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 ARCH GRANTS

2022

Impact Report

A DECADE OF IMPACT

When Arch Grants launched the Startup Competition in 2012 it was deemed an outrageous idea: a daring philanthropic venture to support the city of St. Louis by way of attracting and retaining the globe's best and brightest entrepreneurs and early-stage startups.

Ten years later, we've awarded 264 grants and acted as the first contact, city liaison, and resource center to every Founder in our portfolio. Our support has allowed them to fully engage with the daily grind of expansion and tap into our region's abundant resources, rewarding its generosity with economic and entrepreneurial success.

This fulfills our founding vision, a city not defined by its buildings, but rather defined by its people—and Arch Grants has helped redefine the future of St. Louis by redefining its workforce.

Over 3,400 jobs have been created by our portfolio companies - companies who stand for our city's future development. Our Founders contribute to organizations like Big Brothers Big Sisters, Harris-Stowe State University, Continuing Medical Education Content, and many others. Moreover, three Founders currently serve on boards around the city, including one right here at Arch Grants. Jobs created, square footage obtained, sales made; these metrics number in the thousands and are increasing every day. Clinical trials have been completed, Department of Defense contracts have been secured, and FDA approvals have been gained. Their impact echoes through every corner of St. Louis, because this is what our Founders do; and this is how Arch Grants serves you.

And it is you, our 240+ donors, who have supported an entire decade of St. Louis's own startup story of renovation and transformation into a leading tech and innovation hub. We're grateful for your support and partnership in achieving the remarkable outcomes detailed in this report.

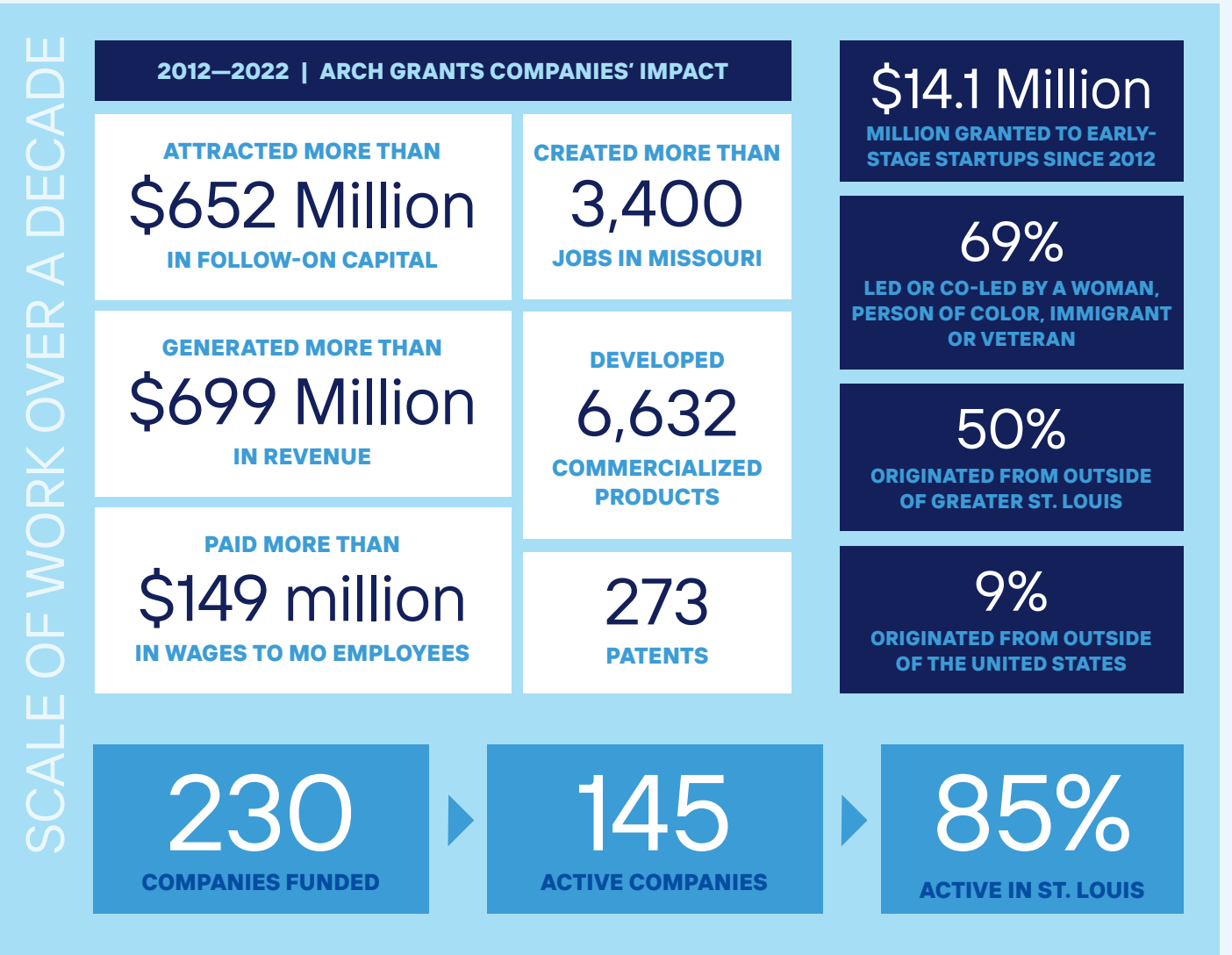
By funding 264 equity-free grants, you have rallied more than 500 Founders to take up our mission of constructing a new economy for a new era. Your generous donations continue to de-risk capital investment in the region and translate the philosophical spirit and philanthropic legacy of St. Louis's cultural institutions into tangible economic impact: \$652,000,000 in follow-on funding over the years.

Yet consider, if you will, that a single generation typically spans 20-30 years. Thus, the 'decade of impact' milestone we celebrate today marks merely the halfway point in our journey to attract and retain an entire intergenerational family of global entrepreneurs in St. Louis.

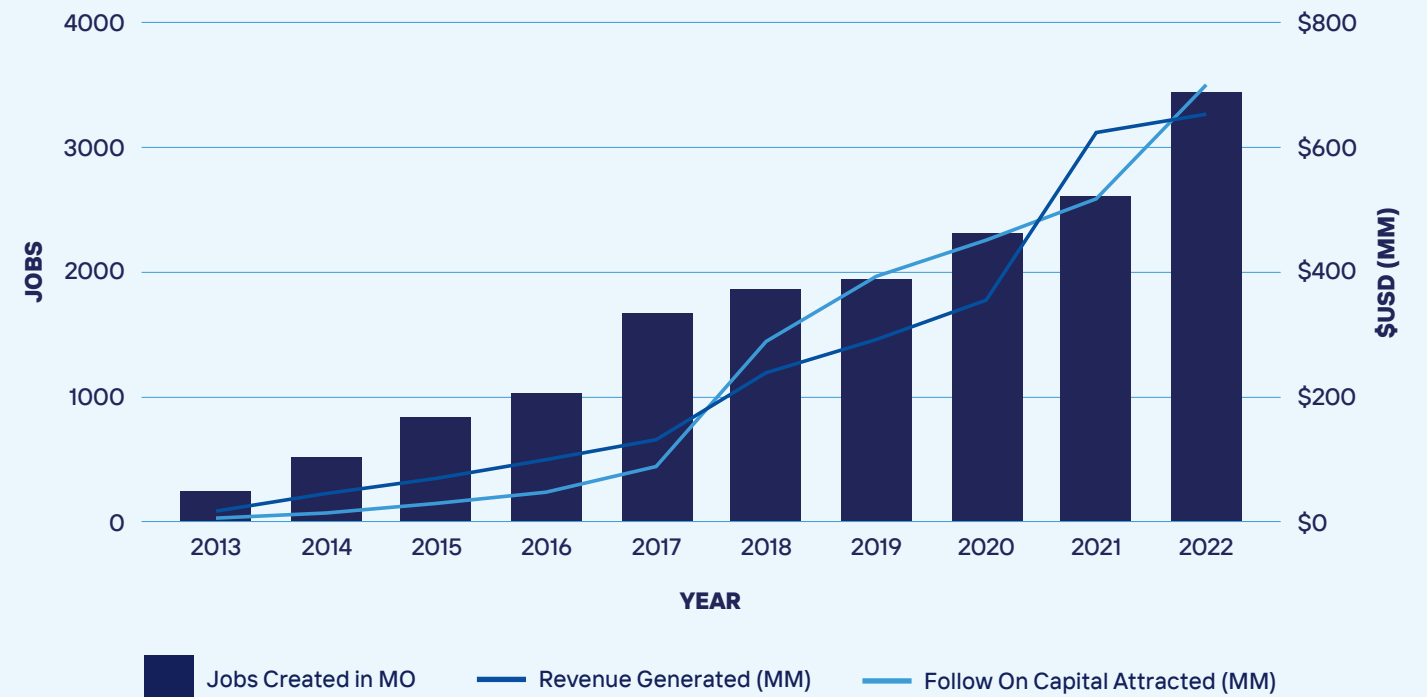
So, like every founder we fund, we're asking you to join us again in building for the coming year and the year after, and the year after that, because where our champions are bold; we're steadfast. Arch Grants' role in the region remains as unique as ever. We're not a startup accelerator. Not an incubator. Not a traditional nonprofit. Arch Grants is an impact investor, working on behalf of you —our client— St. Louis.



Gabe Angieri
Executive Director



Jobs X Revenue X Capital



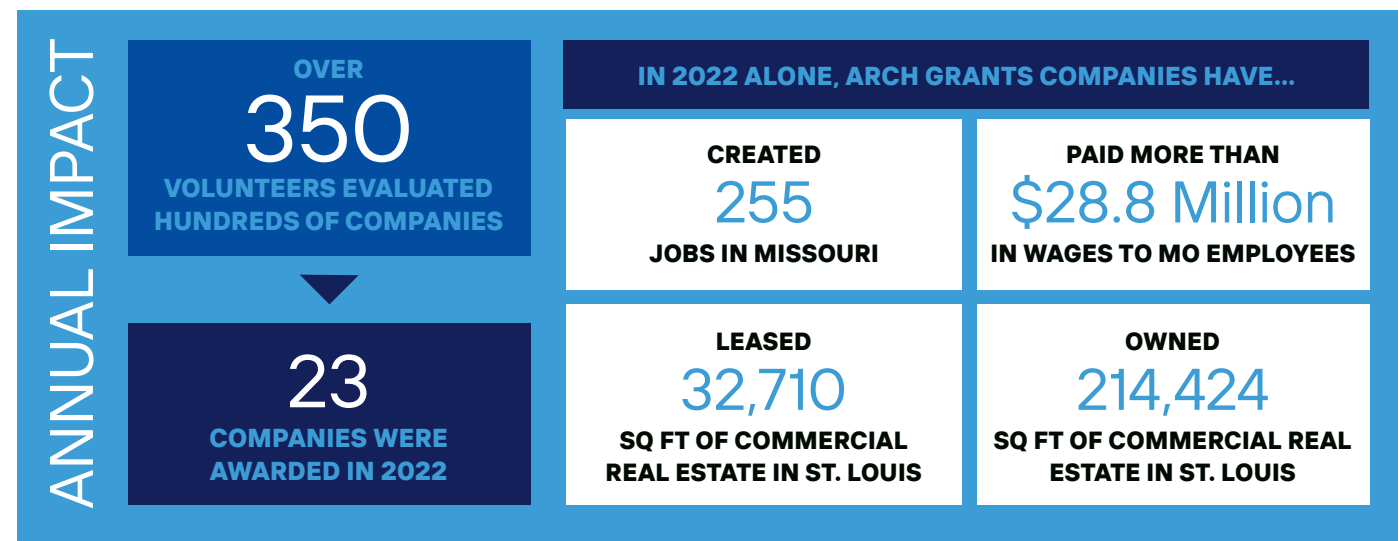
KEY METRICS

as of December 31, 2022

Ten years ago, when Arch Grants launched the "Global Startup Competition" we declared in our first ever Impact Report (published in 2013) that, "we do not take a stake in our companies, but they take a stake in St. Louis."

Now, having awarded 230 grants to entrepreneurs relocating their business to St. Louis, we can no longer claim that these startups are "just getting started." These days, they're fully engaged in the day-to-day work of scaling up and harnessing all of our regional resources.

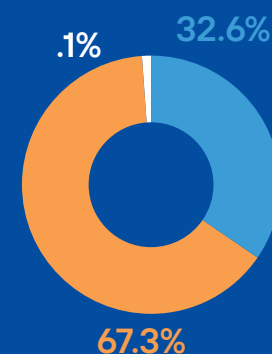
In 2023, we're proud to report that bringing Arch Grants entrepreneurs to St. Louis has brought innovation across the entire map. We've acted as first contact, conduit, catalyst and champion to 230 startups led by bold entrepreneurs looking for a place to do business, put down roots, make a difference and build.



2022 FINANCIAL OVERVIEW

2022 OPERATING REVENUE

\$4,136,866



Contributions, Grants and Special Event Revenue: \$1,349,800

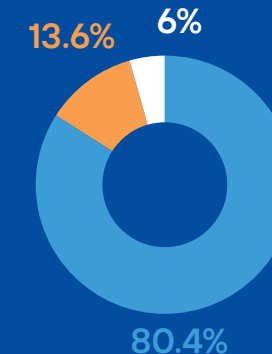
Net Assets Released from Restrictions: \$2,784,566

- Prior Year Pledged Payments: \$1,804,566
- Endowment Returns: \$980,000

Other \$2,500

2022 EXPENSES

\$4,377,764



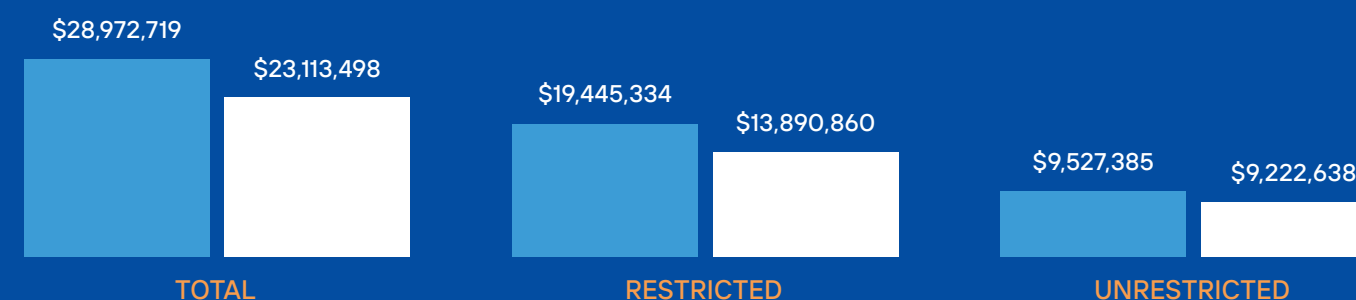
Programs: \$3,519,810

- Startup Grants: \$2,050,000
- Growth Grants: \$550,000
- Founder Support Programming: \$919,810

Fundraising: \$599,250

Management & General: \$258,704

NET ASSETS



STAFF

Gabe Angieri
Executive Director

Jamie Kussman
Development & Operations Manager

Sara Mesiano
Entrepreneur Support Associate

Jess Bellomo
Director of Entrepreneur Recruitment

Alfred Jackson
Director of Portfolio

John Berube
Executive Assistant

Betsy Barton
Chief of Staff

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Venture Capital Consultant

Richard Tao
Richard Tao, LLC

IN 2022, ARCH GRANTS SUPPORTED MORE THAN 140 STARTUPS IN ST. LOUIS. HERE ARE THE STORIES OF THEIR IMPACT:

MOODEAUX



MOODEAUX® turns accessorizing your mood into mindful self-care through longer-lasting, skin-nurturing eau de parfums and scented body-care preparations backed by science.

"The \$100,000 Arch Grant has been integral to our startup journey. Receiving funding has enabled us to hire new employees, fund ongoing operations, and launch new, multi award-winning products while deepening our retail presence. Since receiving an Arch Grant, we've garnered over 170 press features, including appearances on both the TODAY Show and Good Morning America. We're a 2023 Sephora Accelerate brand as well as 2023 Glossier Grant Program for Black-Owned Beauty Businesses recipient. ESSENCE also named me 2023 Beauty Boss of the Year in their March/April issue! There's so much that's happened over the past twelve months, and I owe a lot to Arch Grants for their support and encouragement."

Brianna Arps, Founder & CEO, MOODEAUX
2022 Awardee

Floræ



Floræ is a premium, tech-driven, personalized hair wellness company for women with textured hair.

"Since earning an Arch Grant in 2020, our journey has been nothing short of amazing. We kicked off a fundraising campaign and raised close to half a million dollars from our community and believers in our vision. Launching our company was a dream come true for me as a proud Afro-Latina woman who previously struggled with her own hair. However, what's been even more rewarding is connecting with our customers who now feel like they have a brand they can trust with their own hair. Their feedback has been our compass, guiding where we take our products next.

Excitingly, we're back at the drawing board and crafting new products, which are set to debut at the start of the year, and, in the last 12 months, our efforts have caught the eye of Beauty Independent, a major voice in the beauty world, and they've nominated us for 'Best Product Launch' in the haircare category. While we wait for those results, we'll be drawing inspiration from St. Louis entrepreneurial legends like Annie Malone and Madame CJ Walker, and continue to spotlight the city's rich hair care heritage. It feels incredible to continue crafting top-notch haircare products in a place like this. Thanks to our community for walking this journey with us!"

Dr. Natalie King, Founder & CEO, Floræ
2020 Awardee

HEADLINES



Drone startup selected to join elite space program

CNN
Published September 23, 2022



Samba TV Acquires An Artificial Intelligence And Machine Learning Company

Forbes
Published November 4, 2022



St. Louis startup that makes plant-based hair extensions raises \$1.4M, plans local manufacturing facility

St. Louis Inno
Published January 17, 2022



How St. Louis helped two Washington U. students build and sell a company

ST. LOUIS POST-DISPATCH
Published June 3, 2022



Balto CEO Marc Bernstein Named to 2022 St. Louis Titan 100 List

KWQC
Published February 22, 2022



St. Louis City SC Unveils The Most Comprehensive Food Experience In Sports

stcitysc.com
Published November 14, 2022

FOUNDERS, IN THEIR OWN WORDS



iSite Media is a digital outdoor display advertising platform.

"After receiving an Arch Grant in 2019 and soon after facing a challenging two year hiatus on live events during the COVID-19 pandemic, we're so grateful for the support of our St. Louis investors. Without them there's no way that we could have weathered that storm! But the silver lining is that we were able to turn it to our advantage by developing even more scalable and automated technology, so that we can manage and control the content inside stadiums from anywhere with internet access.

In 2022, we got back to growing our signage network into more stadiums and arenas around the country. We have over 140 screens in the Enterprise Center, 170 screens at the University of Missouri's football stadium, and another 90 screens at Mizzou's men's and women's basketball arena. We partnered with two MLS clubs at the beginning of the year, Real Salt Lake and Columbus Crew, and the partnerships have proven to be successful, so we are now planning to expand our network into four more MLS stadiums this coming offseason."

Brian Lord, Founder & CEO, iSite Media
2019 Awardee



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

"As a female entrepreneur who wasn't an MBA, I had a unique solution to a problem that I knew existed from my work as a therapist and a parent educator. Arch Grants helped me take that solution to market in 2018, and in 2022 we expanded our sales from direct to consumer to a much larger B2B market that includes school districts and nonprofits. Through their EdTech event programming, Arch Grants introduced our companies to area school superintendents and educators. This was a huge opportunity as we got a chance to connect with dozens of decision makers in one night, whereas it might have taken us months to achieve on our own.

Last Fall, I was invited to speak at a conference in the Middle East on 'positive parenting' alongside two of my longtime personal heroes, Dr. Shefali, a psychologist who regularly appears on Oprah, and Dr. Peter Gray, a foremost researcher on the impact of play on learning, whose findings have greatly informed my company's approach to nurturing emotional intelligence. This invitation was a dream come true and extremely validating for the past six years of work I've put into growing Generation Mindful. It can feel like an impossible dream to go from an idea to an international business, but if you have a unique solution to a problem, just keep pushing your big idea forward. People will take notice and invest in you. Arch Grants did this for me and my company early on, and it's certainly had a long lasting, positive impact on our growth."

Suzanne Tucker, Founder & CEO, Generation Mindful
2018 Awardee

HEADLINES



Digital home monitoring shows unique predictive value in disease progression for AMD patients

EYEWIRE
Published October 25, 2022



Geneoscopy Completes Pivotal Colorectal Cancer Trial Enrollment with Diverse Participant Population

WIVB
Published August 23, 2022



Lee's Famous Recipe Chicken To Become GiftAMeal's Largest Restaurant Partner, Feeding Families Facing Hunger in 12 States

RESTAURANT MAGAZINE
Published June 29, 2022



Makers of The Metaverse: Brad Martin Of Another Reality Studio On The Future Of The VR, AR & Mixed Reality Industries

Medium
Published June 6, 2022



Inclusively Named Finalist in the Workplace Category of Fast Company's 2022 World Changing Ideas Awards

CIT
Published May 5, 2022



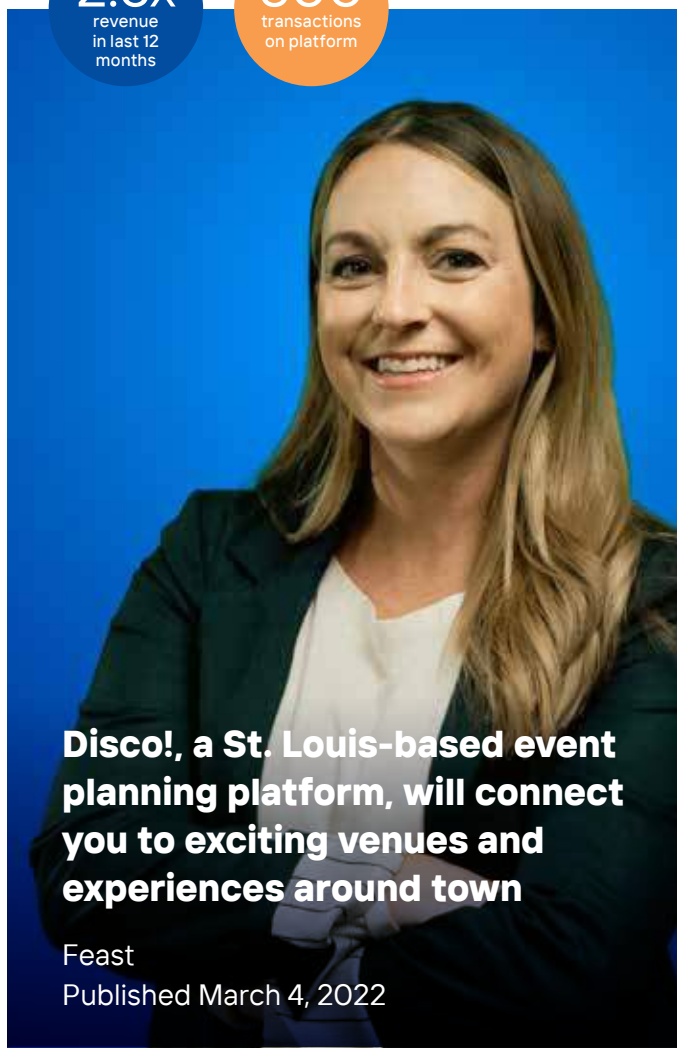
A conversation with Generation Mindful founder Suzanne Tucker on fostering emotional intelligence in children

St. Louis Magazine
Published August 1, 2022

FOUNDERS, IN THEIR OWN WORDS

2.5x
revenue
in last 12
months

600
transactions
on platform



Disco!, a St. Louis-based event planning platform, will connect you to exciting venues and experiences around town

Feast
Published March 4, 2022

DISCO!

Disco! is a digital marketplace for exploring, booking and managing curated group events.

"We'd been around about a year before getting the grant and, since then, we have booked 600 events through our platform and hired three people part-time to help support the company. Our revenue has grown 250% YoY and it's been exciting to see that venues are also creating exclusive experiences for patrons who book through Disco!"

I'm also proud to have been named as the first entrepreneur-in-residence for the Kranzberg Arts Foundation and I'm excited to help shape St. Louis's "art tech" scene. Soon, we'll be launching version two of our product, which we've been piloting with five corporate clients and is designed so they can book more frequently on Disco! and get personalized recommendations based on their team size or needs of their clients."

Brittany Dwyer, Founder, Disco!
2022 Awardee



Pivto is a digital healthcare education company that provides a breath of fresh air to Continuing Medical and other types of Healthcare Education.

"We develop digital education exclusively for healthcare organizations, which includes cinematic-quality video courses in the "MasterClass" style, so introductions to the regional business community have been invaluable to us, driving our rapid growth. Before joining Arch Grants, our team consisted of just four members. Now, we boast a 14-member full-time team. Together, they collaborate with subject matter experts, MDs, and PhDs from universities nationwide to create top-notch content."

The \$75,000 grant enabled us to establish a state-of-the-art video production studio in St. Louis. Not only is this studio equipped with cutting-edge video gear, but it's also a hub for collaboration. We've partnered with local talent agencies and many freelancers – from actors to set designers and scriptwriters. They bring to life our training scenarios. It's exciting to offer alternative work opportunities that support self-employed creatives in the region and see how they adapt their skills to new challenges."

Kelley Robson, Founder & CEO, Pivto Digital Learning
2022 Awardee

4000
sq feet leased

14
employees



5
summer
interns

2x
revenue
in last 12
months

OUR FOUNDERS TAKING THE LEAD



Pravina Pindoria - Tallyfy (2014 Cohort)

As a volunteer in 2022, Pravina Pindoria has played significant roles in different organizations, including TechSTL, the International Mentoring Program, and the Chesterfield Montessori School. Most prominently, she joined the Saint Louis Zoo as a board member, contributing to its mission of research and conservation.



Ola Ayeni - Eateria (2013 Cohort)
Claim Academy

In 2022, Ola Ayeni continued his impactful volunteer work in significant roles. Acting as a board member at Greater St. Louis, Inc., he has been instrumental in the integration of five civic organizations and the strategic planning for the 2030 vision. Additionally, Ayeni serves as a board member for GeoFuturesSTL, contributing to the advancement of St. Louis as a global hub for geospatial science and technology.

**GREATER
ST. LOUIS INC.**

FOUNDERS, IN THEIR OWN WORDS



AGRIFOODTECH INITIATIVE AWARDEE



MARSfarm builds digitally-connected desktop greenhouses to remotely monitor and simulate farms inside high school classrooms.

“Arch Grants gave us the confidence to continue to think like a startup and to not fall into the temptation of making more conservative and risk-averse decisions. The timing was great, as we had just started leasing a new facility which tripled our burn rate, so the support from Arch Grants helped de-risk our investments and expenses. Originally, we planned to use the funds to hire a manufacturing employee, but by the spring of 2023, we were able to pay for that employee directly from our revenue generated using the new facility. We were then able to hire three interns over the summer instead, which is a \$10,000 expense that I can directly line up with the grant payment schedule. In that sense, Arch Grants definitely has had a tangible impact on our ability to pursue high-growth strategies faster, develop new products and explore new market opportunities too.”

Peter Webb, Co-Founder & CEO, MARSfarm
2022 Awardee



Honey Moon Chocolates is a chocolatier that promotes equity along the supply chain of chocolate, from raw cacao to processed cocoa

“Our biggest milestone was opening up our own factory storefront space, which increased our manufacturing capacity by five times. We also expanded our storage and fulfillment space to handle our larger wholesale customers. Arch Grants helped put a great spotlight on our product, so much so that one of the buyers at Whole Foods in Chicago reached out to us saying, “I’m from St. Louis. I love what you guys are doing and the success that you’ve had so far. We’d love to give you guys a shot out here in the Midwest.”

Our business with Erewhon, a Specialty Organic Food Retailer in California, has been growing significantly since having the financial support and mentorship that came with the Arch Grant. Their programming created foundational areas of expertise that myself and our team were really lacking. I have gained two full time mentors through Arch Grants, who have been an incredible help and especially valuable in navigating legal considerations and negotiations.

It’s also been great to be part of developing a community around your cohort. In our year, 2021, we had nine CPG companies within the cohort. That lent itself well to each of us having our expertise bleed over into each other’s company as we were all sharing sales and marketing tactics or tips about our industry. It’s not always cut and dry on how to grow and how to scale, so it was very helpful to have other businesses in the same arena that have tried and failed or tried and succeeded at different tactics and strategies for growing their brand.”

Cam Loyet, Co-Founder & CEO, Honey Moon Chocolates
2021 Awardee

EXPANDING OPERATIONS IN ST. LOUIS

TCARE - Ali Ahmadi - The Grove

TCARE is expanding its presence in St. Louis by relocating to a new, larger office at 1252 South Vandeventer Avenue in Botanical Heights, near The Grove. This move from their current Midtown location on Olive Street will enable TCARE to significantly grow its workforce, from 35 to over 100 employees by year's end. Initially moving to St. Louis in 2019 from Madison, Wisconsin, after receiving support from Arch Grants, TCARE's new 27,000-square-foot space, symbolizes the startup's commitment to regional growth and development.

Babyation – Samantha Rudolph & Jared Miller - Maryland Heights

Rebundle – Ciara Imani May – Maryland Heights

Babyation and Rebundle experienced rapid growth throughout 2022, allowing both companies to expand their facilities into Maryland Heights. Babyation now boasts more than a dozen full-time employees, and Rebundle raised \$1.4 million in a pre-seed funding round, with investors that include M25, RareBreedVentures, and more.

FOUNDERS, IN THEIR OWN WORDS



32 employees

\$17M in funding raised

Growth Grant RECIPIENT

A St. Louis co. aims to relieve overwhelmed caregivers. And it's poised for growth.

St. Louis Post-Dispatch
Published May 30, 2022



TCARE is a caregiver support platform designed to prevent caregiver burnout.

"In the early days of our company, Arch Grants helped us establish scalable infrastructure around talent management, accounting and legal, which put our company in a favorable position for future growth and fundability. Furthermore, by introducing us to large employers in the metro area, Arch Grants helped us conceptualize and launch a new employee benefits product for local employees in St. Louis, who also act as at-home caregivers. All of this has led to real, tangible results for TCARE. Since receiving an Arch Grant we've grown from just four to 32 full time employees in St. Louis, who are part of a team of 168 people globally, and we closed a \$17 million dollar Series A funding round in the past year."

Ali Ahmadi, Founder & CEO, TCARE
2022 Awardee

17 medical centers worldwide

\$23M in funding raised



Immunophotonics is a biotech company working on immunotherapy treatments for advanced cancers.

"We're grateful for a decade of support from Arch Grants and the local community, as our biotech startup continues to see incredible momentum. In 2022 we raised over \$23M from research grants, family offices and investment funds. Advancing into 2023, we've received approvals in the U.S., Switzerland, Germany, France and the United Kingdom to conduct clinical trials using our novel cancer drug. We're working with 17 medical centers around the world, collaborating with leading clinical investigators to treat patients with advanced cancer."

Lu Alleruzzo, Co-Founder & CEO, Immunophotonics, Inc.
2013 Awardee



St. Louis startup developing cancer-fighting drug raises \$21M

St. Louis Business Journal
Published April 6, 2022

COMMITTED TO CARE

From completing clinical trials to securing Department of Defense contracts for accessibility work or receiving a green light from the FDA to proceed to open investigational new drug study, our Founders are looking out for us long term.



ORGANIZATIONAL INVOLVEMENT – RESEARCH, TECHNOLOGY, & ENTREPRENEURSHIP

- BioSTL
- BioGenerator
- Entrepreneurs Organization of St. Louis
- Founder's Summer Camp
- Greater St. Louis, Inc.
- ITEN
- Innovative Technology Education Fund
- Project Lead the Way
- St. Louis Science Center
- Saint Louis Zoo
- TechArtista Foundation
- TechSTL

AN ECOSYSTEM OF CHANGE

Ten years ago, when Arch Grants launched the “Global Startup Competition” —our outrageous idea; a daring venture philanthropy concept— we declared in our first ever Impact Report (published in 2013) that, “we do not take a stake in our companies, but they take a stake in St. Louis.” Now, having awarded 264 grants to entrepreneurs relocating their business to St. Louis, we can no longer claim that these startups are, “just getting started.” These days, they’re fully engaged in the day-to-day work of scaling up and harnessing all of our regional resources.



balancetopia

Balancetopia designs medically tailored meals for postpartum.

“Coming into Arch Grants, we received a lot of feedback ensuring postpartum needs could be met through the way people eat rather than supplements. Following the grant funding, we developed two essential products: lactation bites that aid in milk production and a meal plan for whole-body and breast milk nutrition.

In the last 12 months, we’ve established a food preparation process and distribution network with midwifery clinics and labor and delivery hospitals. Next year, our pilot program will begin distributing 2,100 meals a week, which is the first step towards offering Balancetopia within hospitals.”

Najjuwah Walden, Founder & CEO, Balancetopia
2022 Awardee



GEOSPATIAL FUNDING INITIATIVE

Intramotev is moving the world towards zero emissions with autonomous battery-electric freight rail.

“Arch Grants has been incredibly supportive. From a reputation standpoint, especially within the St. Louis region, our affiliation adds a stamp of approval and recognition as an up-and-comer in the community. Including full and part-time staff, we’ve grown to 27 team members, the majority of whom are based in St. Louis and are working in person at our office. We’ve been happy with how the team has grown, with impressive software and engineering talent joining us from a variety of great companies in the rail, aerospace, and automotive spaces. We’re also pleased to attract and retain talent in St. Louis, hiring people who were working remotely for startups in California and wanted an opportunity to be with a team in person while still pursuing exciting opportunities to work in tech and startups in the mobility space.

In the last 12 months we have gone from working purely on research and development to getting ready to deliver vehicles to customers. We’re building and manufacturing retrofit kits to turn freight rail cars into independently moving, autonomous battery electric freight rail cars. We’ve secured contracts and commitments for the delivery of multiple vehicles later this year and early next year; to be able to transition from R&D into actually being in the market and delivering a commercially available product has been a huge milestone.”

Alex Peiffer, Co-Founder & COO, Intramotev
2021 Awardee

ORGANIZATIONAL INVOLVEMENT – ECOSYSTEM, EDUCATION & EQUITY

- Asian American Chamber of Commerce
- Autism Speaks St. Louis
- Gentle Barn Foundation
- Harris-Stowe State University
- Kairos Academy
- MICA
- NAACP
- Paraquad
- Saint Louis Art Museum
- Saint Louis University
- Stanley Center for Peace and Security
- Urban League of Metropolitan St. Louis
- Washington University in St. Louis
- WEPOWER

ORGANIZATIONAL INVOLVEMENT – CO-WORKING & COMMUNITY

- American Cancer Society in St. Louis
- American Red Cross of Missouri
- Beyond Housing
- Big Brothers Big Sisters
- Empower Missouri
- Fight CRC
- Food Outreach St. Louis
- Lift for Life Academy
- Operation Food Search
- Pocket Parks
- The Little Bit Foundation
- Venture Café
- World Affairs Council of St. Louis

CHAMPIONING ST. LOUIS

INFRALYTIKS



InfraLytics specializes in making data meaningful and operates a suite of geospatial data analytics and artificial intelligence products.

"Relocating our tech startup to St. Louis has led to many opportunities to collaborate with the National Geospatial-Intelligence Agency (NGA) on a variety of projects. The funding from Arch Grants helped us relocate and set up an office at T-REX's Geospatial Innovation Center. There, we were able to attend events that the NGA was hosting and present some of the technology that we were actively developing, which caught the attention of stakeholders within the NGA. They gave us the opportunity to have our work evaluated by professional geospatial users in realistic scenarios and environments and get feedback on how we could improve the usability of the software. Furthermore, many of the best geospatial services contractors have offices in St. Louis, so being here has allowed us to get in touch with them and become a subcontractor on some of their government contracts as well. Building these relationships has been a primary growth driver for us."

Akash Vidyadharan, Co-Founder & CTO, InfraLytics
2021 Awardee

HabiTerre is a technology company specializing in environmental and productivity modeling for food and agriculture.



"It's been a very exciting year for HabiTerre. I personally relocated to St. Louis after we received the Arch Grant in 2022, and the business community here has just been incredible for us. We went to Austin to represent HabiTerre at South by Southwest with some wonderful folks from the community thanks to Greater STL.

We've also had the pleasure of connecting with the Danforth Plant Science Center around the latest science in agriculture and sustainability. This year, we will be officially working with them thanks to a major recent win for us where we were selected as a participant in the Wells Fargo IN2 incubator, which is a highly competitive program for the advancement of technology and sustainable Ag startups.

On top of that, we've expanded the team over the last year, most recently with a VP of Product and Operations and a CFO, who is in St. Louis. As a company working at the nexus of agriculture, geospatial tech, and climate, this region is an ideal location as it's a global leader in geospatial technology and ag innovation."

Nick Reinke, CEO, HabiTerre
2022 Awardee



ADVISORY COUNCIL

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Former Chief Operating Officer,
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Jim Eberlin
Council Chair, General Manager,
Xactly Forecasting

Jim Fox
Chief Financial Officer, Colibri Group

Elise Miller Hoffman
General Partner, Cultivation Capital

Steve Trampe
Principal, Owen Development

CHAMPIONING ST. LOUIS



RockTheScore helps renters build their credit score to purchase properties in future.

“Since receiving a startup grant in 2021, the funding certainly helps but it’s not “the be all, and end all” of what Arch Grants has meant to us. We value the connections and the reach that they have in the local community and beyond. The connections and the influence of Arch Grants and their leadership is what put us in a fantastic position to operate from St. Louis. Our product was enhanced last year by Fannie Mae and Freddie Mac’s decision to incorporate Rent Reporting data within their automated underwriting engine (AUS), which means that more mortgage applications can benefit from rent reporting data, helping more people become homeowners as a result. This summer we inked an agreement with a major distribution partner to promote a comprehensive suite of products to property managers across the U.S., and rent reporting with Rock the Score is a part of their program.”

Peter Wright, Co-Founder & CEO, RockTheScore
2021 Awardee



HIVE is developing a remote patient monitoring device for long-term IV medication.

“Arch Grants is an indispensable part of the startup ecosystem in Missouri. There’s not another program like it; pulling in talent from around the world. After we won an Arch Grant last year we’ve enjoyed incredible momentum. We completed a successful clinical trial with Washington University in St. Louis and BJC Homecare, which was our first in-human study, and we were one of five companies that graduated from an intense international accelerator program called Creative Destruction Lab.

Those milestones helped us figure out our “regulatory path” as a class one medical device, and we have since been accepted into MedTech Innovator, the largest medical technology accelerator in the world. Two months ago our patent was granted, and now we’re writing up a NSF SBIR grant application, after winning a phase zero grant from the Missouri Small Business Development Corporation Center (SBDC) to pay for support in our grant writing.

So, yeah, we’ve been busy! Yet, I think community is the biggest part of Arch Grants that I cherish. Great friendships with the types of entrepreneurial people can be hard to find in my small hometown, and just having conversations with peers that only CEOs of startups can have —where you don’t have to explain the stresses that come along with the job to people who aren’t from that world— has been so important to me.”

Joe Beggs, Co-Founder & CEO, HIVE Medical
2022 Awardee



CORPORATE ADVISORY COUNCIL

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Senior Director, Innovation & Commercialization, Centene Corporation

Kelle Bub
Executive Director, Global Product Portfolio Management, RGAX

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EVP, Retail Market Director, Commerce Bank

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Tara Mott
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SVP, Chief Innovation Officer, MiTek

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Vice President M&A and Corporate Venture, Nestlé Purina North America

Chris Carroll
Independent Director-Board of Advisors, ATIS

Eric Druker
Director, Data Integrity, Meta

Ryan Hyman
Vice President, Information Technology Services, Spire

Kendall Norris
Chief Operating Officer, ConSol USA, Inc.

MEET THE ARCH GRANTS 2022 COHORT



Balancetopia combines artificial intelligence and nutrition to make personalized heat-and-eat meals for menstruation, pregnancy, postpartum, and menopause.
 Najjuwah Walden, Co-Founder & CEO
 Andrew Jones, Co-Founder & CTO
 Origin: St. Louis, MO



BestFit, Inc. is a digital one-stop shop for colleges and social service providers looking to increase student retention and connect students to benefits and social services.
 Asha Owens, Founder & CEO/CTO
 → Origin: Atlanta, GA



DataPlant is an AI-driven customer analytics platform for customer success teams which automatically generates insights and continuously guides businesses to act and manage their customers.
 Samuel Cummings, Co-Founder
 Mithesh Kumar, Co-Founder
 Ankit Goyal, Co-Founder
 → Origin: Santa Barbara, CA



Disco! is automating group events and experiences through a streamlined digital platform.
 Brittany Dwyer, Founder
 Origin: St. Louis, MO



DenScore Inc. is dental navigation solution that enables Medicare Advantage health plans and insurance carriers to provide a better dental benefits experience.
 Kyle Gernhofer, Co-Founder & CEO
 Charlie Hubbard, Co-Founder & CDO
 → Origin: Des Moines, IA



The Fattened Caf produces packaged Filipino foods.
 Charlene Lopez Young, Co-Founder & VP of Ops
 Darren Young, Co-Founder & CEO
 Origin: St. Louis, MO



Flora is a plant-care ecosystem that provides an app, community, and remote monitoring device (called the Flora Pod) that saves your plants!

Aabesh De, Founder & CEO
 → Origin: Chicago, IL



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

Grab My Bag, Inc. is a luggage delivery service from the airport baggage claim carousel to the traveler's requested location.

Emory Reignz, Founder & CEO
 → Origin: Atlanta, GA



**#STLONWARD
 AWARDS
 POWERED BY NISA
 CHARITABLE FUND**

JAKAPA is an assessment and self-development platform focused on the 32 soft skills that are key to employee success.

Gavin Pringle, Co-Founder & CEO
 Dr. Lisa Riegel, Co-Founder & CIO
 → Origin: Cape Girardeau, MO



**AGRIFOODTECH
 INITIATIVE AWARDEE**

MARSfarm Corporation prepares students for future careers in agriculture by providing teachers with a platform to remotely monitor and simulate farms.

Peter Webb, Co-Founder & CEO
 Drew Thomas, Co-Founder & COO
 Origin: St. Louis, MO



**AGRIFOODTECH
 INITIATIVE AWARDEE**

HabiTerre monitors, measures, and analyzes global and local resource levels and provides actionable insights for optimal management of land and water resources in production agriculture.

Dr. Kaiyu Guan, Co-Founder
 Dr. Gary Schnitkey, Co-Founder
 Dr. Jian Peng, Co-Founder
 → Origin: Champaign, IL



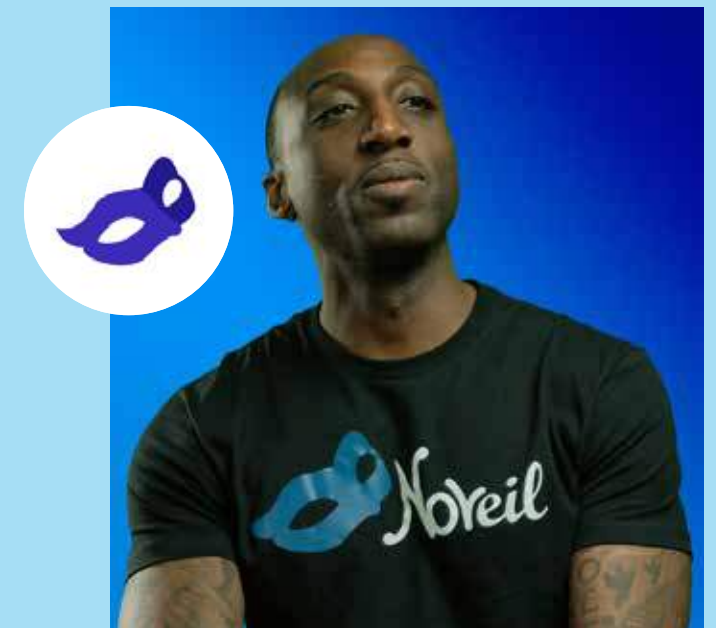
HIVE Medical's mission is to make home infusion therapy more accessible and safe for patients.

Joe Beggs, Co-Founder & CEO
 Glen Kleinschmidt, Co-Founder & COO
 → Origin: Chicago, IL



MOODEAUX, LLC is a clean fragrance label rooted in the scientific connection between scent, memory and emotion.

Brianna Arps, Founder & CEO
 → Origin: Atlanta, GA



Novelil is the first dating platform for Gen Z college students with no profiles and no swipes.

Michael Allotey, Co-Founder & CEO
 Kendrick Barefield, Co-Founder & CFO
 → Origin: Irvine, CA



Nutrible is a SaaS web app that 1) hospitals use to deliver diagnosis-based food to their patients; 2) patients/caregivers subscribe to for long-term prescribed food deliveries.
 Kwamane Liddell JD, MHA, BSN, Founder
 → Origin: Irvine, CA



Peppermint is a new consumer products brand that is freshening up the mobility assistance space.
 Scott Bernstein, Founder & CEO
 Origin: St. Louis, MO



Upgrade Energy enables drones to fly further, longer and more safely.
 Matthew Barnard, Founder
 Origin: St. Louis, MO



uFab is developing a circuit board printing device, named the pcBee, that can cut high accuracy circuit boards quickly and cheaply from home.
 Tyler Richards, Co-Founder & President
 Matt Gall, Co-Founder
 Origin: St. Louis, MO



Pivto Digital Learning provides software and custom digital solutions to healthcare companies.
 Kelley Robson, Founder & CEO
 Origin: St. Louis, MO



Queritel Corp gives brands live sales and promotion data from stores.
 Shani Bennett, Co-Founder & CEO
 Kevonne Martin, Co-Founder & COO
 → Origin: Kissimmee, FL



Wayfarer is an online content platform that uses gamification to convert disorganized pieces of information into engaging step-by-step content paths.
 Chris Daming, Co-Founder & CEO
 Jorik Ittmann, Co-Founder & COO
 Origin: St. Louis, MO



WingXpand has developed the world's first wing drone that expands from a backpack to a wingspan of over seven feet.
 James Barbieri, Co-Founder & CEO
 Michelle Madaras, Co-Founder & CCO
 Origin: St. Louis, MO



The Arch Grants Annual Gala brings together entrepreneurs, business leaders, elected officials, and civic boosters to celebrate innovation and entrepreneurship in St. Louis. In 2022, we returned to an in-person event and hosted our Gala at the Hyatt Regency in St. Louis. We announced the 2022 cohort, a collection of diverse, innovative, multifaceted Founders and companies that will carry the future of the St. Louis economy. Each company was awarded a \$75,000 non-dilutive grant, and companies relocating to St. Louis received an additional \$25,000 in support.

ARCH GRANTS 10X EVENT FRIDAY, NOVEMBER 18, 2022 HYATT REGENCY ST. LOUIS

The transition back to in-person gatherings marked a momentous occasion for celebration. The evening's program was guided by emcees Lisa Hu and Luke Babich. Later, John and Diana True helped to extend a warm welcome to Jim Eberlin, proudly announcing him as the esteemed 2022 Entrepreneur Awardee. The event also served as a platform to unveil the promising 2022 cohort, stamping a night of excitement and celebration with a new group of innovative, passionate Founders, the yearly addition to Arch Grants impact across the region and commitment to fostering entrepreneurship.



Jim Eberlin
Founder & CEO of TopOPPS (now Xactly Corp) & 2022 Entrepreneur Awardee



PAST ARCH GRANTS ENTREPRENEUR AWARD HONOREES:

- Jim McKelvey** (2021) Co-founder of Square
- 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

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- Founders
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Jim Hacking	Julie Pitlyk	Owen Zhang
Cheryl Hanson	Pivto Digital Learning	Shower Zhang ●
Steven & Arica Harris	Jesse Pujji	
Tommy Hil		

● Founders

● Board Member (current/former)

* Deceased

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