



ARCH GRANTS



# Impact Report

2020

Last year, Arch Grants proclaimed loudly and proudly that, above all else, we **Champion the Bold.**

But that phrase isn't just a promise, it's a call to action. A rallying cry.

St. Louis is incubating a number of bold ideas and solutions right now – in recovery and resiliency, in economic development and in innovation. Are these new initiatives a response to the extraordinary times that we're all experiencing? Are they being conceived out of impatience and dissatisfaction with the status quo? Are they a result of natural creators and visionaries deciding to build here when they would have otherwise looked elsewhere?

The answer to all those questions, and many more, is a resounding "Yes."

And the question we're asking ourselves, and that we hope this region also continues to ask is – how can we help?

Because while extraordinary ideas and solutions are absolutely critical to real and lasting change, these ideas and the people and teams that create them need champions. They need somebody (or a big group of somebodies) to invest in them early. And they need someone to help them prove their concept and perfect their solution. And they need someone to help bring the concept to scale. When we go all in to champion bold ideas, we help visionaries become changemakers.

Arch Grants was founded on the belief that if we take big, early bets on extraordinary entrepreneurs, they will not only build the future economy in this region but will change our culture for the better. And for nine years, St. Louis has championed this bold concept and helped us to build something truly exceptional. The founders and employees of the 173 startups that we have funded are now a part of the fabric of our region, building their companies and their lives in St. Louis.

The passion and support this region has shown, and continues to show, allowing us to scale our own vision for the future is astounding. It is an undeniable and irrefutable testament to St. Louis' commitment to Champion the Bold. We are grateful, and more importantly, we are unabashedly hopeful.

Thank you for your unwavering confidence in the limitless potential within entrepreneurs. We hope you'll continue to be our partners and role models as we

# Champion the



**Bold.**



# KEY METRICS

as of December 31, 2020

**\$9.2M**

INVESTED BY  
ARCH GRANTS

**\$355M**

IN CAPITAL  
ATTRACTED

**\$451M**

IN REVENUE  
GENERATED

**2,306**

JOBS CREATED  
IN MISSOURI

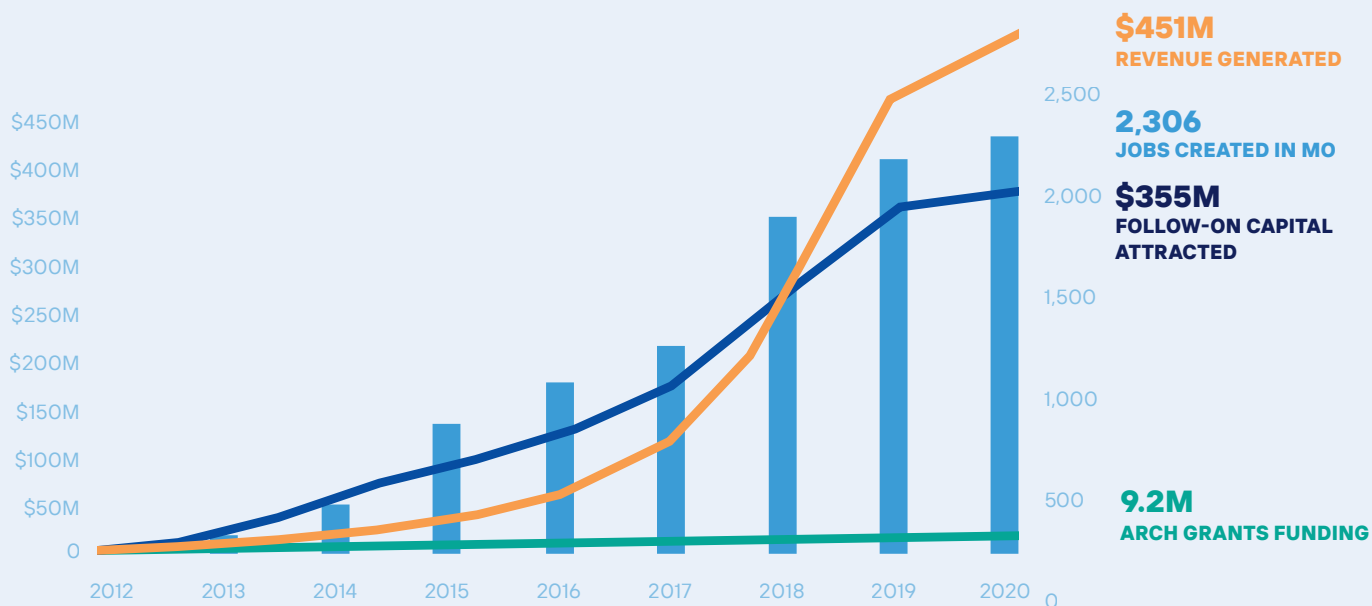
## TALENT

Arch Grants attracts and retains high-quality entrepreneurs to St. Louis through our Startup Competition. This annual competition attracts hundreds of applications each year and engages over 300 industry-expert volunteers in an intensive evaluation process. To date, of the over 5,000 applications submitted from 49 states and 106 countries around the world, Arch Grants has funded 173 innovative companies eager to build their businesses in St. Louis.

**50%** of Arch Grants  
Companies were  
retained in St. Louis

**50%** of Arch Grants  
Companies were  
attracted to St. Louis

**12%** of Arch Grants  
Companies originated from  
outside the United States



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

**20%** of Arch Grants Companies are led or co-led by Black and Latinx Founders

**40%** of Arch Grants Companies are led or co-led by women

**21%** of Arch Grants Companies are led or co-led by immigrants



# David Woodburn

CEO of Edison Agrosiences (2019)

David Woodburn might be called an accidental agriculturalist. Growing up on a family farm in Western Illinois, David thought his days of tending to crops were behind him when he left home to study mechanical engineering at the University of Illinois at Urbana-Champaign. And they were... at least for a while. After completing his undergraduate degree, David landed an engineering job at a medical device company where he worked for a couple of years before deciding to concurrently pursue an MBA at University of Chicago's Booth School of Business. Fusing his engineering experience with a newly acquired business acumen, David advanced within the company and was soon leading the finance and decision-making processes for domestic and international acquisitions.

After nine years working in the medical device sector, David, who was living in the Chicago suburbs with his St. Louis-born spouse, Sarah, decided to change things up professionally. Starting with a stint at a pharmaceutical company as a portfolio analyst, he began what would become a 15-year career in finance. During this period, he worked with many small startups looking to raise venture capital funding and began to develop a deep appreciation for what differentiates successful startups from [ultimately] failed businesses. Leveraging this experience, David accepted the role of President and CEO of an early-stage food ingredient company based in Nebraska but was able to work remotely from his home in Chicago. Sarah, who had unsuccessfully tried to persuade David to relocate to her hometown for some years, finally convinced him that he could, in fact, work just as well (and more affordably) from a new home in St. Louis, so they packed up and made the move to Missouri.

Given his experience with raising capital, working with startups, and the technical know-how from his engineering days, it wasn't too long until David got involved with BioSTL's BioGenerator program as an Entrepreneur in Residence. As an EIR, David had the chance to work with several AgTech startups in an advisory capacity, including Edison Agrosiences, an early-stage company based in North Carolina that was working to increase the rubber-yield from sunflowers. David immediately saw an opportunity to add significant value to the business by applying for a DARPA-sponsored STTR Phase 1 grant targeted to alternative rubber crops. He helped write the application, and after they were awarded, accepted the roles of CEO and CFO, leading the company through a Phase 2 grant application to further prove-out the company's solution. Concurrently, Edison applied to Arch Grants' annual Startup Competition in 2019, ultimately winning one of the twenty \$50,000 grants awarded in the 2019 and relocating its headquarters to St. Louis.

When David first became involved with Edison, he was unfamiliar with the strategic and geopolitical value of rubber, but it quickly became clear why DARPA was sponsoring research in this area given its wide range of uses, from consumer-grade products to industrial components. Only a century ago, nearly all rubber was sourced from South America, but after a leaf blight wiped out rubber trees there, cultivation and production shifted to Southeast Asia, which now produces over 90% of the global supply. Today, as a new leaf blight threatens to undercut Asian production of rubber, there is increasing global pressure to find new sources, and Edison Agrosiences is at the leading edge of research and development into sustainably sourcing this critical raw material.



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**Arch Grants is never shy about asking if Founders require assistance and the team delivers whenever there's a need or request. Arch Grants' support is worth just as much, if not more, than its funding.**

– DAVID WOODBURN

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Under David's leadership, Edison has successfully modified the sunflower plant genetically to produce higher amounts of rubber to the point where commercial viability is close at hand. Rather than clearing large swathes of tropical rainforest to cultivate and process rubber trees, Edison is on track to produce a stable crop that can be grown domestically using existing farmland and sold worldwide, solving a massive supply-chain issue affecting myriad sectors. From a family farm in rural Illinois to a world-changing farming innovation, it seems David Woodburn was always destined for a career in agriculture.

David credits Arch Grants with providing Edison Agrosiences with credibility and stature in the St. Louis community, as well as key relationships with local professional firms and resources through the Angel Vendor program. "The coolest thing about Arch Grants is that they deliver. You ask for what you need, and no matter how improbable, their team works hard to achieve it on your behalf. Companies that don't take advantage of all that's available through the program are missing out."

## FOUNDER SPOTLIGHT

# Blake Marggraff

**CEO and Co-Founder of CareSignal**



As an undergraduate at Washington University, Blake Marggraff and a few partners created BetaBox, a company that developed fun, hands-on engineering projects and sold them to universities to address the dropout problem plaguing engineering schools. BetaBox had been awarded an Arch Grant in 2014, and though they had been excited to win, the connections Arch Grants provided proved to be much more impactful. Even after their one-year program concluded, Arch Grants set up scores of introductions with experts in every aspect of business development and operations.

After having set BetaBox on a successful growth trajectory, Blake had already been considering his next entrepreneurial venture by 2015. He remained in St. Louis and continued to leverage Arch Grants' eagerness to provide support and make connections. This time the idea had been for a healthcare company that would use mobile technology to help caregivers monitor their patients – CareSignal. Blake's new company now has annual revenues in the seven figures, its 30-person workforce is located entirely at Cortex, and all future growth is planned exclusively in St. Louis.

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**Part of being bold is recognizing that doing so can take months, years, or even decades. Arch Grants recognizes that it takes an investment in the individuals championing that boldness to really pay dividends in the long term.**

– BLAKE MARGGRAFF

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# Akeem Shannon

**Founder and CEO of Flipstik (2020)**

Born and raised in St. Louis, Akeem Shannon was raised by an impressive pair of entrepreneurial parents. His father ran his own business, while his mother founded and led her own nonprofit. After graduating from De Smet Jesuit High School, Akeem had plans to pursue a degree in chemical engineering. Unfortunately, he lost his college scholarship, which made a “traditional” college path less feasible for him. Always passionate and driven by an innate talent for sales and a scrappy ambition, Akeem started imagining how he could run his own business just like his parents.

The idea for Flipstik originated from a conversation with Akeem’s uncle, a NASA engineer, who advised him of an ingenious but virtually untapped, bio-based adhesive from the 1970s. Akeem, who had since started a promising sales career in mobile telecommunications, began developing the prototype of Flipstik’s eponymous flagship product and, after executing a highly successful Kickstarter campaign and a small army of mall kiosks for sales throughout the St. Louis region. Unfortunately, however, his success was significantly interrupted by the COVID-19 pandemic.

**One of the big things for me is to stay in St. Louis. The Arch Grant was a big part of making sure that happened. It helped us get our space and was instrumental in getting us to gear-up for everything that we needed.**

**– AKEEM SHANNON**

Akeem was introduced to Arch Grants through a local law firm, which happened to be an organizational partner of its Angel Vendor program. A partner at the firm invited Akeem to the Arch Grants Gala in 2019, and he started to see winning the Startup Competition as his shot – a pivotal opportunity to grow and gain capital so that his business could survive and thrive. Thanks to Akeem’s determination, Flipstik was awarded an Arch Grant in 2020, and, among other things, he used the \$50,000 in funding to acquire a warehouse space to accommodate the seven employees he needed to grow the business from local, underrepresented communities. In addition to winning the Arch Grant, Akeem was selected for an appearance on ABC’s “Shark Tank” airing two months later and was offered an investment deal from Lori Greiner of QVC.

Today, scaling Flipstik in St. Louis is a priority for Akeem, even as he’s traveling around the country securing orders from major retailers and negotiating distribution partnerships with major corporations. He is committed to helping build a diverse and inclusive business community in his hometown and is leading by example.





# Beth Handrigan

CEO of Lean Media (2017)



In the 1990s, Beth Handrigan lived in Rhode Island where she worked as a teacher for an inner-city school. She enjoyed working in an urban environment and felt that she was making a real difference in her students' lives. But when Beth's entrepreneurial husband started a new business and secured a major contract in St. Louis, they decided the opportunity was worth relocating to the Midwest. Beth continued to teach for a brief time, but soon became a mother and decided to step away from her teaching career to focus on raising her children.

By the time Beth returned to the workforce full time, she was less interested in returning to education as she had developed a keen interest in marketing and communications. Following this ambition, Beth first obtained marketing roles with a local educational software company followed by one of the largest health insurers in the country. Shortly thereafter, she went to work for her husband's digital marketing agency to further build out her repertoire in the field.

It was at that agency, in 2014, that Beth and Matt Jeter, her eventual Co-Founder of Lean Media, identified an unmet need for effectively targeting display advertising to difficult to reach audiences, like seniors aging into Medicare. With the support of her husband's marketing agency, Beth and Matt built a solution to address this problem and Lean Media, an advertising technology startup, was born. Soon thereafter, Lean Media identified and shifted its focus to an underserved market in the space – agriculture.

Beth first heard about Arch Grants while at a St. Louis networking event and began immersing herself in the local startup ecosystem. Determined to win an Arch Grant, Beth and Matt applied three separate times. On the third attempt, and after gaining significant traction with the business, Lean Media was awarded an Arch Grant in 2017. When asked how the award helped her company, Beth says that "Because of the funding we received from our Arch Grant, we were able to hire two new account executives that supported our shift into agribusiness." Since then, Beth has gone on to build a team of seventeen FTE's at Lean Media and generated significant revenue.

**The real value of Arch Grants is that they continue to help companies, no matter where they're at, and navigate them through any unexpected issues. Arch Grants stepped up and guided us through a critical time.**

– BETH HANDRIGAN

In 2020, Arch Grants was able to further support Lean Media's growth through the Arch Grants Relief Fund, which was set-up weeks after the Covid-19 pandemic shutdown began, allowing Beth to maintain her workforce and helping to ensure the company was well-positioned to rebound in the ensuing economic recession. Lean Media's 2020 revenue grew 55% from 2019, landing the company on the Inc. 5000 Fastest-Growing Private Companies in America list for the second year in a row, and moving up its ranking to 1165 from 1414 in the prior year.

"Lean Media may have survived without the additional support from Arch Grants, but we may not have the same number of employees or be where we are with revenue today. There's a stark difference between surviving and thriving, and we're thriving."



# Matt Homann

## Founder and CEO of Filament

As Founder and CEO of Filament, a firm that is committed to designing, facilitating, and hosting meetings that “help smart people think together better,” Matt Homann is quite visible in the St. Louis community. But when Arch Grants awarded Matt in 2015, he was pushing something else: **invisibility**.

Matt first conceived what would become Invisible Girlfriend (and later, also Invisible Boyfriend) years before he, on a lark, brought the idea to St. Louis Startup Weekend, where he and a quickly assembled team of collaborators developed the business during a 54-hour startup creation competition. The novel concept, which claimed the top prize at the event, was simple: customers tired or uncomfortable disclosing their single relationship status to friends and family could create a virtual girlfriend, complete with messages and photos to be shared on social media.

The Today Show, Conan O’Brien, CNN, and other media outlets soon featured Invisible Girlfriend, and by the time he won an Arch Grant, Matt Homann had gained quite a bit of traction in the startup community. Still, it was what he did next that made real waves in the business world. After spending 15 years working in creative meeting facilitation, Matt realized that large and small group meetings were typically limited to dull spaces that failed to inspire creativity or collaboration. So in 2016, Matt acquired a 10,000 square-foot facility in downtown St. Louis to develop a meeting venue to deliver on his thesis that **“for the future of work to be better, meetings have to be better.”**

Filament, which maintains a ban on PowerPoint presentations, has since become a go-to meeting facilitation firm where top business, civic, and nonprofit leaders work with Matt and his team to craft meaningful and productive engagements that challenge conventional wisdom and push beyond mediocre outcomes. Looking forward, Matt has big plans for the firm. Despite the Covid-19 pandemic reducing Filament’s ability to host in-person meetings, it has since expanded its capacity for facilitating virtual meetings, which he sees as an essential and permanent addition to their core suite of solutions.

**If I do my best work, I’m sharing ideas with others but not getting credit for it.**

— MATT HOMANN



# Ola Ayeni

## Founder and President of Claim Academy

After immigrating to the United States from Nigeria, Ola Ayeni founded Dining Dialog, and later Eateria, a startup focused on offering an affordable marketing solution that would connect restaurants to their customers, in Naperville, Illinois. In 2013, Ola relocated Eateria to St. Louis after winning an Arch Grant. His team quickly started to expand and soon became one of St. Louis' fastest-growing startups. However, as Ola was trying to develop the technology and software necessary for Eateria's growth needs, he discovered a critical lack of skilled talent available in St. Louis.

Ever an entrepreneur, Ola resolved that if he could not find the talent he needed, he would develop a company that could produce that talent. Soon Ola was launching Claim Academy, a software development boot camp that he leveraged to create a pipeline of software developers in St. Louis. Claim Academy's first class of coders graduated in 2015, and since then, graduates have been hired at some of the region's biggest employers, including Boeing, Centene Corporation, Mastercard, Bayer, and Spectrum.

**Because we couldn't find developers, we couldn't grow. I said I need to solve this problem myself.**

— OLA AYENI

Beyond a successful track record of training employable skilled talent, Claim Academy has worked with over 350 employers, secured partnerships with Facebook, and won approval from the Department of Veteran Affairs to allow Veterans to use their GI Bill stipends to pay for its classes. Moreover, Claim Academy has now started operating out of a brand-new headquarters it purchased in the Central West End, allowing the company to continue its expansion as it plans for increased enrollment. Ola is extremely active in the St. Louis community, serving in a variety of roles for civic and community-focused organizations, like Greater St. Louis, Inc.

# Meet the Arch Grants 2020 Cohort

The 2020 Cohort is the most diverse group of companies Arch Grants has ever funded and is comprised of some of the most promising startups that are now growing in St. Louis.



"The receipt of this grant has brought inspiration and determination to build 3D Gloop! into a household name and become synonymous with the word 'sticky.' The team at Arch Grants is doing everything they can to support us and help us achieve that vision."

**ANDREW MARTINUSSEN** CO-FOUNDER, 3D GLOOP!  
**ANDREW MAYHALL** CO-FOUNDER, 3D GLOOP!

LEARN MORE ON PG 16



"Arch Grants has certainly been a boost. Being part of a community that provides real support in the form of mentorship and financial assistance is a great moral boost."

**PETER GAUL** GENERAL MANAGER, ATR THRIVE  
**NEVILLE MCNAUGHTON** DIRECTOR OF TECHNOLOGY, ATR THRIVE

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bloom  
beauty brand



"I decided to build a beauty-tech/social mission company that aims to build confidence in people of color by creating technology-driven, customizable, all-natural fresh beauty products. A portion of the proceeds of the business will go to organizations that help young people bloom."

**DR. NATALIE KING** FOUNDER & CEO, BLOOM BEAUTY BRAND

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"Through Bold Xchange, we are working to build Black wealth, promote and empower Black entrepreneurs, and create a space for Black-owned businesses to thrive. Bold Xchange will be an important force in philanthropy, education, and empowerment in the St. Louis community."

**DANIELLE DEAVENS** CO-FOUNDER, BOLD XCHANGE  
**DOUG SPENCER** CO-FOUNDER, BOLD XCHANGE



Diversity & Inclusion  
in Entrepreneurship  
Powered by Wells Fargo

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"St Louis is a great town for startups. The cost of living, the talent pool, the opportunities in the startup community and the overall support from so many sources is wonderful. We have seen an uptick in interest in tech companies in St. Louis and all that we have to offer here for potential employees."

**ALEX QUINN** FOUNDER & CEO, DISRUPTTEL

[LEARN MORE ON PG 19](#)

# EEMERG



"I have spent my entire life in St. Louis and my whole family is here. St. Louis is morphing into a tech powerhouse, which is beneficial for a new tech startup like mine in so many ways. We have made many great connections in the startup ecosystem and want to play a pivotal role in helping other companies."

**WHITNEY MCCLENDON** CO-FOUNDER, EEMERG

[LEARN MORE ON PG 20](#)

# flipstik

DEFY GRAVITY



"It's super important to be grounded here in St. Louis. It's where I grew up. It's where I'm from. And I think the city is just ripe for potential and growth right now. I've been pretty lucky, but I just call it success. Success is just when preparation meets opportunity and I always come prepared, and when I see the opportunity, I pounce on it."

**AKEEM SHANNON** FOUNDER & CEO, FLIPSTIK

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"When I first came to St. Louis three years ago through the WashU MBA program, I didn't expect to find much of a startup ecosystem. I have been blown away by the strength and breadth of that community with Arch Grants as its key pillar. Winning an Arch Grant was a tremendous honor for Hum and it has translated into deep community connections, incredible support and mentoring, and a massive boost for our business as we look to transform the freight rail industry."

**BYRON PORTER** CO-FOUNDER, HUM INDUSTRIAL TECHNOLOGY

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"The access to large employers, optimal cost of living, national proximity, and sense of community make St. Louis a favorable place to prioritize Inclusively's operations. We look forward to joining the Arch Grants community to take advantage of all the support this great program can offer!"

**SARAH BERNARD** COO, INCLUSIVELY

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"I love the city and find St. Louis to be the perfect location to grow and scale Kwema. The reason being the proximity to major hubs and the diverse network that allows us to get in front of potential Fortune 500s and mid-sized corporations."

**ALI AL-JABRY** CEO, KWEMA

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"We have decided that St. Louis will offer us a unique opportunity to build and scale our product faster and in a cost-effective way."

**PABLO ORDUNA** CO-FOUNDER & CEO, LABSLAND

[LEARN MORE ON PG 22](#)



"We are really proud to be building our business in St. Louis, and receiving an Arch Grant really affirms that geographic decision for us. We're really hoping to be able to become even more integrated into the city through this grant and give back to the community."

**BRANDON SMITH** CO-FOUNDER,  
MISSION CONTROL  
**BYRON ABRIGG** CO-FOUNDER & CCO,  
MISSION CONTROL  
**AUSTIN SMITH** CO-FOUNDER & CEO,  
MISSION CONTROL

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"I like that St. Louis is a very diverse community in a lot of different ways and we wanted the data that we are gathering to be representative. There are some big health systems here that make it a really attractive place to be."

**SARAH SCHEWE** FOUNDER, MOSAIC



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## NATIVE PET



"As St. Louis natives, we are proud to continue growing our business in this robust startup ecosystem and especially thankful to have the support of the Arch Grants community and fellow founders."

**PAT BARRON** CO-FOUNDER & COO, NATIVE PET  
**DAN SCHAEFER** CO-FOUNDER & CEO, NATIVE PET

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"Arch Grants has been extremely helpful for us to scale in the Midwest. They have a tremendous network, and everyone goes out of their way to connect us with potential clients, investors, and other startup resources. We rely on the St. Louis geospatial community to connect with our clients and are extremely thankful to Arch Grants for their support."

**ELANGO THEVAR** FOUNDER & CEO, NEER  
**RAJ MANI** CTO, NEER

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"Joining the Arch Grants community will radically transform our footprint in the Midwest, and I'm excited to grow our team with St. Louis' talent."

**CIARA MAY** FOUNDER & CEO, REBUNDLE

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"Arch Grants has been fantastic to work with. From funding to educational workshops and introductions —they have the knowledge and experience to help entrepreneurs be more successful."

**DAVID HAYDEN** CEO, SERVICETARGET

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"As a first-time founder, it can get intimidating when you realize all the things you have to do - from incorporating, bookkeeping, and writing up agreements for users. Knowing that Arch Grants can help you get the right services you need is a huge relief."

**EDWARD GE** CEO, STRATODYNE

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"St. Louis has grown into a startup-friendly city. From access to capital and top-engineering talent to supportive startup networks and programs (like Arch Grants) and low cost-of-living, St. Louis checks all of the boxes!"

**RYAN RICHT** CO-FOUNDER, WELL PRINCIPLED

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# ARCH GRANTS COMPANY DIRECTORY | 2012–2020



## 3D GLOOP!

3D Gloop! creates unparalleled adhesives and coatings for use in additive manufacturing and 3D printing.

2020 E-Commerce



Accelerate Wind

## ACCELERATE WIND

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

2016 Energy



## ADARZA BIOSYSTEMS

Adarza BioSystems is the developer of a biological assay platform intended to measure clinical and point-of-care samples.

2013 Life Sciences

Adarza BioSystems raised \$25M in Series D financing in 2020 as it prepared for full commercialization of its ZIVA platform, a biological testing device designed to assist researchers with disease profiling and drug development. Adarza's technology includes a bench-top instrument and a portfolio of multiplexed assays that can assess hundreds of protein biomarkers simultaneously from a single biological sample, like tissue or blood.



## ADALO

Adalo is a SaaS platform that makes building apps as easy as putting together a slide deck.

2019 Information Technology



## AGRELA ECOSYSTEMS

Agrela Ecosystems is a technology company focused on plant science research and precision agricultural tools.

2017 Life Sciences



Growing Innovations Grants  
Powered by Bayer

The National Institute for Food and Agriculture and the National Science Foundation awarded Nadia Shakoor, Founder & CEO of Agrela Ecosystems, a three-year, \$1.4M grant to develop FieldDock, an integrated smart farm system. The technology will collect and analyze real-time data from the field, allowing for effective tracking of crop performance.



## ADKIOSKS

AdKiosks is a cloud-based socially integrated classified advertisement service.

2013 Information Technology



Hearing Health Reimagined

## AMPTIFY

Amptify provides a web-based auditory brain training program for people with hearing loss or listening challenges.

2017 Healthcare



## APPBASE.IO

appbase.io is a streaming database service for search and analytics queries.

2015 Information Technology



### APPCROPOLIS

appcropolis is a cloud-based web development platform that allows users to create responsive websites and HTML5 mobile applications.

2013 Information Technology



### APPLIED PARTICLE TECHNOLOGY

Applied Particle Technology's air filtration technologies provide ultra-high efficiency air purification products using a novel charge, capture and inactivation technology that enables users to remove toxic fumes or odors.

2015 Manufacturing



### ARCH INNOTEK

Arch Innotek is a biotech company dedicated to engineering microorganisms to produce natural ingredients that are beneficial to human and animal health.

2015 Life Sciences



### APPSCO

AppsCo developed 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.

2017 Information Technology



### ATR THRIVE

ATR Thrive's patent pending Get-Go supplements are specially formulated products that enable complete digestion of milk and milk products and support an optimized biome.

2020 Life Sciences



### ARTIFOX

ARTIFOX designs and manufactures beautiful minimalist products for home and office spaces.

2014 Consumer Goods



### BALTO

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.

2018 Information Technology

Balto raised \$10 million in October 2020 from investors and plans to expand its staff from 45 to more than 100 in 2021. The funding also enabled Balto to add more features to its software, which uses artificial intelligence to provide instant feedback to call-center employees and their bosses. By analyzing a conversation in real time, the software coaches the employee on what to say while the customer is still on the line. The result is fewer misunderstandings and better odds of closing a sale. Balto was funded by Arch Grants in 2018 with 8 full-time team members.



### AUDRA

AUDRA is a globally validated, luxury women's ready-to-wear brand that is clothing the dynamic woman in effortless beauty for all the roles she plays in life.

2019 Consumer Goods



### BABYATION

Babyation is the developer of a breast pump that enables women to pump without removing their shirts.

2015 Consumer Goods

### BETABOX LEARNING



Betabox Learning designs services and mobile/portable prototyping pods built inside shipping containers to facilitate creative tech education of schools, companies, conferences, and events.

2014 Education Technology

### BIG HEART TEA CO.



Big Heart Tea is an online marketplace for traceable, ethically sourced high-quality ingredients.

2018 Consumer Goods



Growing Innovations Grants  
Powered by Bayer

### BOLD XCHANGE



Bold Xchange empowers shoppers to buy Black with a few clicks, and enjoy their products in just a few days.

2020 Information Technology



Diversity & Inclusion  
in Entrepreneurship  
Powered by Wells Fargo

Bold Xchange partnered with The Home Depot for Black History Month in 2021 and provided curated gift boxes for select home and garden influencers as well as Home Depot stakeholders. Bold Xchange continues to bring Black artisans, creatives, and entrepreneurs to the forefront, striving to help make lasting change.

### BLOOM BEAUTY BRAND



Bloom is a beauty-tech/social mission company that creates customizable, all-natural beauty products.

2020 Consumer Products

### BLUE LINE TECHNOLOGY



Blue Line Technology is a software company dedicated to the development of intelligent facial recognition video security systems.

2014 Information Technology

### CLEVER REAL ESTATE



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.

2018 Information Technology

### CLOCKWORK



Clockwork uses real-time information to automatically build out projections and cash flow forecasts by integrating with QuickBooks Online and Xero.

2019 Information Technology

### CORVUS ROBOTICS



Corvus Robotics helps warehouses, distribution centers, and manufacturing facilities understand their physical footprint and inventory using intelligent aerial drones.

2017 Information Technology

### CUSTOMILY



Customily is a SaaS that helps e-commerce maximize their personalized product sales while reducing their production costs and time.

2019 Information Technology

### CRISISGO



The CrisisGo mobile app is a universal safety and communication tool for groups and organizations of any size.

2015 Information Technology

CrisisGo introduced Safety iPass, a solution designed to streamline health status certifications and pre-certifications to ensure only healthy individuals enter schools. Safety iPass allows schools to monitor potential risk by using intelligent survey tools and intuitive reports to manage building entry.

### DABBLE



Dabble is a marketplace for people to discover, teach and host-in person classes, events, and experiences in the community.

2014 Information Technology

### DEMESTIK



DEMESTIK by Reuben Reuel is a universal lifestyle brand offering made-to-order dresses and separates manufactured in the USA.

2017 Consumer Goods

### DIGITAL MEDICAL ARTS



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.

2018 Healthcare



Growing Innovations Grants  
Powered by Bayer

### DRUG DESIGN METHODOLOGIES



Drug Design Methodologies develops novel software to chemically optimize and accurately measure drug-target binding.

2017 Life Sciences

### DISRUPTEL



Disruptel is an American AI company that creates smart products powered by computer vision, natural language processing, and voice technologies.

2020 Information Technology

### EDISON AGROSCIENCES



Edison Agrosiences uses standard biotechnology to make natural rubber from sunflower.

2019 Life Sciences

### EASYTORK



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

2013 Manufacturing

### EQUINE SMARTBIT



Equine SmartBit developed patented technology to measure a horse's biometrics through the mouth with a system of smart sensors.

2018 Consumer Goods





### **EEMERG ROADSIDE ASSISTANCE MARKETPLACE**

Eemerg is a membership-free on-demand mobile roadside assistance marketplace.

2020    Geospatial



### **FOCALCAST**

FocalCast offers an array of interactive conferencing and communication solutions for teams to collaborate.

2016    Information Technology



### **FASTDEMOCRACY**

FastDemocracy empowers political professionals and newcomers alike to be more informed and effective advocates for policy change.

2019    Information Technology



Forefront

### **FOREFRONT**

Forefront helps design, create, and launch AI assistants that attract top Gen Z talent.

2018    Education Technology



### **GENERATION MINDFUL**

Generation Mindful (GEN:M) creates tools, toys, and programs that nurture emotional intelligence through play and positive discipline.

2018    Education Technology



### **FLIPSTIK**

Flipstik is a phone accessory that allows you to stick your phone to virtually any flat surface.

2020    Consumer Goods



### **GOOD LIFE GROWING**

Good Life Growing creates sustainable agriculture and learning hubs to provide healthy food to underserved communities.

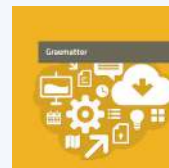
2018    Life Sciences



### **GENEOSCOPY**

Geneoscopy is the developer of next-generation diagnostics designed to treat digestive diseases and offer cancer screening.

2016    Healthcare



### **GRAEMATTER**

Graematter developed a regulatory intelligence system that makes it easier to access and analyze regulatory information.

2012    Healthcare



### **GREETABL**

Greetabl is an online gift platform designed to offer personalized and curated greetings.

2014    Consumer Goods

Geneoscopy's preventive screening test for colorectal cancer and precancerous adenomas earned FDA Breakthrough Device Designation in 2020. A large, multicenter prospective study has shown positive results in the detection of both colorectal cancer and precancerous adenomas utilizing the developed screening test.



### GIFTAMEAL

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.

2018 Information Technology

"The hunger problem is widespread and can affect anyone. With GiftAMeal, we aim to bring our communities together by providing a simple way for people to assist neighbors who lack access to healthy food. It is our hope that increasing community engagement in the fight against hunger will both provide more food for people in need and reduce the stigma associated with food insecurity." - Andrew Glantz, Founder & CEO.



### GWR SAFETY SYSTEMS

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

2015 Manufacturing



### HELPER HELPER

Helper Helper is the developer of a collaborative community application designed to connect students to meaningful volunteer experiences.

2016 Information Technology



### HEALTHY HIP HOP

Healthy Hip Hop utilizes technology and the hip hop culture to help improve student learning environments and academic outcomes.

2019 Education Technology



### HIPAAATREK

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

2015 Healthcare



### HOMETRAQ

HomeTraq is transforming the homebuying experience by putting the consumer completely in control with an on-demand home showing solution.

2019 Information Technology



### HUM INDUSTRIAL TECHNOLOGY

Hum has developed a wireless sensor system for freight railcars.

2020 Geospatial



### 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.

2014 Consumer Goods



### INCENTILOCK

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, nonprofits, and state-sponsored entities.

2018 Information Technology



### INCLUSIVELY

Inclusively is a human-first employment solution built in collaboration with people with disabilities for people with disabilities.

2020 Information Technology



### ISITE MEDIA

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 otherwise untapped space in their establishments.

2019 Information Technology



### IMMUNOPHOTONICS

Immunophotonics is the developer of a proprietary carbohydrate polymer (GC) intended to transform tumor ablation into a hypnotherapy for cancer.

2013 Life Sciences



### KEY2ENABLE ASSISTIVE TECHNOLOGY INC.

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.

2019 Healthcare



### KNOWiNK

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.

2013 Information Technology



### JURISTAT

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

2013 Information Technology

Juristat raised \$2.4 million in December 2019 from investors and added more software developers and data analysts as it targets an increase in the administrative capabilities of its workflow software. Juristat's workflow automation division provides law firms with artificial intelligence software products to complete tasks such as e-filing, drafting briefs, and drawing up required disclosure forms.



### LABSLAND

LabsLand provides access to STEM experimentation for students and trainees of all ages over the Internet.

2020 Education Technology



### KWEMA, INC.

Kwema is the OnStar meets E-ZPass for employee safety, using no-behavior-change wearables.

2020 Geospatial



### LABEL INSIGHT

Label Insight collects, aggregates, and analyzes food label data to allow government, retailers, manufacturers, and app developers a comprehensive view of food labels.

2012 Information Technology



### LEAN MEDIA

Lean Media is an audience-first programmatic online media solution specializing in reaching niche audiences with greater frequency and control.

2017 Information Technology



Growing Innovations Grants  
Powered by Bayer

### LESS ANNOYING CRM



Less Annoying CRM is a customer relationship manager (CRM) designed specifically for the small business market.

2014 Information Technology

Less Annoying CRM was named "Best CRM Software of 2020" by U.S. News & World Report, beating out Salesforce, HubSpot, and dozens of other nationally recognized CRM firms. Since being funded by Arch Grants in 2014, Less Annoying CRM has sunk deep roots in St. Louis, hiring dozens of software developers for its downtown headquarters, as well as establishing a training program for college students from underrepresented communities in tech.

### LIFEPACK



Lifepack produces plates and other products made from natural fibers and seeds and are 100% biodegradable.

2014 Consumer Goods

### LORO CO.



Loro is a smart companion robot for wheelchair users.

2019 Healthcare

### LUMATE



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.

2012 Information Technology

### LUX AND NYX



Lux and Nyx is a fashion company that equips the rockstar women with the tools she needs to go places and make a difference in the world.

2019 Consumer Goods

### MADE FOR FREEDOM



Made for Freedom sells clothing and accessories made at centers around the world by survivors of sex slavery and human trafficking.

2014 Consumer Goods

### MAKERSVALLEY



MakersValley is an online platform that connects apparel manufacturers with fashion designers worldwide and provides transparency and communication throughout the manufacturing process.

2017 Information Technology

### MAGBIOSENSE



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.

2013 Life Sciences

### MENTOR SPACES



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.

2015 Information Technology

### MAGNATONE



Magnatone makes high-end vintage style guitar amplifiers with all American-made parts that are sold worldwide.

2016 Consumer Goods





### MISSION CONTROL

Mission Control is a software platform that enables organizations to gather and grow their communities through recreational esports.

2020 Information Technology



### MOSAIC

Mosaic aggregates electronic medical record data from disparate sources to provide a complete picture of a patient's care.

2020 Healthcare



### NATIVE PET

## NATIVE PET

Native Pet helps its customers take the lead on their pet's health and nutrition.

2020 Consumer Goods



### NEER

NEER is a comprehensive integrated real-time water management platform that leverages machine learning to model and assess the risk condition of water, sewer, and stormwater infrastructure systems.

2020 Geospatial

## NOONLIGHT

### NOONLIGHT

Noonlight is an online personal safety application designed to connect users to local police in unsafe situations.

2016 Information Technology



### OUTDOORMETRIX

OutdoorMetrix is a hunt performance and harvest management tool for hunters, anglers, guides, outfitters, and wildlife habitat managers.

2017 Information Technology



### NOTAL VISION

Notal Vision is the developer of medical devices intended to detect and monitor age-related macular degenerations (AMD).

2013 Healthcare



### OFCOURSE SCHEDULING

OfCourse Scheduling is the developer of a software that creates course schedules for schools.

2016 Education Technology



### OBE

Obe is the developer of a smart pet bowl designed to help pets live the longest and healthiest lives possible.

2018 Consumer Goods



### PARLOR

Parlor is a customer collaboration platform that transforms the way digital product teams proactively engage their customers in order to build better products.

2018 Information Technology



### PENPATH

PenPath is reinventing how marketers make data-driven decisions.

2019 Information Technology



### PLANETARIANS

PLANETARIANS is an ingredient tech company, upcycling by-products and solid food waste into high-protein high fiber ingredients.

2019 Consumer Goods



### PROVIDER POOL

Provider Pool is an online labor marketplace created for the healthcare industry.

2019 Healthcare



### RADIOLOGICS

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

2016 Life Sciences



### RILEY'S ORGANICS

Riley's Organics is a provider of organic dog food products.

2016 Consumer Goods



### ROZZY LEARNING COMPANY

Rozzy Learning Company is an online learning platform intended to bring hands-on STEAM (Science, Technology, Engineering, Art, Math) programs and resources to kids.

2017 Education Technology



### PHAS3

phas3 is a digital health company focused on increasing participation in cardiac rehab, an important but extremely underutilized secondary prevention program for patients with heart disease.

2019 Healthcare



### POLICYENGAGE

PolicyEngage connects legislative and regulatory tracking, advocate and donor engagement, and media monitoring.

2013 Information Technology

Formerly known as TrackBill, PolicyEngage publicly announced its software platform expansion and rebrand in 2020. The new relationship management platform will provide technology for public affairs professionals to track legislation and regulations, engage advocates and donors, and monitor media.



### REBUNDLE

Rebundle is making synthetic braiding hair better for the scalp and better for the environment.

2020 Consumer Goods



### ROVERTOWN

RoverTown is the developer of a geo-fence, application-based technology platform designed to automatically drive customers to stores.

2013 Information Technology



### S4

S4 is an agri-management platform designed to improve agricultural yield and manage agricultural risk.

2016 Information Technology



### SCOPIO

Scopio is a social image agency that streamlines the copyright process for user-generated images and videos.

2015 Information Technology



### SENSRTRX

SensrTrx is a manufacturing analytics platform designed to make manufacturing data simple, accessible, and cost-effective.

2016 Information Technology



### SENTIAR

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.

2017 Healthcare

SentiAR received the U.S. Food and Drug Administration's 510(k) clearance for its CommandEP system, the first holographic guidance system to be used during an invasive cardiac procedure. The CommandEP system allows electrophysiologists to visualize 3D electroanatomic models in real-time, via a wearable headset and offer a truly handsfree control interface providing superior visualization, allowing them to navigate accurately within the heart during a cardiac ablation procedure.



### SERVICETARGET

ServiceTarget helps teams quickly create self-service applications designed to make customers more self-sufficient.

2020 Information Technology



### SIMMACHINES

simMachines is a machine learning software company that provides "the why" for every business prediction.

2012 Information Technology



### SPARO LABS

Sparo Labs developed Wing, a smartphone-connected, pocket-sized device that uses innovative technology to accurately measure lung function.

2013 Healthcare



### SMASHTOAST

SmashToast develops consumer-facing hardware and software that provide efficiency to everyday processes.

2015 Information Technology



### SPENDEBT

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.

2018 Information Technology



Diversity & Inclusion  
in Entrepreneurship  
Powered by Wells Fargo



### STRATODYNE

Stratodyne uses smart balloons to capture real-time geospatial data from the edge of space.

2020 Geospatial



### STRAYOS

Strayos is the provider of a B2B cloud-based drone fleet management software designed to scale commercial drone projects of all sizes.

2017 Information Technology



### SUNSTATION USA

Sunstation USA is the provider of multiuse sunscreen dispensers intended to prevent sunburns and skin cancer.

2017 Consumer Goods



### TALLYFY

Tallyfy is the developer of workflow and business process management software that enables organizations to prevent human error and streamline business processes.

2014 Information Technology



### TCARE

TCARE reduces long-term care claims for Medicaid and life/TLC insurance carriers by providing an evidence-based family caregiver support program.

2019 Healthcare

TCARE closed a \$3 million financing round in 2020 with plans to expand its product offering into new business segments. The expansion strategy includes doubling its St. Louis-based team. "From its inception, TCARE has been committed to making a positive impact on the lives of the caregivers and care recipients we serve. We are grateful for the trust placed in us by our investors as we enter our next phase of growth." - Ali Ahmadi, CEO.



### TINYSUPERHEROES

TinySuperheroes creates "superhero" capes to aid kids overcoming illness or disability.

2016 Consumer Goods



### SWIPESUM

SwipeSum is an online marketplace for credit card processing intended to help small businesses find the lowest rates and appropriate systems for their business.

2018 Information Technology

SwipeSum announced a \$1.1 million funding round lead by all St. Louis based investors. The funding will catalyze software development of their AI-powered credit card processing statement analysis tool Staitment and expand its sales efforts on a national scale.



### THE NORMAL BRAND

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

2015 Consumer Goods



### THERMOAI

ThermoAI is a sensor technology designed for optimizing and automating power plants.

2018 Energy

Thunderfoot

### THUNDERFOOT

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

2016 Communications





### TULOKE

Tuloko provides internet-related products and services focused on minority-owned businesses, including social networking and a digital loyalty reward program.

2014 Information Technology



### TRIFLARE

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.

2013 Consumer Goods



### T-VAR EDTECH, INC.

T-var EdTech creates and sells affordable assistive technologies that teach literacy within a Universal Design for Learning framework.

2018 Education Technology



### VAXNEWMO

VaxNewMO is the manufacturer and developer of conjugate vaccines dedicated to providing broader protection against strains of bacteria that cause pneumococcal pneumonia.

2017 Life Sciences

VaxNewMo was awarded a \$3 million federal grant as part of a Phase II Small Business Innovation Research grant by the National Institute of Health. The startup plans to use the grant to further develop a vaccine designed to provide defense against pneumococcus.



### V15ABLE

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.

2019 Education Technology



Diversity & Inclusion  
in Entrepreneurship  
Powered by Wells Fargo



### VITAL

ViTAL's software allows teachers to create digital learning content that is accessible to students who are blind and visually impaired.

2017 Education Technology



### WAYLIT

WayLit is your company's immigration expert to help hire and retain international talent.

2019 Information Technology



### WELL HEALTH

Well Health developed WELL, a trusted communication platform that connects patients to healthcare organizations via text, phone, email, and live chat.

2016 Healthcare



### WELL PRINCIPLED

Well Principled is an AI management consultant that optimizes marketing and supply chain strategy for major CPG brands and retailers.

2020 Information Technology

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## BOARD OF DIRECTORS

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## 2020 ORGANIZATIONAL FINANCIAL OVERVIEW

2020 Total Revenue

**\$19,108,031\***

2020 Total Expenses

**\$2,387,837**

2020 Ending Net Assets

**\$24,489,083**

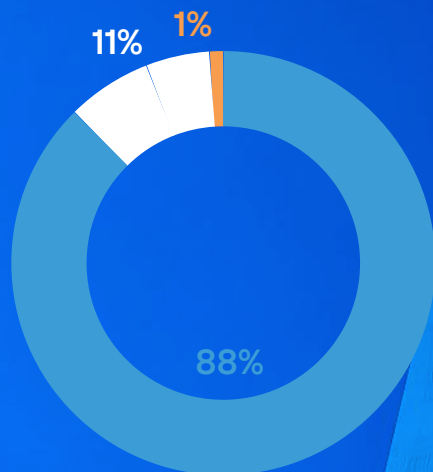
### 2020 REVENUE

Contributions & Grants: \$17,489,170\*

Investment: \$1,610,861

In-Kind: \$8,000

Miscellaneous: \$0



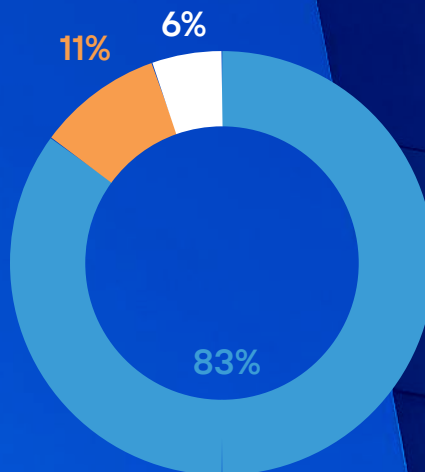
### 2020 EXPENSES

Program: \$2,024,026

Fundraising: \$191,579

Management: \$172,232

Subtotal of Operational Expenses \$2,387,837



\*Extraordinary one-time commitments made to our Sustained Impact Campaign (endowment) are included within total revenue numbers reported.

# DONORS BY GIVING LEVELS 2020

## CO-FOUNDERS \$200K+

Anonymous  
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## Ronak Sheth

As our first Entrepreneur-in-Residence (EIR), Ronak mentors Founders on go-to-market strategies, customer acquisition, product-market fit, fundraising, and other topics. Ronak has spent the past 20 years in venture-backed SaaS companies and is an expert in growing startups and working with VCs/boards. Most recently, as Co-Founder of 2012 Arch Grants Company Label Insight, Ronak led product and sales, then the company as CEO, for eight years.



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