

2021

# Impact Report



In a year marked by unprecedented global challenges, Arch Grants stood firm in our unwavering commitment to nurture innovation and empower entrepreneurs in St. Louis. We are delighted to present our 2021 Impact Report, a testament to our organization's resilience, adaptability, and determination to support the next generation of St. Louis trailblazers, undeterred by any hurdles.

This year, we backed 34 outstanding startups to catalyze exponential economic impact in St. Louis. Our emphasis on diversity and inclusion was strengthened by a generous \$1,000,000 grant from Bank of America, aimed specifically at empowering Black and LatinX Founders. This four-year funding grant is propelling our efforts to build a dynamic, inclusive startup community in St. Louis like never before.

To continue attracting top-tier talent to our region, we introduced a \$10,000 relocation grant alongside the \$50,000 non-dilutive award for Startup Competition awardees who moved to St. Louis for Arch Grants' one-year program. These complementary funds helped alleviate the burden of relocation for our newest Founders as they assimilated into the local innovation ecosystem.

We also launched our Entrepreneur-in-Residence (EIR) program, offering invaluable mentorship and real-time guidance to our Founders. This program enhancement allowed our startups to tap into experienced entrepreneurial insights and enabled them to overcome the many unanticipated obstacles that early-stage entrepreneurs face.

Finally, we launched Growth Grants, which provides up to \$100,000 in additional non-dilutive funding to previously awarded companies seeking matching growth capital. Bolstered by investment returns generated from our ongoing Sustained Impact Endowment Campaign, we funded more companies than ever and piloted this impactful new program. In 2021, Arch Grants distributed a total of \$600,000 in Growth Grants, doubling-down on the long-term success of our portfolio companies looking to expand their St. Louis operations.

As you read through this Impact Report, we encourage you to discover our entrepreneurs' inspiring stories and extraordinary accomplishments in a year of great uncertainty and challenge. Together, we are forging a brighter future for St. Louis and cultivating an innovation ecosystem that knows no limits. Our movement is gaining momentum, and we are more prepared than ever to champion our region's bold next generation of leaders in collaboration with you.

# Champion the



**Bold.**

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# KEY METRICS

as of December 31, 2021

## ANNUAL IMPACT

OVER  
**350**

VOLUNTEERS EVALUATED  
HUNDREDS OF COMPANIES

**34**

COMPANIES WERE  
AWARDED IN 2021

### IN 2021 ALONE, ARCH GRANTS COMPANIES HAVE...

RAISED

**\$216 Million**

IN FOLLOW-ON CAPITAL

CREATED

**356**

JOBS IN MISSOURI

GENERATED MORE THAN

**\$183 Million**

IN REVENUE

**\$36 Million**

IN WAGES PAID  
TO MO EMPLOYEES

## CUMULATIVE IMPACT

### 2012—2021 | ARCH GRANTS COMPANIES' IMPACT

ATTRACTED MORE THAN

**\$623 Million**

IN FOLLOW-ON CAPITAL

DEVELOPED

**2,450**

COMMERCIALIZED  
PRODUCTS

GENERATED MORE THAN

**\$517 Million**

IN REVENUE

CREATED MORE THAN

**2,600**

JOBS IN MISSOURI

**227**

PATENTS  
AWARDED

**50%**

ORIGINATED FROM OUTSIDE  
OF GREATER ST. LOUIS

**9%**

ORIGINATED FROM OUTSIDE  
OF THE UNITED STATES

**69%**

LED OR CO-LED BY A WOMAN,  
PERSON OF COLOR, IMMIGRANT  
OR VETERAN

**\$11.6 Million**

MILLION GRANTED TO EARLY-  
STAGE STARTUPS SINCE 2012

**207**

COMPANIES FUNDED

**145**

ACTIVE COMPANIES

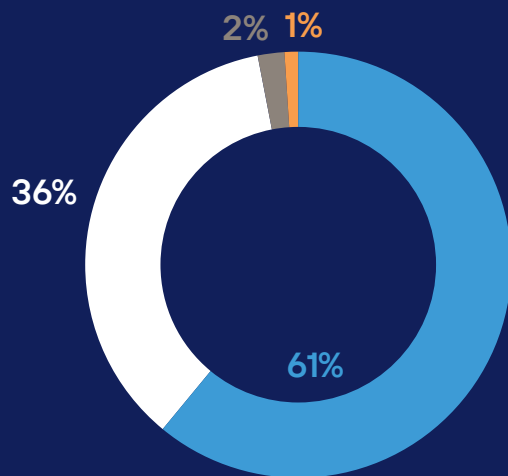
**85%**

ACTIVE IN ST. LOUIS

## 2021 FINANCIAL OVERVIEW

### 2021 REVENUE

\$8,072,385



Contributions & Grants: \$4,977,735

Investment: \$2,915,021\*

In-Kind Donations: \$28,929

Miscellaneous: \$150,700

#### Contributions & Grants Revenue Breakdown:

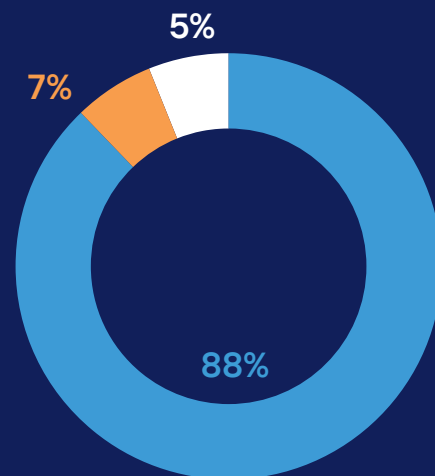
Annual Fund | 59%

Sustained Impact Campaign | 7.7%

Event Sponsorships | 33.3%

### 2021 EXPENSES

\$3,588,749



Program: \$3,120,152

Fundraising: \$232,199

Management: \$236,398

Subtotal of Operational Expenses \$3,588,749

#### Program Expenses Breakdown:

Startup Competition Grants | 60.25%

Growth Grants | 19.25%

Entrepreneur Support | 20.5%

*\*Unrealized returns generated from Sustained Impact Fund (endowment) investments*

# TESTIMONIALS FROM ST. LOUIS COMMUNITY LEADERS

**TISHAURA JONES, MAYOR OF THE CITY OF ST. LOUIS**

**"The St. Louis region is committed to supporting innovation and entrepreneurship because we know that new leaders with new ideas are vital to the future of this city. St. Louis is ready to Champion the Bold with Arch Grants to develop the next generation of employers, civic leaders, and philanthropists for this region."**

**DR. SAM PAGE, ST. LOUIS COUNTY EXECUTIVE**

**"It's crucial for St. Louis to lift families out of poverty and address racial and economic disparities. As Arch Grants continues to fund traditionally underrepresented founders in the region and remove the systemic barriers that make it difficult for them to grow and scale, our city will continue seeing progress."**

**JASON HALL, CEO OF GREATER ST. LOUIS INC.**

**"Entrepreneurs and small businesses are tremendous job creators, and that is why we must invest in entrepreneurs to expand Missouri's economy. Arch Grants is building a legitimate pipeline for the St. Louis economic ecosystem."**



**MARILYN BUSH, PRESIDENT,  
BANK OF AMERICA ST. LOUIS**

**"Bank of America is committed to supporting innovative ways to advance economic opportunity in St. Louis and Arch Grants has a proven record of collaboration and serving as a major catalyst for positive change within the region. The \$1 million grant we invested in Arch Grants will help create equitable and lasting success by providing the tools, resources and support needed by Black and Hispanic-Latino entrepreneurs."**

**DAVID EICHHORN, CFA, NISA'S CEO AND  
HEAD OF INVESTMENT STRATEGIES**

**"Arch Grants' program is a model for driving economic empowerment and developing the next generation of employers, civic leaders, and philanthropists for the St. Louis region. Our organization is inspired by the entrepreneurial spirit of the five high-growth startups we are supporting through our partnership with Arch Grants. We look forward to watching their businesses grow and contribute to the vitality of the St. Louis economy in the months and years ahead."**

**JACK SCATIZZI, EXECUTIVE DIRECTOR OF THE MISSOURI TECHNOLOGY CORPORATION**

**"In venture and entrepreneurship, it is a numbers game and Arch Grants has put up significant numbers. The organization's longevity is certainly tied to the region's success. If Arch Grants had flamed out after two or three years, I don't think the St. Louis ecosystem would be where it is today."**

# ARCH GRANTS COMPANIES IN THE NEWS



## **Headline: Edison Agrosiences To Use \$1 Million Research Contract To Produce Natural Rubber In Sunflower Plants**

Publication Date: March 25, 2021

Quote: "Edison is collaborating on this contract with the Donald Danforth Plant Science Center in St. Louis to increase the level of rubber naturally produced in the leaves of the sunflower plant."



## **Headline: Distruptel raises \$1.1M to make smart TVs smarter**

Publication Date: March 12, 2021

Quote: "The money comes from an impressive group of investors who seem well-aligned with what the startup is aiming to do — namely, build a voice assistant that can provide detailed information about what's happening on your TV screen."



## **Headline: SentiAR closes \$5.1M Series A**

Publication Date: April 13, 2021

Quote: "St. Louis-based SentiAR said that the money will allow it to accelerate the innovation of its mixed reality CommandEP system for surgical visualization."



## **Headline: No-Code App Builder Adalo Closes Tiger Global-Led Series A**

Publication Date: May 17, 2021

Quote: "St. Louis-based Adalo locked up an \$8 million Series A led by Tiger Global to help grow its no-code app builder platform."



## **Headline: NielsenIQ acquires product attribute powerhouse Label Insight**

Publication Date: May 17, 2021

Quote: "The strategic acquisition of Label Insight brings to NielsenIQ best-in-class product attribute data, covering roughly 99% of all online consumer queries across over 80% of U.S. food, pet, and personal care products."



## **Headline: These 5 St. Louis-based food-centric companies have received Arch Grants funding**

Publication: October 28, 2021

Quote: "Among this year's Arch Grants recipients are five food-focused companies, Core and Rind, Halo + Cleaver, Honeymoon Chocolates, Mighty Cricket and Mississippi Mud Coffee."



**Headline: St. Louis startup GiftAMeal targets geographic expansion with \$500K raise**

Publication Date: June 25, 2021

Quote: "GiftAMeal's new funding includes \$100,000 in nondilutive financing provided by St. Louis-based Arch Grants as part of its newly created Growth Grants program."

**ST. LOUIS POST-DISPATCH**

**Headline: Call-center software startup Balto raises \$37.5 million**

Publication Date: August 19, 2021

Quote: "Balto, based in downtown St. Louis, has raised \$37.5 million to continue developing its coaching software for call centers."



**Headline: Geneoscopy Closes \$105M Series B Financing Round**

Publication Date: November 16, 2021

Quote: "Geneoscopy said it plans to use the funds to support a study of ColonoSight — its multi-target stool RNA test for colorectal screening — as well as to scale commercial infrastructure, and expand its diagnostic product pipeline."



**Headline: The Best Teas, According to Wirecutter's Obsessive Staff**

Publication Date: October 25, 2021

Quote: "The organic red rooibos chai from Big Heart Tea Co., a woman-owned business in St. Louis, Missouri, hits just the right notes."



**Headline: Flipping the script**

Publication Date: November 16, 2021

Quote: "Akeem Shannon is on a gravity-defying entrepreneurial rise with his creation, Flipstik."



**Headline: Startup Spotlight: Dubai-Based InfraLytiks Simplifies Data From Drone- And AI-Based Infrastructure Inspections**

Publication Date: November 24, 2021

Quote: "InfraLytiks was launched in 2020, with the aim to ease the process of data analytics, while also developing custom software and automation platforms intended for the purposes of inspection."



# Ali Ahmadi

Founder & CEO of TCARE (2019)

Ali Ahmadi first discovered that he had the entrepreneurial bug at 18 while attending boot camp for the U.S. Navy. His side-hustle consisted of shining shoes and ironing uniforms for other recruits, officers and commanding officers. As Ali gained more clients, he began hiring other folks to build a team. From there, he knew that he would go on to start something of his own.

Ali's primary source of motivation for joining the military originated from his experience assisting his father, a New York City welder, with the rescue efforts following the devastating terrorist attacks of September 11, 2001. Always fascinated with the technical side of how things worked and technology in general, Ali went on to serve as a U.S. Naval aviator flying autonomous drone systems.

After serving his time in the U.S. Navy, Ali was recruited to work as an international nuclear project engineer for a German company. He spent eight years traveling to 30-plus countries before burning out. That's when Ali discovered that Washington University in St. Louis (WashU) could provide him with a full ride for his Executive MBA through their Yellow Ribbon program.

Ali first joined the St. Louis startup ecosystem after taking over as president of WashU's entrepreneurial club. He later participated as a judge for Arch Grants' annual Startup Competition, invested in six Arch Grants Recipients (including Wondermento, a 2014 Arch Grants Company and served as a mentor through Capital Innovators. Ali also met Ravi Sahu at WashU, his eventual Co-Founder of Strayos, a 2017 Arch Grants Company.

**Many entrepreneurs don't realize the importance of legal, accounting and HR services in the early stage of company creation. In addition to the \$50,000 received from Arch Grants in 2019, the supporting infrastructure Arch Grants provided allowed TCARE to establish these services in a scalable manner.**

— ALI AHMADI

Ali departed Strayos in 2017 as he and his wife were struggling to care for his mother-in-law, who was experiencing stage-four lymphoma cancer. Thanks to a close friend, they were introduced to a clinical protocol at the University of Wisconsin and were helped through the psychosocial impact of caregiving. Ali saw the incredible promise that this had to offer, worked with the university to turn it into an automated software system and founded TCARE. The plan was to provide technology to help family caregivers.

In 2019, Ali competed in Arch Grants' Startup Competition for his third and final time. Thanks to the Arch Grant, TCARE relocated its headquarters and four full-time employees from Wisconsin to St. Louis. In 2022, after just three years, TCARE has 120 full-time employees and is available in all 50 states and globally.

While Ali credits the \$50,000 non-equity grant with being a critical component of their success, he also believes that Arch Grants was instrumental in TCARE establishing the fundamentals of legal, accounting and human resources so that as they scaled up, the necessary infrastructure was in place for expansion.

## FOUNDER SPOTLIGHT

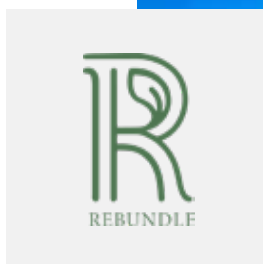
# Ciara Imani May

## Founder & CEO of Rebundle (2020)

Ciara Imani May is a Missouri-born entrepreneur raised in Kansas City who attended the University of Missouri (Mizzou) for her undergraduate degree. Right before college, she learned what the word entrepreneurship meant, even though she had done things that were considered entrepreneurial her whole life. As an intern with the Federal Reserve Bank of Kansas City, Ciara was tasked with teaching elementary and middle schoolers financial literacy. Thanks to this opportunity, she gained a new perspective and switched from studying veterinarian medicine to focusing on business.

Ciara doubled-down on her education by minoring in entrepreneurship while also joining a university-led program to intern within the startup environment. At this point, she stopped attending career fairs and started her own student organization to understand what it meant to be an entrepreneur. Ciara knew that she would not take the traditional corporate route by her senior year and instead pursued her graduate degree in social entrepreneurship at the University of Southern California (USC).

After finishing the program in one year, Ciara decided to join the Venture for America (VFA) Fellowship program and moved East to Charlotte, NC. VFA initially matched Ciara with a university teaching entrepreneurship, but she felt like she needed to find a problem that she could fix. Her "ah-ha" moment came in the summer of 2019 when she dealt with an inflamed scalp stemming from wearing her hair braids for long periods. When she researched more about sustainable living, she realized that her hair was not sustainable. Ciara



**Arch Grants has provided a lot of credibility for my business in the City of St. Louis. It has also provided us with the structure that we needed to grow from very early stage to just early-stage. I think there's a willingness to help here and commitment to our type of business that we didn't find or receive elsewhere.**

**— CIARA IMANI MAY**



then came up with an early concept for Rebundle creating plant-based, biodegradable synthetic hair. She went on to pitch it at an annual VFA event and won first place.

Through VFA's program in Charlotte, Ciara met Danielle Deavens, Co-Founder & Co-CEO of Bold Xchange (a 2020 Arch Grants Company) and Alfred Jackson, a former member of the Arch Grants staff. Alfred moved to St. Louis for his position at Arch Grants and reached out to Ciara and Danielle with the application for the 2020 Startup Competition. Both were awarded an Arch Grant later that year.

Ciara found the opportunity to move closer to home appealing, especially after feeling stuck due to the COVID-19 pandemic. Other factors that drew Ciara to St. Louis were St. Louis' thriving agtech and biotech

communities, which fit perfectly within the scope of Rebundle's work. She was also knee-deep in fundraising, so the \$50,000 equity-free grant was significant to her efforts leading up to raising venture capital. Even though quarantine and the pandemic became the "new normal" for the 2020 Cohort, Ciara viewed the transition to St. Louis as an opportunity to acquire a physical space. Without the Arch Grant, it would not have been a priority.

In 2021, Rebundle experienced significant success and was awarded \$100,000 in additional non-dilutive funding through Arch Grants' Growth Grants program. This, in turn, fed into an impressive \$1.4 million pre-seed funding round. Today, Rebundle is expanding into a larger manufacturing facility in St. Louis, planning to hire more full-time employees and developing new products.

## FOUNDER SPOTLIGHT

# Chris Kontes

**Co-Founder & COO of  
Balto (2018)**

Balto 



As a native of Stamford, CT, Chris Kontes had no idea that he would eventually co-found and lead one of the fastest-growing companies in St. Louis. However, he always knew that he wanted to be an entrepreneur. While growing up, Chris heard plenty of stories about the glass company his family started in New Jersey after immigrating from Greece. These entrepreneurial role models made a significant impression on him before he left his hometown for boarding school in Pennsylvania.

Chris attended Franklin & Marshall College and, as a Junior, launched and sold a website that generated high-quality leads for major automotive retailers (carcrunch.com). After graduation, he landed a two-year Fellowship with VFA. Through VFA's program, Chris was introduced to and subsequently hired by a St. Louis-based enterprise SaaS company called TopOPPS. It was here that Chris met his eventual Co-Founder, Marc Bernstein.

Chris and Marc identified a shared problem during their time as sales development representatives – it was impossible to learn from and improve on their conversations without putting the phone down. Even with their provided coaching, they felt it was too easy to fall back on old habits. They thought, "Wouldn't it be cool if a computer could tell you what to say?" In 2017, Chris and Marc founded Balto – Real-Time Guidance for contact centers.

Chris learned about Arch Grants while at TopOPPS, and Balto also initially shared an office in T-REX with Juristat, a 2013 Arch Grants Company. Their first application to the annual Startup Competition was unsuccessful, but with their

**Very early on, Arch Grants believed in Balto and helped connect us with some of our most important relationships and resources. There are at least half a dozen companies I knew of beforehand who moved to St. Louis specifically because of Arch Grants, which has an incredible multiplier effect.**

**– CHRIS KONTES**

second application, Balto was welcomed as a part of the Arch Grants 2018 Cohort. At the time, Balto was making one hire every other month.

Today, Balto has created 170+ jobs and guided over 130 million calls in real-time for dozens of enterprise customers, including Amtrust Financial, Katapult, RingCentral, and National General Insurance. In 2021, Balto successfully raised \$37.5 million in Series B funding, bringing its total funding to \$52 million.



# Sarah Bernard

**Co-Founder & COO of  
Inclusively (2020)**



Sarah Bernard's story mirrors many others who were born and raised in St. Louis but left for college – she ultimately returned to her hometown. While attending the University of Dayton, Sarah briefly joined Edward Jones in operations and retirement services. Her career aspirations in enterprise marketing, however, took her to London after graduation where she began working with technology and business strategy industry leaders at Forrester Research. Sarah became a top producing sales executive, selling into senior leadership at Fortune 500 companies and helping them drive growth and stay ahead of customer and market dynamics.

While in London, Sarah met Charlotte Dales, her eventual Co-Founder, and the two became good friends who happened to both have family members that had disabilities. It wasn't until a few years after meeting each other that Sarah and Charlotte started to work together professionally. While Sarah took a step back from her career at Forrester to help take care of her daughter with a heart condition, Charlotte was busy selling her first company (CAKE Technologies) to American Express and ideating her next entrepreneurial venture – Inclusively.. Both being equally passionate about the mission, Sarah felt compelled to quickly jump in to build the go-to-market strategy for Inclusively and secured the company's founding enterprise clients.

While still in the research phase for Inclusively, Sarah and Charlotte met with Microsoft at a Disability:IN conference to discuss their Autism at Work program. At the time, Inclusively was just an idea on paper with minimal technology built and Microsoft was the industry leader in disability inclusion. Microsoft's Autism at Work program had, coincidentally, acquired a backlog of around 3,000 candidates actively looking for employment. The representative told them that if they could stand up a minimum viable product (MVP), he could help them find a few other employers who would have interest in the program. Microsoft's backlog, along with that of five other companies' work programs, were key to Sarah and Charlotte building up both sides of their marketplace and launching Inclusively with their founding clients – Microsoft, Dell, JP Morgan, E&Y and Salesforce.

**The Arch Grants program brought tremendous value to our early days at Inclusively outside of just the funding. The network of support, from introductions to internal talent and now current Fortune 500 clients, came at such a critical time for us and organically secured our headquarter's presence in St. Louis.**

**– SARAH BERNARD**

In 2020, Inclusively applied to Arch Grants when raising their seed round. Sarah and Charlotte understood that they had traction, but fundraising was particularly challenging with funds who viewed Inclusively more as a charity than a viable business. They were also raising money during the middle of the COVID-19 pandemic for an employment company when hiring freezes were in full effect. Winning the \$50,000 non-dilutive grant was critical for Inclusively to keep the lights on, but Sarah credits Arch Grants' network for providing

even more value outside of the monetary award itself. This includes the hiring of their new Chief Technology Officer, Dheeraj Patri – Co-Founder of Label Insight, a 2012 Arch Grants Company that NielsonIQ acquired in 2021.

Today, Sarah is a proud mother of four and Inclusively has relocated its headquarters from Richmond, Virginia, to St. Louis. They now partner with more than 50 major employers, including Comcast, Edward Jones and World Wide Technology. Their team currently consists of more than 25 employees and Inclusively supports more than 40,000 active job seekers.

## FOUNDER SPOTLIGHT

# Danielle Deavens

## Co-Founder & Co-CEO of Bold Xchange (2020)

In 2016, Danielle Deavens endeavored to shop for her family's Christmas presents from Black-owned businesses but found it to be a disjointed, clunky and unexciting experience. This led Danielle and her partner, Doug Spencer, to the epiphany that they could be the ones to make that experience better for others. They started to have a lot of customer and brand conversations that helped them better understand what makes it more challenging to find and support Black-owned businesses than mainstream companies. Danielle and Doug identified the main barriers that Black-owned businesses face: lack of access to capital and marketing channels, along with everything else that comes with facing those hurdles.

Before co-founding Bold Xchange, Danielle and Doug had secured their dream opportunities in New York City. Danielle worked as a writer for Food Network Magazine, and Doug was accepted and committed to Columbia Law School. Doug, however, realized that big law wasn't the right path for him following an internship at a law firm in Washington D.C. and withdrew from Columbia. That's when he started a blog about the experience of withdrawing. The support for the blog was so overwhelming that Danielle and Doug decided that they would bet on themselves and work on a platform highlighting other young Black people who were stepping out on faith to pursue their dreams. Many entrepreneurs reached out to them, which set a pivot in motion. They decided to start focusing on building the best platform for amplifying Black-owned brands.

In 2018, Danielle joined the Venture For America Fellowship in Charlotte, NC, to get experience working for a startup and met Ciara Imani May, Founder & CEO of Rebundle (a 2020 Arch Grants Company) and Alfred Jackson. Two years later,



**As East Coast transplants, we couldn't be more excited to be rooted right here in St. Louis growing the Bold Xchange brand alongside this amazing startup community.**

**– DANIELLE DEAVENS & DOUG SPENCER**

Bold Xchange applied to the 2020 Startup Competition and received an Arch Grant. Danielle and Doug then relocated their headquarters from Charlotte, NC, to St. Louis.

Throughout the COVID-19 pandemic, Danielle and Doug ran the business out of their home, but in 2021, Bold Xchange successfully secured a 12,000-square-foot warehouse in the City of St. Louis (at The Grove). They have since hired their first two full-time team members and gained enterprise corporate gifting customers, including Centene and CarMax, which range in size from 100 employees to tens of thousands.



# Luke Babich

## Co-Founder & CEO of Clever Real Estate (2018)

At the age of 22, Luke Babich was running for City Council in his hometown of University City. Luke had just graduated from Stanford University with a degree in political science. He planned to only be back for a short period before he got wrapped up in the local political scene. After researching data on the issues impacting his community, Luke recognized that there was more finger-pointing occurring than problem-solving. That's when a special election presented itself, and a seventh seat on the City Council became available.

One of the defining points of Luke's campaign was when his supporters told him to simplify his points and he decided not to listen. His goal was to educate the people about the issues at hand with long-form case studies, which ultimately defied conventional wisdom and were effective. Even though Luke was outspent 3 to 1 and running against an insider with deep ties, he ended up with 46% of the vote.

His main takeaway from this experience was that educating folks and elevating the conversation got people interested in what he had to say. This was also the first time he experienced what it was like to be an entrepreneur. At times, he gave his everything to something he cared a lot about and ultimately failed.

**In the early days, we used to have a crew of Arch Grants Founders working out of my living room like it was a miniature co-op space. The camaraderie was really important for bridging the gap between running the business by ourselves and having a team of people around us.**

**– LUKE BABICH**

Luke became interested in real estate and digital media following his campaign. He attended a St. Louis event called Startup Connection, where he met Jonathan Allen, Co-Founder of Thunderfoot (a 2016 Arch Grants Company). Jonathan offered Luke a job in sales where he could learn about marketing and audience building. After finding some success, Luke used the commissions he earned to build out a real estate portfolio.

He later found a real estate investing partner in Ben Mizes, his childhood friend and eventual Co-Founder, and the two made a bet on each other to go all-in on their ability as a duo. Along the path of several ventures and side-hustles, Clever Real Estate emerged as an online real estate marketplace. Over time, they learned that sellers want a trustworthy realtor without paying the full commission rate. The thought was, "Can we get agents to provide the same level of service but for lower rates?" The answer was yes, as long as they were good at effectively reaching customers. Clever primarily succeeded at this by means of producing and distributing educational content about real estate.

For the first eight months of the business, it was just Luke, Ben, and a third Co-Founder, Jake Cardenas, running the business. Luke supported operations with his commissions before Clever gained enough traction to raise its first seed round in 2018, which allowed him to join the company full-time. Right around that time, Luke also met Lisa Hu of Lux and Nyx (a 2019 Arch Grants Company), at a birthday party for another Arch Grants Founder. In 2022, Luke and Lisa got engaged and married shortly after.

By the time Clever was awarded an Arch Grant in 2018, Arch Grants had already been a defining driver for Luke stepping into the entrepreneurial world. Today, Clever has sold \$5 billion in real estate, saved customers \$125 million in fees and grown its team x10 from 2018 to 2021 with 120 employees.



# Meet the Arch Grants 2021 Cohort



## ANOTHER REALITY STUDIO

Co-Founders: Bradley Martin, CEO\* and Mauricio Espin, CTO

Origin: St. Louis, Mo.



## ATHLYTIC

Co-Founders: Ashton Keys\* and Jared Eummer

Origin: Detroit, Mich.

**DIVERSITY & INCLUSION  
IN ENTREPRENEURSHIP  
POWERED BY WELLS FARGO**



## BUCK SURGICAL

Co-Founders: Donald W. Buck II, MD FACS, Founder & President\* and Jennifer Buck, Director of Business Strategy

Origin: St. Louis, Mo.



## BASK & BLOOM ESSENTIALS

Founder: Candera Thompson, CEO/Founder

Origin: Bridgeton, Mo.



## CORE AND RIND

Co-Founders: Rita Childers, Co-Founder and Candi Haas, Co-Founder\*

Origin: St. Louis, Mo.



#STLONWARD AWARDS –  
POWERED BY NISA

**NISA**  
CHARITABLE FUND



### EQUALIZER GAMES

Co-Founders: John Tomlinson, Jr.,  
Co-Founder & CEO, Kathy Tomlinson,  
Co-Founder & President\* and Marcus  
Matthews, CTO

Origin: Dallas, Texas



### HALAL BEAUTY COSMETICS

Co-Founders: Adeel Afshar, Co-Founder &  
CEO\* and Aisha Afshar, Co-Founder & CSO

Origin: Des Plaines, Ill.



### GABA

Co-Founders: Candice  
Blacknall MD/MBA, CEO\*  
and Sergio Munoz, CTO

Origin: Atlanta, Ga.



### HARMONEE

Co-Founders: Tara Nesbitt,  
Co-Founder & CEO,\* David  
Rygiol, Co-Founder & CCO and  
Justin Trusty, Co-Founder & CTO

Origin: St. Louis, Mo.



### HALO + CLEAVER

Co-Founders: Matthew Richard, Co-Founder  
and Rob Garwitz, Co-Founder & CEO\*

Origin: Denver, Colo./St. Louis, Mo.

**DONALD M. SUGGS**  
**EXCELLENCE IN**  
**ENTREPRENEURSHIP**  
**AWARD**

\*Pictured



### HONEYMOON CHOCOLATES

Co-Founders: Cameron Loyet, Co-Founder & CEO\* and Haley Loyet, Co-Founder

Origin: St. Louis, Mo.



### IMANYCO

Founder: Saïda Florexil, CEO & Founder

Origin: West Palm Beach, Fla.



### INFRALYTIKS

Co-Founders: Akash Vidyadharan, CTO,\* Tyler Carter, COO and Kevin Prendergast, President

Origin: Des Moines, Iowa



### INTRAMOTEV AUTONOMOUS RAIL

Co-Founders: Timothy Luchini, PhD., CEO,\* Corey Vasel, CTO and Alex Peiffer, COO

Origin: St. Louis, Mo.



### INVENTORA

Co-Founders: Dianna Allen,\* Co-Founder and Jeremy Blalock, Co-Founder

Origin: St. Louis, Mo.



### MAVITY

Founder: Tomas Uribe, Co-Founder & CEO,\* Kristian Diaz, Co-Founder & CTO and Juan Soto, VP of Sales & Marketing

Origin: New York, N.Y.



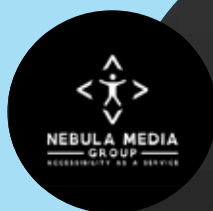
### **MIGHTY CRICKET**

Founder: Sarah Schlafly, Owner  
Origin: St. Louis, Mo.



### **MISSISSIPPI MUD COFFEE**

Co-Founders: Christopher Ruess,  
President and Chandler Branch, CEO\*  
Origin: Maplewood, Mo.



### **NEBULA MEDIA GROUP**

Founder: Will Bubenik, Founder  
Origin: Philadelphia, Pa.



### **NO LIMBITS**

Founder: Erica Cole,  
CEO & Founder  
Origin: Iowa City, Iowa



### **ONEKIN**

Co-Founders: Marvin A. François, CEO & Co-  
Founder\* and Jennifer Gomez, CMO & Co-Founder  
Origin: New York, N.Y.



### **OPTIKAL CARE INC.**

Co-Founders: SueAnn Hollowell, CEO/ Co-  
Founder\* and Norman Stuart III, COO/ Co-Founder  
Origin: Atlanta, Ga.

\*Pictured





### PILOTBIRD

Founder: Evgeny Aleksandrov, CEO

Origin: New York, N.Y.



### PLABOOK

Co-Founders: Dr. Philip Hickman,\*  
Founder and Tammy Buckner, CEO

Origin: Kansas City, Mo.



### PRINTERIOR

Co-Founders: Trenton Esser, Co-CEO,\* Hayden  
Seidel, Co-CEO and Jordan Backes, CTO

Origin: St. Louis, Mo.



### PREVENTOGEN

Co-Founders: Brad Chartrand, CEO,\* Joe Thomure,  
Chairman and Julie Morris, Vice President of Clinical  
Research and Product Development

Origin: Grover, Mo.



### ROCK THE SCORE

Co-Founders: Peter Wright, CEO &  
President\* and Thomas Beck, COO

Origin: Sunset Hills, Mo.





### **SIMERSE**

Founder: Michael Naber, Founder & CEO  
Origin: Los Angeles, Calif.



### **SOILLESS**

Founder: Westen Johnson, CEO & Co-Founder and Julie Joo, Co-Founder\*  
Origin: Austin, Texas



### **TOTAL ORBIT**

Founder: Michael Margraf, CTO/President, Jeff Coburn, Chief Strategy/Content Officer and David P. Scott, Chief Counsel/Director of Operations\*  
Origin: St. Louis, Mo.



### **ZPODS**

Co-Founders: George Bailey, President\* and Gary Kellmann, CEO  
Origin: St. Charles, Mo.



### **ZENHAMMER**

Co-Founders: Edwin Williams, CEO,\* Robert Pryately, VP of Business Development and Matthew Mayfield, VP of Sales  
Origin: Johnson City, Tenn.

#STLONWARD AWARDS –  
POWERED BY NISA





# ARCH GRANTS COMPANY DIRECTORY

## CONSUMER GOODS

### Consumer Electronics

Equine SmartBits ●●  
Magnatone ●

### Consumer Products

3D Gloop! ●  
ARTIFOX ●●  
Bask & Bloom Essentials ●●  
Flipstik ●●  
Flora ●●  
Greetabl ●●  
Halal Beauty Cosmetics ●●  
Hyde  
Lifepack ●●  
Made for Freedom ●●  
No Limbits ●●  
Optikal Care Inc. ●●  
PLANETARIANS ●  
Printerior ●  
Rebundle ●●  
Rock The Score ●●  
Soilless ●●  
Sunstation USA ●  
The Normal Brand ●  
TinySuperheroes ●●  
Triflare ●●

### Fashion

AUDRA ●●  
DEMESTIK ●  
Lux and Nyx ●●

### Food & Beverage

Big Heart Tea Co. ●●  
Core and Rind ●●  
Halo + Cleaver ●  
Honeymoon Chocolates ●●  
Mighty Cricket ●●  
Mississippi Mud Coffee ●  
Native Pet ●  
Riley's Organics ●

## EDUCATION TECHNOLOGY

### Education & Training Services

Betabox ●  
GABA ●●  
Generation Mindful ●●  
Rozzy Learning Company ●●  
Total Orbit ●  
T-var EdTech ●  
V15able ●●

### Education Software

Equalizer Games ●●  
Healthy Hip Hop ●●  
LabsLand ●●  
OfCourse Scheduling ●  
PlaBook ●●  
ViTAL ●●

## ENERGY & COMMUNICATION

### Cleantech

Accelerate Wind ●●  
MeterGenius\* ●  
Rocket Rack\* ●  
ThermoAI ●●

### Public Relations

Thunderfoot ●

## HEALTHCARE

### Healthcare IT

Digital Medical Arts ●●  
Mosaic ●  
TCARE ●●

### Healthcare Technology

Amptify ●●  
Geneoscopy ●●  
Graematter ●●  
HIPAAtrek ●●  
Key2Enable ●  
Phas3 ●  
Provider Pool\* ●  
Well Health ●  
zPods ●●

### Medical Device

Babyation ●●  
Buck Surgical ●  
Notal Vision  
Preventogen ●●  
SentiAR ●●  
Sparo Labs\* ●●

## INFORMATION TECHNOLOGY

### Adtech

Lean Media ●●  
Lumate ●

● Active in St. Louis

● Led or co-led by a woman, person of color, immigrant or Veteran

\* Exited

#### Application Software

appropolis ● ●  
Blue Line Technology ● ●  
Helper Helper ● ●  
Imanyco ● ●  
Inventora ● ●  
MakersValley ●  
Mission Control ●  
Nebula Media Group ● ●  
Olio City\* ●  
oneKIN ● ●  
S4 ●  
Smash Toast ●  
Techli\*  
WayLit ● ●

#### Cyber Security

AppsCo ● ●  
Observable Networks\*

#### E-Commerce

AdKiosks  
Bold Xchange ● ●

#### Enterprise Software

appbase.io ●  
Athlytic ● ●  
Balto ●  
Clockwork ●  
Customily ● ●  
Fast Democracy ● ●  
IncentiLock ● ●  
Inclusively ● ●  
Label Insight\* ●  
Less Annoying CRM ●  
Mavity ●  
Mentor Spaces ●  
Mingo ● ●  
myma.io ●

Parlor ●  
PenPath ●  
Pilotbird ● ●  
RoverTown ●  
ServiceTarget ●  
simMachines\* ●  
Strayos ● ●  
Tallyfy ● ●  
Well Principled ●

#### Financial Services Software

Prattle\*  
SpenDebt ●  
SwipeSum ●

#### Geospatial

Another Reality Studio ●  
Eemerg Roadside Assistance ● ●  
Hum Industrial Technology ●  
InfraLytics ● ●  
Intramotev Autonomous Rail ● ●  
Kwema, Inc. ● ●  
NEER ● ●  
Simerse ●

#### Hardware Technology

KNOWiNK ●

#### Legal Services Software

Juristat ●

#### Logistics

Corvus Robotics ● ●

#### Media Technology

Disruptel ●  
iSite Media ●  
Podcast Press\* ●  
Scopio ●

#### Mobile Application Software

Adalo ●  
CrisisGo ● ●  
GiftAMeal ●  
Harmonee ● ●  
MyStrengthBook  
Noonlight ●  
PolicyEngage  
Roo Storage\*  
ZenHammer ● ●

#### Real Estate Tech

Clever Real Estate ● ●  
HomeTraq ●

### LIFE SCIENCES

#### Agriculture Technology

Agrela Ecosystems ● ●  
ATR Thrive ●  
Edison Agrosiences ●  
Good Life Growing ● ●

#### Biotech

Adarza BioSystems ● ●  
Drug Design Methodologies ● ●  
Immunophotonics ●  
MagBiosense ● ●  
Omniøse ● ●  
Radiologics\*

### MANUFACTURING

#### Industrial Supplies

Applied Particle Technology ● ●  
Easytork ● ●  
GWR Safety Systems ●

# THE SUSTAINED IMPACT CAMPAIGN

Our Sustained Impact Campaign supports a community-funded endowment that ensures that Arch Grants' unique and effective model can both grow in scale year-over-year and continue to create a perpetual pipeline of extraordinary talent and innovation. Through the support of small but growing groups of local business and philanthropic leaders who share our vision for a vibrant innovation-based economy in St. Louis, we have received gifts and commitments of \$22.2 million toward our goal of \$36 million.

## This has enabled Arch Grants to:

- increase the number of total non-dilutive grants awarded in 2021 from 20 to 32
- provide \$600,000 in additional funding through the Growth Grants program in 2021
- increase the amount of our non-dilutive grants from \$50,000 to \$75,000 (plus an additional \$25,000 for companies relocating to St. Louis\*) for 2022 and beyond

Arch Grants has always been committed to funding a diverse range of Founders whose identity and life experience will further enrich and deepen the fabric of our region. Through our Sustained Impact Campaign, we will enhance and refine our process to be a model of inclusive growth that benefits all of our region's residents and work to ensure that our fast-growing startup ecosystem more closely reflects the rich and diverse St. Louis community.

## Your Impact

The impact Arch Grants has made has already exceeded all expectations. Our model is highly sought-after and studied in cities throughout the country. New jobs, revenues, and follow-on capital are signaling renewed vitality in St. Louis' urban core.

Arch Grants is securing a steady and growing inflow of talented, solution-oriented believers and builders to St. Louis, and we're just getting started. With your help, Arch Grants will take the next bold step in our growth - proclaiming to the world that this movement in St. Louis is here for the long-term and will continue to exceed expectations as it scales and matures.

By contributing to Arch Grants' ambitious Sustained Impact Campaign, you allow us to build on our offerings and elevate and amplify regional economic imperatives. Your contribution will help ensure that St. Louis' economy gets infusions of world-class entrepreneurs year after year. The support you provide will be permanent, and the companies our endowment funds will go on to become sources of philanthropy themselves, not just for Arch Grants, but for the many worthy organizations serving this community.



**As Chancellor at Washington University in St. Louis, I saw firsthand what pulls young people away from the city after they graduate, and also saw what is successful in making them stay. Arch Grants represents exactly the type of activity that we need to grow our region, and their impressive statistics speak for themselves. This Campaign will solidify Arch Grants as a major contributor to St. Louis' future economic success. We need to continue to look for new ways to uplift Arch Grants companies and increase the multiplier effect that generates wealth creation at an unprecedented pace and scale."**

**— MARK S. WRIGHTON,  
THE GEORGE WASHINGTON UNIVERSITY PRESIDENT, WASHINGTON UNIVERSITY  
IN ST. LOUIS CHANCELLOR EMERITUS, SUSTAINED IMPACT CAMPAIGN CO-CHAIR**

## HONORARY CAMPAIGN CO-CHAIRS

Maxine Clark  
 Amb. Sam Fox  
 Jerry Kent  
 John McDonnell  
 Michael Neidorff\*  
 Suzanne Sitherwood  
 Michael Staenberg

## CAMPAIGN STEERING COMMITTEE

Carl Bouckaert ●  
 Marie Carlie  
 David Dankmyer  
 Robert Guller ●  
 Joe Schlafly ●  
 Jerry Schlichter, Co-Chair ●  
 Mark S. Wrighton, Co-Chair

## OUR SUSTAINING DONORS

### \$1M+

Anonymous  
 Centene Charitable Foundation  
 Kellie Hynes & Robert Guller ●  
 John & Anne McDonnell  
 Jerry & Sue Schlichter ●

### \$500K-\$999K

Eric & Amy Holland  
 Kent Family Foundation  
 Michael & Carol Staenberg  
 Steward Family Foundation & World  
 Wide Technology

### \$100K-\$499K

Joseph & Claudia Bartholomew  
 Carol & George Bauer  
 Sandra & Michael Bolen  
 Mark & Susan Bronson  
 Roger C. Denton  
 O'Loughlin Family Foundation  
 Twain Financial Partners ●  
 Mark S. Wrighton & Risa Zwerling

### \$1K-\$99K

Big River Communications  
 Brave Warrior Advisors  
 Cabot Corporation \*In honor of  
 Mark S. Wrighton  
 Marie & Mark Carlie  
 Pradip Das ●  
 Dowd & Dowd P.C.  
 John Driscoll  
 Laurina Godwin & Sam Hutchinson\*  
 Tom Keefe  
 J. Gregory Keller  
 Joe & Annie Schlafly ●  
 Flora & Mark Stallion ●  
 Washington University in St. Louis  
 \*In honor of Jerry & Sue Schlichter  
 Susan & Nelson Wolff  
 Elizabeth Zucker ●

## CURRENT CAMPAIGN PROGRESS

TOTAL FUNDS RAISED  
 (GIFTED BALANCE &  
 PLEDGES):

**\$22,291,872**

IMPACT - RETURNS PUT  
 TO GRANTS IN 2021:

**\$1,444,481**

\* Deceased

● Board Member (current/former)

# GROWTH IN 2021

Arch Grants is always pushing the envelope for St. Louis and our portfolio of existing Founders by leveraging new initiatives and enhancing current programs:

## THE GROWTH GRANTS PROGRAM

Arch Grants created the Growth Grants program, which offers up to \$100,000 in matching non-dilutive grants to Arch Grants Founders raising equity investment, convertible debt, or grant funding. This new, follow-on competitive funding program is made possible through Arch Grants' Sustained Impact Campaign.

**In 2021, Arch Grants awarded \$600,000 (\$100,000 each) through the Growth Grants Program to:**

GiftAMeal (2018)	Big Heart Tea Co. (2018)
HomeTraq (2019)	Native Pet (2020)
Rebundle (2020)	SwipeSum (2018)



## OUR ENTREPRENEUR-IN-RESIDENCE (EIR)

The recent addition of an Entrepreneur-in-Residence (EIR) to Arch Grants represented a significant expansion of our ability to assist our Founders. As EIR, Ronak Sheth 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 became CEO, for eight years. Ronak holds a BS in Industrial Engineering from Northwestern University and an MBA from Washington University.

## CORPORATE ADVISORY COUNCIL

Arch Grants convened a new Corporate Advisory Council in the summer of 2021, comprised of top St. Louis leaders who meet quarterly to discuss local corporate needs and growth opportunities, provide guidance for startups, engage with Arch Grants Founders, and assist with future organizational planning.

Our Council Members provide significant value to Arch Grants and our Founders to drive further local economic growth. Corporations represented on the Council are advancing the St. Louis community by:

- Creating impactful connections for startups
- Introducing their key leaders to an exciting, burgeoning local innovation sector
- Identifying more intentional startup recruitment strategies, so future Arch Grants Companies have clear paths to scale their business in the region
- Paving a path for Arch Grants Founders to more easily connect with investors, customers, partners, or mentors

## ARCH GRANTS' NEW OFFICE SPACE

In 2021, Arch Grants relocated to a new office space at 2316 Locust Street, Suite 2b, and is now able to effectively offer a safe, professional, and collaborative office space to all of our Founders. The hardest thing for many of our companies coming from outside of St. Louis is finding a community of professional and personal connections. We've found that when companies create and cement meaningful relationships, they are significantly more likely to stay in St. Louis beyond the year-long program.



# MAJOR FUNDERS IN 2021



**BANK OF AMERICA**

Bank of America invested in Black and Latinx entrepreneurs with a \$1 million grant to Arch Grants to help infuse capital into early-stage startups growing and scaling in St. Louis. This partnership will further build the pipeline of Black and Latinx-led startups being formed, funded and scaled in St. Louis, bolstering the region's support system for Black and Latinx entrepreneurs and helping to build the region's national reputation as an inclusive and diverse ecosystem.

## FERRING FAMILY FOUNDATION

Ferring Family Foundation raised \$100,000 in honor of Donald M. Suggs, President & Publisher of the St. Louis American, after he received Arch Grants' Entrepreneur Award at the 8th Annual Gala. Following the 2021 Startup Competition, one "Donald M. Suggs Excellence in Entrepreneurship" grant was awarded to an extraordinary, Black-led startup. This initiative will now continue thanks to John and Alison Ferring's pledge of an additional \$500,000 over the next 5 years, with the request that the grants are all awarded to Black-led companies that are determined through our process to be best-in-class.

Company funded in 2021: Harmonee



NISA Investment Advisors' Charitable Fund partnered with Arch Grants to meaningfully increase the funding available through Arch Grants' Startup Competition model for 2021 under an innovative platform called the #STLOnward Awards – Powered by NISA. NISA's contribution of \$270,000 enabled Arch Grants to fund five additional high-growth startups with the hope that other established companies will be inspired to support both Arch Grants and subsequent #STLOnward Awards.

The selected startups include:



The requested funding from Wells Fargo Advisors will allow Arch Grants to attract or retain an innovative, scalable early-stage business led or co-led by a person of color and/or an entrepreneur from an otherwise underrepresented community.

Funding from 2018-2022 (Five grants at \$50,000 each)

Company funded in 2021: Athlytic

# ARCH GRANTS 20 21 VIRTUAL gala

The Arch Grants Annual Gala brings together entrepreneurs, business leaders, elected officials, and civic boosters to celebrate innovation and entrepreneurship in St. Louis. In 2021, Arch Grants hosted a virtual event and announced the 2021 Cohort, comprised of 32 new startups and early-stage businesses. Each company was awarded \$50,000 in non-dilutive grants through Arch Grants annual Startup Competition. In addition, approximately half of the companies were also awarded \$10,000 in non-dilutive relocation grants for the first time.



For the second year, Arch Grants' annual gala was held virtually. That night, Emily Lohse-Busch, former Executive Director of Arch Grants, was joined by Danielle Deavens and Doug Spencer, Co-CEOs & Co-Founders of Bold Xchange (2020) and Andrew Glantz, Founder & CEO of GiftAMeal (2018). They shared how Arch Grants is leveling up how we deliver value to our Founders so they can make even greater impact in the St. Louis economy.



**"I don't want people sitting on the sidelines; I want people to realize that even the most successful people in the world were not qualified for doing the thing that made them famous."**

**— JIM MCKELVEY, CO-FOUNDER OF SQUARE & 2021 ENTREPRENEUR AWARDEE**



## PAST ARCH GRANTS ENTREPRENEUR AWARD HONOREES:

**Donald M. Suggs** (2020) Publisher & Editor of The St. Louis American Newspaper

**Bob Chapman** (2019) Chairman & CEO of Barry-Wehmiller

**Sam Fox** (2018) Former Ambassador of the United States to Belgium Founder of Harbour Group Ltd.

**Jerald L. Kent** (2017) Chairman & CEO, TierPoint, LLC Chairman & CEO, Cequel III Chairman & CEO, StayLock Storage

**Michael Neidorff\*** (2016) Chairman, President & CEO, Centene Corporation

**Rodger Riney** (2015) Founder & CEO, Scottrade Financial Services, Inc.

**David Steward** (2014) Founder & Chairman, World Wide Technology, Inc.

**Maxine Clark** (2013) Founder, Build-A-Bear Workshop

\* Deceased

# DONORS BY GIVING LEVELS 2021

## CO-FOUNDERS \$200K+

Bank of America Charitable Foundation  
Centene Charitable Foundation  
Eric & Amy Holland  
Missouri Technology Corporation  
NISA Investment Advisors' Charitable Fund  
U.S. Economic Development Administration

## ANGEL INVESTORS \$100K-\$199K

George & Carol Bauer  
Berges Family Foundation  
Kellie Hynes & Robert Guller ●  
Kent Family Foundation  
O'Loughlin Family Foundation  
Jerry & Sue Schlichter ●  
Michael & Carol Staenberg  
William T. Kemper Foundation - Commerce Bank, Trustee

## KEYSTONE PARTNERS \$50K-\$99K

Cultivation Capital  
John & Anne McDonnell  
Pershing Charitable Trust  
Michael & Quirsis Riney  
Rodger & Paula Riney  
Dr. Jeanne & Rex Sinquefield  
Spire  
Twain Financial Partners ●  
Wells Fargo

## ACCELERATORS \$25K-\$49K

Jack & Anne Bader ●  
Joseph & Claudia Bartholomew  
Mark & Sue Bronson  
Cabot Corporation - In Honor of Mark S. Wrighton  
Centene Charitable Foundation

Pradip Das ●  
Equity.com  
Alison & John Ferring ●  
Franciscan Sisters of Mary  
Sanjay Jain ●  
Ulrike & Tom Schlafly, Sycamore Tree

Charitable Fund  
Staenberg Family Foundation, a supporting foundation of Jewish Federation of St. Louis  
Richard & Eliot Tao ●  
Stefanie Thelen ●

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

Bayer  
The Caesars Foundation  
Dan Creston  
John Driscoll  
Dula Kobusch Charitable Trust

Jim & Randie Eberlin  
Ambassador Sam Fox & Mrs. Sam Fox  
Sally & Reed Howlett ●  
Interco Charitable Trust  
Interior Investments

Larry L. Luing Family Foundation  
ofCourse Scheduling ●  
Jean Fidone-Schroer & Roy Schroer  
Ronak & Meredith Sheth ●  
Verizon Wireless

● Founders

● Board Member (current/former)

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

Arcturis	Hermann Family Foundation	Mr. & Mrs. John T. O'Connell - In honor of Sue & Jerry Schlichter
Burger Law Firm	Husch Blackwell	Polsinelli, P.C.
Cushman & Wakefield	Kemco Aerospace Manufacturing	RubinBrown
Mr. & Mrs. David & Lelia Farr	Carol & Ward Klein	Saint Louis Bank
Ferring Family Foundation - In honor of Jim McKelvey ●	Nancy & Kenneth Kranzberg	Joe & Annie Schlafly ●
Maxine Clark & Bob Fox	Scott Leiendecker ●	Martha Schlicher & Frank Kartmann
Laurina Godwin & Sam Hutchinson	Matter Family Office	St. Louis Economic Development Partnership
Lois E. Guller	Susan Mulcahy	

## BOOTSTRAPPERS \$1K-\$4,999

Gabe & Nichole Angieri	HOK	Derek & Emily Rapp
Marion & Van Black	Immunophotonics ●	Stephanie Riven & Roger Goldman
Cale Bradford	Jewish Federation of St. Louis	Anne Jump & Edward Rossier
Gina Bremehr	Sharon & Russ John	Christy & Edward Schlafly, Jr.
Marie & Mark Carlie	Mr. & Mrs. James L. Johnson III	Katie & Vihar Sheth
Thomas and Sally Cohn, Ellenwood Fund of the Greater St. Louis Community Foundation	Sally Johnston	Rachel D'Souza Siebert
Commerce Bank	Gary & Patty Krosch	Will Smith
David Dankmyer	Deanna Kuhlmann-Leavitt & Robert Leavitt	David & Jaime Sprowls
Mercedes Enrique	Emily & Henning Lohse-Busch	Sprowls Family Charitable Foundation
The Four Leaf Clover Foundation	Mr. & Mrs. James S. McDonnell III	The St. Louis Trust Company
Eric Gilbert	Ron & Julie Meyer ●	Carl & Karen Tisone
Charles & Talia Goldfarb	Patricia Whitaker & Richard Miles	Stephen Trampe
Cathy & Bob Goldsticker	Christine Nardini	Richard & Janet Wile
Sheila Greenbaum & Gary Wasserman	Andy & Rachel Painter	Keith Williamson
Matt Hall	Chris Peckham	Mary & Stephen Wolff
Wayne Harshman	Roy Pfautch - In honor of J. Joseph Schlafly, III	Heather Wood
	Alan & Mae Pratzel	Mark S. Wrighton & Risa Zwerling
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2315 Locust Street Suite 2b  
St. Louis, MO 63103

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