An entrepreneur sees potential that others cannot see.

Arch Grants was created to empower extraordinary entrepreneurs to create solutions for positive change — for St. Louis and for the world.

Eight years ago, our model disrupted the status quo of economic development in the U.S., focusing on attracting, retaining, and supporting fearless thinkers and leaders and championing big, bold ideas. Our goal was, and still is, to inspire the next generation of employers, civic leaders, and changemakers for the St. Louis region.

Since 2012, this community has made it possible for us to grant over $8.2 million to more than 150 startups from around the globe to grow in St. Louis. We have played a vital role in building a robust ecosystem of companies, Founders and support networks, and have helped develop the positive narrative around St. Louis’ burgeoning startup scene.

This year has reinforced for all of us that change is inevitable, and that innovation is sorely needed within myriad systems and structures in our region and around the world. Arch Grants is more committed than ever to empowering and championing extraordinary entrepreneurs and their transformative innovations. We are doubling down on our commitment to making St. Louis the best place possible to build and scale technologies and companies with the potential for exponential impact. Because the world can’t wait for these solutions to be created, and we can’t wait for others to create them.

We are humbled by and grateful for the support our community has shown us the past eight years. We remain adamant in our belief that the power of a region that rallies behind extraordinary individuals with big ideas is limitless.

We are proud to recommit that Arch Grants will continue to push the envelope, challenge the status quo, and most importantly,

Champion the Bold.
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.

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. 66% of all Arch Grants companies are led or co-led by a woman, person of color, immigrant or veteran.

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.
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. Learn more on page 34.

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 infusing 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. Learn more on page 16.

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. Learn more on page 36.
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 effect change. Learn more on page 37

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. Learn more on page 37

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. Learn more on page 61

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.” Learn more on page 24

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. Learn more on page 39

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. Learn more on page 39

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. Learn more on page 51
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.
Learn more on page 18

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.
Learn more on page 44

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.
Learn more on page 31

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.
Learn more on page 19

Loro is a smart assistive companion for people with physical challenges to give them the ability to communicate, control and connect with the world to be independent and free.
Learn more on page 30

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.
Learn more on page 30
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. Learn more on page 31

Roo Storage is an online marketplace that connects people with available space with people in need or 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 needed 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. Learn more on page 32

V15able is the 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 areas that are hiring. Learn more on page 26

WayLit 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 WayLit’s Software-as-a-Service platform to help them find and focus on the best-fit students around the world. Learn more on page 48
Company Directory
2012–2019

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Information Technology 33
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Manufacturing 53
Consumer Goods

“...we can do everything we can to assist the great momentum that Arch Grants has launched.”

Shower Zhang, Co-Founder & COO, Equine SmartBit


designs and manufactures beautiful minimalist products for home and office spaces. Made from high-quality materials, and packed for easy shipping and portability, each ARTIFOX product is perfect for the modern urban professional.

Allison Mitchell is a luxury handbag label designing and producing pieces made from exotic textiles, hides, and skins. The brand offers a polished, deconstructed look that makes a statement with unique shapes in unexpected, exceptional materials and colors.

ARTIFOX designs and manufactures beautiful minimalist products for home and office spaces. Made from high-quality materials, and packed for easy shipping and portability, each ARTIFOX product is perfect for the modern urban professional.

Audra Noyes, Co-Founder & COO, Equine SmartBit

Audra is a globally validated luxury women’s ready-to-wear brand that is clothing the dynamic women in effortless beauty through all the roles she plays in life. Audra provides luxury clothing that is modest, playful, and alluring at an accessible designer price point, easy to wear by a wide range of ages and sizes.

AUDRA is currently sold in over 15 luxury boutiques in North America and has built a robust D2C business through the brand’s e-commerce site, private clients, trunk shows, and made to order.

Big Heart Tea Co.

Big Heart Tea is an online marketplace for traceable, ethically sourced high-quality ingredients. The company produces high-quality herbs, teas, and blends to improve the health and well-being of consumers.

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1-10

We are proud to call St. Louis our home and will do everything we can to assist the great momentum that Arch Grants has launched.”

Shower Zhang, Co-Founder & COO, Equine SmartBit

www.theartifox.com | Consumer Goods

www.allisonmitchell.com | Fashion

www.audraofficial.com | Fashion

www.bighearttea.com | Food & Beverage
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<th><strong>Company</strong></th>
<th><strong>Website</strong></th>
<th><strong>Industry</strong></th>
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<td><a href="http://www.esbits.com">www.esbits.com</a></td>
<td>Hardware</td>
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<tr>
<td>Hyde</td>
<td><a href="http://www.hydesportswear.com">www.hydesportswear.com</a></td>
<td>Consumer Products</td>
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<tr>
<td>Made for Freedom</td>
<td><a href="http://www.madeforfreedom.com">www.madeforfreedom.com</a></td>
<td>Fashion</td>
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<td>Lifepack</td>
<td><a href="http://www.lifepack.com.co">www.lifepack.com.co</a></td>
<td>Consumer Products</td>
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<tr>
<td>Magnatone</td>
<td><a href="http://www.magnatoneusa.com">www.magnatoneusa.com</a></td>
<td>Consumer Goods</td>
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<td>DEMESTIK</td>
<td><a href="http://www.demestik.us">www.demestik.us</a></td>
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<td>Lux and Nyx</td>
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<td>Magnatone</td>
<td><a href="http://www.magnatoneusa.com">www.magnatoneusa.com</a></td>
<td>Consumer Goods</td>
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### Greetabl
Greetabl is an online gift platform designed to offer personalized and curated greetings. Their product, the Greetabl Box, unfolds to reveal photos, a custom message, and a gift.

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<th>Founder</th>
<th>Market Strategy</th>
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<tr>
<td>Joe Fischer</td>
<td>B2C</td>
<td>2014</td>
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### Equine SmartBit, LLC
Equine SmartBit developed patented technology to measure a horse’s biometrics through the mouth with a system of smart sensors. Their horsebit product enables owners, trainers, and veterinarians to access accurate scientific measurements for health and wellness monitoring in performance sports.

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<td>Pat Hughes</td>
<td>B2C</td>
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### Hyde
Hyde is a sporting equipment manufacturer and the developer of the Wingman, a first of its kind of inflation vest for paddlers, surfers, and triathletes. Hyde created the Wingman in response to the alarming increase in swim deaths amongst triathletes and found that the device’s utility extends far beyond the sport of triathlons with mass market appeal.

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<td>Ted Kornblum</td>
<td>B2C</td>
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### Lifepack
Lifepack produces plates and other products made from natural fibers and seeds and are 100% biodegradable. After use, Lifepack materials germinate into new plants that may be used for human consumption, thus contributing to the reduction of greenhouse gas emissions.

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<td>Andres Benavides</td>
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### Lux and Nyx
Lux & Nyx are a fashion company that equips the rockstar women with the tools she needs to go places and make a difference in the world. Jet Setter Luxury, Board Room Quality.

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<tr>
<td>Lisa Hu</td>
<td>B2C</td>
<td>2019</td>
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### Made for Freedom
Made for Freedom sells clothing and accessories made at centers around the world by survivors of sex slavery and human trafficking. By offering dignified employment for these women and men, the cycle of vulnerability and extreme poverty is broken for generations.

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<td>Dawn Manske</td>
<td>B2C</td>
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### Magnatone
Magnatone makes high-end vintage style guitar amplifiers with all American-made parts that are sold worldwide. Magnatone amps are played by Billy Gibbons (ZZ TOP), Neil Young, Jeff Beck, and other high profile artists.

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Obe
www.obedog.com | Consumer Goods

Obe is the developer of a smart pet bowl designed to help pets live the longest and healthiest lives possible. The company's product, Obe ProBowl, remains connected with the user's mobile devices and eliminates overfeeding, enabling users to monitor and measure the food and water consumption of their pets.

Founder: Hilary Jensen
Awarded: 2018
Market Strategy: B2C
No. of Employees: 1-10

Triflare
www.triflare.com | Fashion

Triflare is a triathlon and athletic apparel company providing women athletes at every skill level with gear that is as beautiful as it is high-performing.

Founder: Andrea Robertson
Awarded: 2013
Market Strategy: B2C
No. of Employees: 1-10

Planatarians
www.planatarians.com | Food & Beverage

Planatarians is an ingredient tech company that upcycles by-products and solid food waste into high-protein high-fiber ingredients. Planatarians' process was tested at the University of Minnesota, scalability tests resulted in investment from manufacturing partner Cereal Docks. Planatarians' ingredients won AgFunder Innovation Award 2019 and scored investments from Barilla's venture arm Blue1877 and Amadori.

Founder: Aleh Manchulantsau
Awarded: 2019
Market Strategy: B2B
No. of Employees: 1-10

Riley's Organics
www.rileysorganics.com | Food & Beverage

Riley's Organics is a provider of organic dog food products. Their line of products are made in the U.S. with USDA Certified Organic ingredients, and their packaging is 100% recyclable.

Founder: Grant Weber
Awarded: 2016
Market Strategy: B2B
No. of Employees: 1-10

Sunstation USA
www.sunstationusa.com | Personal Care Products

Sunstation USA is the provider of multiuse sunscreen dispensers intended to prevent sunburns and skin cancer. Their sunscreen dispensers are weather resistant and touch-free, providing the highest quality, eco-friendly and all-natural SPF 30 broad spectrum sunscreen via an online retail platform.

Founder: Ross Donaldson
Awarded: 2017
Market Strategy: B2B
No. of Employees: 1-10

The Normal Brand
www.thenormalbrand.com | Consumer Products

The Normal Brand is a fashion company creating casual wear that is versatile and durable, with a rugged aesthetic and elevated style.

Founder: Jimmy Sansone
Awarded: 2015
Market Strategy: B2C
No. of Employees: 11-50

TinySuperheroes
www.tinysuperheroes.com | Consumer Products

TinySuperheroes creates "superhero" capes to aid kids overcoming illness or disability. Their social media presence creates a national support system for parents and children overcoming similar health hurdles.

Founder: Robyn Rosenberger
Awarded: 2016
Market Strategy: B2C
No. of Employees: 1-10

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Founder: Robyn Rosenberger
Awarded: 2016
Market Strategy: B2C
No. of Employees: 1-10
### Energy & Communication

**Accelerate Wind**  
www.acceleratewind.com | Cleantech

Accelerate Wind has a novel rooftop wind energy solution that operates quieter, cheaper, and more aesthetically pleasing than current solutions.

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<tr>
<th>Founder</th>
<th>Erika Boeing</th>
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**ThermoAI**  
www.thermoai.com | Cleantech

ThermoAI is a sensor technology designed for optimizing and automating power plants. The company's technology utilizes the latest in IoT and AI technology to help optimize chemical reactions to near-perfect levels, saving money, fuel, and reducing pollution, thereby enabling plant operators to improve their operations and boost performance efficiency.

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<th>Founder</th>
<th>Aiden Livingston</th>
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**Longneck & Thunderfoot**  
www.landt.co | PR

Longneck & Thunderfoot provides business writing services and editorial news teams to transform company blogs into successful and influential marketing channels.

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<th>Founder</th>
<th>Cooper Pickett</th>
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“More renewable energy being integrated into people’s lives will help to raise awareness that renewables really are technologies that are possible and will drive support for more renewables as a whole.”

*Erika Boeing, Co-Founder & CEO, Accelerate Wind*
Betabox
k12.betaboxlearning.com | Education and Training Services
Betabox Learning designs services and mobile/portable prototyping pods built inside shipping containers to facilitate creative tech education for schools, companies, conferences and events.
Founder: Sean Maroni  Awarded: 2014
Market Strategy: B2B  No. of Employees: 1-10

Forefront
www.getforefront.co | Education and Training Services
Forefront helps employers hire college students from underrepresented communities for in-demand roles. Their first product, Carmen AI, is tailored to the growing Latino workforce, and serves as a recruiting and career readiness assistant for students.
Founder: Yulkendy Valdez  Awarded: 2018
Market Strategy: B2B  No. of Employees: 1-10

Generation Mindful
www.genmindful.com | Education and Training Services
Generation Mindful (GEN:M) creates tools, toys, and programs that nurture emotional intelligence through play and positive discipline.
Founder: Suzanne Tucker  Awarded: 2018
Market Strategy: B2C  No. of Employees: 1-10

Healthy Hip Hop
www.healthy.hiphop | Education Software
Healthy Hip Hop utilizes technology and the hip hop culture to help improve student learning environments and academic outcomes. Our dual sided technology, with SaaS platform and mobile application empowers users to live stream, publish and share interactive content.
Founder: Roy Scott  Awarded: 2019

“The St. Louis startup community is always open to providing advice, connections, and even a shoulder to cry on. Being an entrepreneur can be very lonely at times. And, Jessica and I have greatly benefited from having a community of fellow founders that can understand what we go through on a day-to-day basis.”

Jessica Gordon  VP of Product & Chief Academic Officer, Rozzy Learning
Rozzy Learning Company
www.rozzylearningcompany.com | Education and Training Services

Rozzy Learning Company is an online learning platform intended to bring hands-on STEAM (Science, Technology, Engineering, Art, Math) programs and resources to kids. The various elementary level programs, skills and quizzes enable young learners and teachers to promote curiosity, critical thinking skills and exploration.

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<tr>
<th>Founder</th>
<th>Jessica Gordon</th>
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T-var EdTech, Inc.
www.thereadread.com | Education and Training Services

T-var EdTech creates and sells affordable assistive technologies that teach literacy within a Universal Design for Learning framework. The company’s Read Read product aids visually impaired children in independently learning how to read.

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<tr>
<th>Founder</th>
<th>Alex Tavares</th>
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VITAL
www.vital.education | Education Software

VITAL’s software allows teachers to create digital learning content that is accessible to students who are blind and visually impaired. Teachers add multisensory feedback to adopted curriculum and materials, enabling students to explore and consume the content via touch (vibrations), sound and sight on tablets.

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<th>Founder</th>
<th>Corrine Mueller</th>
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www.v15able.com | Education and Training Services

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Healthcare

Digital Medical Arts
www.maxmed.io | Healthcare IT
Digital Medical Arts is the developer of MAX, a mobile application software that helps physicians explain conditions and treatment options to patients using personalized imagery, videos, and predictive tools.

Founder: Barbara Pozzi
Market Strategy: B2C
Awarded: 2018
No. of Employees: 1-10

Geneoscopy
www.geneoscopy.com | Healthcare Technology
Geneoscopy is the developer of next generation diagnostics designed to treat digestive diseases and offer cancer screening. The company’s diagnostics help in consistently extracting stool-derived eukaryotic RNA (seRNA) transcripts and detecting changes in gene expression, enabling doctors to better prevent, detect and guide treatment for gastrointestinal disease.

Founder: Erica Barnell
Market Strategy: B2B
Awarded: 2016
No. of Employees: 1-10

“The idea for Geneoscopy came from a woman that I met on my first rotation in Barnes-Jewish Hospital. This patient was a 52-year-old woman who arrived at the hospital with Stage IV colorectal cancer. The woman had never been screened for colorectal cancer because she could not take time off work to have a colonoscopy. At that time, I was also conducting research at the Washington University School of Medicine under the direction of Dr. Mark Manary. This research on the gastrointestinal biome inspired me to find a solution to this colorectal cancer screening compliance problem. I partnered with Andrew Barnell, my brother, who had 4 years of experience in the healthcare investment banking / private equity space and was just starting his MBA at The Wharton School. We had never envisioned starting a company together, but given our complementary skills, mutual passion for healthcare and close friendship, we took the leap to start Geneoscopy in February 2015.”

Erica Barnell, Chief Science Officer, Geneoscopy
Graematter
www.graematter.com | Healthcare Technology

Graematter developed a regulatory intelligence system that makes it easier to access and analyze regulatory information. They integrate data from a number of FDA-related databases and data sources into a single database that provides advanced search capabilities.

Founder: Merle Symes  
Awarded: 2012  
Market Strategy: B2B  
No. of Employees: 1-10

HIPAAtrek
www.hipaatrek.com | Healthcare Technology

HIPAAtrek’s cloud-based software guides healthcare organizations and third party companies to create, implement and maintain a customizable HIPAA compliance program.

Founder: Sarah Badahman  
Awarded: 2015  
Market Strategy: B2B  
No. of Employees: 1-10

Ilerasoft
www.ilerasoft.com | Healthcare Technology

Ilerasoft is an inventory utilization technology that turns medical equipment usage data into actionable insights. Their technology centralizes a healthcare system’s medical equipment data onto one platform and sends alerts of equipment impacted by FDA and manufacturer recalls.

Founder: Kwaku Owusu  
Awarded: 2016  
Market Strategy: B2B  
No. of Employees: 1-10

Janus Choice
www.januschoice.com | Healthcare IT

Janus Choice is a healthcare platform designed to facilitate informed healthcare transitions between different care settings. They offer an interactive, mobile and easy-to-use platform for matching patients with the best post-acute care providers, enabling healthcare industry to reduce hospital readmission and length of stay.

Founder: Alexandra Goodwin  
Awarded: 2016  
Market Strategy: B2B  
No. of Employees: 1-10

Key2Enable Assistive Technology Inc.
www.key2enable.com | Healthcare Technology

Key2Enable is the developer of solutions intended to empower people with disabilities, using technology to bring autonomy, privacy, and quality of life to their lives. The company’s keyboard bridges the gap between school inclusion and rehabilitation, enabling the development of motor and cognitive skills of students and patients with physical and intellectual disabilities.

Founder: William de Oliveira  
Awarded: 2019  
Market Strategy: B2B  
No. of Employees: 1-10

Loro
Healthcare Technology

Loro is a smart companion robot for wheelchair users. Loro is a plug-and-play intelligent robotic system, controlled by a user-friendly application for people with physical challenges. Loro is designed to provide users with safe navigation and social inclusion, building a community for wheelchair users with smart mapping, social interaction and smart home connectivity.

Founder: David Hojah  
Awarded: 2019  
Market Strategy: B2C  
No. of Employees: 1-10

Notal Vision
www.notalvision.com | Medical Device

Notal Vision is the developer of medical devices intended to detect and monitor age-related macular degenerations (AMD). The company’s medical devices are used for home monitoring of AMD patients and provide doctors access to patient data through an online connection, enabling doctors to treat patients at an earlier stage.

Primary Contact: Scott Jones  
Awarded: 2013  
Market Strategy: Research  
No. of Employees: 1-10
Well Health
www.wellapp.com | Healthcare Technology
Well Health developed WELL, a trusted communication platform that connects patients to healthcare organizations via text, phone, email, and live-chat. The platform provides the most efficient and effective way for healthcare administration to interact with patients between visits.

Founder: Guillaume de Zwirek
No. of Employees: 1-10
Awarded: 2016

Phas3
www.phas3health.com | Healthcare Technology
Phas3 is a digital health company focused on increasing participation in cardiac rehab (CR), an important but extremely underutilized secondary prevention program for patients with heart disease. 80% of eligible patients never even enroll in a CR program and 95% of eligible patients don’t complete the full course of treatment despite data suggesting that completing a CR program doubles the chances of extending one’s life by five years or more. We’re fixing the CR system by helping patients complete rehab from home: an accessible, cost-effective, and reimbursable approach to CR that can help a health system maintain the existing quality and add a tangible value proposition based on revenue and profit improvement.

Primary Contact: Lucas Rydberg
Market Strategy: B2B
No. of Employees: 11-50
Awarded: 2019

SentiAR
www.sentiar.com | Medical Device
SentiAR is the developer of the first real-time intraprocedural augmented reality platform designed to transform the experience for both patient and clinician in interventional procedures. The company's technology is a 3D augmented reality platform featuring real-time holographic visualization of the patient's actual anatomy, enabling clinicians to offer treatment and analysis of cardiac arrhythmias within an interventional catheter lab environment.

Primary Contact: Berk Tas
Market Strategy: B2B
No. of Employees: 1-10
Awarded: 2017

Sparo Labs
www.sparohealth.com | Medical Device
Sparo Labs developed Wing, a smartphone-connected, pocket-size device that uses innovative technology to accurately measure lung function. Their product empowers patients to better understand, track, and proactively manage their asthma so they can discover what most of us take for granted - a simple breath.

Founder: Abby Cohen
Market Strategy: B2C
No. of Employees: 1-10
Awarded: 2013

TCARE
www.tailoredcare.com | Enterprise Software
TCARE reduces long-term-care claims for Medicaid & Life/LTC insurance carriers by providing an evidence-based family caregiver support program thus delaying/preventing nursing home placement. TCARE’s clients include State Government, Medicaid Payers and Life/LTC Carriers.

Founder: Ali Ahmadi
Market Strategy: B2B
No. of Employees: 1-10
Awarded: 2019

Provider Pool
providerpool.co | Enterprise Software
Provider Pool is an online labor marketplace created for the healthcare industry. Their platform connects hospitals to their ideal nursing professionals for short and longer term staffing needs.

Founder: Janna Westbrook
Market Strategy: B2B
No. of Employees: 1-10
Awarded: 2019
Information Technology

“My cofounder and I have been foreign national employees ourselves and then managed foreign national employees in our previous companies. Being on either side of the table, we know how hard it can be to understand, start and track legal employment-based immigration initiatives. So, we decided to use technology to make the process better for employers and employees.”

Raj Singh  CEO & Co-Founder, WayLit

Adalo
www.adalo.com  |  Mobile Application Software
Adalo is a SaaS platform that makes building apps as easy as putting together a slide deck. Entrepreneurs, small businesses, digital marketing agencies, and freelance designers use Adalo to create amazing apps without having to use any code.

Founder  Ben Haefele  Awarded  2019
Market Strategy  B2C  No. of Employees  11-50

AdKiosks
www.adkiosks.com  |  E-Commerce
AdKiosks is a cloud-based socially integrated classified advertisement service. The company creates new classified revenue streams for online news and media content providers at no additional cost.

Founder  Peter Meng  Awarded  2013
Market Strategy  B2B  No. of Employees  1-10

appbase.io
www.appbase.io  |  Enterprise Software
appbase.io is a streaming database service for search and analytics queries. Businesses use appbase.io for a managed real-time database infrastructure so they can focus on building their product.

Founder  Siddharth Kothari  Awarded  2015
Market Strategy  B2B  No. of Employees  1-10

appcropolis
www.appcropolis.com  |  Application Software
appcropolis is a cloud-based web development platform that allows users to create responsive websites and HTML5 mobile applications. They have over 100,000 mobile app templates that are fully designed, customizable, and ready-to-use.

Founder  Raul Sanchez  Awarded  2013
Market Strategy  B2C  No. of Employees  1-10
Blue Line Technology
www.blueline.com | Application Software
Blue Line Technology is a software company dedicated to the development of intelligent facial recognition video security systems. FirstLine Software is an intelligent facial recognition security software that provides automatic, real-time, identification verification for threat detection, access control, and concierge applications.

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<tr>
<th>Founder</th>
<th>Market Strategy</th>
<th>No. of Employees</th>
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<tbody>
<tr>
<td>Thomas Sawyer</td>
<td>B2B</td>
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<td>Awarded 2014</td>
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Benja
www.benja.com | E-Commerce
Benja delivers shoppable media experiences that enable purchasing inside online display advertising, social media feeds, e-mail, and mobile apps. Users are offered discounts on products that they love and have 60 seconds to decide whether to buy or pass.

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<tr>
<td>Andrew Chapin</td>
<td>B2C</td>
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<td>Awarded 2014</td>
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Balto Software
www.baltosoftware.com | Enterprise Software
Balto helps sales reps close more deals by analyzing sales conversations in real-time and providing sales reps instant, automatic feedback on how to win the call live, while it’s actually happening.

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<td>Marc Bernstein</td>
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Clockwork
clockwork.ai | Enterprise Software
Clockwork uses real-time information to automatically build out projections and cash flow forecasts by integrating with QuickBooks Online and Xero. Small businesses can collaborate and create “what if” scenarios without having to fumble through Excel or Google Sheets.

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CrisisGo
www.crisisgo.com | Mobile Application Software
The CrisisGo mobile app is a universal safety and communication tool for groups and organizations of any size. With the app, group members use their smartphones to communicate with all other group members and to respond to emergency situations with individualized action checklists, alert others about dangerous situations, view building maps, obtain emergency contact information, review attendance rosters and locate threatened group members with GPS technology.

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<td>Jim Spicuzza</td>
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<td>Awarded 2015</td>
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Clever Real Estate
www.listwithclever.com | Real Estate Tech
Clever’s software platform connects sellers with local real estate agents who then list the seller’s home for a flat fee of $3,000 or 1 percent for homes over $350,000.

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<td>Ben Mizes</td>
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Corvus Robotics
www.corvus-robotics.com | Logistics
Corvus Robotics helps warehouse, distribution centers, and manufacturing facilities understand their physical footprint and inventory using intelligent aerial drones.

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<tr>
<th>Founder</th>
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<td>Jackie Wu</td>
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Cleaver
www.cleaver.com | Cyber Security
Cleaver is the developer of a data protection tool that enables users to securely manage access to their company’s applications while presenting easier visibility on company audits and reports.

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<td>Company</td>
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<td>Customily</td>
<td><a href="http://www.customily.com">www.customily.com</a></td>
<td>Customily is a SaaS that helps eCommerces maximize their personalized product sales while reducing their production costs and time. Our software provides online stores with tools so they can give their customers live previews of their personalization, increasing sales by reducing customers uncertainty and returns. It then translates that personalization into ready to print files, reducing fulfillment times and costs.</td>
</tr>
<tr>
<td>FocalCast</td>
<td><a href="http://www.focalcast.io">www.focalcast.io</a></td>
<td>FocalCast offers an array of interactive conferencing and communication solutions for teams to collaborate. Their Connect product helps users manage their documents, capture interactive feedback, facilitate ideation, and collaborate amongst team members. Their Unity product offers effortless livestream video for focus groups, in-depth interviews and virtual backrooms.</td>
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<tr>
<td>Dabble</td>
<td><a href="http://www.dabble.co">www.dabble.co</a></td>
<td>Dabble is a marketplace for people to discover, teach and host in-person classes, events &amp; experiences in their community.</td>
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<tr>
<td>FastDemocracy</td>
<td>fastdemocracy.com</td>
<td>FastDemocracy empowers political professionals and newcomers alike to be more informed and effective advocates for policy change. Using data-driven analytics and collaborative communications tools, FastDemocracy gives its users a smarter way to engage in the legislative process.</td>
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<td>Fletch</td>
<td><a href="http://www.fletchapp.com">www.fletchapp.com</a></td>
<td>Fletch helps schools and teachers take attendance without anyone lifting a finger. Bluetooth technology and dedicated beacons capture attendees and create reports that integrate seamlessly with learning management systems.</td>
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<td>GiftAMeal</td>
<td><a href="http://www.giftameal.com">www.giftameal.com</a></td>
<td>GiftAMeal is the developer of a mobile application that enables users to provide a meal to someone in need each time they dine at a partner restaurant. The mobile app also offers a unique marketing opportunity for restaurants to acquire new customers, promote their business and fight hunger in their communities.</td>
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<td>Helper Helper</td>
<td><a href="http://www.helperhelper.com">www.helperhelper.com</a></td>
<td>Helper Helper is the developer of a collaborative community application designed to connect students to meaningful volunteer experiences. The company's community service application coordinates and tracks student volunteer hours and simplifies the organization efforts for volunteer coordinators.</td>
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<td>HiHo Mobility</td>
<td><a href="http://www.hihomobility.com">www.hihomobility.com</a></td>
<td>HiHo Mobility is the developer of an enterprise software product that supports the system of shared work fleets, allowing workers in-the-field to make requests for tools, supplies, assets and rides much like requesting an Uber.</td>
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HomeTraq
www.HomeTraq.com | Real Estate Tech

HomeTraq is transforming the homebuying experience by putting the consumer completely in control with an on-demand home showing solution. HomeTraq quickly connects network real estate agents to show homes, similar to Uber quickly coordinating rides. Banks distribute HomeTraq to their Consumers as a new way to immediately tour homes, without commitment to the agent. HomeTraq helps banks solve a customer problem. Banks lose 93% of mortgage opportunities from their own customer base every year, because local agents traditionally refer customers away to the competition before the bank even knows their own customer is shopping for a home.

Founder: Jane Vancil
Market Strategy: B2B
Awards: 2018
No. of Employees: 1-10

IncentiLock
www.incentilock.com | Enterprise Software

IncentiLock is a cloud based SaaS product that automates government tax credit reporting related to jobs, historic preservation, new markets and more for governments, companies, non-profits and state-sponsored entities.

Founder: Jane Vancil
Market Strategy: B2B
Awards: 2018
No. of Employees: 11-50

iSite Media
www.iSiteMediaGroup.com | Media Technology

iSite Media is a digital signage network that provides advertisers with a platform that utilizes real time data driven decisions to showcase a clear message to a captive and targeted audience, while delivering an asset to venues that monetizes and improves an otherwise untapped space in their establishments.

Founder: Brian Lord
Market Strategy: B2B
Awards: 2019
No. of Employees: 1-10

Juristat
www.juristat.com | Legal Services Software

Juristat transforms public patent data into actionable analytics to help firms and in-house counsel optimize patent prosecution strategies.

Founder: Drew Winship
Market Strategy: B2B
Awards: 2013
No. of Employees: 11-50

Innovative election solutions
KNOWiNK
www.knowink.com | Hardware Technology

KNOWiNK is the developer of the product, Poll Pad. The product has technology that simplifies voter check-in and provides instant updates on voter history.

Founder: Scott Lelendecker
Market Strategy: B2B
Awards: 2013
No. of Employees: 51-100

Label Insight
www.labelinsight.com | Enterprise Software

Label Insight collects, aggregates and analyzes food label data to give the government, retailers, manufacturers and app developers a comprehensive view of food labels. This includes allergens, additives, ingredient, and claim analysis.

Founder: Dheeraj Patri
Market Strategy: B2B
Awards: 2012
No. of Employees: 100-150

Less Annoying CRM
www.lessannoyingcrm.com | Enterprise Software

Less Annoying CRM is a customer relationship manager (CRM) designed specifically for the small business market. Their software focuses on simplicity and ease-of-use so that small businesses without IT resources can easily manage their contacts, calendar, leads, and more in a single web-based system.

Founder: Tyler King
Market Strategy: B2B
Awards: 2014
No. of Employees: 11-50

Lean Media
www.lean-media.com | AdTech

Lean Media is an audience-first programmatic online media solution specializing in reaching niche audiences with greater frequency and control. The company’s data management platform provides cookie-less audience targeting for online display advertising that uses consumer psychographic, demographic and behavioral insights combined with cutting edge geo-targeting technology to increase engagement and reduce waste.

Founder: Beth Handrigan
Market Strategy: B2B
Awards: 2017
No. of Employees: 1-10
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<tr>
<th>Company</th>
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<td>Lumate</td>
<td><a href="http://www.lumate.com">www.lumate.com</a></td>
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<td>MakersValley</td>
<td><a href="http://www.makersvalley.net">www.makersvalley.net</a></td>
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<td>Mentor Spaces</td>
<td><a href="http://www.mentorspaces.com">www.mentorspaces.com</a></td>
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<td>MetKnow</td>
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<td>MeterGenius</td>
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<td>MyStrengthBook</td>
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Lumate is pioneering programmatic buying of mobile advertising through their context-driven mobile DSP (AdTrade™) and their white-label self-service portal (AdMotive™). Lumate is a technology-driven company offering products that fill voids in the mobile advertising supply chain by providing advertisers and ad networks with data-rich audience targeting capabilities.

Founder: Michael Orlando
Awarded: 2012
Market Strategy: B2B
No. of Employees: 1-10

MakersValley is an online platform that connect apparel manufacturers with fashion designers worldwide, and provides transparency and communication throughout the manufacturing process. The company’s online platform helps designers gain access to high-end Italian manufacturers and offers personalized guidance and assistance from ideation through their finished products.

Founder: Alessio Iadicicco
Awarded: 2017
Market Strategy: B2B
No. of Employees: 1-10

Mentor Spaces is a virtual mentorship company for emerging Black and Latinx professionals that helps companies scale their diversity and inclusion efforts while advancing the careers of underrepresented minorities. The Mentor Spaces platform, which is currently used by more than 10,000 emerging Black and Latinx leaders, allows corporate mentors to communicate with prospective minority hires in career interest-based groups, making it easier for companies to find, hire and retain diverse talent. Companies use Mentor Spaces to build a diverse talent pipeline, improve retention and enhance corporate culture.

Founder: Chris Motley
Awarded: 2015
Market Strategy: B2B
No. of Employees: 1-10

MeteKnow is an employee engagement platform designed to help co-workers inside of an organization get to know each other through online quizzes and flashcards.

Founder: Will Edwards
Awarded: 2017
Market Strategy: B2B
No. of Employees: 1-10

MyStrengthBook is a SaaS product that aims to improve physical performance of athletes in the gym. On their platform, athletes can track and analyze their training data, and gain access to exclusive training programs that are designed by top athletes and trainers.

Founder: Avi Silverberg
Awarded: 2017
Market Strategy: B2B
No. of Employees: 1-10

Myme is an IoT cloud platform that uses its proprietary smart plugs as a data exhaust for home appliances (washing machines, dishwashers, etc.). The data gathered from those appliances is analyzed and sent back to manufacturers to access better customer data about their products.

Founder: Leon Doyle
Awarded: 2018
Market Strategy: B2B
No. of Employees: 11-50
PenPath
penpath.com  |  Enterprise Software
PenPath is reinventing how marketers make data-driven decisions. Marketers can now ditch spreadsheets and automatically connect all their platforms into a single source of truth dashboard. With all marketing, sales, and user data in one single data warehouse, PenPath applies its data science capabilities to uncover previously inaccessible insights.

| Founder | Alex Cruz |
| No. of Employees | 11-50 |

Qstodian
www.qstodian.co  |  Enterprise Software
Qstodian™ combines counting and customer response technologies to provide a fully-integrated restroom monitoring technology solution for your facility, regardless of size. Sensors count the number of customers and alerts when thresholds are reached while in-restroom text messaging and feedback screens provide real-time notifications of restrooms that need immediate attention.

| Founder | Adam Hoffman |
| No. of Employees | 1-10 |

RoverTown
www.rovertown.com  |  Enterprise Software
RoverTown is the developer of a geo-fence application-based technology platform designed to automatically drive customers to stores. The company’s platform offers an online mobile application for easily accepting mobile coupons, enabling customers to increase their sales and revenues with just a push button present in this online application.

| Founder | Jeffry Harrison |
| No. of Employees | 1-10 |

OutdoorMetrix
www.outdoormetrix.com  |  Application Software
OutdoorMetrix is a hunt performance and harvest management tool for hunters, anglers, guides, outfitters and wildlife habitat managers. With enhanced statistics, metrics, and analytics, users can create better memories with smarter hunting and fishing.

| Founder | Jim McPherson |
| No. of Employees | 1-10 |

Parlor
www.teamparlor.com  |  Enterprise Software
Parlor is a customer collaboration platform that transforms the way digital product teams proactively engage their customers in order to build better products. Parlor adds a ‘relationship layer’ to a company’s live software product, letting them engage their most valuable users in highly specialized ways to refine their products, validate their efforts, and dramatically de-risk the cost of new feature development.

| Founder | Keith Frankel |
| No. of Employees | 1-10 |

Noonlight
www.noonlight.com  |  Mobile Application Software
Noonlight is an online personal safety application designed to connect users to local police in unsafe situations. The company’s online personal safety application offers protection with the help of precise location detection and sends the location status directly to the police; enabling users to proactively protect themselves without the heavy commitment of calling 911.

| Founder | Zach Winkler |
| No. of Employees | 11-50 |
### S4
**www.s4agtech.com | Application Software**

S4 is an agri-management platform designed to improve agricultural yield and manage agricultural risk. The company’s platform offers data analytics as well as decision-making tools to improve agricultural production processes and protocols, enabling clients to improve their agricultural planning.

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<td>Carlos Hirsch</td>
<td>2016</td>
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<td>Kiley Summers</td>
<td>B2C</td>
<td>2018</td>
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### SimMachines
**www.simmachines.com | Enterprise Software**

SimMachines is a machine learning software company that provides “the Why” for every business prediction. Their technology then groups predictions into dynamic predictive segments to enable business users to take insight-driven action with great precision and speed.

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**www.spendebt.com | Financial Services Software**

SpenDebt is a financial technology company designed to improve the financial health of consumers by providing a micro-payment platform which applies payments to reduce debt through everyday transactions.

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### S4
**www.s4agtech.com | Application Software**

S4 is an agri-management platform designed to improve agricultural yield and manage agricultural risk. The company’s platform offers data analytics as well as decision-making tools to improve agricultural production processes and protocols, enabling clients to improve their agricultural planning.

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<th>Primary Contact</th>
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### SimMachines
**www.simmachines.com | Enterprise Software**

SimMachines is a machine learning software company that provides “the Why” for every business prediction. Their technology then groups predictions into dynamic predictive segments to enable business users to take insight-driven action with great precision and speed.

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Strayos
www.strayos.com | Enterprise Software
Strayos is the provider of a B2B cloud-based drone fleet management software designed to scale commercial drone projects of all sizes. The technology provides aerial image-processing, visual intelligence and real-time airspace information; enabling mining, construction and infrastructure clients to collect aerial data, process 2D and 3D maps, analyze and share final results.

Founder  Ravi Sahu
Awarded  2017
Market Strategy  B2B
No. of Employees  1-10

Swipesum
www.swipesum.com | Financial Services Software
Swipesum is an online marketplace for credit card processing intended to help small business find the lowest rates and appropriate systems for their business. The company’s software lets merchants set up an auction in which credit-card processors bid for their business.

Founder  Michael Seaman
Awarded  2018
Market Strategy  B2B
No. of Employees  11-50

Tallyfy
www.tallyfy.com | Enterprise Software
Tallyfy is the developer of workflow and business process management software that enables organizations to prevent human error and streamline business processes.

Founder  Amit Kothari
Awarded  2014
Market Strategy  B2B
No. of Employees  11-50

TrackBill
www.trackbill.com | Mobile Application Software
TrackBill is the developer of a mobile tracking application designed to offer information on legislation in any state legislature. The application offers real-time updates that help U.S. government affairs professionals stay informed on new legislation, and acts as a search engine for identifying bills, committees and legislators.

Founder  Steven Marciniak
Awarded  2013
Market Strategy  B2B
No. of Employees  1-10

Tuloko
www.tuloko.com | Application Software
Tuloko provides internet-related products and services focused on minority-owned businesses, including social networking and a digital loyalty reward program.

Founder  Sean Armstrong
Awarded  2014
Market Strategy  B2C
No. of Employees  1-10

Waylit
www.waylit.com | Application Software
Waylit is your company’s immigration expert to help hire and retain international talent. By automating the verification & paralegal process, Waylit reduces the cost, time, complexity and uncertainty associated with the process.

Founder  Raj Singh
Awarded  2019
Market Strategy  B2B
No. of Employees  11-50
Agrela Ecosystems
www.agrelaeeco.com | Agriculture Technology

Agrela Ecosystems is a technology company focused on plant science research and precision agricultural tools. Their product, PheNode, is a cloud-connected, solar-powered field sensor system which provides detailed information in real-time for users to save money, effort, and increase production.

- **Founder**: Nadia Shakeer
- **Awarded**: 2017
- **Market Strategy**: B2B
- **No. of Employees**: 1-10

Arch Innotek
www.arch-innotek.com | Agriculture Technology

Arch Innotek is a biotech company dedicated to engineering microorganisms to produce natural ingredients that are beneficial to human and animal health. They developed an innovative technology platform called ArchTech, to manufacture various high value natural products using low-cost, sustainable fermentation-based processes.

- **Founder**: Matt Wang
- **Awarded**: 2015
- **Market Strategy**: B2B
- **No. of Employees**: 1-10

Adarza Biosystems
www.adarzabio.com | Biotech

Adarza Biosystems is the developer of a biological assay platform intended to measure clinical and point-of-care samples. The company’s label-free diagnostic platform is capable of simultaneous detection of hundreds of analytes in a single drop of fluid; enabling highly multiplexed protein detection with high sensitivity and specificity.

- **Primary Contact**: Brittany Seagrass
- **Awarded**: 2013
- **Market Strategy**: B2B
- **No. of Employees**: 11-50

Drug Design Methodologies
www.newdrugdesign.com | Biotech

Drug Design Methodologies develops novel software to chemically optimize and accurately measure drug-target binding. By identifying and focusing resources on the most promising candidates and eliminating problematic compounds that could exhibit off-target effects, they accelerate and de-risk drug development pipelines in both pharmaceutical and biotechnology industries while significantly lowering costs.

- **Founder**: Chris Ho
- **Awarded**: 2017
- **Market Strategy**: B2B
- **No. of Employees**: 1-10

"When I used to work for a boutique investment bank, I spent a lot of my time with start-ups and venture capitalists on topics like business plans, growth opportunities, market conditions, etc. It was a feeling that started to build -- I wanted to be one of those companies working on building a business, not just working in a business."

David Woodburn, CEO, Edison Agroscience
Edison AgroScience
www.edisonagro.com  |  Agriculture Technology

Edison AgroScience uses standard biotechnology to make natural rubber – from sunflower. Natural rubber is used in thousands of products because it has properties that can’t be matched with synthetic materials, but the supply is at risk – 90% comes from one geography and all comes from a single plant species. At Edison, we’re increasing the amount of natural rubber already produced by the sunflower plant to provide a more profitable crop for farmers and a reliable domestic supply of a critical resource.

Founder: David Woodburn  
Awarded: 2019  
Market Strategy: B2B  
No. of Employees: 1-10

Good Life Growing
www.goodlifegrowing.com  |  Agriculture Technology

Good Life Growing creates sustainable agriculture and learning hubs to provide healthy food to underserved communities. Using a blend of traditional organic farming, aquaponic, hydroponic, and aeroponic techniques, they are able to maximize their crop yield while minimizing usage of non-renewable resources.

Founder: James Forbes  
Awarded: 2018  
Market Strategy: B2C  
No. of Employees: 11-50

Immunophotonics
www.immunophotonics.com  |  Biotech

Immunophotonics is the developer of a proprietary carbohydrate polymer (GC) intended to transform tumor ablation into an immunotherapy for cancer. The company’s product is intratumorally injected after a tumor ablation, utilizing the whole repertoire of tumor-associated neoantigens available in situ for the immune system after ablation-based immunogenic cell death, inducing a systemic anti-tumor immune response.

Founder: Lu Alleruzo  
Awarded: 2013  
Market Strategy: B2B  
No. of Employees: 1-10

MagBiosense
www.magbiosense.com  |  Biotech

MagBiosense is a biotechnology platform developed to commercialize a novel cardiac biomarker diagnostic technology that brings lab-quality, high-sensitivity detection to the point-of-care. The device will change how heart attacks are diagnosed in the Emergency Department by providing high-sensitivity detection of cardiac troponin I.

Founder: Amos Danielli  
Awarded: 2013  
Market Strategy: Research  
No. of Employees: 1-10

Radiologics
www.radiologics.com  |  Biotech

Radiologics develops FDA-compliant data management systems for medical imaging in clinical trials.

Founder: Daniel Marcus  
Awarded: 2016  
Market Strategy: B2B  
No. of Employees: 1-10

VaxNewMo
www.vaxnewmo.com  |  Biotech

VaxNewMo is the manufacturer and developer of conjugate vaccines dedicated to providing broader protection against strains of bacteria that cause pneumococcal pneumonia. The company’s vaccines use bioconjugation technology that bypasses dependency on synthetic chemistry techniques.

Founder: Christian Harding  
Awarded: 2017  
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Founder: Christian Harding  
Awarded: 2017  
Market Strategy: Research  
No. of Employees: 1-10
Applied Particle Technology
www.appliedparticletechnology.com | Industrial Supplies

Applied Particle Technology’s air filtration technologies provides ultra-high-efficiency air purification products using a novel charge, capture and inactivation technology for hospitals, clean rooms and other specialty applications enabling users to remove toxic fumes or odors.

Founder: Jiaxi Fang
Awarded: 2015
Market Strategy: B2B
No. of Employees: 1-10

Easytork
www.easytork.com | Industrial Supplies

Easytork is a manufacturer of patented high-performance quarter-turn rotary pneumatic vane actuators and associated valve automation products.

Founder: George Wang
Awarded: 2013
Market Strategy: B2B
No. of Employees: 1-10

GWR Safety Systems
www.gwrco.com | Industrial Supplies

GWR is a leading custom seat belt and harness manufacturer specialized in designing, developing, and manufacturing automotive and non-automotive safety restraint systems.

Founder: Ted Gast
Awarded: 2015
Market Strategy: B2B
No. of Employees: 1-10

“We are developing the world’s first intelligent air sterilization system. This is a system that can completely inactivate pathogens, particles and odors in a single step. We are enabling better indoor air quality.”

Jiaxi Fang, Co-Founder, Applied Particle Technology
## Consumer Goods
- Consumer Electronics
  - Equine Smartbits
  - Magnatone
  - Obe
- Consumer Products
  - Artifox
  - Greetabl
  - Hyde
  - Lifespack
  - Made For Freedom
  - Planetarians
  - Sunstation USA
- The Normal Brand - Fashion
- Tiny Superheroes
- Trifare

## Energy & Communication
- Cleantech
  - AcceleraT Wind
  - ThermoAI
- Public Relations
  - Longneck & Thunderfoot

## Education Technology
- Education & Training Services
  - Betabox
  - Forefront
  - Generation Mindful
  - V1itable
  - Rozzy Learning Company
  - T-var EsTech
- Education Software
  - Healthy HipHop
  - OFCourse Scheduling
  - VITAL

## Healthcare
- Healthcare IT
  - Digital Medical Arts
  - Janus Choice
  - TCARE
- Healthcare Technology
  - cLER
  - Geneoscopy
  - Greer
ture
  - HIPAAAtrek
  - Ilerasoft
  - Key2Enable
  - Phas3
  - Provider Pool
  - Weil Health

## Information Technology
- Adtech
  - Lean Media
  - Lumate
- Application Software
  - Apppbase.fo
  - Balto Software
  - Clockwork
  - Customly
  - Fast Democracy
  - HiLo Mobility
  - IncentLock
  - Label Insight
  - Less Annoying CRM
  - Mentor Spaces
  - myma.io
  - Parlor
  - PenPath
  - Qistodian
  - RoverTown
- Enterprise Software
  - SpenDebt
  - SwipeSum

## Life Sciences
- Agriculture Technology
  - Agrela Ecosystems
  - Arch Innovate
  - Edison Agroscience
  - Good Life Growing

## Manufacturing
- Industrial Supplies
  - Applied Particle Technology
  - Eastyork
  - GWR Safety Systems
**2019 ORGANIZATIONAL FINANCIAL OVERVIEW**

**2019 Revenue**

- Contributions & Grants: $4,333,242
- In-Kind: $35,000
- Investment: $553,602
- Miscellaneous: $0

**2019 Expenses**

- Program: $1,864,515
- Fundraising: $143,841
- Management: $239,719
- Subtotal of Operational Expenses: $2,248,075

*Non-Recurring Bad Debt (Endowment): $500,000

**2019 Total Revenue**: $4,921,844  
**2019 Total Expenses**: $2,748,075*  
**2019 Ending Net Assets**: $8,268,889

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**BOARD OF DIRECTORS**

- Bob Guller, J.D., M.B.A.
  President
  Owner, BEB Management
- Jerry Schlichter, J.D.
  Chairman
  Founding & Managing Partner
  Schlichter Bogard & Denton
- Matt Badler
  Treasurer
  Principal, Twin Financial Partners
- Jerry Howe, M.B.A.
  Secretary
  CEO, Big River Telephone
- Carl Bouckaert
  Advisor

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**STAFF**

- Gabe Angieri
  Director of Development & Operations
- Julia Campbell
  Director of Programs
- Alexandra Dixon
  Development Associate
- Alfred Jackson
  Entrepreneur Support Manager
- Josh Lange
  Program Associate
- Emily Lohse-Busch
  Executive Director
- Julie Maurer
  Global Startup Competition Manager

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**ADVISORY COUNCIL**

- Pradip Das, Ph.D.
  President, The Exponential Group, LLC
- John H. Ferring
  President, Plaza, Inc.
- Jamia Froedge, M.B.A.
  ex officio
  President, Process Systems & Solutions at Emerson
- Reed Howlett
  Managing Partner, 358 Capital, LLC
- Sanjay Jain
  Investor
- Abha Khandelwal
  Corn Product Stewardship Life Cycle Manager, Bayer Crop Science
- Stefanie Theilen
  General Manager, Siatom Consulting
- Joe Schlaffy, J.D.
  Venture Capital Consultant
- Richard Tao
  RIchar Tao, LLC
- Cindy Teasdale
  Executive Director, Prepare.ai
- Elizabeth Zucker
  Managing Partner, Interior Investments
- Talia Goldfarb
  Founder & Owner, Myself Belts
- Elise Miller Hoffman
  Principal, Cultivation-Capital
- Paul Mehelic
  Advisor
- Jack Scatizzi
  Entrepreneur-In-Residence, ITEN
- Steve Trampe
  Principal, Owen Development
- Chisom Uche
  Senior Associate, SixThirty Global FinTech Fund
- Heather Wood
  General Partner, Cultivation Capital
DONORS BY GIVING LEVELS 2019

CO-FOUNDERS $200K+
- Centene Charitable Foundation
- Roger Denton
- John F. McDonnell
- Jerry & Sue Schlichter

ANGEL INVESTORS $100K-$199K
- Bank of America Charitable Foundation
- Emerson Charitable Trust
- Jerry & Judy Kent
- Eric & Amy Holland
- Missouri Technology Corporation
- Michael & Carol Staenberg

KEYSTONE PARTNERS $50K-$99K
- Dowd & Dowd P.C.
- Downtown STL, Inc.
- Kel Kiss Hymes & Robert Guller
- Pershing Charitable Trust
- Michael and Quarris Riney
- Dr. Jeanne & Rex Sinquefield
- Spire
- The Steward Family Foundation
- Wells Fargo
- William T. Kemper Foundation-Commerce Bank, Trustee
- World Wide Technology Foundation

ACCELERATORS $25K-$49K
- Barry-Wehmiller
- Matthew & Mary Badler
- Cindy Brinkley
- Pradyun Das
- Ferring Family Foundation
- Amb. & Mrs. Sam Fox
- Francisca Sisters of Mary
- Sally & Reed Howlett
- Sanjoy Jan
- Stabil
- St. Louis Development Corporation
- Tawn Financial Partners
- Washington University in St. Louis
- Wells Fargo Foundation

STRATEGIC INVESTORS $10K-$24,999
- Ameren Corporation
- Bayer
- Big River Communications
- Bueing Horizon X
- Capacity
- Husc Blackwell
- Interco Charitable Trust
- Lewis & Clark Ventures
- Manko
- Roger & Paula Riney
- Jean Fidone-Schroer & Roy Schroer
- Joe & Annie Schlafly
- Ulrike & Thomas Schlafly, Sycamore
- Tree Charitable Fund
- Thompson Coburn LLP

SEED FUNDERS $5K-$9,999
- Jewish Federation of St. Louis
- Edward Jones
- JPMorgan Chase & Co.
- Kemco Aerospace Manufacturing
- Carol & Ward Klein
- KNOWINK
- Daniel T. Ladenberger
- Lewis Rice LLC
- Matter Family Office

JACK & LINDA BADER FOUNDATION
- Julie & Ron Meyer
- Susan Mulcahy
- Mr. & Mrs. John T. O’Connell
- Polsinelli, P.C.
- Rubin Brown
- The St. Louis Trust Company
- TierPoint
- University of Missouri St. Louis

BOOTSTRAPPERS $1K-$4,999
- Anchor Capital Advisors LLC
- Anders CPAs + Advisors
- Armstrong Teasdale LLP
- BDO USA LLP
- Brown Smith Wallace, LLC
- CIC St. Louis
- Maxine Clark & Bob Fox
- Thomas & Sally Cohn
- Commerce Bank
- Andy & Stephanie Crouppen
- Cultivation Capital
- Dr. William H. Danforth
- David Dankmyer
- Rich & Marilyn Drohde
- Enterprise Bank & Trust
- Mr. & Mrs. David Leila Farr
- Dave Finkang
- First Banks, Inc.
- Ryan Gable
- Jennifer & Richard Geimerling

KEY METRICS
- 2012-2019 as of June 30, 2019

- Anchor Capital Advisors LLC
- Anders CPAs + Advisors
- Armstrong Teasdale LLP
- BDO USA LLP
- Brown Smith Wallace, LLC
- CIC St. Louis
- Maxine Clark & Bob Fox
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