

A large, stylized graphic of the St. Louis Gateway Arch, rendered in a dark blue color with a grid-like texture. It arches from the bottom left towards the top right, framing the central text.

ST. LOUIS TECH STARTUP REPORT

Highlighting the history, growth, and outlook for
tech industry startups in the St. Louis region



About This Report

This report is an attempt to cover as completely as possible the growth and overall status of the technology startup landscape in St. Louis, as of year end 2012. The report is based entirely on original data reported by the more than 250 startups that ITEN has tracked since 2008.

About ITEN

ITEN accelerates tech startups with programs for rapid product development, connections to talent, essential networking, and access to funding. Designed by entrepreneurs for entrepreneurs, requiring neither payment nor equity, ITEN is a unique community asset building a new culture of innovation in St. Louis and beyond. ITEN can be found on the web at www.itenstl.org and [@itenstl](https://twitter.com/itenstl) on twitter.

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Tech Startups in St. Louis: The State of the Region

BY JIM BRASUNAS — EXECUTIVE DIRECTOR, ITEN



ITEN is very pleased to present the 2012 Tech Startup Report to the community, highlighting the explosive growth

during 2012 in the Greater St. Louis region's tech startup ecosystem.

This report provides important data and insights about what's happened, how we got here, and where we're going. It is a very exciting journey that is still in its early stages.



As you'll see in the report, \$30 million was invested in St. Louis-area tech deals in 2012.

This is in addition to \$40 million that had been put into deals during 2009-2011, according to ITEN's data. We also would note that funding of St. Louis tech ventures is accelerating, coming from both existing investors, new investors and recently established investor groups.



Beyond attracting increasing investments, more tech startup companies in St. Louis are entering into a fast-growth mode, characterized by growing revenue as well as quickly adding new employees. The impact of revenue growth and employee growth is just beginning to be felt in

the region, and we anticipate that the accelerating growth of these metrics will soon be making a material impact on the economy of the region.



The growth in St. Louis' startup tech sector has been remarkable, and 2012 was the most impressive year yet. Still, major challenges remain. In spite of the emergence of new funding vehicles, many worthy deals are challenged in finding seed capital and A Round funding. This shortage becomes more and more acute as the quality and volume of the deals produced in the tech sector grows. We need to find solutions to this problem. Second, as the region's tech companies grow and expand, we need to find ways to attract and train the talent that these new companies need. St. Louis has recently been named the fastest growing region for tech jobs. That's a real honor and also a call to arms: we need to make sure tech talent is available to fuel the growth of tech companies. A scarcity of talent is potentially as challenging to our startup ecosystem's success as a scarcity of capital.

Ingredients for Continued Success

There are several things we can learn from the success of startups in other cities. **One is the need to develop greater collaboration between for-profit and not-for-profit organizations in the startup space.** Each plays a number of essential roles. The missions and objectives of both interests align most of the time, but occasionally there are instances when they don't align. In those times it's very important that the interests of the entrepreneur are carefully considered, because at the core of every successful startup



ecosystem are serial entrepreneurs. Serial entrepreneurs are key to the region's ability to learn how to create successful new ventures.

Corporate involvement is critical. We look forward to increasing participation from the St. Louis corporate community, and are beginning to see greater interest from established companies in how St. Louis tech startups can benefit them. Their role is important as early adopters of locally grown technology innovations, potential acquirers of tech startups, and as a source of and destination for the talented workforce needed by both startups and established companies.

Our area's universities are also vital to the success of the startup community, as a source of technology innovations, talented graduates and inspirational support and collaboration. With a continuing dedication from all parties for close collaboration to expand and improve the tech ecosystem, St. Louis has an opportunity to create a new culture of innovation and look forward to a brighter future.

How We Got Here

While this report focuses on 2012, it is worthwhile to glance back for a moment at the foundations that have enabled our recent growth. Without these foundational efforts, our current progress would not have been possible.

The Missouri Venture Forum was an early provider of connections for entrepreneurs and investors, and the InvestMidwest Venture Capital Forum and the St. Louis Arch Angels have been supporting selected high-growth startups since the early 2000's, although primarily in life sciences and medical device technology. In 2003, the Technology Entrepreneur Center (TEC) established the first IT-focused incubator in the region, producing compelling tech companies SliceHost, Global Velocity and others.

Innovate St. Louis was formed in 2007 and launched its flagship mentoring program, the Venture Mentoring Service (IVMS). Based upon an MIT mentoring program, IVMS was a pioneer in offering incubator-quality mentoring without the need for a real estate component. Under the same Innovate St. Louis umbrella, ITEN was formed

in 2008, thanks in a very large part to the support of the Missouri Technology Corporation (MTC). ITEN's model didn't require an incubator and in focusing on tech companies, leveraged the growing ubiquity of high-speed Internet access. The need for tech companies to be collocated with their server array had gone away, and startup companies were freed up to be anywhere.

ITEN's mission has been two-fold: first to be the catalyst for the emergence of a vibrant startup ecosystem that generates great tech startups; second, to identify gaps in the ecosystem and find ways to address those deficiencies, through events, programs, other innovations, or the encouragement of partners who can provide the needed elements.

In those early days, local tech entrepreneurs had a bleak notion of St. Louis. Many of them felt they were the only tech startup in town, there was no support for them in the community, and to find investors they'd eventually have to go to the west coast. The investors we connected with in those days had a predictably similar view: there were no interesting tech deals in St. Louis and they found their deals through relationships with investor groups from the west coast. So both were right, but only because they weren't connected with each other.

In those early days of 2008 and 2009, ITEN focused on building those connections that otherwise wouldn't have existed. We used a combination of public and private events as well as trying to chart what was going on and who needed what on a huge excel spreadsheet. To really build a community, though, we soon needed mentors. We looked for individuals who understood the tech startup landscape and/or could provide immediate value to entrepreneurs needing advice and direction. Most of the mentors we've brought in are serial entrepreneurs, tech investors and others currently working in the tech space with small, medium or large-scale enterprises. They have expertise across the board, not just in coding and big data applications but also marketing, sales, finance, operations, legal and other specialized needs.

Near the end of 2009, we launched the Mock Angel program, which prepares our most promising ventures for

investor discussions. The mentor group affiliated with this program includes a number of investors, serial entrepreneurs and financial experts familiar with valuation issues for startups. This program has been very influential in the community and has produced many of the companies that are gaining great traction today. While we don't credit all of their success to participation in this program, there is unanimous agreement among the graduates of Mock Angels that it has been of great value to them. We can proudly say that about three quarters of Mock Angel graduates have received outside funding.

This increasing quality deal flow provided opportunities for investors, and in the last couple of years we've witnessed not only heightened interest from the Arch Angels in tech deals, but also the founding of Capital Innovators in 2011, FinServe Tech Angels, and new investment programs from Arch Grants and Cultivation Capital in early 2012. Simultaneous with the founding of Capital Innovators, T-Rex opened its doors, providing affordable office space specifically for new tech startups. T-Rex is a huge success story with over 40 companies on two floors of the Railway Exchange building downtown.

There's no denying that with the advent of new players in the tech ecosystem, some jostling for branding space has occurred, but the overarching spirit of collaboration and cooperation has carried the day, and is a real hallmark of what's right with the startup community in St. Louis. ITEN works very closely with all of the organizations mentioned, celebrating their successes as indications of the overall health of the community. Many of the startups on our Top Ten lists in this report have benefitted greatly from the support of one and often two or three of these groups.

For example, Yurbuds, Aisle411, Multicoreware, NorseCorp, Food Essentials, Lockerdome and others are emerging success stories that a number of organizations have helped. To quote a familiar saying, "It takes a village." A recent reflection of that collaboration is the launch of the AccelerateStLouis website, enabling startups across all industry sectors to be recognized.

Let's end by coming back to our number one priority, and that's the entrepreneur and her or his vision, dedica-

tion, and team. Without the entrepreneur, investors, funds, and venture development organizations are all useless. As a community, we need to recognize that our region's future depends upon the success of the pioneers who are creating the successful new high-growth ventures. And as the community embraces entrepreneurship as a foundational element of what St. Louis must become, I believe we've shown that given great entrepreneurs (which we have!), our collaborative and growing support ecosystem can accelerate and multiply many times over the community impact and potential success of these new ventures.

A few words about the data presented in this report. None of the data is from secondary sources, but all comes directly from the 250+ startups that participate or have participated in ITEN and have volunteered to share their information with us. Therefore, our report covers as completely as possible the total number of tech startups in our region. We believe this study includes more than 80% of the high-growth tech startups in the region. Included are companies that have joined ITEN since our inception in 2008. Some very notable companies that were founded before that time, such as Appistry, Exegy, Global Velocity and others, while sometimes considered startups by others, are not included in our study. And finally, a lot has happened since the end of 2012, and in some cases if we did our Top Ten lists today there would be changes. In many cases companies would move up the list because of their continuing successes into 2013, but as we'd expect, there are a couple that would be moving down.

Please enjoy the progress we report herein. Feel free to quote or extract any of the information from the report; we only ask that you reference ITEN as the source.

Here's to our community's continued success.

— Jim

EXECUTIVE SUMMARY / KEY TRENDS

Key Trends in the St. Louis Tech Startup Community

The St. Louis tech startup community has reached a state of critical mass, and is poised for continuing growth.

The ecosystem for tech startups in the St. Louis region, which has been under development for years, has taken firm root. More new tech companies than ever are being founded in St. Louis. Just as important, they are finding funding and talent in the region. And some companies are beginning to find exits through acquisition. Within ITEN, there are now more than 250 startups that count themselves as members -- a number that has doubled in less than two years.

➔ **St. Louis tech startups have access to better resources than they have had at any time in the past.** Access to money and employee talent are two of the most vital factors to fueling startup expansion. Over the last two to three years in particular, St. Louis has seen a significant increase in the number of organizations focused on helping tech startups through grants, funding, education and access to resources. A list of these organizations can be found in the Appendix. Many of these new efforts are derived from intensive and ongoing collaboration among public and private entities across the St. Louis metropolitan area.

➔ **Investors, both inside and outside of St. Louis, are paying significantly more attention to St. Louis tech startups.** In 2012, there were several St. Louis-based, non-private sector organizations that invested in St. Louis tech startups. Many of these groups did not exist more than two years ago.

Nearly all of these groups are growing and expanding their membership.

➔ **The vast majority of St. Louis tech startups are founded by area natives.** Well over 70 percent of the companies surveyed for this report were started by natives of the St. Louis Metro region, including the Metro East. Retaining and nurturing “home-grown” talent has been a priority topic among civic and business leaders for years. More of those who are passionate, ambitious and driven to realize their business idea or dream are choosing to chase that dream in St. Louis.

➔ **More entrepreneurs from outside of St. Louis are starting and keeping their companies here, too.** While St. Louis natives show well among ITEN companies, most of the companies in the ITEN Top 10 include founders who were not born in St. Louis. Even so, there is still work to be done to attract more entrepreneurs to get them to base their operations here, and the statistics show that it is happening. The region’s universities and more recently Arch Grants are playing important roles in attracting outside entrepreneurs.

➔ **St. Louis tech startups are diverse.** They can be found across industry segments and focus on very different products and services. St. Louis tech startups offer solutions in IT, healthcare, mobile, industrial/manufacturing, gaming, social media, “green” and clean energy tech, sports, and more.

THE COMPANIES

Overview

Earlier this year, ITEN published its Top Ten, Next Ten, and Fast Ten lists of companies.

Our “Top” lists seek to recognize and celebrate those early stage tech ventures that are getting the most traction, most likely to become a lasting success, and most likely to make significant contributions to the St. Louis region’s economic prosperity through the growth of well-paying jobs, and wealth creation for the founders and investors.

Any yardstick is likely to favor some companies over others, and incomplete data from some makes it difficult to get an accurate view of their progress. Our lists of companies are subject to these challenges and although we’ve made every effort to create a level playing field, our method for creating our lists is inevitably going to reward one at the expense of another.

For our **Top Ten** and **Next Ten** lists, as well as the industry-segmented lists of Top Threes in this report, we focus on these key metrics: total funds raised (from all sources including friends and family, grants, debt and equity from outside sources), current monthly revenue, and total employees (including founders working full time on the

venture). We believe outside funding, customer revenue and employees hired are reasonable criteria to measure a venture’s importance to the community. As a fourth consideration, we include the growth in those three primary metrics over the course of 2012. By doing so, we give added weight to the traction that companies are getting right now, and reward the ones that are growing rapidly.

For our **Fast Ten** list, we look only at companies founded in 2010 or later, and give additional consideration to the growth in metrics during calendar year 2012. We think the companies on the Fast Ten list are ones most likely to emerge and make an impact in the next couple of years.

We don’t consider factors such as the number of freemium (non-paying) customers, click throughs, site visits, visit durations, search engine rankings, etc.

A final note: we are limited in our evaluations by the willingness of companies to share with us what is their proprietary data. As you can see from our report and any of our other reports and publications, ITEN does not divulge any company-specific data. Some companies are more forthcoming than others and in a few cases this lack of willingness has had an impact on their rankings.

“The growth in tech companies in St. Louis has been impressive and it has helped put us on the map nationally. Our reputation as a place that supports startups is well-founded, in no small part due to the excellent service provided by ITEN. This is truly a bright spot for the future of the St. Louis economy.”

DENNY COLEMAN, PRESIDENT & CEO
ST. LOUIS COUNTY ECONOMIC COUNCIL

ITEN Top Ten

1



Yurbuds | www.yurbuds.com

Yurbuds was founded in 2008 to solve the market need for a quality earphone/headset solution for use with iPods™, cell phones, telemarketing headsets and all other types of earphone communication devices.

2



MulticoreWare Inc. | www.multicorewareinc.com

MulticoreWare Inc. is the leading provider of programmer productivity tools, libraries and application development services for homogeneous and heterogeneous multicore CPU and GPU architectures.

3



NorseCorp | www.norse-corp.com

NorseCorp, a leading innovator of IT security and fraud prevention solutions, is the only provider of live, actionable, cyber threat intelligence. The company's patent-pending IPViking technology continuously monitors the Internet for hacker activity and high risk network traffic.

4



Aisle411 Inc. | www.aisle411.com

aisle411 collects, organizes and monetizes product inventory and location data through a mobile engagement platform, bringing simplicity to in-store search and navigation.

5



Hexagrid Computing | www.hexagrid.com

Hexagrid is a software company that has developed a software platform that specializes in building Infrastructure as a Service (IaaS) Clouds.

6



FoodEssentials | www.foodessentials.com

Food Essentials provides grocery retailers and brands with big data-driven information about ingredients and additives in food products, enabling them to target-market to consumers with dietary concerns.

7



Trade Harbor | www.tradeharbor.com

Trade Harbor is a pioneer in voice authentication services, focused on the banking and financial transaction industries.

8



LockerDome | www.lockerdome.com

LockerDome is a social media platform for sports; it is one of the fastest growing online sports properties in the world. More than ten million people now use LockerDome to consume content and interact with like-minded people around their favorite sports interests.

9



Virtual Nerd | www.virtualnerd.com

Virtual Nerd is an engaging, interactive, intuitive software that utilizes video-based instruction to improve student achievement in mathematics.

10



Mortgage Returns | www.mortgagereturns.com

Mortgage Returns works with the data already captured within a mortgage company's back-end loan origination system. Based on each mortgage company's unique database, Mortgage Returns prompts every loan officer in the company with the details on who to contact, when to contact them, and why.



ITEN Next Ten



Systematic Revenue | www.systematicrevenue.com

Systematic Revenue provides growing businesses with an easy to use and affordable marketing automation system to consistently follow up with all of their prospects and customers in a meaningful and relevant way.



BusyEvent | www.busyevent.com

BusyEvent provides a comprehensive, mobile app-driven solution for event planning, execution, exhibitor-to-attendee interactions and information, and follow-up big data intelligence.



Makaboo Personalized Gifts | www.makaboo.com

Makaboo is a high-quality online retailer of personalized baby and children's gifts.



Blendics | www.blendics.com

Blendics makes software tools that allow designers of integrated-circuit systems to develop their products more rapidly and at less cost.



Gremln | www.gremln.com

Gremln offers a wide array of essential and intuitive features to help businesses make the most of their social media strategies. From message management and customer engagement to social analytics and education, Gremln's unique feature set is specifically designed to help businesses master the social marketing landscape.



Off Campus Media | www.offcampusmedia.com

Off Campus Media, a proven college marketing company, leverages its national network of college student Ambassadors and proprietary technology to better understand and connect with millions of college students. OCM's Bonfyre app enables immediate sharing among event-goers.



BizMed | www.bizmedsolutions.com

BizMed™ is supporting physicians in office-based practices by providing affordable knowledge, expertise and tools to simplify and manage the regulatory and business aspects of medical practices.



Foxtrax Vehicle Tracking, Inc. | www.gofoxtraxgps.com

Foxtrax Vehicle Tracking provides GPS vehicle tracking to small businesses.



Greenvelope | www.greenvelope.com

Greenvelope provides beautiful electronic invitations online that are delivered to guests in a personalized "envelope" for special occasions.



Lifestream Communications | www.lifestreamcom.com

Lifestream Communications is a provider of visual communications products (videoconferencing), streaming/archiving products and services to the healthcare industry.

ITEN Fast Ten

1



Splice Machine | www.splicemachine.com

The Splice SQL Engine™ enables companies to unlock the insights in their Big Data and to put these insights into action in hyper-personalized web, social and mobile applications that increase customer retention and revenue.

2



simMachines | www.simmachines.com

simMachines provides a next generation database that is capable of answering similarity queries. Similarity queries enable the creation of next generation applications. Our engine is not only the fastest available, it is also very easy to use.

3



SirenGPS, LLC | www.sirengps.com

Siren develops smartphone technology to connect you and your family to emergency services and information — making communities safer.

4



Time to Cater | www.timetocater.com

A national, web-based catering concierge service that connects BUSY people with the RIGHT caterer for their needs and budget to save them TIME and MONEY

5



Evtron Inc. | www.evtron.com

Evtron Inc. is an Information Technology corporation providing Enterprise Cloud Storage and Co-Location services.

6



Dorsata, Inc. | www.dorsata.com

Early stage HIT company focused on the development and implementation of clinical pathways.

7



Dead Inventory Management System (DIMS) | www.deadinventorymanagement.com

DIMS provides a platform for industrial concerns with excess inventory to find customers who need products or parts that are often discontinued or not available through conventional sales channels.

8



Click With Me Now, Inc. | www.clickwithmenow.com

Click With Me Now has the unique opportunity to engage with and provide services to EVERY person who uses a web browser! The Click With Me Now application is intuitive, requires no-downloads and best of all it's free.

9



Rollsale | www.rollsale.com

RollSale is “rolling wholesale,” a new way of conducting wholesale operations via a transactional social network for used car dealers.

10

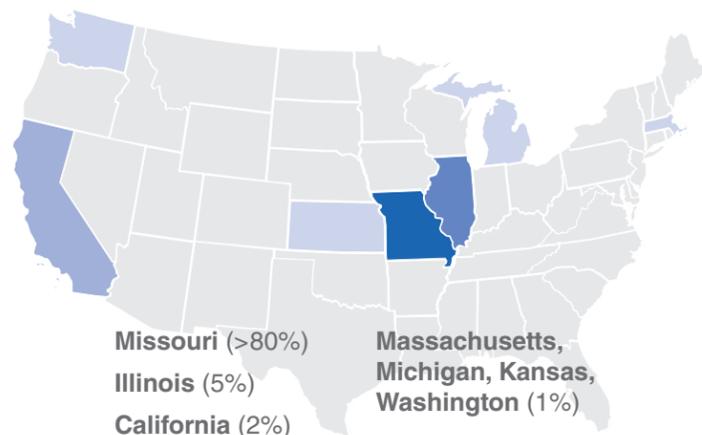


Material Mix, LLC | www.materialmix.com

Material Mix is a disruptive web-based exchange platform that commoditizes the trade of industrial byproducts within the current waste collection industry; helping waste and recycling professionals reduce operating expenses, recover investment on inventory, and monetize the trade of their recyclables.

Facts & Figures

Top 5 States where Founders are originally from:



Patents applied for:

73

Patents granted:

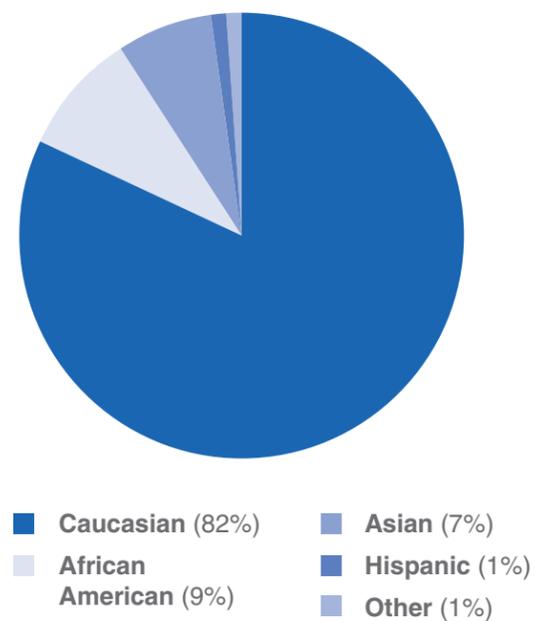
12

Age of the Youngest Founders:

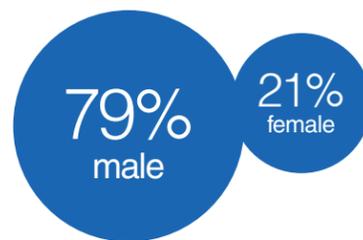
25

There are 35 companies with a founder under the age of 25

Ethnicity of the Founders:



Gender of the Founders:



Segment Rankings

Women-Owned

1. Makaboo
2. BuildingWorks, LLC
3. Material Mix

Minority-Owned

1. MulticoreWare Inc.
2. Hexagrid Computing, LLC
3. G2 Media

Green Tech

1. FoodEssentials
2. BusyEvent
3. Greenvelope

Security

1. NorseCorp
2. Parameter Security
3. Siren GPS

Mobile

1. aisle411
2. Siren GPS
3. IDC Projects

Social Media

1. LockerDome
2. Off Campus Media / Bonfyre
3. Dealie Do

Sports

1. Yurtopia
2. LockerDome
3. LogYourRun

The surge in start-up activity in St. Louis over the past two years and the growing number of high-quality deals have attracted the attention of national investors who are now finding it worth their while to visit our region.

DONN RUBIN, CEO
 BioSTL

THE MONEY

Overview

\$30 million invested into St. Louis tech startups in one year is a major milestone and a great accomplishment for our region. This represents a steep increase over previous years, and more than 40% of the total investment since ITEN started tracking such activity in 2008.

Well over half of this new money has gone into a small handful of local deals, many of them listed in our Top Ten and Next Ten lists. This is to be expected, since investors will gravitate to the most compelling deals that are getting significant customer or investor traction. On the other hand, what's most interesting is where the rest of the money is going. We have indicated, through our Fast Ten list, that there are others outside of the spotlight getting investor interest. A successful ecosystem produces more than a small handful of great deals; a successful ecosystem is a living system

that is supporting many deals at all stages of development.

For the long-term health of the community, the increasing amount of money going into more earlier-stage deals is probably more significant in the long run than a well-known deal raising an additional one to two million dollars, because it shows that sustainable financing momentum is building from the bottom of the pyramid.

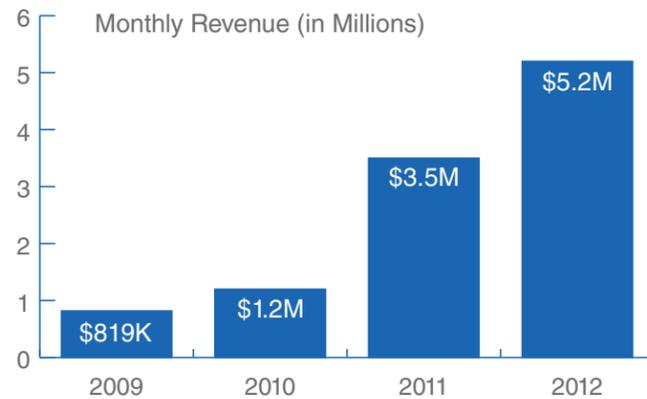
Despite the fact that we still have many very interesting ventures having to look (and sometimes move) to other parts of the country, the trend is most definitely going in the right direction. St. Louis now offers multiple options for seed funding for tech deals, and more than one way of raising up to \$500K to \$1M in funding. Beyond that level, the going gets tougher and there's no question we need more access to funding for A rounds. A continuing quality deal flow will help attract funding alternatives, and the outlook is bright in the intermediate and long term. Meanwhile, today's deals will still need to work hard to find local financing at those levels.

It is truly impressive to see the critical mass that we seem to be reaching on the information technology startup scene in St. Louis. The advent of new Angel investors, venture funds, and T-Rex, coupled with ITEN's continued commitment to mentoring and preparing our startups for funding, is really paying dividends. I look forward to continued positive momentum, the success of our startups and the positive impact it has on our community.

MARK SHOWERS, CIO
REINSURANCE GROUP OF AMERICA

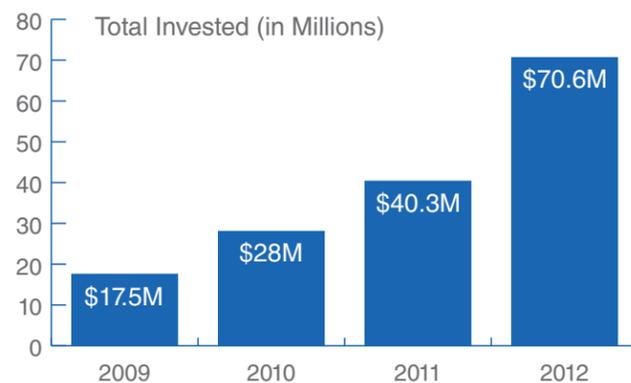
Revenue

Monthly Combined Revenue of All ITEN Companies:

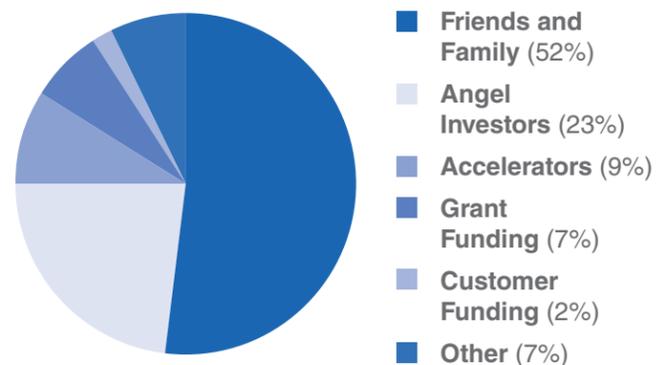


Funding

Money Invested in All ITEN Companies (Cumulative Total):



Outside Funding Sources (Percentage of Sources):



Key Facts & Figures

Of all ITEN member companies:

- 30% have generated revenue
- 1 in 4 raised outside funding

Of companies that have ceased operations:

- 1 in 6 had revenue
- 1 in 12 had raised outside funding
- Of those raising money, 8% had revenue

Of active companies:

- 35% have revenue (\$200 to \$1M per month)
- Half have raised outside funding (a couple thousand to multiple millions)
- Of those companies raising money, 43% have revenue

Information technology is dominating a revolutionary culture of entrepreneurship in the St. Louis region. Hundreds of high-quality enterprises are emerging, brilliant opportunities encouraged by robust mentoring from entities such as ITEN, exciting new sources of initial financing like Arch Grants and several capital enterprises. Yet we, the nation and world are at an early stage of the transforming influence of this limitless technology. Our regional challenge is to continue to encourage this fragile development, in part by ensuring the availability of substantial scaling capital.

DR. BILL PECK, CHAIRMAN
INNOVATE ST. LOUIS

HIRING AND JOB GROWTH

Overview

St. Louis is rapidly gaining traction as a hot city for interesting and talented technology employees.

A recent report on the tech job site Dice.com lists St. Louis as the country's top city in year-over-year growth in tech jobs. ITEN is seeing these opportunities within our startups in the data gathered in 2012. The rapid growth in job creation numbers from ITEN startups validates these high national rankings.

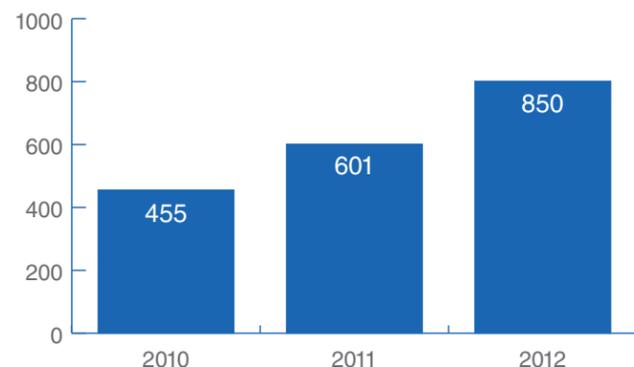
In polling ITEN client companies for their potential future job openings, ITEN is seeing preliminary data on how to better address talent gaps in the region. The needs of tech startups are heavily based in technical areas with over 32% of our startups planning to hire more coders, programmers, and designers. However, startups clearly see the need for customer acquisition and market awareness as well. The next highest sectors of projected needs for ITEN startups come in the form of Sales (20%) and Marketing (19%). The data coming from startups clearly dictates that the region needs to continue to keep focus on attracting and retaining talent in many forms, to keep up the healthy growth we are seeing in the tech startup ecosystem.

The growth in entrepreneurial activity in St. Louis over the last 18 months has been nothing short of explosive. This is especially true in the tech space. I credit the amazing community effort being put forth. With everyone pulling together toward a common goal under the “all boats rise” theory, our ability to achieve success is limitless. It makes me proud to be a St. Louisan!

JUDY SINDECUSE, CEO / MANAGING PARTNER
CAPITAL INNOVATORS

Key Facts & Figures

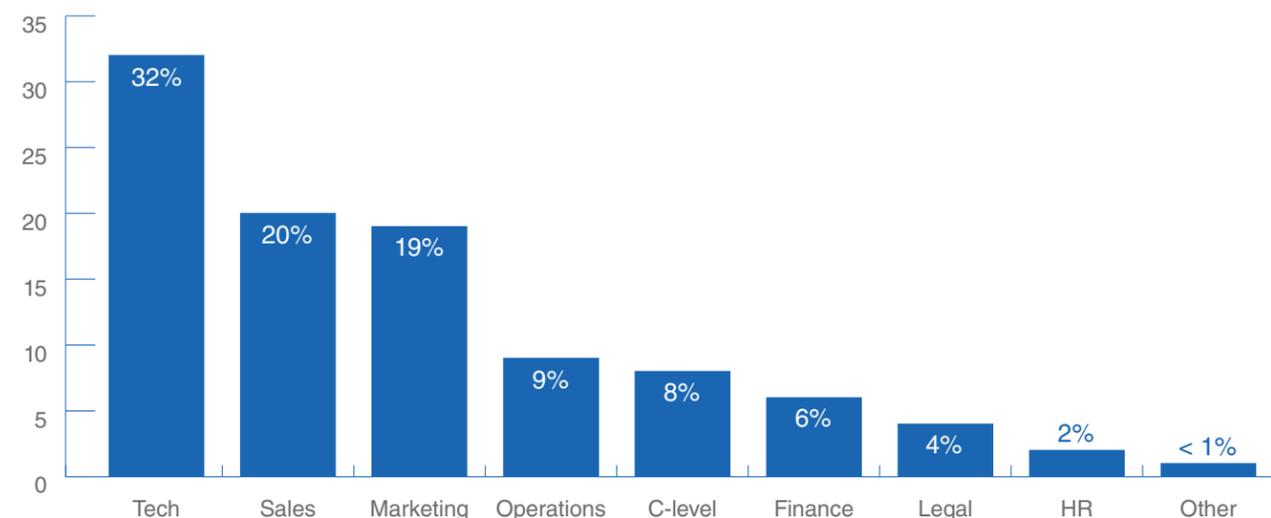
Overall Growth in New Full Time Employees:



Number of employees companies are planning to hire in 2013:



Top Positions/Areas of Expertise Desired



Company Quotes

St. Louis' tech startup scene is exploding. The talent, financial resources, and overall support have all come together at just the right time, allowing LockerDome to build a world-class company right here in St. Louis.

GABE LOZANO, CEO / CO-FOUNDER
LOCKERDOME



Building Norse from St. Louis was not easy as we started in early 2010 before many of the programs now available were present, outside of ITEN and the Capital Innovators accelerator, of which we were in its inaugural class. That said, I am very excited to see the rising start-up scene with programs to support entrepreneurs as they grow their companies. The T-Rex offices downtown are buzzing, and a great indicator of these programs resulting in success.

SAM GLINES, CEO
NORSECORP



The St Louis start-up community has all of the pieces of a larger, more sophisticated market, but maintains the straight-talking Midwest flavor. This community is full of very smart, genuinely nice people who really want you to succeed even if they don't have a financial interest. They also don't mind telling you when they think you are on the wrong track – which is just as valuable.

PAUL RAUNER
SirenGPS



When I see the Gateway Arch monument, I can relate to the pioneers that came to St. Louis as part of the westward expansion of the United States. In a similar way, I came to St. Louis to conquer digital lands, to elucidate business applications of similarity search and pattern recognition.

DR. ARNOLDO MULLER-MOLINA, FOUNDER, DATA SCIENTIST
simMACHINES



| APPENDIX

For a complete list of resources, both in state and out of state, please go to www.itenstl.org/useful-links

Education & Development

Accelerate St. Louis

AccelerateStLouis.org is a one-stop website that connects entrepreneurs to resources and investors who can help them in launching and growing their businesses in the St. Louis region.

www.acceleratestlouis.org

Center for Emerging Technologies

The Center for Emerging Technologies (CET) provides the specialized facilities, knowledgeable support services, entrepreneur training programs, and access to capital needed to establish and develop next generation medical and other advanced technology companies. CET has been a key member of a St. Louis public-private-three university partnership focused on creating all of the elements needed to commercialize innovations through new companies, grow a competitive life science industry cluster, and be a leading center of tech-based economic development.

www.emergingtech.org

Center for Entrepreneurship, St. Louis University

The goal of Saint Louis University's Entrepreneurship Center is to help entrepreneurs combine their business passion with the planning skills taught in a world-class institution, to produce high-performing organizations.

business.slu.edu/centers-of-distinction/center-for-entrepreneurship

ITEN

A catalyst for tech startups in the St. Louis region, and a provider of education and training programs at every stage of the startup lifecycle.

www.itenstl.org

Innovate Venture Mentoring Services (IVMS)

IVMS provides mentoring teams for innovative start-up ventures in all disciplines.

www.innovatevms.org

University of Missouri St. Louis

The Center for Entrepreneurship and Economic Education (CEEE) at UMSL addresses the vital need for economic literacy by contributing to the understanding of economics, personal finance, and entrepreneurship through education and outreach to children and adults.

umsl.edu/~pcs/academic-units/econ-ed.html#.UZKusCs4UyA

Washington University Skandalaris Center

The Skandalaris Center for Entrepreneurial Studies serves Washington University in St. Louis and the broader St. Louis community, working to build an innovation environment where ideas and people can connect and cause action that changes lives.

sc.wustl.edu/Pages/default.aspx

MOSourceLink

MOSourceLink connects small business owners with a network of nonprofit resource organizations that provide business-building services. We facilitate the linking of these resource organizations to one another and to established, emerging and start-up small businesses throughout the region.

www.mosourcelink.com

Funding

Arch Grants

Arch Grants seeks to create a more robust startup culture and infrastructure in St. Louis. To increase employment growth and establish St. Louis as a place where entrepreneurs want to start and grow their businesses, Arch Grants offers startups funding in the form of grants and supports the startups as they remain or transition to downtown St. Louis. The Arch Grants Business Plan Competition helps to shape the image of St. Louis among aspiring entrepreneurs and others looking to have a formative role in building a new entrepreneurial climate in St. Louis.

www.archgrants.org

Billiken Angels

The goal of the Billiken Angels Network is to provide infusions of expertise and capital to firms that show promise to make a difference for the St. Louis economy and region. BAN is willing to look at firms in all industries and evaluates firms at all stages, not just start-ups.

www.billikenangels.com

Capital Innovators

Capital Innovators provides tech startups with the funding, resources, and connections they need to reach the next level. The Capital Innovators Accelerator Program provides seed funding, project-based mentorship from a seasoned pool of knowledgeable entrepreneurs, stellar perks, networking, and follow-on funding opportunities over the course of 12 weeks.

www.capitalinnovators.com

Cultivation Capital

Cultivation Capital is a venture capital firm managed by a team of serial entrepreneurs. The firm invests in young technology companies whose ideas have the potential to disrupt the way we live and work. The goal of Cultivation Capital is to take revenue-generating businesses to the next level with expertise, guidance and funding.

www.cultivationcapital.com

Missouri Technology Corporation / IDEA Funds

The Missouri Technology Corporation funds several programs across the state of Missouri that support the growth of innovative businesses.

www.missouritechnology.com/commercialization-programs

St. Louis Arch Angels

The mission of the St. Louis Arch Angels is to provide opportunities for members to obtain outstanding financial returns by investing in early-stage companies with high growth potential in the St. Louis Region and accelerating them to market leadership. The Arch Angels are a part of the St. Louis region's seed to later stage equity capital continuum and are targeting an investment range that is generally underserved by institutional venture capital firms.

www.stlouisarchangels.com

Offices & General Resources

T-Rex

T-REx is a coworking space and technology incubator located in the heart of downtown St. Louis. Facilities are located in the historic Railway Exchange Building, which has been converted into a hub for the St. Louis startup scene. T-REx is home to a growing community of entrepreneurs, developers, designers, mentors, educators and more.

www.downtowntrex.com

Lab 1500

Lab1500 is an entrepreneurial center founded on the principle that collaboration drives innovation. It is designed to be a cool, comfortable place where members can utilize co-working space, network with likeminded entrepreneurs, and attend classes, workshops and events.

www.lab1500.com

Helix Center Biotech Incubator

The Helix Center Biotech Incubator offers affordable, high-quality wet and dry lab and office space to bioscience, technology, and plant and life science startups. The incubator for plant and life science companies is designed to help emerging companies grow, graduate and flourish.

www.slcec.com/helix-center.html



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