

# ALBUQUERQUE'S Bioscience Sector



## Overview

Albuquerque is rapidly becoming a vibrant bioscience hub. Our mid-sized city has the bioscience expertise, research base, infrastructure, organized sector-specific leadership and thriving startup ecosystem to support your business at the forefront of the industry.

## Leadership & Resources

### NEW MEXICO BIOSCIENCE AUTHORITY

- Serves as catalyst to attract venture capital and entrepreneurs to invest in biotech startups spun off from technology developed at our research universities and national labs.
- Developed a certification program that helps bioscience companies identify locations in terms of infrastructure/utilities, regulatory framework, and workforce and training. Albuquerque is the first city to have qualified for the program.

### BIOSCIENCE CENTER

- Incubator/accelerator for Albuquerque's booming bioscience startup ecosystem. It contains offices and 8 wet labs (chemistry and microbiology). Regularly has a waiting list for lease space.

### ACCESS TO LEADERSHIP

- Albuquerque offers easy access to city and state decision-makers, such as elected officials, community leaders and business leaders. Elected officials regularly work with industry, creating policy and funding opportunities to help support growing clusters.

## Competitive Assets

### WORLD-CLASS R&D, INTELLECTUAL PROPERTY AND BIOSCIENCE EXPERTISE

- 6 major research institutions throughout the state, with half located in Albuquerque: University of New Mexico (ABQ), Sandia National Laboratories (ABQ), Air Force Research Laboratory (ABQ), New Mexico State University (leader in agricultural bioscience), New Mexico Institute of Mining and Technology, & Los Alamos National Laboratory.
- The UNM Health Sciences Center in Albuquerque is the Center of Excellence in the state for the biosciences. It helped create 62 bioscience companies via tech commercialization from 2007-2019.
- Bioscience-related inventions have seen the largest number of awarded patents by industry in New Mexico (U.S. Patent Office).

### INFRASTRUCTURE

- 8 eligible locations at various stages of preparation – from basic infrastructure to “shovel ready” sites and existing bioscience buildings with R&D and laboratory space
- Available inexpensive land in rural and urban areas
- Established road/rail network: Albuquerque is strategically located at the intersection of two major interstates and is equidistant between the ports of Los Angeles and Houston.
- Central location in the fast-growing Southwest region

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## LOW-COST/CERTAINTY OF OPERATIONS

- Almost zero natural disasters
- Reliable utilities
- Low outbound trucking costs
- Among the lowest green energy costs in the country
- Inexpensive labor relative to bio-tech hubs such as Boston, San Francisco and San Diego

## HIGHLY-TRAINED WORKFORCE

- New Mexico universities annually produce highly skilled bioscience graduates and lab technicians ready to fulfill positions within the industry
- Specialty workforce training programs focused on the needs of the bioscience industry are available as needed from Central New Mexico Community College

## BY THE NUMBERS

**7,600** New Mexico employs 7,600 in the bioscience industry

**6,000** of those are employed in 341 bioscience-related companies in Albuquerque's county seat

**\$75,000** At an average salary of \$75,500

**30** of New Mexico's 33 counties have at least one bioscience company

## Incentives

- Bioscience IRBs
- Job Training Incentive Program (JTIP): Funds employee training for new jobs in expanding or relocating businesses for up to 6 months. Reimburses 50%-75% of employee wages.
- Tax credits for high-wage jobs; technology jobs/R&D; and manufacturing investment

## Major Bioscience Companies in Albuquerque

- **AMRI (Albany Molecular Research Inc.):** pharmaceutical and biotech industries.
- **Jabil:** health care tools, such as medical devices, surgical tools and orthopedics.
- **IntelliCyt:** a home-grown provider of integrated platforms that accelerate drug discovery, antibody screening, and immunology research, was purchased in 2016 by German powerhouse Sartorius for \$90 million. It still operates in ABQ.
- **NanoDiagnostics:** point-of-care diagnostic solutions.
- **AVISA Pharma:** medical device company working to mitigate antibiotic resistance.
- **Innate Immunity:** plant and crop health, prevention of pathogen-induced diseases.
- **VisionQuest Biomedical:** AI software to detect eye diseases and diabetes complications.
- **Pebble Labs:** improving global food security.
- **GPER G-1 Development Group:** a drug discovery and development company.
- **Nature's Toolbox, Inc. (NTx):** working to secure the global vaccine supply.

# WHY Albuquerque

The City of Albuquerque recognizes that COVID-19 is transforming the way people and companies do business. Locations that are resilient, low-risk, and healthy are essential for businesses to be successful in this uncertain and ever-changing environment. The City of Albuquerque is committed to providing existing and new businesses with the information and support necessary to thrive.

## We challenge you to find a more competitive, livable city than Albuquerque.

Albuquerque is New Mexico's urban center and offers the complete economic development package amid one of the most diverse and creative populations in the country. Albuquerque is a modern, mid-sized city that can provide a blend of contemporary urban amenities and rugged outdoor activities in a climate that's enjoyable year-round making it easy to live a balanced life.

Companies seeking to expand or move to an affordable, resilient, and business-friendly location will find a natural fit in Albuquerque. A city with 310 days of sun per year, access to the outdoors, minimal traffic, housing that is affordable, and a collaborative business community, Albuquerque offers a high return on investment and an environment that supports worklife balance.

An average 23 minute one-way commute, less traffic means people get to work on time and spend more hours with family than on the road. Offering quality, sizeable, and affordable housing, the median home price is \$230,000, and the monthly cost of living averages \$1,500 per month. The Albuquerque International Sunport is a 20-minute drive from anywhere in the city and offers direct flights to 20 major metros. No hurricanes, tornadoes, earthquakes, or other natural disasters to disrupt life or business, and low humidity allows for optimal climate control for any products.



### AN EXCELLENT QUALITY OF LIFE

Nestled in the high desert at the base of the Sandia Mountains, along the Rio Grande Valley, lies Albuquerque. Albuquerque provides residents a refreshing blend of scenic beauty and neighborly charm with all the amenities of a big city.



### A MULTI-CULTURAL METROPOLIS

Albuquerque is a place built on its unique multi-cultural heritage. From dozens of boldly painted downtown murals, to museums and hidden art galleries, the local creative scene visibly saturates the city. Major cultural events like the International Balloon Fiesta have made Albuquerque a global destination.



### INVESTED IN BUSINESS

Albuquerque offers a supportive business environment that encourages and facilitates partnerships, innovation, and growth, as well as a natural environment that provides certainty of operations year-round. The combination makes our city a premier location for expansions and relocations.



### AN INTELLECTUAL POWERHOUSE

Albuquerque offers a flagship research university, just minutes from downtown, with nationally recognized law, engineering, and medical schools. Albuquerque also offers a community college that often partners with local businesses and industries to develop programs and curriculum specific to the needs of employers.



### A WORKFORCE WITH A GOOD WORK ETHIC

Albuquerque offers a young, diverse, affordable and educated workforce that is loyal, hard-working and has a sense of pride. Albuquerque ranks among the top metros in the nation for the percentage of workers with a college degree.

