

IMPACT REPORT



WHEN THERE IS NO PATH, YOU MAKE ONE.

Nothing better exemplifies the spirit of the entrepreneur – direct, active, solution-oriented. For eight years, Arch Grants has had the privilege of attracting and welcoming believers and builders to the St. Louis region and helping them to create their companies and their lives in this region. As we've done it, we've seen something remarkable happen. Founders who have come to St. Louis to build companies are engaging in our regional dialogue and reinvigorating the urban core, bringing the same ingenuity and creativity they bring to their businesses to help solve some of St. Louis' most pressing issues. Reshaping perceptions and redefining what's possible.

As we welcome each new company to the Arch Grants family, we are aware that these entrepreneurs are not in pursuit of sameness. They are seeking out kindred spirits who share their passion and drive. Communities that are as courageous and innovative as the entrepreneurs themselves.

We believe that it is St. Louis' time to stand tall and different in shouting that this is the place to make your mark. We will see to it that the exceptionally creative and talented entrepreneurs that choose to make St. Louis home are supported and embraced in ways that they won't find in any other community.

Thanks to the incredible generosity of the believers and builders in St. Louis who support us with their time, their resources and their expertise, Arch Grants is gaining speed and we're not letting up. More ideas, more great people championing outstanding concepts.

This idea is outrageous. And it's working.

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2019 ARCH GRANTS COMPANIES



Adalo's no-code Software-as-a-Service platform allows anyone to create amazing apps. In today's world, only 2% of people know how to code. So if you have an idea for an app, it's going to take at least 6 months and \$60,000 to bring your vision to reality. With Adalo, turning your dream into real, working software is as easy as building a PowerPoint presentation. No coding required.



AUDRA is a globally-validated luxury woman's ready-to-wear apparel brand that is clothing the dynamic woman in effortless beauty through all the roles she plays in life. We produce full collections of clothing and sell wholesale as well as direct-to-consumer. The unique design draws inspiration from men's tailoring and infuses in a coming-of-age femininity, and is available at an accessible designer price point, easy to wear by a wide range of ages and sizes.



Edison Agrosciences uses standard biotechnology to make natural rubber in sunflower. Natural rubber is a \$46 billion market that is facing significant disruption, primarily because of disease. Edison is simply increasing the amount of rubber naturally produced in sunflower plants, providing more profitable crops for growers and a reliable domestic supply of a critical resource.



CLOCKWORK

Clockwork is a digital CFO for small businesses. Its proprietary Artificial Intelligence integrates with accounting platforms to build custom financial projections and cash flow forecasts for small businesses.



Connexio democratizes access to international education by connecting students and universities around the world directly. The mobile app acts as a personalized virtual advisor for students. Universities use Connexio's Software-as-a-Service platform to help them find and focus on the best-fit students around the world.



Customily is a Software-as-a-Service company that helps e-commerce platforms that sell personalized products maximize sales. Customily provides tools that give customers a real, dynamic preview of their customization, increasing e-commerce sales by reducing customer uncertainty and returns.



Fast Democracy is an online legislative bill-tracking system that uses data science to make you effective when dealing with your government, whether you are an advocate or an organization trying to affect change.



Healthy Hip Hop is an ed tech platform powered by the arts and social interaction. The company produces educational programming using technology and hip-hop culture as a learning tool to improve academic outcomes, and has been called "the Sesame Street of the 21st Century."



HomeTraq is transforming the homebuying experience through home-showings, simplified. In the same way you use Uber to quickly find a driver when you need a ride, customers use HomeTraq to quickly find a real-estate agent to tour a home. When you meet the agent at the property there's no hassle, no commitment, no obligation, and no solicitations afterwards.



iSite Media is a digital signage network strategically located in restrooms of high-traffic venues, including professional and college sports stadiums and arenas and entertainment venues. iSite Media is revolutionizing these spaces with cutting-edge technology that delivers value to the venue and advertisers alike.



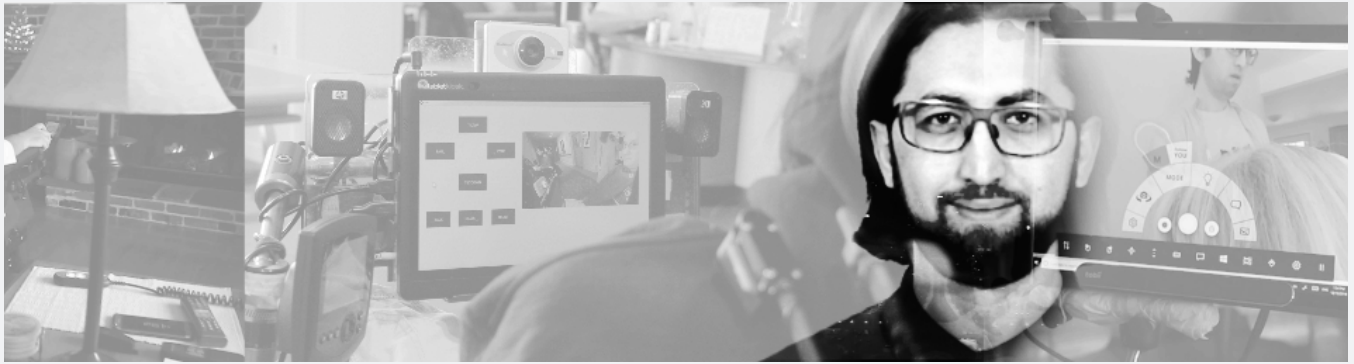
HireMe is an online platform designed to help people with disabilities gain the confidence that they need in order to address their physical limitations in the workplace by connecting them to local businesses in the area that are hiring.



Diversity & Inclusion in
Entrepreneurship Powered by
Wells Fargo Advisors



Key 2 Enable produces the Key-X, the first keyboard panel that enables anyone with severe motor disabilities to fully access computers, tablets and smartphones. Key-X gives people with motor and intellectual disabilities autonomy and opens a world of possibilities.



Loro is a smart assistive companion for people with physical challenges to give them the ability to communicate, control and connect with the world and to be independent and free.



Lux and Nyx is a fashion tech company that produces luxurious, functional, eco-friendly bags to equip the rockstar woman with the tools she needs to go places and make a difference in the world.



PenPath takes siloed marketing data and turns it into actionable insights. It aggregates and centralizes all platforms that a company uses so data can be viewed on a single source-of-truth dashboard, turning hours of time into seconds, and saving companies significant marketing dollars.



Phas3 is a digital health company that is improving access to cardiac rehab. Cardiac rehab is a structured, prescribed program that helps patients recover from heart disease. Despite great benefits, including a longer lifespan, cardiac rehab is extremely inaccessible, so it is typically underutilized. Phas3 makes it easier for patients to participate by helping them complete rehab from home.



Planetarians upcycles by-products and food waste into high protein and high fiber flours. These ingredients can be used like regular flour to make bread, pizza crust, etc., converting bread into a good source of protein, and making meals healthier.



Provider Pool is an online labor marketplace created specifically for the healthcare industry. The platform connects hospitals to their ideal nursing professionals to meet their short-term and longer-term staffing needs.



Roostorage.com is an online marketplace that connects people with available space with people in need of storage. People with extra space can earn income without really having to do a thing because the space does the work for them. And those needing storage can find it just down the street at a fraction of the cost of traditional solutions.



TCare is mitigating the risk of long-term claims for insurance clients by enabling evidence-based family care giver support, preventing the burnout of family members who are taking care of their elders and reducing long-term care risks from Medicaid, Medicare and long-term care insurance companies.

ACTIVE ARCH GRANTS COMPANIES

2012-2018

CONSUMER GOODS

Allison Mitchell
ARTIFOX
 Big Heart Tea Co.
DEMESTIK
 Greetabl
 Hyde
 Lifepack
 Made for Freedom
 Magnatone
 Need/Want
 Obe
 Riley's Organics
 Start Right Foods
 Sunstation USA
 The Normal Brand
 TinySuperheroes
 Triflare

EDUCATION TECHNOLOGY

Betabox
 Claim Academy
 Forefront
 Generation Mindful
 OfCourse Scheduling
 Rozzy Learning Company
 T-var EdTech, Inc.
 ViTAL

ENERGY

Accelerate Wind
 ThermoAI

HEALTHCARE

Aggie MD
 Babyation
 cLEAR
 Digital Medical Arts
 Epharmix
 Equine SmartBits, LLC

2016

GENEOSCOPY



Revolutionary developer of diagnostic tests for gastrointestinal health, raised \$6.9 million in series A funding.

No. of employees: 9

Graematter
 HIPAAtrek
 Ilerasoft
 Janus Choice
 Lipospectrum
 Notal Vision
 SentiAR

2013

SPARO



A digital health company based in St. Louis that is transforming respiratory care, Sparo raised \$1.86 million in venture funding from Missouri Technology Corporation (MTC) and other undisclosed investors.

Well Health

LIFE SCIENCES

2013

ADARZA BIOSYSTEMS



Unveiled its ZIVA platform, a multiplex biosensor system to be used in pharmaceutical drug discovery and biomedical research. Launch of ZIVA follows a successful \$17 million Series C venture capital raise.

Agrela Ecosystems
 Arch Innotek
 Drug Design Methodologies
 Good Life Growing
 Immunophotonics
 MagBiosense
 Radiologics
 VaxNewMo

MANUFACTURING

Applied Particle Technology
 Easytork
 GWR Safety Systems
 nanoMetallix

2012

ROCKET RACK



Manufactures a sanitary support system for conduit & process piping used in food and beverage processing plants. Acquired by manufacturing company Robroy Stainless.

U.S. Drilling Products

INFORMATION TECHNOLOGY

AdKiosks

appbase.io

appcropolis

AppsCo

2018

**BALTO
SOFTWARE**



Artificial intelligence platform that understands phone conversations and visually guides reps, live, on each call. After the call, data points reveal which strategies work and which don't. Raised \$3 million in seed funding.

No. of employees - 26

Benja

Blue Line Technology

CheckTheQ (now Qstodian)

2018

**CLEVER
REAL ESTATE**



A nationwide platform that connects homeowners with top-rated real estate agents in their area, who can help them sell for just \$3,000 if their home is less than \$350K, or just 1% if their home is more expensive. Raised \$3.5 million Series A round.

No. of employees - 35

Corvus Robotics

CrisisGo

Dabble

2016

EXIT 7C

Exit 7C

A mobile payment platform that allows drivers to buy gas through its onsite delivery service or network of company branded pumps. Raised \$1.02 million in seed funding.

Fletch

FocalCast

GiftAMEal

Helper Helper

HiHo Mobility

IncentiLock

Invisible Girlfriend

Juristat

KNOWiNK

Label Insight

Lean Media

Less Annoying CRM

Longneck & Thunderfoot

Lumate

MakersValley

MeterGenius

MetKnow

myma

MyStrengthBook

Noonlight

Olio City

OutdoorMetrix

Parlor

Podcast Press

2014

PRATTLE



Technology startup that produces analytics that predict the market impact of central bank and corporate communications. Sold to financial technology company Liquidnet and maintaining office in St. Louis.

RoverTown

S4

Scopio

SensrTrx

simMachines

SmashToast

SpenDebt

Strayos

2018

SWIPESUM



SwipeSum

A Software that eliminates most credit card processing fees for any business, finding them the best solution at the lowest cost. Raised \$1M in seed funding.

Number of employees - 15

Tallyfy

The Whether

TrackBill

Tuloko



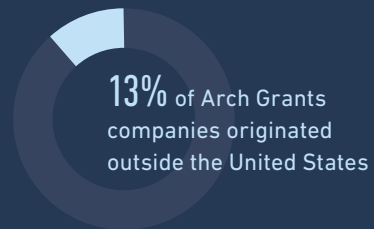
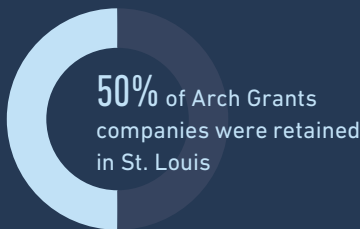
KEY METRICS

2012-2018

as of June 30, 2019

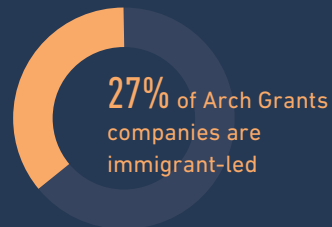
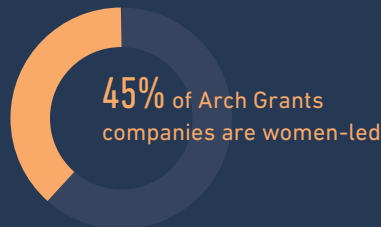
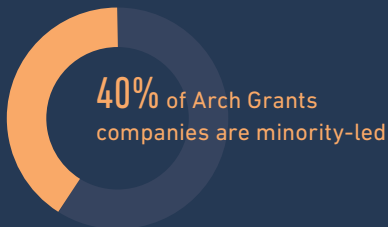
TALENT

Arch Grants attracts and retains high-quality entrepreneurs to St. Louis through our Global Startup Competition. This competition attracts many hundreds of applications each year and engages over 300 industry-expert volunteers in the intensive evaluation process. To date, of the over 5,000 applications submitted from 45 states and 85 countries around the world, Arch Grants has funded 154 innovative companies eager to build their businesses in St. Louis.



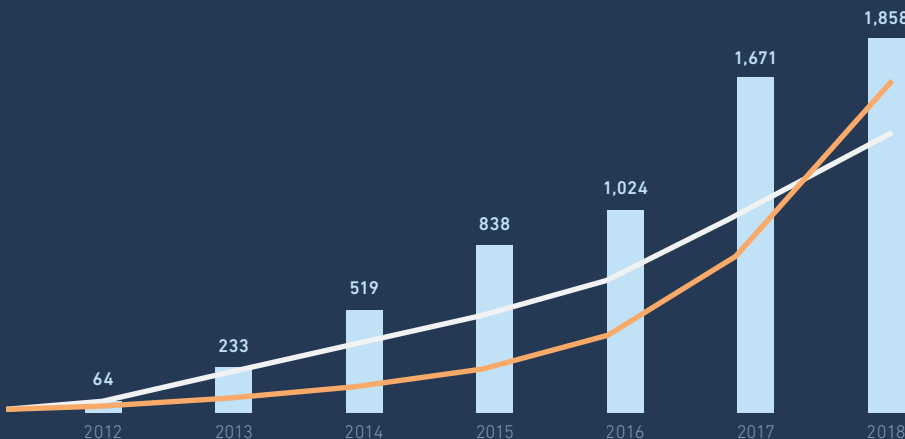
DIVERSITY

The globalization of business has created a sophisticated, complex, and competitive environment. To be successful, companies must cultivate the development of new ideas through a diverse and inclusive workforce. 74% of all Arch Grants companies are led or co-led by a woman, person of color, immigrant or veteran.



IMPACT

By leveraging St. Louis' clusters of strength, Arch Grants is putting St. Louis on the map as a great market in which to start and grow a business. Since 2012, Arch Grants Founders have been moving the needle in our region.



1,800+
jobs created in Missouri

\$289m
in revenue generated

\$239m
in capital attracted

2018 FINANCIALS

2018 Total Revenue

\$2,041,024

2018 Total Expenses

\$2,105,391

2018 Ending Net Assets

\$5,595,120

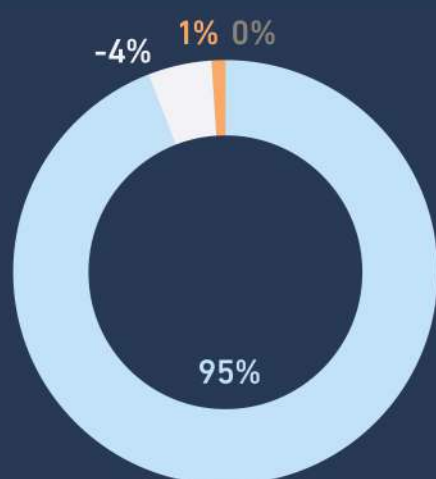
2018 REVENUE

Contributions & Grants: \$2,104,202

In-Kind: \$27,813

Investment: -\$90,687

Miscellaneous -\$304

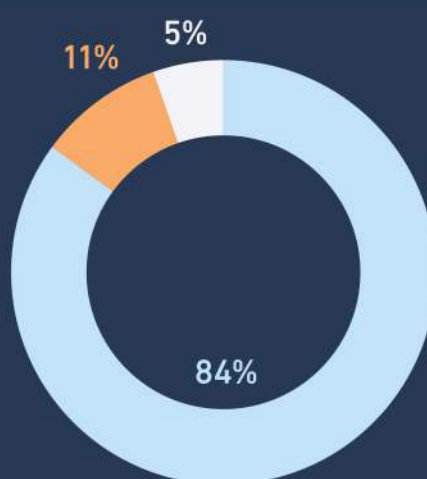


2018 EXPENSES

Program: \$1,775,585

Fundraising: \$219,090

Management: \$110,716



DONORS BY GIVING LEVELS

CO-FOUNDERS \$200K+

Centene Charitable Foundation
Jerry & Judy Kent
John & Anne McDonnell
Missouri Technology Corporation
Jerry & Sue Schlichter
Michael & Carol Staenberg
The Steward Family Foundation
World Wide Technology Foundation

ANGEL INVESTORS \$100K-\$199K

Bayer
Emerson Charitable Trust
Dr. Jeanne & Rex Sinquefield

KEYSTONE PARTNERS \$50K-99K

Downtown STL, Inc.
Fox Family Foundation
Franciscan Sisters of Mary
Amb. & Mrs. Sam Fox
Kellie Hynes & Robert Guller
Pershing Charitable Trust
St. Louis Development Corporation
Wells Fargo
William T. Kemper Foundation -
Commerce Bank, Trustee

ACCELERATORS \$25K-\$49K

Anonymous
Pradip Das
Sally & Reed Howlett
John & Alison Ferring
Rodger & Paula Riney
Slalom
Spire
Staenberg Family Foundation, a
supporting foundation of Jewish
Federation of St. Louis
Twain Financial Partners

IN KIND

Brown Smith Wallace, LLC
Brighton
HEC-Media
Logic Systems
Richard Tao

STRATEGIC INVESTORS \$10K-\$24,999

Ameren Corporation
Big River Communications
Boeing Horizon X
Steven & Nancy Fox
Jeffrey & Lotta Fox
John and Mary Kaye Fort Family Fund
Husch Blackwell
Interco Charitable Trust
Interior Investments
Lewis & Clark Ventures
Saint Louis University
Ulrike & Thomas Schlafly
Jean Fidone-Schroer & Roy Schroer

SEED FUNDERS \$5K-\$9,999

Arcturis	Laurina Godwin & Sam Hutchinson	John T. O'Connell
BJC Healthcare	Sanjay Jain	Polsinelli, P.C.
BKD, LLP	Jewish Federation of St. Louis	RubinBrown Charitable Foundation
Burger Law Firm	Kemco Aerospace Manufacturing	Joe & Annie Schlafly
Capacity	Carol & Ward Klein	Mrs. Edward Schnuck
Patrick Crowley	Nancy & Kenneth Kranzberg	St. Louis Arch Angels
Edward Jones	Label Insight	St. Louis Economic Development Partnership
Express Scripts, Inc.	Lewis Rice LLC	TierPoint
Green Street St. Louis	Matter Family Office	U.S. Bank
Greensfelder, Hemker & Gale, P.C.	MiTek	Heather Wood
HOK	J. Patrick Mulcahy	

BOOTSTRAPPERS \$1K-\$4,999

Anchor Capital Advisors LLC	Dan Creston	Millstone Foundation
Anders CPAs + Advisors	Cushman & Wakefield	Alan & Mae Pratzel
Jessica & Ben Angelette	Dr. William H. Danforth	Anne Jump & Edward Rossier
BDO USA LLP	David Karandish	Samantha Rudolph & Jared Miller
Holly Benson	Dan Davis	The St. Louis Trust Company
James & Catherine Berges	Mrs. Fred Epstein	Frederick Salus
Theresa & Henry Biggs	Lelia and David Farr	Martha Schlicher
Carl Bouckaert	Dave Finklang	Wayne Smith
Rocio Romero & Cale Bradford	Sara Gilbert	David & Jaime Sprowls
Brown Smith Wallace, LLC	Matthew Homann	Sprowls Family Charitable Foundation
Bryan Cave Leighton Paisner	Philip Hulse	St. Louis Community Foundation
Buckingham Asset Management	Sally Johnston	St. Louis Bank
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Claim Academy	Gary & Patty Krosch	Stephen Trampe
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G.T. Cozad	Nate Merrick	Stephen & Mary Wolff

CROWDFUNDERS \$1-999

Ms. Isabel Acevedo	Ryan Corrigan	Lauren Harris
Adarza BioSystems, Inc	Ratna Craig	Steven Harris
Agrela Ecosystems	Maggie Crane	Yvette Hartsfield
Heather Akred	Shaowei Dai	Christina Hawatmeh
Christina Anderson	Aarti Dalal	Mary Louise Helbig
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Stephanie Arnold	Doug Davison	William Horton
Carolyn Balfany	Gary Deeken	Mary and Michael Houlihan
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Harley Blosser	Megan Eakes	Christine Jacobs
Erika Boeing	Equine SmartBits, LLC	William Jacoby
Mary Jo Gorman & Michael Borts	Kevin Farrell	Russ & Sharon John
Mary Brice	Joe Fischer	Nathan Johnson
Joel & Rachael Brightfield	Lindsay Foster	Chuck Jones
Thaddeus Brija	Eric Friedman	Zack Kauflin
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David Bruns	Frederick Gearheart	Linda Knobbe
Spencer Burke	William Gilbert	Ted Korblum
Katie & Ben Burke	Givable St. Louis	Pravina Pindoria & Amit Kothari
Katherina Carpenter	Elianna Goldstein	Justin Krachmalnick
Andrew Carroll	Cathy & Bob Goldsticker	Sarah Kramer
The Catalyst Center	Xiaolin Gong	Seth and Rebecca Krauss
Becky & Joel Christensen	Good Life Growing LLC	Jessica Labozzetta
Chloe Colbert	Ronald Greenberg	Shea Leordeanu
Chyrlan Cooper	Christian Harding	Bradley Lipic

Special Thanks to Our 2019
Data Collection Participants!

Erik Lutenecker	Regional Business Council	Susan Spitz
MakersValley LLC	Greg Renner	Stephen Family Charitable Trust
Mallinckrodt Pharmaceuticals	Alexandra Ricci	Raeann Stockham
Amy Manley	Nicci Roach	James R. Strong
M. L. Martindale	Nick Robison	Rich Sullivan
Maryville University	Gregory Rodgers	SwipeSum
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Julie Maurer	RoverTown	Serge Taylor
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Hart Nelson	Alexander Schonwald	Kimberly Wesley
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Matt Perlow	Kiran Sheth	Steven Winder
Cindy and Sandy Peters	Peter Shinkle	Shelby & Kyle Wisniewski
Kim Plank	Thad and Betty Simons	Dean Wright & Kyler Hasl-Wright
Matt Plummer	Erin Smith	Michelle Yates
Mark & Lisa Pratzel	SpenDebt, LLC	Kathleen Youngerman
Olivia Quinlan	Thomas W. Spinner	Mark & Karen Zorensky

Special Thanks to Our Competition
Committee & Preliminary Judge for
Their Time, Energy & Expertise in Arch
Grants' Global Startup Competition

