Technologies, Refinery Sciences Inc (Nanoforce, Inc), Mayan Pigments, Inc and Laser Text Display, LLC)
- Provide range of services, including:
 - Space
 - Business Mentoring / Consultation
 - Financial, market analysis, legal
 - Technology development
 - Specialized Equipment / facilities
 - Specialized training /certification



Start-ups Associated with BNSL



Refinery Sciences, Inc

- UTEP-CIMAV IP—advanced catalysts for heavy petroleum crudes
- Part of *Nanoforce, Inc* looking to develop a number of advanced technology companies.
- Projected sales and assets in excess of \$52 million within 5 years → 120 new jobs and \$60-120 million in indirect economic impact

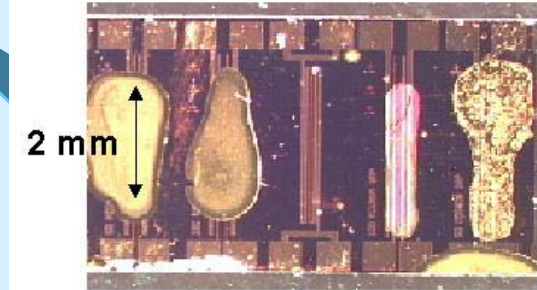


Team Technology

- New Start-Up focused on MEMS devices for use in the automotive and aerospace technology industries
- Partner with the MEMS Packaging cluster group with clean room and other facilities in Juarez, but incubating in Santa Teresa
- Other new startups in the offing.
- Projected sales in excess of \$10 million within 5 years → 150-300 new jobs and ~\$100 million

Business / Technology Acceleration—Chemiresistor

- Exploring partnership between:
 - Technology Corporation in Albuquerque
 - Sandia National Lab
 - Technology Corporation in Chihuahua
 - CIMAV
 - BNSL
- Current IP jointly owned by Albuquerque Technology Corp and SNL
- Technology for microsensors to measure toxic materials in soil, air or water
- Members met in September to discuss:
 - Business model/formation
 - Market Analysis
 - Technology Development
 - Funding strategy (ies)



Industrial Partnership Program (IPP)

Strategic, collaborative partnerships with private sector advanced technology companies, furnishing resources to help them develop their technologies and enhance their business strategies. Benefits include:

- Technical and business consulting – up to 100 hrs. of consultation
- Access to legal services – at discounted rate from legal firms
- Patent mining – covering over 7,000 university patents
- Contacts and linkages – applied research resources, commercial real state providers (office, distribution, warehouse, industrial)
- Financing assistance – links to financing entities, Angels, VCs and up to 25 hrs. consultation
- Membership dues dependent on size of company:
 - Tier One: greater than 500 employees→\$25,000 annually
 - Tier Two: Less than 500 employees, greater than 30→\$10,000 annually
 - Tier Three: Less than 30→\$1,000 to \$2,000 annually



Paso del Norte MEMS* Packaging Cluster Group

- *Paso del Norte MEMS Packaging Cluster Group—Lead by FUMEC, 18 Institutions in I-25 / Camino Real Corridor*
- **UACJ, UTEP, NMSU, NMT, UNM, ITEMS, EPCC, TVI, etc; Sandia National Lab, Delphi Corp, Team Technology, among other partners**
 - Multiple Projects / MEMS Packaging
 - Special Packaging Facility at Santa Teresa

*MicroElectronic Mechanical Systems



UNM-Gallup

Los Alamos National Labs

U. of New Mexico

TVI Community College

Sandia National Labs

New Mexico Tech.

White Sands Missile Range

New Mexico State U.

Bi-National Sustainability Lab

UT-El Paso

El Paso Community College

FUMEC

Delphi Automotive

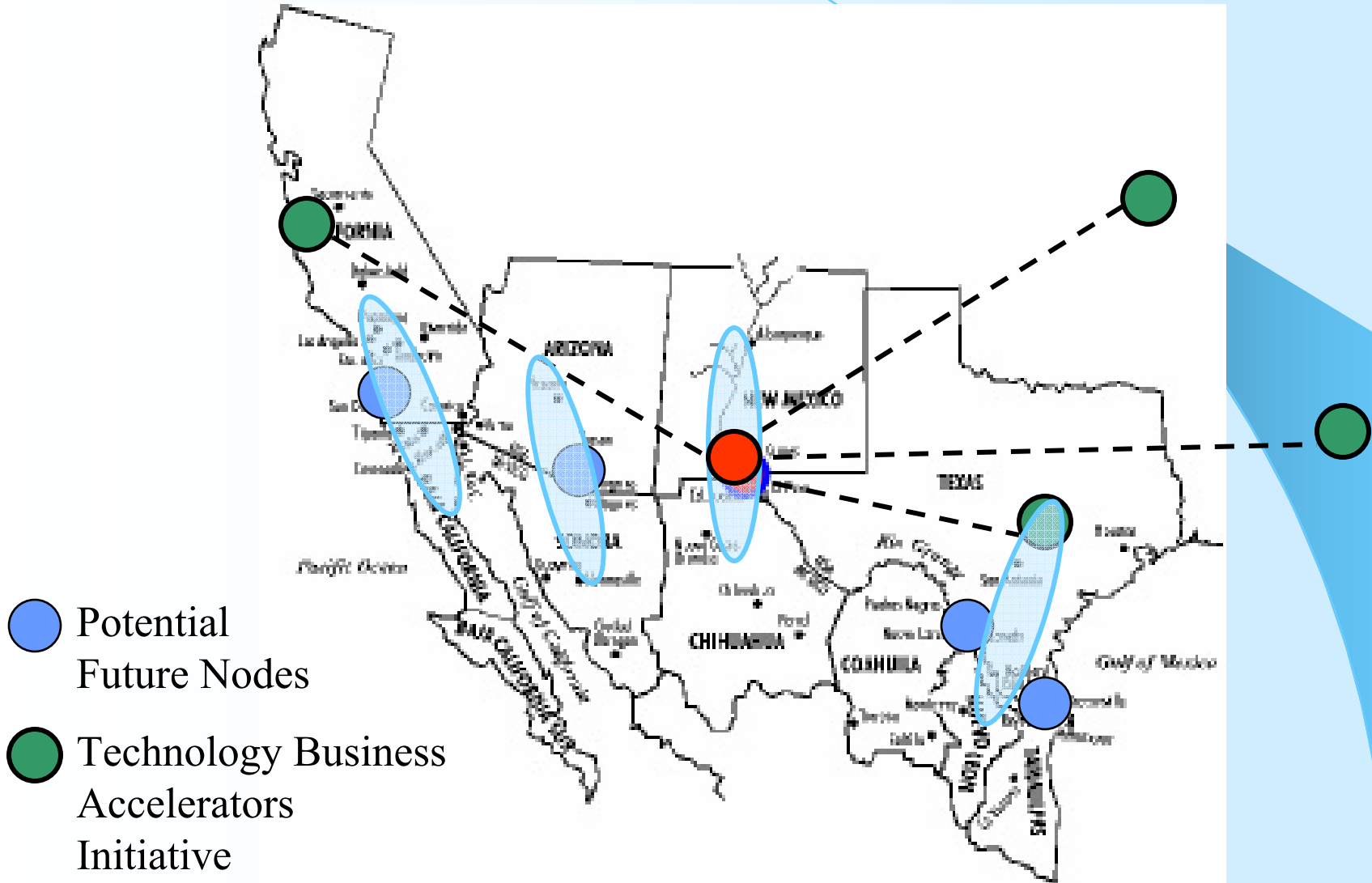
U. Autonoma de Cd. Juarez, Mexico

Tec de Monterey, Cd. Juarez

CIMAV Advanced Materials Lab, Mexico

Paso Del Norte Region

Beyond *BNSL* Paso del Norte



Dr. Paul C. Maxwell

401 Avenida Ascencion
Santa Teresa, NM 88008

505-589-4989

505-589-0508 (fax)

pmaxwell@bnsi.org

