



Impact Report

2023

As we reflect on 2023, I'm struck not only by how far Arch Grants has come but also by the stories that define our shared journey. This past year has been one of bold ambition, transformative milestones, and steadfast commitment to advancing entrepreneurship in St. Louis.

From January to December, we pushed our mission forward—catalyzing economic growth by awarding non-dilutive funding to startups that believe in St. Louis as a place to grow and thrive. In 2023, we welcomed **22 new companies** into our portfolio through the Startup Competition, awarding \$75,000 to each, with an additional \$25,000 relocation grant for nine awardees that relocated their headquarters to St. Louis from around the country (and one from South America!). These companies represent a rich diversity of industries and backgrounds, further weaving their stories into the fabric of our city's entrepreneurial ecosystem.

Since our inception, we've awarded over \$17 million to 252 startups, with these companies generating more than \$750 million in economic impact for the region. But those aren't just numbers—they're a testament to what happens when bold ideas meet the right community of supporters. One Founder recently shared with me: "What St. Louis offers is a place to belong." That's the difference we're making, together.

This year also marked the soft launch of the Arch Grants Fellows Program, designed to deepen engagement with later-stage portfolio companies that have seen significant growth. It's a big idea with a simple goal: help our startups stay rooted in St. Louis, reinvest in the local economy, and become the city's next great success stories.

We've also doubled down on providing wraparound services for our startups, from healthcare benefits and mentorship opportunities to the expansion of our Growth Grants program. This follow-on funding initiative, which requires a 2:1 match from outside capital, is helping companies scale while proving what we already know: **St. Louis isn't just a good place to start a business—it's the best place to grow one.** \$400,000 in Growth Grants were awarded this year to four deserving portfolio companies that are each proving that out again.

None of this would be possible without you—our supporters, donors, and partners. Your belief in our mission fuels everything we do. That's what partnership looks like: building something bigger, together.

One of the year's standout moments was the launch of the Arch Grants neXus: our reimagined gala in its most ambitious form yet, with over 950 attendees coming together to celebrate innovation, community, and the spirit of entrepreneurship at Armory STL. That night, the room was electric—a reminder that Arch Grants is about more than funding. It's about connection, shared purpose, and hope for what St. Louis can achieve when united in common cause.

As we turn the page to 2024, I'm filled with gratitude and excitement. Together, we're proving that St. Louis is a city where big ideas get realized. **We're doing more than creating jobs—we're creating a legacy.** Let's keep building. Let's keep pushing. And let's make 2024 a year to remember.

Thank you for being a vital part of this journey.

Warmest regards,



Gabe Angieri
Executive Director



2023 ARCH GRANTS COMPANIES' IMPACT

Attracted more than
\$731.6M
in follow-on capital

Created more than
3,700
jobs in Missouri

\$16.9M
granted to early-stage startups since 2012

79%
led or co-led by a woman, person of color, immigrant or Veteran

49%
originated from outside of Greater St. Louis

9%
originated from outside of the United States

Generated more than
\$922.7M
in revenue

Developed
7,458
commercialized products

Paid more than
\$191.6M
in wages to MO employees

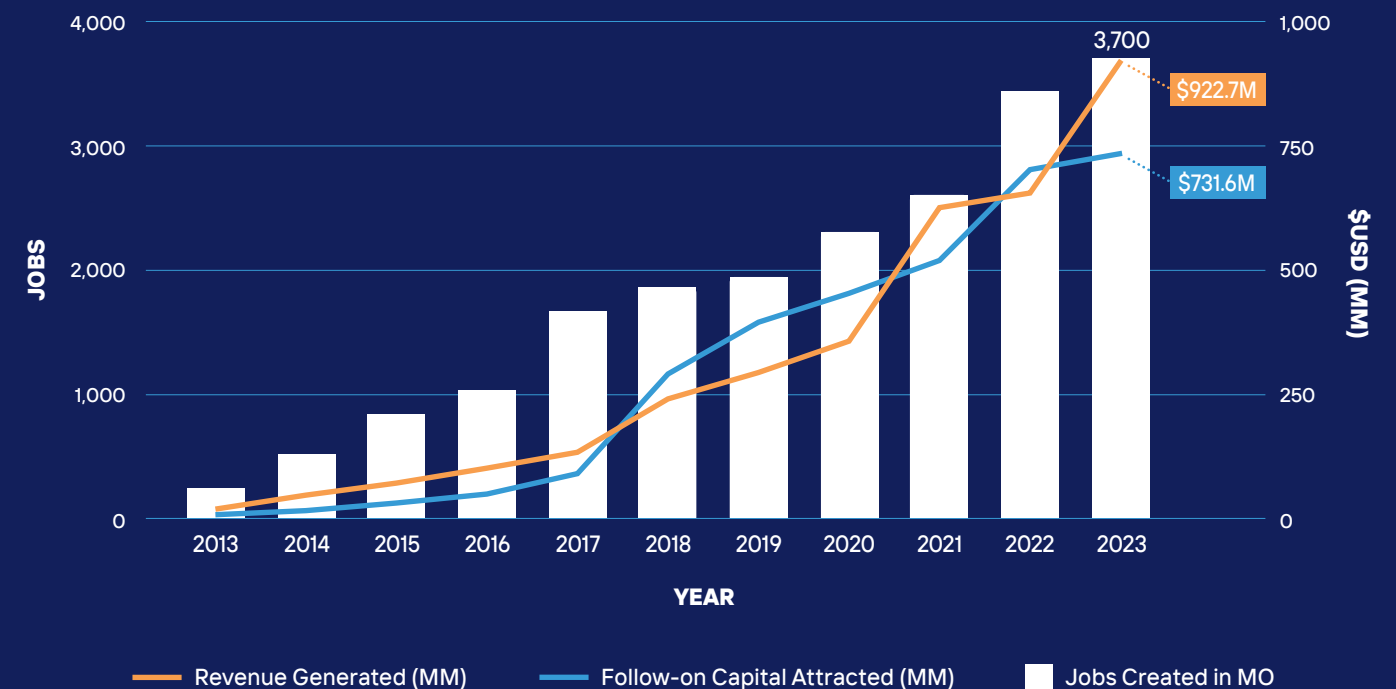
282
patents awarded

252
Companies funded

188
Active companies

85%
Active in St. Louis

JOBS | REVENUE | CAPITAL



KEY METRICS

as of December 31, 2023

Eleven years ago, when Arch Grants launched the "Global Startup Competition," we declared in our first Impact Report that, "We do not take a stake in our companies, but they take a stake in St. Louis."

Having awarded 252 grants to entrepreneurs relocating their businesses to St. Louis, we can no longer claim that these startups are "just getting started." Now, they're fully engaged in the day-to-day work of scaling up and harnessing all our regional resources. They're building a new St. Louis economy.

In 2023, we're proud to report that bringing Arch Grants entrepreneurs to St. Louis has spread innovation across the entire region. We've acted as first contact, conduit, catalyst, and champion to 252 startups led by bold entrepreneurs looking for a place to do business, put down roots, make a difference, and build something great.

We will Champion the Bold for many years to come.

ANNUAL IMPACT



2023 FINANCIAL OVERVIEW

2023 OPERATING REVENUE

\$2,460,553



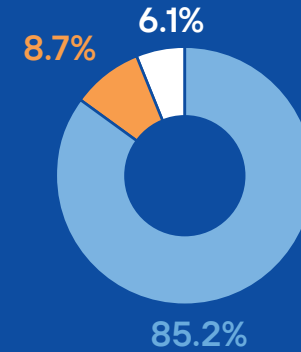
Contributions, Grants and Special Event Revenue: \$866,921

Net Assets Released from Restrictions: \$1,593,632

- Prior Year Pledged Payments: \$515,379
- Endowment Returns: \$1,078,253

2023 EXPENSES

\$3,980,248

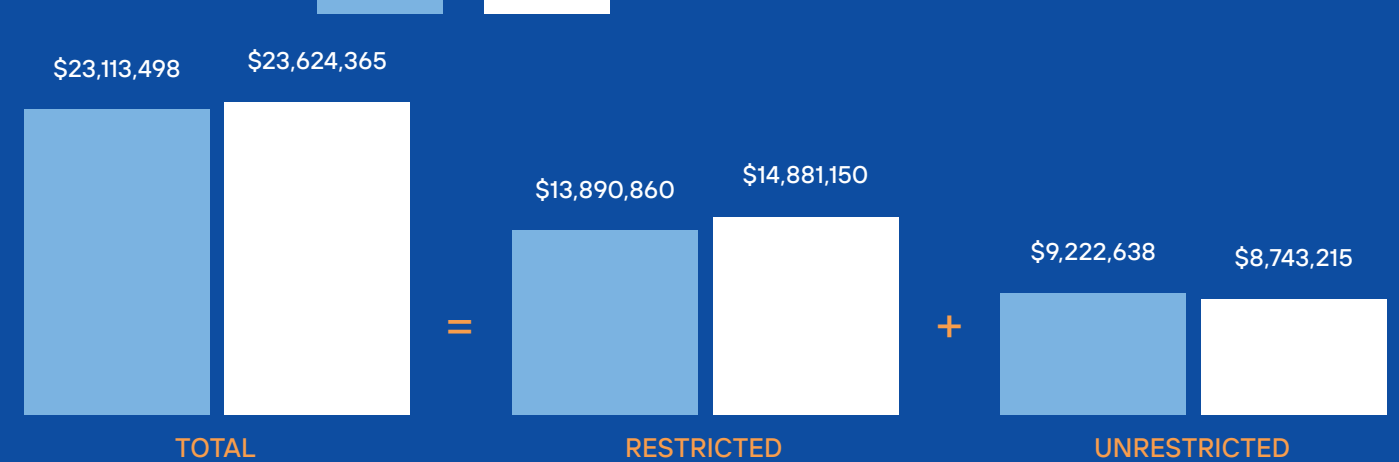


Programs: \$3,390,464
 · Startup Grants: \$1,875,000
 · Growth Grants: \$400,000
 · Founder Support Services: \$1,115,464

Fundraising: \$347,669

Management & General: \$242,115

NET ASSETS



STAFF

Gabe Angieri
Executive Director

Kathy McCadden
Director of Development

Julie Kinsella
Business Development Associate

Alfred Jackson
Director of Portfolio

Chris Reimer
Director of Marketing and Communications

CeCe Mingo
Engagement Associate

Betsy Barton
Chief of Staff

Lauren Dittmeier
Development Operations Manager

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Venture Capital Consultant

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Richard Tao, LLC

MEET THE ARCH GRANTS 2023 COHORT



▲
Jordan Russell and Kater Murch
Gateway Quantum Electronics



#STLOnward Award - Powered by NISA
Charitable Fund

Module Building Systems

Module Building Systems harnesses innovative post-tensioning connection technology to reshape the way buildings are constructed. Their model revolves around a meticulously manufactured, cost-effective, and expedited installation process, much like an IKEA approach, but for buildings.

"St. Louis has played a pivotal role in shaping our journey and success. The city's rich history of innovation and strong support for entrepreneurs has provided us with invaluable resources, mentorship, and a vibrant community that fosters collaboration. The ecosystem here, from its world-class educational institutions like Ranken Technical College to the active startup scene, has offered us a home and a foundation to grow and thrive. St. Louis' commitment to economic development and its focus on revitalizing urban areas directly aligns with our mission, enabling us to contribute meaningfully to the community while benefiting from its dynamic business environment."

Mark Turnbull, FOUNDER & CEO
→ Origin: Kelowna, British Columbia
🌐: modulebuildingsystems.com

Top Tutors For Us

By Black tutors, for Black students, Top Tutors for Us designs educational programs and curriculums for predominantly Black public schools. These curricula work hand-in-hand with the company's supplementary private tutoring services to provide the younger generation equal opportunity to succeed in the college admission process. Top Tutors has also developed a custom suite of resources including prep books, online videos, and practice problems so students have access to everything they need to succeed.

"Arch Grants played a pivotal role in the early stages of my company by connecting me with key decision-makers at our target businesses. As a recent college graduate, I quickly realized that while academic success is often about what you know, launching a business is more about who you know. Arch Grants served as a vehicle for these connections, opening doors that would have been difficult to access otherwise. Additionally, being associated with the Arch Grants brand added significant credibility to our company, helping us gain trust and recognition within the St. Louis community, which in turn led to valuable press opportunities and successful client onboarding."

Angelica Harris, FOUNDER & CEO
→ Origin: St. Louis, MO
🌐: toptutorsforus.com



#STLOnward Award - Powered by NISA
Charitable Fund



Geospatial Funding Initiative

Midgard Raven

Midgard Raven is driven by a resolute vision to enable universal access to satellite imagery. As a leading provider of geospatial solutions, the company empowers governments, businesses, researchers, and individuals to harness the power of spatial data. This facilitates informed decision-making, fosters environmental stewardship, and stimulates socio-economic development.

“A pivotal lesson I've gleaned from my entrepreneurial journey is the criticality of constructing a self-sustaining business model. Overreliance on partnerships can be a precarious gamble. By meticulously crafting a comprehensive business plan with well-defined goals and strategies, I've come to understand the importance of building a foundation that can weather various storms when trying to work with others. While collaborations undoubtedly offer opportunities, it's imperative to possess the resilience to navigate challenges independently and keep the company on track without the distractions of individual opinions and perspectives. This autonomy empowers me to make decisions swiftly, seize unexpected opportunities, and ultimately achieve long-term sustainability.”

Adam Simmons, FOUNDER & CEO
 → Origin: Ashburn, VA
 🌐: midgardraven.com

The Girls Company

The Girls Company was founded by three women attending Brigham Young University, and they had one goal in mind: to make period cramps suck less. Their signature product is The Band, the world's thinnest heated band, no electrical cords or outlets required. The ingredients are environmentally safe, and the band is machine-washable. This extremely discrete band can be worn under clothes without being noticed. The Girls are continually working to destigmatize period talk and are developing more products for this underserved market.

“Oftentimes you come up to a problem that seems like it's the end of the world and it's going to potentially ruin your entire business and you don't see how you can possibly get through it. We've learned that no problem is insurmountable and there's a solution to everything. The problem isn't as make or break or as big as you feel like it is in the moment. We've found that we can get through anything, especially with a great support system (like the Arch Grants community!).”

Abby Warner, CO-FOUNDER & CEO
 Taimi Kennerley, CO-FOUNDER & CMO
 Zoia Ali, CO-FOUNDER & COO
 → Origin: Salt Lake City, UT
 🌐: thegirlsco.com



Geospatial Funding Initiative

9Line Software

9Line ensures federal compliance and peace of mind by transmitting precise location data with every 911 call to the appropriate public safety answering point, accelerating emergency response efforts and enabling faster assistance to those in need.

“Being awarded an Arch Grant in 2023 was a game-changer for us. The funding and support from Arch Grants enabled us to accelerate our advertising and go-to-market strategy. This investment, combined with the opportunity to connect with vital resources within the St. Louis startup community, has driven rapid growth, allowing us to create jobs and foster further innovation in emergency communication systems.”

Mark Turpin, CO-FOUNDER & CEO
 Colin O'Brien, CO-FOUNDER & CTO
 → Origin: St. Louis, MO
 🌐: 9line911.com



Gateway Quantum Electronics

Gateway Quantum Electronics is building hardware to automate the operation of quantum noise-limited microwave amplifiers, making quantum computers scalable and quantum sensors easier to deploy.

“We were delighted to discover that winning an Arch Grant is really just the beginning, and the true value is so much greater than the grant itself. The mentorship, guidance, and connections provided by the Arch Grants team and network have played a pivotal role in launching our startup. But above all, it's been the connection to a family of fellow entrepreneurs, people that know the same passions and struggles, that has fueled and propelled us this year.”

Jordan Russell, CO-FOUNDER & CEO
 Kater Murch, CO-FOUNDER
 → Origin: St. Louis, MO
 🌐: gqe.us

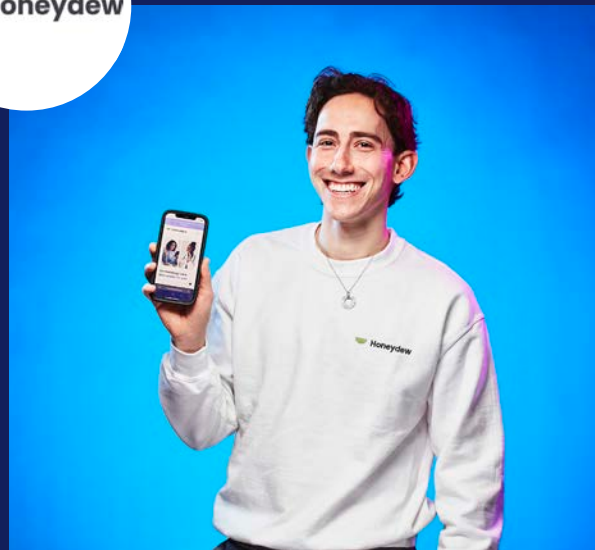


Pana Mina

Pana Mina is a made-to-order clothing startup at the intersection of sustainability and size-inclusivity. The company uses natural, eco-friendly fabrics to make custom-sized garments, encouraging customers to embrace their individuality and use their unique body measurements, rather than restrictive standard sizes, to purchase clothing online.

“Consistency and having a long-term vision are essential. Overnight success sounds appealing, but time and experience enhances your business like no other. Now we realize that successes and mistakes are equally valuable, and it's all part of the journey.”

Eleanor Swanstrom, CO-FOUNDER
 Dhananjay Sharma, CO-FOUNDER
 → Origin: Jaipur, India
 🌐: panamina.com



Honeydew

Honeydew is a virtual dermatology platform integrating healthcare services and wellness for people suffering from chronic skin conditions. They connect patients with licensed specialists in 24 hours instead of 4 months, help them access FDA-approved treatments from home with ongoing support 7 days a week, and provide insights on lifestyle triggers like diet, menstruation, and stress.

“In the past year, we have expanded from a handful of states to all 50, helping thousands of people across the country access life-changing treatments for their skin diseases. Along the way, we have dramatically brought down the cost of care, slashing prices for medications like Accutane down from \$350 to \$50 (or as low as \$0 with insurance). It has been extremely rewarding to help people who have struggled with their skin for years (like I have) finally get clear with the help of our team at Honeydew.”

David Futoran, CO-FOUNDER & CEO
 Joel Spitz, CO-FOUNDER & CHIEF MEDICAL OFFICER
 → Origin: New York, NY
 🌐: honeydewcare.com

Seed Matriz

Seed Matriz is an agtech startup developing seed encapsulation technology that improves the shape and size of seeds, allowing for the addition of biostimulants and other products to improve the first stages of a crop’s growth. The result is enhanced final yields while reducing agronomic inputs.

“Our company was born in Argentina. Arch Grants helped us to be part of the best ecosystem for our company’s soft landing in the US. In St. Louis, we found the main components we needed to develop our business, the capital required, the market, and the science. Contacts and recommendations from Arch Grants helped us to quickly have access to all of them, so we felt ‘at home’ every day.”

Federico Cola, FOUNDER & CEO
 Juan Cola, CO-FOUNDER & DIRECTOR
 Walter Sansone, CO-FOUNDER & MANAGER
 Álvaro Fernández Hernández, CO-FOUNDER & COO
 → Origin: Rio Cuarto, Argentina
 🌐: seedmatriz.com



AgriFoodTech Funding Initiative



Seoul Juice

Seoul Juice is a premium hydration beverage made from Korean pears. The drink was created as an alternative to artificial sports drinks and horrible tasting coconut water. Seoul Juice has the taste of a light apple juice, has only three non-GMO ingredients, and is packed with electrolytes. Unlike most sports drinks, Seoul Juice is just fruit and water with nothing else added. The company has recently expanded across the United States and Canada and will soon launch nationwide.

“St. Louis has been instrumental in our success. As a Saint Louis University student, I developed the drink in my dorm, supported by SLU’s resources and mentorship. The local community, including retailers like Schnucks and Dierbergs, played a crucial role in our growth by offering early retail support. With their backing and the huge mentorship and support of Arch Grants, we expanded rapidly from a small dorm-room project to a thriving brand available across multiple states. St. Louis and Arch Grants truly provided the foundation for turning my idea into a nationwide business.”

Luis Manta, FOUNDER & CEO
 → Origin: Marina Del Rey, CA
 🌐: seouljuice.com

Shades of Color

Shades of Color provides a diverse, equitable, inclusive, and accessible global platform using artificial intelligence and augmented reality to empower beauty brands and consumers with personalized solutions to buy and sell products for their unique needs, cultures, and lifestyles. Their interactive, personalized beauty marketplace enhances the shopping experience by connecting beauty brands and beauty shoppers with unique skin tones, skin conditions, and allergies.

“St. Louis is a hidden gem in the beauty industry with an emerging market for niche beauty brands. We’ve had tremendous support to help us navigate the unknown while creating our MVP which is the catalyst to serve our niche beauty brands and beauty shoppers nationwide through our personalized shopping experience. Arch Grants truly champions the bold and we are beautifully shining in boldness as a 2023 Arch Grants recipient.”

Tashara Earl, FOUNDER & CEO
 Tasha Earl, CO-FOUNDER & CTO
 → Origin: St. Louis, MO
 🌐: shadesofcolorbeauty.com



Scaling Up Veteran Entrepreneurship Powered by The Berges Family Foundation



VetVerifi

VetVerifi is a data verifications company that enables secure, verified patient records sharing to better connect veterinarians with their pet care partners, from daycare and boarding to apartments to hotels to airports to pet insurers.

"Growing within the St. Louis community has always been a priority. As such, Arch Grants represented an opportunity to join a cohort of community leaders, Founders, and business executives with that same passion. One thing that has consistently stuck out is just how invested the Arch Grants team is in the success of the cohort. The program has been very well organized from day one and has not let up. From the quarterly business reviews to the ongoing Experts in Residence support and beyond, I am convinced this is one of the best programs available to support Founders. Absolutely thrilled we were chosen to participate. It just so happens to be in the city I love and call home!"

David Servodidio, CO-FOUNDER & PARTNER
 Tim Ridgway, CO-FOUNDER & PARTNER
 → Origin: St. Louis, MO
 🌐: vetverifi.com

We Hear You

We Hear You® creates accessible technology for those who are often not placed at the forefront of innovation. The company is working on two inventions that are focused on inclusivity and accessibility. The first is a two-way sign language translation software that is able to translate ASL through hand recognition and then translate speech to ASL. The second invention, Push™, is a revolutionary solution for transforming ADA doors into automatic doors.

"Our experience with Arch Grants taught us the immense value of networking and always seeking the next meeting or collaboration. Engaging with the diverse Arch Grants community has allowed us to build meaningful relationships that have significantly impacted our business growth. Through these connections, we've gained insights, mentorship, and support that have helped us navigate the challenges of running a startup. We've also realized that these connections often lead to unexpected opportunities that can propel our business forward in ways we hadn't anticipated."

Pierre Paul, CO-FOUNDER & CEO
 Bethanie Couri, CO-FOUNDER
 → Origin: Peoria, IL
 🌐: wehearyouopensdoors.com



Donald M. Suggs Excellence in Entrepreneurship Award
 Powered by The Ferring Family Foundation



AgriFoodTech Funding Initiative

Chippin

Chippin is pioneering the shift to high quality, low "eco pawprint" pet foods powered by drool-worthy, healthy, and planet-saving ingredients. The company taps into ingredients such as invasive species, insects, and algae to craft nutrient-rich foods.

"As we scale our next-generation, sustainable ingredient business for the pet food industry, St. Louis is the place for us to establish world-class partnerships. From networking opportunities to the supportive team, the Arch Grants program has played a critical role in enabling us to realize our ambitions to serve the pet industry. As a newcomer to St. Louis, we were excited to join the entrepreneurial community here and build new friendships!"

Haley Russell, FOUNDER & CEO
 → Origin: Arlington, VA
 🌐: chippinpet.com



GreaterHealth Pharmacy & Wellness

GreaterHealth is an innovative pharmacy model that combines culturally responsive pharmacy services with medically tailored dietary meals to provide a comprehensive path to improved healthcare outcomes for underserved communities.

"Arch Grants helped us transform our pharmacy into a delivery-first pharmacy. We used the Arch Grants award to hire new staff and acquire a delivery vehicle that allowed us to capture a larger market share by differentiating ourselves from other pharmacies by offering free home delivery. We have also been able to grow exponentially and provide services to those furthest away from opportunity."

Marcus Howard, PhD, FOUNDER & CEO
 → Origin: St. Louis, MO
 🌐: greaterhealthpharmacy.com



12 Pentagons

12 Pentagons sells experimental, hand-crafted soccer balls.

"St. Louis has been a huge part of our success. The city's passion for soccer fuels our drive, and the support of Arch Grants has helped us grow. Designing our footballs here feels right because St. Louis is our home. When we succeed, we share the win with the city. We're proud to be part of such a supportive place."

Allison Diaz Wheatley, CO-FOUNDER
 Jon-Paul Wheatley, CO-FOUNDER
 → Origin: St. Louis, MO via England
 🌐: 12p.com

King of the Curve

King of the Curve is revolutionizing the journey from high school to physician by offering a comprehensive platform tailored for aspiring medical professionals. Their unique blend of high-quality test prep, personalized mentorship, and cutting-edge predictive analytics ensures students are prepared for medical entrance exams, along with gaining insights into top-tier medical school admissions.

“One of the most important lessons we have learned on our entrepreneurial journey is to foster strategic partnerships! The right partners are a game-changer. They can help with locating advisorships, strategizing capital acquisition, and offering perspective when the road gets tough. Go together – you’ll get farther that way.”

Heath Rutledge-Jukes, CO-FOUNDER
 William Kelly, CO-FOUNDER
 → Origin: St. Louis, MO
 🌐 kingofthecurve.com



Aegis Digital Health

Aegis’ first product, SweetSpot, is a software platform and clinical support service that addresses the problem of ineffective, inconsistent standard of care for diabetes patients.

“Our company would probably not even exist if we were anywhere other than St. Louis. We are in the healthcare business – technology and services for diabetes care – and St. Louis is a huge healthcare town. We have utilized the resources of countless healthcare experts here including researchers, clinical practitioners, software developers, investors, other healthcare entrepreneurs – an incredible network of people who understand what we do. Even our chief medical officer and co-founder, an endocrinologist, would probably never have connected with us but for St. Louis!”

Stephen Von Rump, CO-FOUNDER & CEO
 Ralph Oiknine, MD, CO-FOUNDER & CHIEF MEDICAL OFFICER
 Amiad Fredman, MD, CO-FOUNDER & CHIEF PRODUCT OFFICER
 Abby Cohen, CO-FOUNDER & COO
 Kay Broschat, PhD, CO-FOUNDER & PRINCIPAL INVESTIGATOR
 → Origin: St. Louis, MO
 🌐 sweetspot.health



Forcyte

Forcyte has developed portable nanogrid modular energy systems for small unmanned aircraft systems (sUAS) charging for tactical use in austere environments. Forcyte energizes drone operations for mission-critical purposes that provide operators with persistent intelligence, surveillance, and reconnaissance (ISR) monitoring of an area or threat for improved situational awareness.

“St. Louis and its startups are often overlooked and underappreciated for the advancements they are making. Arch Grants is making a positive impact in St. Louis and building a stronger startup community. The support provided to early-stage ventures, connections to other founders, and contributions to the community makes this program a great model to attract more startups to grow in St. Louis.”

Mike Seper, CO-FOUNDER
 Dylan Brophy, CO-FOUNDER & CTO
 → Origin: St. Louis, MO
 🌐 forcyte.io



Geospatial Funding Initiative



Constituent Connection

Constituent Connection is a socially minded for-profit entity that drives down the cost to run political campaigns, freeing candidates to focus on engaging with and better serving constituents.

“It’s been said that revenue cures all ills, but for early-stage companies finding their market fit, consistent and recurring revenue can prove challenging. Arch Grants provides a meaningful safety net and predictable cash flow that can be counted on to help smooth out the bumps in the road that could otherwise be catastrophic for an early-stage company. The full alignment of Arch Grants with the companies they support has been refreshing and impactful for our startup and so many others.”

Spencer Toder, FOUNDER & CEO
 → Origin: St. Louis, MO
 🌐 constituentconnection.com

Habitat



#STLOnward Award - Powered by NISA Charitable Fund

Habitat Financial

Habitat Financial is an all-in-one financial management platform for the music and creative audio industry. They provide small and medium-sized music companies with industry-specific financial tools like royalty processing, deal tracking, contract execution, and more.

“When we applied for Arch Grants, Habitat was already generating some revenue from early customers, but for our company to be sustainable, we knew that we needed to build a better sales pipeline and reexamine our pricing model. Arch Grants gave us the runway we needed build that pipeline, as well as the guidance through the Experts in Residence (EIR) program to make meaningful changes to our pricing model.”

Calvin Windschitl, CO-FOUNDER & CEO
 Edgar Thornton, CO-FOUNDER & CTO
 → Origin: St. Louis, MO
 🌐: habitat.financial

Golden Gems

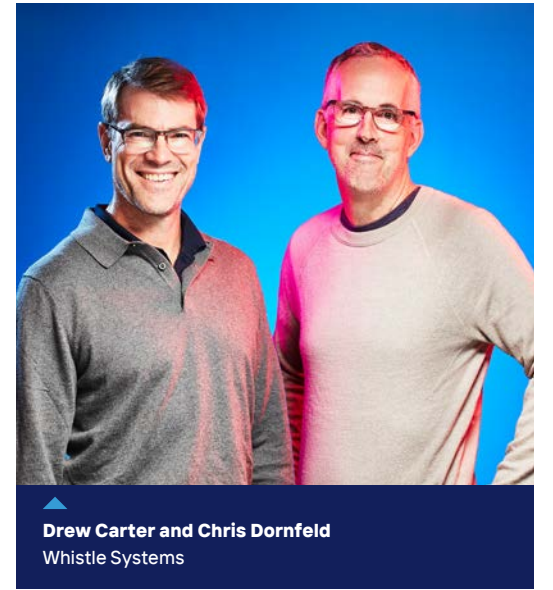
Golden Gems is a lifestyle brand that designs and sells accessories, apparel, stationary goods, and home décor. Their products exude their mission of inspiring and empowering you to live unapologetically, take up space, and live life on your own terms.

“When we envision the future of our brand, we see ourselves continuing to push the bounds of what it means to be a lifestyle brand. This includes developing more products as well as creating more inclusive spaces that celebrate femininity, diversity, and inclusion. One of the most special and unexpected aspects of our brand is the community we’ve built. So we hope that creating more spaces where that community can engage, activate, be seen, and feel empowered is on the horizon.”

Amanda Helman, CO-FOUNDER & COO
 Susan Logsdon, CO-FOUNDER & CCO
 → Origin: St. Louis, MO
 🌐: shoppgoldengems.com



FELLOWS PROGRAM



Drew Carter and Chris Dornfeld
 Whistle Systems

Running a business of any size, let alone a startup, can be a challenging and isolating experience. To bring our Founders together in a supportive environment, we are pleased to announce the formation of a new group known as the **Arch Grants Fellows**.

The Fellows are a peer advisory and leadership support collective comprised of select Arch Grants Founders and the leaders of St. Louis’ fastest growing startups. The Fellows have come together to accelerate their learning, ideation, execution, connections, and growth, with the goal of supporting and energizing each other and St. Louis.

The majority of Fellows are entrepreneurs who have been funded by Arch Grants over the years and whose companies are meeting our established performance criteria. In addition, two to three startup founders who have not received prior funding through Arch Grants will be selected for the program each year, and these Fellows new to Arch Grants will receive the same wraparound support services our Founders have come to expect. Every Fellow will go through an extensive volunteer-led vetting process and be approved by our Board of Directors.

The Fellows are entrepreneurial leaders and will serve as a brain trust, support network, and hopefully, a future funding and investment source for Arch Grants and its awardees for many years to come. St. Louis is evolving as a startup city, and the Fellows program is a significant stride forward for Arch Grants to meet that moment.

INAUGURAL GROUP OF ARCH GRANTS FELLOWS

- | | |
|--|---|
| David Adkin
Co-Founder, Adalo | Alejandro Lozdziejcki
Co-Founder, Customily |
| Luke Babich
Co-Founder & CEO, Clever Real Estate | Martina Möring
Co-Founder, Customily |
| Andrew Barnell
Co-Founder, Geneoscopy | Ryan Richt
Co-Founder, Well Principled |
| Pat Barron
COO & Co-Founder, Native Pet | Kelley Robson
Founder & CEO, Pivto Digital Learning |
| Sarah Bernard
Co-Founder & COO, Inclusively | Jimmy Sansone
Co-Founder, The Normal Brand |
| Marc Bernstein
Co-Founder & CEO, Balto | Dan Schaefer
CEO & Co-Founder, Native Pet |
| Drew Carter
Co-Founder, Whistle Systems | Stephen Seaman
Co-Founder & COO, Swipesum |
| Chris Dornfeld
Co-Founder, Whistle Systems | Candera Thompson
Founder, Bask & Bloom Essentials |
| Brian Lord
Co-Founder & CEO, iSite Media | Drew Winship
CEO, Juristat |

FOUNDER SUCCESSES

Arch Grants was founded in 2012 with a transformative vision: by supporting early-stage startups led by bold entrepreneurs, we could catalyze a new economic landscape in St. Louis and fundamentally reshape the region's innovative spirit. Since our inception, we have funded 252 companies whose founders and teams are now integral threads in the fabric of St. Louis' entrepreneurial ecosystem. The stories of success that follow are more than individual achievements—they are powerful proof of how strategic investment can accelerate economic growth, create opportunities, and redefine a city's potential.



Bask & Bloom Essentials (2021)

Featured in Essence Magazine



Big Heart Tea (2018)

Featured on The View as part of Oprah's O List: Wellness Edition



Bold Xchange (2020)

Won Growth Grant from Arch Grants
Featured in theSTL and discussed their move to St. Louis



Clever Real Estate (2018)

Raised \$2 million to support expanding its product portfolio



Dataplant (2022)

Recognized as 2023 Startups to Watch by St. Louis Inno



Drug Design Methodologies (2017)

Sold a portion of the company and licensed its IP to Qubit Pharmaceuticals, a Paris-based quantum computing pharmaceutical company



Floraé (2020)

Founder Dr. Natalie King appeared in Ladue News discussing greenwashing and what sets her beauty brand apart



Geneoscopy (2016)

Raised \$17.2 million to advance its noninvasive multifactor RNA Screening Test

Inked distribution deal with LabCorp

Released results from its clinical trial showing its stool-based test had 94% sensitivity for detecting colorectal cancer



GiftAMeal (2018)

Won a \$25,000 Amazon Business Grant
Reached 1.25 million meals donated and 500 partner restaurants in 28 states



Hive Medical (2022)

Selected as one of the 61 startups for MedTech Innovator's 2023 Accelerator Cohort

Semifinalist for the Med Tech Innovator Challenge



Immunophotonics (2013)

Announced first patient dosed in multinational clinical trial in Germany

Raised \$9.2 million to fund research and clinical trials

Received green light from the FDA to open investigational new drug study for IP-001 in the US



IncentiLock (2018)

Secured a 2-year enterprise software contract with Centene



Inclusively (2020)

Entered partnership with New Orleans Saints and New Orleans Pelicans

Raised \$13 million for software that helps workers seek accommodations

Announced a \$4.3 million seed convertible note round

Recognized as 2023 Startups to Watch by St. Louis Inno



Intramotiv (2021)

Featured in St. Louis Public Radio article for its Tugvolt electric remote-controlled rail car

Landed spot in Intel's accelerator program



TOP 10

ST. LOUIS COMPANIES WITH THE MOST NEW HIRES IN 2023

Clever Real Estate

The Fattened Caf.

Golden Gems

Intramotiv

Juristat

KNOWiNK

Native Pet

The Normal Brand

Top Tutors for Us

WingXpand



Moodeaux (2022)

Won a 2023 Glossier Grant

Launched their third SKU with retailer Credo Beauty, and was named 2023 Best in Black Beauty award winner



Nutrible (2022)

Won Atrium Health's Health Equity Challenge and launched partnership

Received a \$125k investment through Blue Cross Blue Shield of MA



SentiAR (2017)

Raised \$8.5 million in Series B funding to support launching additional partnerships and wider clinical deployments

Announced second FDA clearance for CommandEP™ Interface



KNOWiNK (2013)

Purchased a 16,000 sq. ft. building in St. Louis County to serve as their new headquarters



Native Pet (2020)

Announced \$11 million Series B funding to accelerate its rapid growth toward becoming a leader in the pet supplement sector



Nebula Media Group (2021)

Secured their first Department of Defense contract for accessibility work



PenPath (2019)

Raised \$800k equity round from Gilead Group to expand its team and enhance its technology



Phas3 (2019)

Acquired by Austin-based Ucardia to launch remote patient monitoring offering for cardiologists



Pivto Digital Learning (2022)

Recognized as 2023 Startups to Watch by St. Louis Inno



Planetarians (2019)

Raised \$6 million to reach next phase of commercial production



Rebundle (2020)

CEO Ciara May featured in Ebony Magazine



Swipesum (2018)

Ranked 729 in the 2023 Inc. 5000 list of fastest growing companies in the U.S.



TCARE (2019)

Grew ten-fold in New York State with their evidence-based support program for caregivers



Whistle Systems

Whistle Systems and its founders, Drew Carter and Chris Dornfeld, helped Arch Grants start its new Fellows program



WingXpand (2022)

Won a phase 2 SBIR contract with the U.S. Air Force

Recognized as 2023 Startups to Watch by St. Louis Inno

Won Growth Grant from Arch Grants

NEXUS GALA EVENT

November 9, 2023, Armory STL



The Arch Grants neXus Gala brings together entrepreneurs, business leaders, elected officials, and civic boosters to celebrate innovation and entrepreneurship in St. Louis. In 2023, we gathered at Armory STL. We announced our 2023 Cohort, a collection of diverse, innovative Founders and companies that will catalyze the St. Louis economy and change our region in ways we cannot even imagine. Each company was awarded a \$75,000 non-dilutive grant, and companies relocating to St. Louis received an additional \$25,000 in support.

Our annual neXus Gala always proves to be a night to remember, a celebration of the entrepreneurs and civic boosters building a new economy in St. Louis. The evening's program was guided by emcee Akeem Shannon, Founder & CEO of Flipstik, a 2020 Arch Grants company. 2022 Entrepreneur Awardee Jim Eberlin extended a warm welcome to Jim Kavanaugh, proudly announcing him as the esteemed 2023 Entrepreneur Awardee. The event also served as a platform to unveil the dynamic, promising 2023 Cohort of Arch Grants companies. This night of excitement and celebration brought together a new group of innovative, passionate Founders. Their impact on the St. Louis region and their commitment to fostering entrepreneurship will be felt for years to come.



PAST ARCH GRANTS ENTREPRENEUR AWARD HONOREES

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

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

2023 DONORS

By Giving Level

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