



**2015 ANNUAL  
REPORT**

**ENGAGING ACCREDITED  
INVESTORS IN  
ST. LOUIS' STARTUP ECOSYSTEM**

# *From the Chairman Emeritus*



What an honor it has been over the past 11 years to have been able to serve in a leadership role for an organization that has so effectively supported our local startup ecosystem and is well positioned to continue contributing to our community's future growth. As I reflect on how the St. Louis Arch Angels Network has grown and evolved since its launch in 2005, one constant has been adherence to our mission: 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 helping them to achieve market leadership.

Along the way, the Arch Angels has invested more than \$59 million in 67 companies that collectively employ hundreds of people. The number of members in the network has grown to more than 70 investors with a wide range of expertise, many of whom are themselves entrepreneurs who have founded and built their own companies and understand the unique challenges faced by early-stage companies. As they invest both their dollars and their expertise to help the startups that come before us, they are fueling the region's entrepreneurial engine. And they are putting this organization on the map as the #1 most active angel group not only in the region, but in the entire Midwest.

Our accomplishments aren't the only indication that our region and our state offer tremendous opportunity for startup businesses. Early stage investing hit a record high in Missouri in 2015, and the state ranked, for the first time, as a top ten state for startup funding, according to Forbes. Those milestones came at a time when the state legislature also is demonstrating its commitment to supporting early stage companies, with \$16 million for the Missouri Technology Commission included in the Fiscal Year 2016 budget.

Clearly it's an exciting time in the history of the St. Louis Arch Angels Network, and our new leadership is poised to continue to adapt to meet the needs of the changing and growing startup ecosystem, just as we have always done over the past decade.

The experience, passion and leadership Brian and his fellow board members bring to the organization will help to ensure that our investment activity continues to grow, and that our region continues to attract and retain more of the startup businesses that represent sustainable job growth in the St. Louis metro area and beyond.

Sincerely,

A handwritten signature in black ink that reads "Gilbert Bickel". The signature is fluid and cursive.

Gilbert Bickel  
Chairman, 2015  
Chairman Emeritus, 2016



# From the Chairman



I'm very pleased to be writing to you as the new chairman of the St. Louis Arch Angels and to be doing so at such an exciting time in the organization's history. As Gil notes in his accompanying letter, the St. Louis Arch Angels Network has become nationally recognized as critical to the early stage business ecosystem in the St. Louis region. That's no accident, but rather the result of the hard work and dedication of the leadership team that has helped to make our organization the respected and highly effective entity it is today. Working closely and collaboratively with other members of the local ecosystem, we have contributed to St. Louis being ranked #1 for growth of startup funding in 2015!

That's a tremendous accomplishment, but we can't rest here. In recent months, your board and I have been actively meeting and planning for how we can continue to build on the successes to date. The ecosystem that we are such an integral part of continues to evolve, and our Network must continue to adapt, too, in order to maintain our leadership position.

To that end, we have identified four strategic areas of concentration as we look to the future: Membership Satisfaction; the Investment Experience; Finances and Infrastructure, and Qualified New Member Recruitment.

Our sharpened focus on these key areas will help to ensure we maintain our critical role in expanding our army of accredited investors, partnering with all of the key players that make up this startup ecosystem, and fostering a culture of investing. Our future success will largely be driven by our ability to enlarge our network by growing our relationships with accredited investors who are willing to not only invest their dollars, but also to share their valuable experiences. That's the winning combination that provides our growing startup community with the resources and other vital support needed to grow their businesses here in the St. Louis region.

Yes, the quality of the deals themselves remains an important factor, but we've seen over the past 11 years that there is no shortage of great deals coming before this organization. As the startup community continues to expand, the challenge, and also the opportunity, lies in having an even faster track to identify the most promising deals, an accelerated due diligence process, and more dollars to invest in the companies with the greatest potential. In the end, that will lead to better outcomes for the startups, the investment community, our region at large and of course, our membership.

There's never been a better time to be a startup business seeking funding here in the St. Louis region. We're thrilled to be such an active contributor to the strength of the ecosystem and enthusiastic for the future.

Sincerely,

A handwritten signature in black ink that reads "Brian Kinman". The signature is written in a cursive, flowing style.

Brian Kinman  
Chairman, 2016

## ABOUT THE ST. LOUIS ARCH ANGELS

Established in January 2005, the St. Louis Arch Angels is an independent, not-for-profit 501c(6) corporation. The network was organized with the support of the St. Louis Regional Chamber. The Arch Angels are a part of the region's seed-to-later-stage equity capital continuum and target an investment range of \$250,000 to \$1,000,000, which is generally underserved by institutional venture capital firms. Because of this, our network is an important addition to the region's capacity to finance innovation emerging from entrepreneurs, universities and technology incubators.

Our members are all accredited investors from the St. Louis region. They have significant experience in a variety of fields as entrepreneurs, CEOs, venture capitalists and business leaders who have founded, funded and built companies. We mentor and coach the entrepreneurs we invest in, serving on their boards, providing contacts and assisting them with team building, strategic planning and fundraising.

Members do not invest in a pooled fund, but rather commit to invest a minimum of \$50,000 a year directly in startup companies with other members of the network. Members always invest under the same terms and conditions. The network's activities are guided by its bylaws and rules of membership.

A network of private investors, the St. Louis Arch Angels is governed by a board of directors composed of the following officers:

Chairman:	Brian Kinman
Chairman Emeritus:	Gil Bickel
Vice Chairman:	Tom Niermann
Treasurer:	Jay Baumohl
Secretary:	Jim von der Heydt
Member at Large:	Gregg Trapp



## MISSION OF THE ST. LOUIS ARCH ANGELS

OUR MISSION IS TO PROVIDE OPPORTUNITIES FOR OUR MEMBERS TO OBTAIN OUTSTANDING FINANCIAL RETURNS BY INVESTING IN EARLY-STAGE COMPANIES WITH HIGH-GROWTH POTENTIAL IN THE ST. LOUIS REGION AND HELPING THEM TO ACHIEVE MARKET LEADERSHIP.

## LIST OF COMPANIES FUNDED

### ADARZA BIOSYSTEMS, INC.

Adarza is a life science tools company that manufactures and sells a line of next-generation, immunoassay products in the research, drug development and diagnostic markets. In 2015, the company completed the startup of a purpose built consumable product manufacturing facility on the SunEdison campus in O'Fallon, Mo., and expanded its IP portfolio. Adarza also moved accounting and administration functions from Rochester, NY to O'Fallon, Mo. In 2016, the company plans on closing \$5 million in Series B financing, completing its first consumable product, launching a 25-plex product for services, completing first automated product system prototypes and expanding consumable manufacturing capacity.



[www.adarzabio.com](http://www.adarzabio.com)

*Arch Angels Investment: \$1,650,000*

### AISLE411

Aisle411 is the world's leading product location data company for retailers and other industry segments. Aisle411 is building the "Internet of Stores" for retailers and brands, gathering robust analytics on the path to purchase. The year 2015 was a growth year as the company signed more retailers to the service and developed new strategic partnerships to expand its technology capabilities, including partnerships with Apple and Philips Lighting. It also continued ongoing partnerships with Google, Zebra, and various other technology companies around the globe. Aisle411 is the market leader in indoor Product Data Acquisition, Location Positioning Technologies, and local product search technologies. Aisle411's technology is available in all 50 states and Puerto Rico in multiple apps and continues to grow. In 2016, the company anticipates significant growth in the U.S. and internationally, with searchable retailer data in over 250,000 locations.



[www.aisle411.com](http://www.aisle411.com)

*Arch Angels Investment: \$2,220,640*

### AKERMIN

Akermin is developing environmentally friendly, low-cost solutions to efficiently remove carbon dioxide (CO<sub>2</sub>) from industrial gas streams. Akermin's proprietary Biocatalyst Delivery System (BDS) incorporates the enzyme carbonic anhydrase within permeable polymeric films to accelerate CO<sub>2</sub> separation. In 2013, through Department of Energy-supported projects, Akermin successfully completed testing of its BDS field pilot at the National Carbon Capture Center (NCCC) and began a new \$5 million project demonstrating a second generation approach to its technology. In 2014, a \$7 million commercial demonstration project for biogas upgrading was initiated in Copenhagen, Denmark. Both projects are planned for commissioning and full operation in 2016.



[www.akermin.com](http://www.akermin.com)

*Arch Angels Investment: \$4,034,300*

### ANTEGRIN THERAPEUTICS, INC.

Antegrin Therapeutics, Inc., is a biotechnology company developing small-molecule therapeutics for the treatment of fibrotic diseases. The company's drugs are projected to slow or even halt the fibrotic process in pulmonary fibrosis, as well as in other fibrotic diseases for which effective therapies are not available. In 2015, Antegrin successfully formulated a compound for nebulized delivery and obtained proof-of-concept efficacy data in an animal model of kidney fibrosis. In 2016, the company aims to nominate a clinical development candidate, assemble a package of key preclinical data with that lead compound, and raise Series A financing.



[www.antegrin.com](http://www.antegrin.com)

*Arch Angels Investment: \$25,000*

## APPISTRY

Appistry is a leading provider of analytics solutions for next-generation medicine. The company offers GenomePilot, a “Big Data” software application for robust genomics analysis that can be delivered from cloud-based and server environments. Appistry’s history in high-performance computing, genomic tools and genomic cloud services has given the company insight into more than 100 customers from pharmaceutical, biotech, lab and research organizations. Appistry solutions help clinical labs and research institutions make genome-scale data actionable in guiding research projects and informing clinical decision-making for better patient diagnosis and care. The company has entered into distribution agreements with Dell and Microsoft that help drive new license sales.

[www.appistry.com](http://www.appistry.com)



*Arch Angels Investment: \$2,800,000*



## APSE

APSE is developing technology for the large-scale and cost-effective production of RNA (ribonucleic acid) for use in RNAi (RNA Interference) applications in agriculture. RNAi technology has already been commercialized in GMO plants (host directed RNAi). There remains much potential for non-GMO RNAi topical applications in agriculture. This includes potential uses for insect, disease and weed control, as well as others. However, such topical applications require large quantities of RNA, and these have been prohibitively costly. APSE intellectual property describes methods to reduce the cost of RNA production so that commercial uses are economically feasible. APSE technology uses well-proven large-scale fermentation and manufacturing processes.

APSE was founded in 2011 as a LLC and was converted to a “C” corporation in 2014.

[www.APSEllc.com](http://www.APSEllc.com)



*Arch Angels Investment: \$175,000*

## ARVEGENIX, INC.

Arvegenix is an agricultural technology company domesticating an oilseed called Field Pennycress as a new cover crop that will also produce an advanced feedstock

for biodiesel (with high greenhouse gas reduction), and animal feed. The company is developing Field Pennycress to be a third crop in the corn soy rotation, filling the open space between corn harvest and soybean planting the following spring. This opportunity fits in the 35 million potential acres each year rotating from corn to soybeans in the core US Midwest. As it grows in the offseason, pennycress is a renewable fuel that not only doesn't compete with the food supply, the press cake actually produces animal feed, the plant improves soil health, and the crop creates a new source of farm income. In 2015, Arvegenix strengthened its team, concluded a \$2.5 million Series A round, and made significant advancements in its breeding and regulatory plans. In 2016, the focus will be on continuing to develop high-yielding seeds, submitting regulatory approvals and developing the business opportunity for a launch later this decade.

[www.arvegenix.com](http://www.arvegenix.com)

# ARVEGENIX INC.

*Arch Angels Investment: \$1,075,000*

## BACTERIOSCAN, INC.

BacterioScan is a St. Louis developer and manufacturer (ISO 13485) of diagnostic instruments and disposables for clinical microbiology labs. During 2015, BacterioScan

introduced a system to aid in the rapid diagnosis of urinary tract infection (UTI), and commenced limited regional marketing of that system with a US distribution partner. In the coming year, the company will be expanding to a nationwide footprint, and expanding its manufacturing and support operations. Beyond UTI diagnosis, BacterioScan is developing a new generation of compact automated microbiology platforms for rapid antimicrobial susceptibility testing to help address the worldwide challenge of antibiotic resistance.

[www.bacterioscan.com](http://www.bacterioscan.com)



*Arch Angels Investment: \$75,000*

## BENSON HILL BIOSYSTEMS

Benson Hill Biosystems, The Photosynthesis Company™, is an agricultural solutions company focused on increasing crop productivity, principally by improving photosynthesis. The company employs an integrated, systems-based approach to targeted discovery and validation of promising genetic improvements to increase crop outputs without increasing inputs. Benson Hill Biosystems closed its \$8 million Series A in 2015, bringing its total capital raised to more than \$10 million. The company has grown to more than 30 team members and, in 2015, signed a major commercial collaboration and licensing agreement with Limagrain, the fourth largest seed company in the world. Benson Hill also achieved promising scientific results on several of its trait candidates through in planta testing.

[www.bensonhillbio.com](http://www.bensonhillbio.com)



*Arch Angels Investment: \$575,000*

## BONFYRE

Bonfyre is a social communication platform that helps companies engage employees and align culture. Instead of connecting people to more systems and process, Bonfyre is focused on the idea that when employees feel more connected to each other they are happier, more productive and stick around longer.

Bonfyre continued solid growth in 2015, expanding relationships with existing clients and adding dozens of new corporate clients (including Marriott, Centene, Commerce Bank and the world's largest coffee company). Bonfyre closed \$2.4 million in new investment capital at the end of 2015 to accelerate growth through 2016 and expand its team.

[www.bonfyreapp.com](http://www.bonfyreapp.com)



*Arch Angels Investment: \$535,000*

## 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 \$50,000 in seed funding and project-based mentorship from a seasoned pool of experts, along with stellar perks, networking, and follow-on funding opportunities over the course of 12 weeks. The STL Tech Fund has invested in 40 high-growth technology startups, and the Lindbergh Technology Fund has invested in over 25 companies. Collectively, the Capital Innovators companies have raised over \$170 million and have created over 600 new jobs. Since the program began in September 2011, the value of the total portfolio has grown by 4.2 times. Additionally, out of over 250 Accelerator Programs nationwide, Capital Innovators has been ranked in the top 10 for the last two consecutive years and is the only Accelerator in the top 10 that is not based on the coast.

[www.capitalinnovators.com](http://www.capitalinnovators.com)



*Arch Angels Investment: \$1,625,000*

## CARDIALEN

Cardialen is developing a revolutionary implantable device therapy that will improve the lives of people suffering from Atrial Fibrillation (AF) by restoring their natural heartbeat. Based on a breakthrough discovery by Dr. Igor Efimov at Washington University, Cardialen Therapy terminates AF in animals through an entirely new low-energy approach, a method that obviates the need for the painful high-energy shocks that hampered the adoption of prior implantable device therapies. AF is the most common sustained cardiac arrhythmia encountered in clinical practice, costing more than \$26 billion and 80,000 lives per year in the U.S. alone. In 2015, Cardialen successfully raised an additional \$1.6 million in an extension of Series A, which now totals \$5 million. The company also had two additional patents issued, bringing the total of issued patents to 10; expanded its acute human AF trial experience by adding 30 patients, and achieved promising results. In addition, a pre-clinical VF study was completed using NIH/SBIR funding to advance the evidence for ventricular arrhythmias. In 2016, the acute AF human research clinical will focus on advancement of the successful human translation evidence to focus on the optimization study.

[www.cardialen.com](http://www.cardialen.com)



*Arch Angels Investment: \$2,393,800*

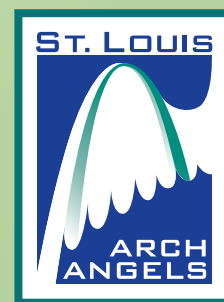
## CELLARIDE

CellARide is a technology company using text messages to revolutionize the car buying process. CellARide's SaaS product, CarInfoToGo, is sold to auto marketers, OEMs and dealers. This technology allows shoppers to use text messaging to receive pertinent information about vehicles that are for sale. CarInfoToGo not only captures the shopper's contact information, but it has also become an insight tool for shoppers, connecting the consumer to the car prior to a purchase. In 2015, the CellARide team shifted its focus to being the expert on the technology and began the process of plugging into an infrastructure that is highly respected in the industry. Partnership agreements with a few large corporations are currently in the works for 2016, capitalizing on the numerous deals CellARide has been cultivating over the past year.

[dealers.carinfotogo.com](http://dealers.carinfotogo.com)  
[www.cellaride.com](http://www.cellaride.com)

# CellARide

*Arch Angels Investment: \$100,000*



## CLEARANT

Clearent is a payment processing company that was built to be different. The company combines leading-edge technology with a passion for service to help customers maximize the value of their merchant services programs. Clearent provides sales agents, financial institutions and merchants with benefits not available from other providers, such as next-day funding with a late cut-off time and unrivaled graphical, web-based reporting. Clearent processes over \$8 billion in annual card volume and has four times been named to The INC 500/5000. Clearent has been ranked by the St. Louis Business Journal as one of the fastest growing companies in the area in each of the past three years.

[www.clearent.com](http://www.clearent.com)



**CLEARANT™**  
INTELLIGENT PROCESSING

*Arch Angels Investment: \$1,100,000*

## COGNO

Cogno is a multimedia children's brand that inspires kids, ages 7-13, to think critically and imaginatively in science and math. Cogno's brand position has been described as "Star Wars meets the Magic School Bus." Bill Nye the Science Guy® wrote a foreword for the Cogno novel series, and the business was featured in The Wall Street Journal. The company has been recognized with 25 national product awards for its work.

Cogno continues to grow sales of its internationally syndicated puzzles for classrooms, now reaching over 450,000 children weekly, and has published eBook versions of its novels. The company recently licensed its intellectual property for its first mobile application, a science center quiz app that will launch in early 2016.

[www.cogno.com](http://www.cogno.com)



*Arch Angels Investment: \$240,000*

## CONFLUENCE LIFE SCIENCES

Confluence Life Sciences is a drug discovery company led by a world-class team that has developed a preclinical portfolio of projects with potential utility in chronic inflammation, autoimmunity and cancer. In 2015, the company entered into partnering discussions with multiple pharmaceutical companies on its lead asset intended for RA and COPD. In 2016, Confluence looks to complete its first partnering deal, move its second program to candidate stage and secure additional financing. The team also looks to secure its first collaborative deal around the proprietary KINect™ Technology Platform for drug discovery. Confluence's goal is to build a sustainable drug discovery and early development company that generates the next generation of drugs from the KINect™ Platform.

[www.confluencelifesciences.com](http://www.confluencelifesciences.com)



*Arch Angels Investment: \$110,000*



## ABOUT ANGEL INVESTING

THE ST. LOUIS ARCH ANGELS BENEFIT ENTREPRENEURS THROUGH EXPOSURE TO A LARGE SET OF POTENTIAL INVESTORS AND A STRUCTURED PROCESS THAT FACILITATES A RELATIVELY QUICK INVESTMENT DECISION. ANGEL INVESTING REPRESENTS A SIGNIFICANTLY LARGER AND GROWING PORTION OF EARLY-STAGE CAPITAL AVAILABLE TO STARTUP COMPANIES.

### COOLFIRE SOLUTIONS

Coolfire Solutions (CFS) develops game-changing mobile solutions that leverage its proprietary RONIN product suite to improve situational awareness for mobile workers. Integrating award-winning UX design with a deep expertise in security, CFS provides elegant solutions to complex problems in the defense, healthcare and satellite communications industries. As expected, in 2015, the company generated large-scale revenue from the RONIN product line, deployed the MedAware software commercially, and signed its first commercial client for the SADI product line. Coolfire also dramatically grew its pipeline with significant enterprise and military clients. During 2016, the company expects continued revenue growth from existing product lines as new customers are identified and brought on board.

[www.coolfiresolutions.com](http://www.coolfiresolutions.com)



*Arch Angels Investment: \$143,055*

### ELEMENTAL ENZYMES

Elemental Enzymes has developed a proprietary method to manufacture a variety of very stable enzymes. Since enzymes are used in a variety of industries, including drug discovery, bio-fuels, bio-waste, agriculture and manufacturing, there are a variety of applications for the technology. Based on several strategic relationships, Elemental Enzymes has initially focused on major crops in the agricultural field. As a result, the company has completed a major licensing deal with Bayer Crop Science, one of the largest seed companies. Elemental Enzymes is expecting a commercial launch of its corn product in the 2018 growing season, which would result in significant revenue to the company. Elemental Enzymes generated a significant amount of revenue in 2015 in both R&D and field trial milestones, which resulted in a dividend to the shareholders.

[www.elementalenzymes.com](http://www.elementalenzymes.com)



*Arch Angels Investment: \$170,000*

### ELIRA THERAPEUTICS

Elira Therapeutics, Inc. is a medical device company developing a system to suppress appetite and assist with diet adherence.



*Arch Angels Investment: \$125,000*

### ENDOSTIM

EndoStim has developed a novel treatment for severe Gastroesophageal Reflux Disease that delivers electrical stimulation via a customizable neurostimulator (similar to a pacemaker) to the Lower Esophageal Sphincter. In a long-term clinical trial, all patients reported clinically significant improvement in reflux symptoms at their four-year follow-up on EndoStim therapy, and significant improvement was documented in objective physiological measures. EndoStim is leveraging its CE Mark regulatory approval to commercialize in Europe and has received permanent (insurance) reimbursement in Germany and Switzerland. EndoStim has received approval from the FDA to proceed with a 100-patient, double-blind sham-controlled study, which will begin in 2016.

[www.endostim.com](http://www.endostim.com)



*Arch Angels Investment: \$1,973,131*

### EPHARMIX

Epharmix is a seed-funded, revenue-generating, digital health startup founded in May 2015. The company creates clinically validated, condition-specific communication tools: SMS and phone-based "digital interventions." Epharmix interventions align with existing reimbursement codes and quality metrics, and are proven to help patients, save payers money, and generate new revenue for physicians and nurses. The Epharmix team of engineers, clinicians, and healthcare consultants currently has 18 disease-specific products and 12 research trials underway in ten medical centers and ten universities across the country, with outcomes that include a 54% reduction in hospitalization for dialysis patients and a 61% decrease in dyspnea for COPD patients.

[www.epharmix.com](http://www.epharmix.com)



*Arch Angels Investment: \$110,000*

## EUCLISES PHARMACEUTICALS

Euclises is a pharmaceutical company discovering targeted oral drugs to treat patients with colorectal and lung cancer. In 2015, the company nominated its lead compound (ECP-1014), filed 17 patents, received a Notice of Grant from the European Patent Office and appointed Dr. Bobby Sandage, an industry veteran, as president and CEO. ECP-1014 demonstrated anti-tumor efficacy in animals and commenced IND-enabling studies. Euclises raised \$800,000 in additional Series A funds, bringing the total to \$2.4 million, and continued to leverage its partnership with Guangzhou Institute of Biomedicine and Health in China. In 2016, Euclises will seek an additional \$1 million to accelerate the GMP manufacturing and GLP toxicity studies for its lead compound to enable the company to file an IND in late 2016.

[www.euclises.com](http://www.euclises.com)

The logo for Euclises features the word "euclises" in a lowercase, bold, sans-serif font. The letters are black with a white outline, and there is a reflection effect below the text.

*Arch Angels Investment: \$1,141,250*



## GALERA THERAPEUTICS

Galera Therapeutics is focused on the development of drugs targeting oxygen metabolic pathways. The company's lead compounds are small molecule dismutase mimetics, which closely mimic the activity of the human superoxide dismutase enzymes. While the biology of the superoxide dismutase family suggests a broad range of potential applications, Galera is initially focusing its development on the prevention of radiation-induced toxicity, including mucositis, and the treatment of cancer. In 2015, a Phase 2a study in Head-and-Neck Cancer patients undergoing chemo-radiation therapy was completed for Galera's lead dismutase mimetic candidate, GC4419, demonstrating an apparent significant reduction in the incidence, duration, and intensity, as well as a delay in onset, of severe oral mucositis. Based on these results, GC4419 received Fast Track designation from the US FDA and began a 200-patient Phase 2b study in the same indication. To support this progress, the company closed a \$37 million Series B financing in October. Galera also generated pre-clinical data supporting the use of GC4419 to treat cancer and nominated GC4702 as the lead oral candidate in 2015. The company expects to begin Phase 1 studies with it in 2016.

[www.galeratx.com](http://www.galeratx.com)



*Arch Angels Investment: \$2,339,400*

## GENERICO

Established in mid-2013, GeneriCo has rapidly become a global, fully operating business focused on developing and marketing generic pharmaceuticals in significant specialty segments of the rapidly growing \$400 billion U.S. generic drug market. The company has developed 6-7 successfully formulated products, and one to two formulated products are expected with funding plan to date. Five pre-formulation packages are complete for accelerated partnering. In 2015, collaborations were created in India and South Korea; the company's pipeline expanded with \$300 million in sales potential; and the PIV pipeline, with 14 products worth \$10 million to \$100 million each, advanced. In July 2015, Generico raised \$1.775 million in an initial Series A financing round. In 2016, the company expects to file three to four Abbreviated New Drug Applications (ANDA) with the FDA, with the first launch in 2017. Two to three pipeline products will be advanced to pre-formulation package, and Generico is targeting a \$2 - \$6 million raise by the middle of 2016. Three new products will be added in 2016.

[www.generico-pharma.com](http://www.generico-pharma.com)



*Arch Angels Investment: \$100,000*

## GLOBAL VELOCITY

Global Velocity develops Information-Centric Security (ICS) solutions to secure information in the enterprise and the cloud. The company's vision is to provide affordable, easy-to-deploy, best-of-breed solutions to business, government and other organizations to protect their digital assets and achieve their compliance, audit and security requirements.

[www.globalvelocity.com](http://www.globalvelocity.com)



*Arch Angels Investment: \$579,219*

## GRAEMATTER, INC.

Graematter has developed the first Regulatory Intelligence System, a patented information analytics system with advanced search capabilities that consolidates fragmented information from FDA-related sources into a single database. This system addresses a major unmet need experienced by regulatory professionals who have had the laborious task of finding critical information scattered over more than 100 public sources. It also provides other functions, such as analytics and surveillance, that were not previously possible. Graematter was in negotiation with a potential strategic partner in 2015 but ended the negotiation in the fourth quarter. A notice of allowance for the second major patent has now been received. Graematter will continue full commercial launch of its SaaS model in 2016.

[www.graematter.com](http://www.graematter.com)

*Arch Angel Investment: \$90,000*

# Graematter

## HATCHBUCK

Hatchbuck (formerly Systematic Revenue) provides growing businesses with easy-to-use and affordable sales and marketing software that automates their sales and marketing efforts overnight. With Hatchbuck, a business can send highly targeted marketing communications and monitor the activity of each contact. Hatchbuck grew to serve nearly 900 small businesses and ended 2015 with an 80 percent increase in revenue. Hatchbuck is continuing to improve the software and plans on releasing a new version, along with a mobile app in 2016. With a new version and additional investment, Hatchbuck expects to accelerate customer acquisition and revenue growth in 2016.

[www.hatchbuck.com](http://www.hatchbuck.com)

*Arch Angel Investment: \$2,575,000*

The logo for Hatchbuck, featuring the word "hatchbuck" in a white, lowercase, sans-serif font centered within a teal rectangular background.

## IMMUNOPHOTONICS

Immunophotonics is an early-stage biotech company developing an in situ autologous cancer vaccine (inCVAX) for the treatment of metastatic solid tumors. In short, inCVAX is a two-injection procedure into one or more selected tumors intended to recruit and activate antigen-presenting cells, potentially triggering a cascade that leads to a systemic anti-tumor immune response. This approach is intended to use whole tumor cells as the source of tumor antigens from each individual patient without ex vivo preparations, complex laboratory functions or the pre-selection of antigens. Immunophotonics executed a licensing agreement with a South American pharma partner, and in 2015, the company manufactured a GMP clinical-grade drug product and finalized and submitted an IND to the appropriate South American authorities for a randomized controlled phase III clinical trial on advanced breast cancer. Additionally, on the non-clinical side, Immunophotonics expanded its mechanism of action research in collaboration with Massachusetts General Hospital and initiated a study in collaboration with BioGenerator and Confluence. Goals for 2016 include initiating the final toxicology studies necessary to file an IND in the U.S. and securing an approval for the late-stage trial in South America (followed by trial initiation).

[www.immunophotonics.com](http://www.immunophotonics.com)

*Arch Angel Investment: \$725,000*

The logo for Immunophotonics, featuring the words "IMMUNO" and "PHOTONICS" stacked vertically in a blue, sans-serif font. To the right of "PHOTONICS" is a circular icon containing a stylized eye or lens shape.

## ISLAND RADAR COMPANY

Island Radar's radar detection systems are being installed on freight and high-speed rail corridors to improve safety at crossings and help detect blocked or obstructed crossings as a part of the nation's Positive Train Control initiatives. In 2015, the company expanded its Norfolk Southern and BNSF installed base and began providing equipment for train detection at diamond crossovers and switching yards for CSX. Island Radar was also chosen to supply crossing detection systems for All-Aboard Florida, one of the highest-profile high-speed rail projects in the U.S. In 2016, the company expects to substantially expand its operations as it begins to deliver more than 100 systems to the Florida project, marking its transition from an early adopter to early majority growth phase.

[www.islandradar.com](http://www.islandradar.com)

*Arch Angel Investment: \$150,000*

The logo for Island Radar, featuring the words "ISLAND RADAR" in a bold, black, sans-serif font. The text is positioned to the right of a circular graphic that has a gradient from yellow at the top to red at the bottom.

## IVDIAGNOSTICS

Recognized in 2011 with the Olin Cup for its life science business plan, IVDiagnostics is a biotech company focused on the delivery of real-time, non-invasive systems for monitoring diseases, such as metastatic cancer. The IVD CTC assay has been used clinically to determine the effectiveness of treatment in cancer patients, and the next generation of the IVDxTx platform will optically scan tagged cells without taking blood. IVDiagnostics has prepared a new rapid assay for in vitro testing on human blood samples. In Q4 2015, the company launched a pilot study on 100 breast cancer patients, which led to the signing of a product technology license agreement with one of the largest CLIA laboratories in the U.S. for licensing and use rights to the IVD CTC Assay. Revenue generation has begun via sales of the proprietary IVD reagent. The sales model for growth near-term will be to focus on in vitro sales and licensing to U.S. healthcare systems. Planned 2016 milestones include development on two additional cancer assays, two utility patents, and three divisional patents. The company has formed collaborative agreements with several providers of new biomarkers with the plan to execute exclusive license agreements for use with its cancer assays.



In November 2015, IVDiagnostics, LLC was purchased by IVDiagnostics, Inc., to simplify the process of moving forward with a \$4 million Series A round.

[www.ivdiagnostics.com](http://www.ivdiagnostics.com)

*Arch Angel Investment: \$117,400*

## KATALYST SURGICAL, LLC

Founded in late 2010, Katalyst Surgical, LLC, is a designer, manufacturer and worldwide seller of precision ophthalmic surgical instruments for cataract and retina surgery. In 2015, revenues increased by 48 percent over 2014, and the company projects even better outcomes for 2016. Katalyst did not have a capital raise last year, and none is foreseen in the near future. Katalyst had three new “strategic partners” purchase equity, which amounted to less than 2 percent of the ownership. These partners will assist in the future growth of the company, help develop new products and assist in future strategic events. Katalyst has 26 active international distributors with 12 more in the process of joining the global sales team. The company has effective world-wide sales coverage. A core team of internationally known surgeons helps Katalyst design and test the world-class instruments and devices that Katalyst is known for, effectively accelerating the introduction of new cutting-edge instruments and maintaining Katalyst as the leader in innovation for ophthalmic surgery.



[www.katalystsurgical.com](http://www.katalystsurgical.com)

*Arch Angel Investment: \$140,000*

## KINGDOM SCENE

Kingdom Scene has created an online game and brand for children, ages 6 to 12, called Lightgliders. It was designed to encourage biblical faith, positive values and meaningful conversations among kids in a culturally relevant and global manner. Currently being beta tested, Lightgliders has thousands of players from over 50 countries. In 2015, Kingdom Scene raised \$1 million, launched a national program for kid leaders in the game, developed a “Lightgliders Club” at a St. Louis school, and made significant data-driven improvements to the gameplay. In 2016, the company seeks to raise capital to finance its marketing plans, make the Lightgliders mobile experience available, create greater pre-launch buzz among kids and launch Lightgliders into the market.



[www.lightgliders.com](http://www.lightgliders.com)

[www.kingdomscene.com](http://www.kingdomscene.com)

*Arch Angel Investment: \$18,000*

**AS OF DECEMBER 31,  
2015, THE ST. LOUIS  
ARCH ANGELS NETWORK  
HAS:**

- OVER 75 MEMBERS
- FUNDED 67 COMPANIES
- INVESTED OVER  
\$60 MILLION

## KOGENT SURGICAL

Kogent Surgical, founded in late 2011, is a designer, manufacturer and worldwide seller of precision

neurosurgical instruments and capital equipment. In 2015, the company saw the continued development of its new "Gold Standard" capital equipment, which is expected to be introduced in late 2016 and early 2017. The founders all exercised their final options in 2015 providing the cash to continue the R&D efforts and provide the working capital for the growth of products currently sold worldwide. Many new instrument products were introduced to the markets last year, and no new capital raises are anticipated. The relationship with Medtronic, Inc. that began in early 2014 continues to expand and focuses on the U.S. Market. Kogent is expanding its relationships around the globe with independent distributors.

[www.kogentsurgical.com](http://www.kogentsurgical.com)



**KOGENT™ SURGICAL**

*Arch Angel Investment: \$81,000*

## KYPHA

Kypha is a medical diagnostics company developing rapid, point-of-care tests to improve the way autoimmune and inflammatory disorders are monitored and treated. In

2015, the company completed FDA studies and positioned

its first two tests for FDA submission and clearance. Two additional patents were issued in the U.S., and international patents were issued in Europe, Australia and Japan. Successful recruitment of new talent, including Diagnostics industry C-suite veterans, has filled key organizational needs to support commercial and clinical development. Strong progress was made with clinical studies in Kypha's lead application (lupus and autoimmune disease), including the expansion of its primary lupus study to the Mayo Clinic. A robust corporate sales and marketing plan was completed and implemented in Q4, leading to the company's first purchase order in December. Kypha opened a Series A preferred financing in October. The proceeds will support a commercial launch, additional FDA submissions, ongoing product development and clinical studies, and further expansion of the IP portfolio.

[www.kypha.net](http://www.kypha.net)



*Arch Angel Investment: \$195,000*

## LOCKERDOME

LockerDome helps users personalize their web experience. Through embedded widgets on the world's top media properties, more than 100 million people per month use the platform to discover, collect, and engage around great content. For brands, LockerDome focuses on 'conversion media.' The company's native ad platform not only serves up content that users actually want to engage with, but packages and delivers back real-time insights on conversion data. These insights are used to programmatically and manually optimize campaigns, driving lower CPAs than traditional media buys.

[www.lockerdome.com](http://www.lockerdome.com)



*Arch Angel Investment: \$5,776,404*

## LORI COULTER, LLC

Lori Coulter works closely with resorts to design chic, elegant image apparel and uniforms for the country's trendiest hotels, including Wynn and Encore Las Vegas, The Cosmopolitan Hotel and Casino, and The

Fountainbleau Miami Beach Resort, among others. Exclusive collections can also be found through several brands, including Soft Surroundings, Cintas and Bra Smyth. The company continues to partner with department stores, specialty chains and catalog retailers to design and manufacture private label and branded swimwear, active wear and dresses. Rooted in technology and fashion, Lori Coulter's line features apparel utilizing the TrueMeasure fit system. The technology-based approach to fashion offers automated customization and rapid turnaround times for both consumers and businesses.

[www.loricoulter.com](http://www.loricoulter.com)



*Arch Angel Investment: \$360,000*

## MOBIUS THERAPEUTICS

Mobius Therapeutics is a commercial-stage venture focused on ophthalmic surgery solutions. Its first product, Mitosol®, is a system for delivering antifibrotic agents in glaucoma, refractive, and corneal surgery. The glaucoma indication is in active commercialization, while the pterygium and refractive indications are awaiting approval by the Food and Drug Administration. In 2015, Mobius increased sales over the previous year by 38 percent and achieved full-year profitability. The company also filed a supplemental NDA for the expansion of indication to include pterygium and enhanced its reporting systems to include integration of billing & general ledger, CRM and supply chain. In 2016, Mobius plans to secure approval of the pterygium supplemental NDA and commence commercialization for expanded indication. The company will also complete the transition of manufacturing to a new vendor, which will reduce costs.

[www.MobiusTherapeutics.com](http://www.MobiusTherapeutics.com)



*Arch Angel Investment: \$600,000*

## MOLECULERA LABS

Moleculera is an autoimmune neurobiology company focused on neuropsychiatric disorders caused by molecular mimicry. As a fully-accredited CLIA/COLA clinical laboratory, the company offers its first panel that identifies children suffering infection-triggered autoimmune conditions resulting in OCD, motor tics, separation anxiety and other neuropsychiatric symptoms. Some children are labeled as having ADHD, ADD and Autism when the real cause may be biological. No other tests are available to identify this type of condition. When treated with anti-infective and immune modulators, children experience remission of symptoms. Moleculera has generated over \$2 million in revenue and is growing to add other panels. The company has received more than 3,000 test orders from over 400 U.S. and international physicians and partners such as Stanford Hospital.

[www.moleculera.com](http://www.moleculera.com)



moleculera labs

*Arch Angel Investment: \$215,000*

## NANOPORE

Nanopore Diagnostics, LLC is a molecular diagnostics firm focused on developing a rapid, point-of-care testing device for diagnosing bacterial infections. This test will ensure physicians are properly informed before having to make antibiotic decisions, cutting into the \$35 billion in unnecessary healthcare costs accrued annually due to the improper use of antibiotics. In 2015, Nanopore Diagnostics closed on \$1.1 million in seed funding, made key R&D hires, received its first issued patents and completed clinical validation studies. Key milestone targets in 2016 include obtaining two issued U.S. patents and completing a clinical study through an academic partnership.

[www.nanoporedx.com](http://www.nanoporedx.com)



*Arch Angel Investment: \$25,000*

## NEUROOLUTIONS, INC.

Neuroolutions, Inc., is developing a revolutionary platform of devices, which promise to restore function to patients who are disabled as a result of neurological injury. The company's focus is on treating patients suffering from chronic upper extremity monoparesis as a result of stroke with a non-invasive, home-based therapy using novel Brain Computer Interface (BCI) technology. Stroke is the leading cause of disability in the U.S., accounting for \$71.5 billion in direct medical costs and an additional \$14.2 billion in informal care costs annually. The company's therapy is used at home with no clinical supervision and has been demonstrated to restore hand function to chronic stroke patients.

[www.neuroolutions.com](http://www.neuroolutions.com)



*Arch Angel Investment: \$100,000*



## NEWLEAF SYMBIOTICS

NewLeaf Symbiotics is a science-based company pursuing cutting-edge research and product development, using a naturally occurring family of beneficial plant bacteria. In 2015, NewLeaf conducted field trials throughout the Midwest, with promising overall yield results. Three product candidate strains were tested on corn and soy across five locations. The company also conducted trials on efficacy in corn, soy and wheat as a natural pesticide and fungicide and obtained encouraging results. Expanded field trials are planned for 2016. The company is also conducting trials in South America. NewLeaf has contracted to double its footprint at the Bio-Research and Development Growth Park in St. Louis and establish a pilot production facility there. The company is growing rapidly and now has 22 full-time and five full-time equivalent employees, with several hires slated for Q1 2016. The U.S. Patent office granted NewLeaf its first patent in December, which was a major milestone on a keystone technology invented by the company. NewLeaf has filed over 30 patents in 12 patent families.

[www.newleafsym.com](http://www.newleafsym.com)



*Arch Angel Investment: \$100,000*

## NEXMATIX

Founded in 2011, Nexmatix LLC (formerly AeroValve LLC) is headquartered in St. Louis, Mo., where its experienced technical team designs, develops and manufactures energy-efficient technologies for pneumatic systems. The company's mission is to lower customers' cost using Nexmatix's platform technology that reduces compressed air use, minimizes inventory and delivers relevant data to help manage the maintenance of pneumatic systems. Nexmatix developed, tested and scaled up manufacturing of its first line of directional control valves in 2015. The company will launch its product through multiple channels in 2016.

[www.nexmatix.com](http://www.nexmatix.com)



*Arch Angel Investment: \$100,000*

## PIXEL PRESS

Pixel Press is a technology company focused on building engaging mobile gaming experiences for both sides of the brain: the analytical left side and the creative right side. By merging the physical and digital worlds, the company develops boundless experiences that empower people of all ages to create, share and play. Pixel Press recently released Bloxels, a collaborative storytelling game that enables players to create and play games that demonstrate their own personality using a mix of kid-friendly tools to create characters, villains, environments, objectives and stories.

[www.projectpixelpress.com](http://www.projectpixelpress.com)



*Arch Angel Investment: \$167,500*

## PULSE THERAPEUTICS

Pulse Therapeutics is a medical device company aiming to treat Acute Ischemic Stroke (AIS) by augmenting the delivery of clot-busting drug (tPA). In 2013, Pulse concluded a First-In-Human study in Australia on seven patients, rendering positive outcomes. The outcomes aligned with earlier animal studies, which demonstrated that IV-administered iron particles, controlled by a rotating magnet, accelerate delivery of tPA in stagnant blood vessels. Since then, the company has focused its attention on the FDA, seeking an approval to continue clinical trials, and was awarded an IDE in December 2015. Pulse also raised \$11.5 million of a total projected \$13.5M, which will be used to fund clinical trials. The company received its fifth U.S. patent and seventh international patent, bringing the estate to 13 patents. In 2016, Pulse plans to bolster its team with key hires in order to execute the growth of its overall value proposition. With the series B raise, the company now has a post money valuation exceeding \$26.5 million.

[www.pulsetherapeutics.com](http://www.pulsetherapeutics.com)



*Arch Angel Investment: \$1,260,000*

## RADIALOGICA

Radialogica is a bioinformatics company focused on radiation oncology for cancer patients. The company empowers healthcare providers and payers to manage the care and cost of cancer treatment and survivorship. Key milestones in 2015 include the development of a web-based data submission portal and cloud analytics platform to support Radialogica's first insurance company partner and its first medical registry application. In 2016, the company anticipates the commercial launch of its payer analytics service with Centene; the deployment of its multi-institutional proton therapy registry in partnership with Washington University in St. Louis; and the roll-out of other cloud-based analytics services. Radialogica raised \$2.2 million of capital from existing investors last year and expects to pursue additional outside funding in 2016.

[www.radialogica.com](http://www.radialogica.com)

*Arch Angel Investment: \$500,000*



## S4

S4 is a data analytics company that turns technical data from multiple sources into actionable information for agricultural risk management. Data is aggregated from both public (NASA archival satellite imagery, weather stations, research) and proprietary (drones, field monitors, weather stations) information sources. S4's algorithms calculate an "S4 index" that is highly correlated to actual yield. The company provides prescription, portfolio management and parametric insurance that is customized to serve three target markets: insurance providers, agricultural suppliers, and farmers/producers.

S4 joined the Yield Lab, and since doing so, has secured its first North American customers.

[www.s4agtech.com](http://www.s4agtech.com)

*Arch Angel Investment: \$220,000*



## SEQUOIA SCIENCES

Sequoia Sciences is a pharmaceutical company commercializing new medicines to treat bacterial infections and certain cancers. Programs include targeting MRSA infections, the lung infections of cystic fibrosis patients and vaccines for the treatment of recurrent urinary tract infection (UTI). Sequoia will complete its Phase 1A/1B Clinical Trials for its UTI vaccine in May. Sequoia is marketing the program for sale and anticipates a closing in 2016. It has optimized its lung cancer compound to a point that it appears to be superior to the taxanes, the most widely prescribed drug class for solid tumors. Sequoia has also begun marketing the cancer program for sale and expects a sale in 2016.

[www.sequoiasciences.com](http://www.sequoiasciences.com)

*Arch Angel Investment: \$6,817,000*



## SIXPLUS

Previously known as BookaLokal, SixPlus is a platform for booking private dining and cocktail events for six to 200 guests. Private dining is a \$5 billion industry in the United States, managed with pen, paper and fax machines. Restaurants invest in additional labor to manage their private dining business while corporate admins and marketing personnel waste hours, days, and often weeks searching for venues to accommodate their group events. With SixPlus, clients can enter parameters for their event – group size, budget, desired location and any other requirements – and easily browse and book the right venues and packages that meet their needs. Clients include event planners, corporate groups, marketing directors and individuals who use SixPlus to plan everything from board dinners to holiday parties, team building events and milestone celebrations.

In Q4, the company shifted exclusively to private dining in restaurants and changed its name to reflect the new focus. SixPlus has 100+ partners in New York, Boston and Washington, D.C.

[www.sixplus.com](http://www.sixplus.com)

*Arch Angels Investment: \$420,000*





## ANGEL INVESTORS

### TYPICALLY:

- INVEST BETWEEN \$25,000 AND \$250,000 PER TRANSACTION INDIVIDUALLY AND FROM \$50,000 TO \$500,000 AS A GROUP.
- INVEST IN ONE TO FOUR TRANSACTIONS PER YEAR.
- ARE PATIENT, WITH AN AVERAGE HOLDING PERIOD OF THREE TO EIGHT YEARS.
- SEEK RETURNS IN THE RANGE OF 20 TIMES THEIR INVESTMENT DUE TO THE HIGH RISK OF ANGEL INVESTING.

## SIXTHIRTY

SixThirty provides fintech startups with \$100,000 in funding, mentors, and connections to the top financial services companies in the country.

Backed by the St. Louis Regional Chamber and venture capital firm Cultivation Capital, SixThirty selects eight financial-based technology startup companies each year – four in the fall and four in the spring. The companies selected to take part in the four-month accelerator program receive hands-on training, mentoring and networking opportunities with the top financial services companies in the region. To date, SixThirty has invested in 19 companies.

[www.sixthirty.co](http://www.sixthirty.co)



*Arch Angel Investment: \$1,175,000*

## TRACKBILL

TrackBill is the simplest, fastest, and only mobile platform for government affairs professionals to stay informed on legislation in any (or every) state legislature and Congress. Professional service firms, corporations and interest groups of all sizes rely on TrackBill to identify bills within their areas of interest, track their activity and report this information to their stakeholders. In 2015, TrackBill surpassed its sales goal of \$200,000 and landed Boeing, Anheuser-Busch, MillerCoors, and SSM Health as clients. For 2016, the company projects \$400,000 in sales and \$250,000 in additional funding, and expects to launch an enterprise edition of its software.

[trackbill.com](http://trackbill.com)



**TrackBill**  
Your Mission. Simplified.

*Arch Angel Investment: \$325,000*

## TRAXSSON

Traxsson uses proprietary protein biomarkers to provide non-invasive diagnostic tests that resolve diagnostic dilemmas in cancer. Its initial tests are focused on providing information to guide diagnosis and treatment decisions in urological, breast and lung cancer. In 2015, additional breast cancer blood samples (and normals) were purchased to conduct more work on a blind breast cancer test scheduled to be finished in early 2016, along with blind lung cancer tests. Australian patent claims filed by the company were approved and will be awarded in 2016. This patent broadly covers the use of a general cancer biomarker together with cancer-specific biomarkers to detect cancer. The general cancer biomarker can be xPKA, a primary biomarker. Consequently, this patent covers use of xPKA to first determine that cancer is present, to be followed by testing with almost any cancer-specific biomarker in existence, or biomarker yet to be developed. The patent also enables broad cancer screening, especially for rare cancers. Screening for rare cancers without a general cancer prescreen is currently not economically feasible. A similar U.S. patent is making progress toward allowance. In 2016, Traxsson plans on expanding its Science Advisory Board with two additions from Pfizer and Sigma Diagnostics and is continuing discussions with CLIA labs.

[www.traxsson.com](http://www.traxsson.com)

**Traxsson**

*Arch Angel Investment: \$525,000*

## TUNESPEAK

Tunespeak is the new fan club for the music industry. The company's mission is to help artists identify and reward their most passionate fans. Since Tunespeak launched in January 2013, it has raised more than \$3 million in capital (led by Cultivation Capital) and run thousands of campaigns with hundreds of the biggest artists in the world, including Dave Matthews Band, Blake Shelton, Maroon 5, John Mayer, Lionel Richie, Kings Of Leon, Miranda Lambert and many more. Tunespeak has engaged millions of music lovers across the world and driven more than two-hundred million fan actions online. In 2015, Tunespeak also launched "Tunespeak Sports" with the St. Louis Blues hockey team.

[www.tunespeak.com](http://www.tunespeak.com)

**TUNESPEAK**

*Arch Angel Investment: \$1,075,000*

## VENITI

Veniti® is a medical device company focused on developing technology for the management and treatment of venous insufficiency. In 2014, the company commercialized its first product, the CE-marked Vici Venous Stent®, in Europe, expanding during 2015. Additionally, the company has an IDE approval from the FDA for its VIRTUS trial, designed to provide clinical evidence for the safety and efficacy of its venous stent. The purpose of the trial is to obtain FDA approval to commercialize the stent in the United States. During 2015, the company continued enrollment in this trial and expects full enrollment by mid-2016.

[www.venitimedical.com](http://www.venitimedical.com)



*Arch Angel Investment: \$820,000*



## THE YIELD LAB

The Yield Lab is focused on bridging the critical gap between innovation and fruition of new agricultural technology by supporting early stage companies. The Yield Lab provides new AgTech companies with \$100,000 in funding, mentors and connections supported by an agriculturally solid framework of organizations and businesses from the St. Louis area. To date, The Yield Lab has invested in 12 AgTech companies.

[www.theyieldlab.com](http://www.theyieldlab.com)



*Arch Angel Investment: \$425,000*

### **FOLLOWING IS AN UPDATE ON THE ARCH ANGELS INVESTMENTS IN COMPANIES THAT HAVE HAD SUCCESSFUL EXITS, LIQUIDITY EVENTS OR OTHER OUTCOMES:**

#### **SUCCESSFUL EXITS**

Divergence was acquired by Monsanto in 2011  
Gridlogix was acquired by Johnson Controls in 2009  
Media Convergence Group, Inc. (Newsy.com) was acquired by E.W. Scripps in 2013  
Somark was acquired by Two Oceans Pty Ltd. In 2013  
U.S. Spine was acquired by Amedica Corporation in 2010

#### **PARTIAL LIQUIDITY EVENTS**

Clearent had a liquidity event in 2015  
Gainsight, formerly JBara, had a liquidity event in 2013

#### **OTHER OUTCOMES**

Cervimark ceased operations in 2009  
Edunn Biotechnology ceased operations in 2013  
GameRail ceased operations in 2008  
LangLearner suspended operations in 2013  
TeraVista Systems ceased operations in 2011  
Nawgan Products, LLC – Arch Angels participation ceased during 2015.

## FUNDING OPPORTUNITIES

Before seeking funding through the St. Louis Arch Angels, entrepreneurs are encouraged to gain a greater understanding of who we are, how we operate, what we look for in potential investments and our expectations for return on investment.

We receive many business plan submissions each month. Our funding process involves a thorough screening of each opportunity and results in approximately two companies per month being selected to present to our members for funding consideration.

## INVESTMENT CRITERIA

Those seeking funds must make sure that they meet our investment criteria and that they are fully prepared with a complete business plan and presentation. We evaluate a company based on its management team, market opportunity, growth potential and other important factors, including:

*Use of proceeds* - Funds must be used to accelerate a company's achievement of key milestones that increase the company's value.

*Competitive advantage* - The company must have some proprietary features that distinguish it from potential competitors or provide barriers to entry that prevent other companies from capturing its customers with a similar offering.

*Fit* - One of the benefits of working with the St. Louis Arch Angels is the active coaching and contact network. There must be a fit between members of our group and the company seeking funding.

*Technology* - We prefer to invest in first-of-a-kind ideas, rather than incremental enhancements to common products and services. The concept behind the technology must be proven and verifiable.

*Exit strategy* - A clearly articulated exit strategy is very important.

## ■ **ROLE OF THE ST. LOUIS ARCH ANGELS IN THE ST. LOUIS BUSINESS STARTUP ECOSYSTEM**

The St. Louis Arch Angels Network is entering its 12th year of operations. During 2015, the St. Louis Startup Community experienced the highest level of growth compared to anywhere else in the United States, and we were thrilled to celebrate with our community when that news was released. The St. Louis Arch Angels plays a critical role in that success.

Over the past 11 years and as a result of our successes, the role of the Network has expanded from initially just investing seed capital in high-risk startup ventures to also serving as the key source of education for, and recruitment of, accredited investors into the St. Louis Business Startup Ecosystem. Individuals meeting the definition of accredited investor routinely express interest in participating in this ecosystem but have a difficult time learning about how it works and what opportunities exist.

The St. Louis Arch Angels actively recruits accredited investors and provides them with training, including both formal classroom-based sessions and hands-on live fire training, in the art of investing in business startups.

Topics covered in these training sessions include:

- The Startup Ecosystem
- Deal Making
- Valuation methods
- Due Diligence
- Investment management

Investors are also finally able to learn how they can draw on their life experiences to mentor and add their own valuable contributions. Many of these new Arch Angel members quickly expand their interests and investments by participating in the various other venture capital and accelerator opportunities within the ecosystem.



**TO LEARN MORE ABOUT  
THE ST. LOUIS ARCH  
ANGELS:**

■ VISIT US ONLINE AT:  
[STLOUISARCHANGELS.COM](http://STLOUISARCHANGELS.COM)

■ EMAIL:  
[CWALSH@  
STLREGIONALCHAMBER.COM](mailto:CWALSH@STLREGIONALCHAMBER.COM)

■ CALL:  
314-444-1151

## ■ APPLICATION PROCESS

We are eager to hear from companies that are seeking funding to help take them to the next level. Additional details about the Arch Angels' investment criteria and funding process are available online at [www.stlouisarchangels.com](http://www.stlouisarchangels.com).

## ■ BECOMING A MEMBER

Membership in the St. Louis Arch Angels is extended to individuals who share our vision and will actively contribute to our process. Our unique network of private investors includes many entrepreneurs who have founded and built their own companies and understand the unique challenges faced by entrepreneurs. Our goal is to grow the membership with individuals who are willing to invest both their dollars and their expertise.

If you are interested in learning more about joining the Arch Angels, please call Christine Walsh at 314-444-1151.

## ■ CONTACT INFORMATION

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