



# 2016 ANNUAL REPORT

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

# From the Chairman

On behalf of the Board of Directors, I am pleased to report that 2016 was another outstanding year for the St. Louis Arch Angels. As of the close of 2016, the Arch Angels have **invested approximately \$70 million in 81 entities, up from \$59 million in 72 entities at year end 2015**. This is an accomplishment to celebrate for the entire St. Louis Startup Ecosystem.



Most importantly, the **companies we have invested in are growing** - they are adding employees, filing for and acquiring new patents, expanding their markets, and increasing their overall market valuation.

Last year, I reported that your Board was focused on **four main strategic initiatives**: Member Satisfaction; Investment Experience; Finances and Infrastructure; and New Member Recruitment. We have made significant, intentional progress in each of these areas, all of which contributed to our positive performance. We also added staff, specifically Anne Schweitzer and four interns from Washington University and St Louis University, to help us manage deal flow, deal evaluation, and due diligence. Look to the next section of this report to find more information about these strategic improvements.

I am also pleased to report the recruitment of **nine new members along with two new Corporate Partners, Polsinelli, and Renaissance Financial**. New members help the Arch Angels continue our outstanding record of investment in the St. Louis Startup Ecosystem through their experiences, fresh ideas, connections to other potential members, and capital. In the same way, Corporate Partners assist the budding business entities we invest in move along the path to growing their value and to the ultimate exit. Both types of members are crucial to our success.

We are off to a great start in 2017, and beginning to realize the benefits of our strategic improvements. I look forward to another exciting and successful year.

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

Brian Kinman  
Chairman and CEO

# A Deep Commitment to Innovation

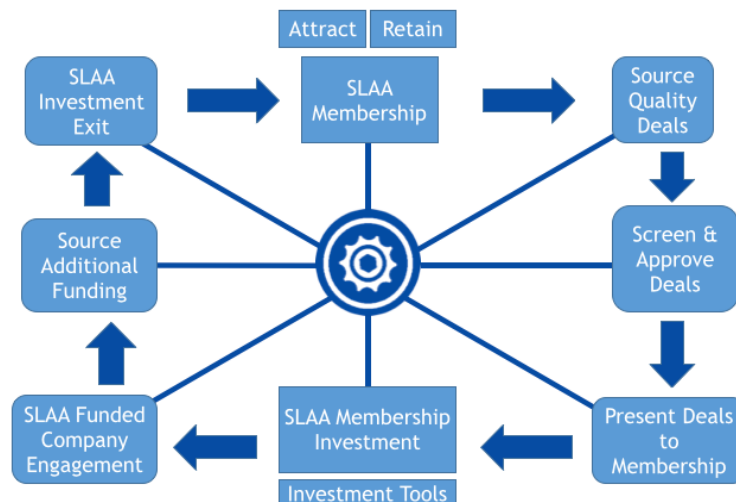
Your Board is single-mindedly focused on bringing you the best possible Angel experience. Through identifying and presenting quality deals, following up through due diligence, and communicating the process and timelines clearly to members, your Board and staff strive for constant improvement. During 2016, we conducted a member survey that demonstrated overall membership satisfaction, only pointing to a desire to see improvement in the exit cycle.

Your Board has addressed this through:

- **Formal deal identification:** Referrals to the Arch Angels now have a special link through the website Gust that enables companies we want to see to move through our process faster as each company completes a standardized set of questions to address their competencies, competitive differences, and exit strategy amongst many other criteria;
- **Pre-screening:** A highly talented team of interns from Washington University and St. Louis University perform a comprehensive, standardized review of each deal that comes to the Arch Angels through referrals, diving deeper into each company and uncovering key information into whether the company is appropriate for consideration for funding;
- **Due diligence:** After you, the membership, have seen the company's presentation during our monthly member meeting, our new staff member Anne Schweitzer works to connect members to deals and provides support throughout the entire process, facilitating meetings and cataloging company data. Corporate partners have been invaluable in this process, making it easier for our deal leads and members to evaluate and close deals.

## The St. Louis Arch Angel Investing Fly Wheel

To visually demonstrate this process, your Board created the **St. Louis Arch Angel Investing Fly Wheel**, which shows each step in our strategy to move deals toward increased valuations and a faster exit, focusing on **deal quality, membership involvement with the process and with the company**, and acknowledging the ability of the Angels to bring in additional resources **to support our investments and the St. Louis Startup Ecosystem**.



# Mission Statement

All of these new processes are complemented by an improved infrastructure and laser focus on how we spend our member dues. Through the identification and implementation of these processes, your Board, updated our **Mission Statement** to reflect better our role in the St. Louis Startup Ecosystem. It now reads:

**“We are a select group of accredited investors with diverse expertise and experience seeking high potential startup ventures drawn from the St. Louis Startup Ecosystem to fund and support, resulting in success for our funded companies and outsized returns for our members and corporate partners.”**

With this Mission Statement, the St. Louis Arch Angels communicates to the region who we are and what we do. It demonstrates both our commitment to the St. Louis Startup Ecosystem and to our members.

## 2016 St. Louis Arch Angels By the Numbers:

- **9** new members and **2** new Corporate Partners
- **33** companies presented to the Arch Angel Screening Committee
- **31** companies presented at the Arch Angel Membership Meeting
  - Of those, 22 were first-time presenters to the Arch Angels
- **27** companies received investment
  - Including 9 that were presenting for the first time and 18 receiving reinvestment funding
- **1** funded company successfully exited the market



# *About the St. Louis Arch Angels*

## *A Network of Investors*

Established in January 2005, the St. Louis Arch Angels is an independent, not-for-profit 501c(6) corporation. The group was established to help individual Angel investors work together to mutual benefit, sharing ideas, insights into the market, and expertise.

Since inception, the Arch Angels have been vital to the success of the St. Louis Startup Ecosystem by providing seed and early investment to startups in the range of \$50,000 to \$1,000,000, an investment need that is often underserved by institutional venture capital firms. Because of this, our network is an important element 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 as individuals with other members of our network. We recommend our members consider a minimum annual investment of \$50,000.

Members always invest under the same terms and conditions. The network's activities are guided by its bylaws and rules of membership.

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: Greg Trapp



## *Becoming a Member*

Membership in the St. Louis Arch Angels is extended to accredited investors 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 their expertise and time as well as their dollars.

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

# List of Companies Funded

## Acera Surgical, Inc.



Acera Surgical, Inc. is a medical device company developing a portfolio of fully synthetic materials that act as resorbable scaffolds for tissue regeneration. Acera's technology allows for the development of electrospun tissue scaffolds that closely mimics the structure of native extracellular matrix and promotes improved healing. In 2016, Acera received FDA approvals for its first product, Cerafix® Dura Substitute. In 2017, Acera will drive market adoption of Cerafix® and expand its IFU, leverage the Cerafix® material in new clinical verticals, obtain FDA clearance for the Restrata® Wound Matrix, and continue development and commercialization of new materials for strategic clinical markets. Acera is planning raise capital via bridge financing prior to closing \$6 million in series A financing in 2017.

[www.acera-surgical.com](http://www.acera-surgical.com)

Initial Investment Year: 2013  
Arch Angel Investment: \$540,000

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## Adarza Biosystems



Adarza BioSystems, Inc. is a label-free platform technology that enables the simultaneous detection of hundreds of analytes in a single drop of fluid. Adarza has established facilities for all business functions, consumable manufacturing, and product development in St. Peters, MO, and is currently validating scale up of production facilities to support commercial manufacturing. The Company installed equipment in St. Peters facility capable of increasing manufacturing throughput 10X. In 2016, Adarza closed their Series B of approximately \$5.4 million. They also signed a term-sheet for a Series C three tranche \$17 million investment. Funds will be used to complete product development and launch Adarza's groundbreaking AIR product system.

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

Initial Investment Year: 2013  
Arch Angel Investment: \$2,665,015

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## Agribody Technologies



Agribody Technologies utilizes patented technology to genetically engineer crops to increase variety, yields, stress tolerance, and reduce risk. The technology was validated in lab and greenhouse studies in multiple crops. Over two years, yield improvements of 20-45 percent were gained in elite alfalfa with little to no loss of quality. The Company is a member of the Yield Lab's 2016 cohort class.

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

Initial Investment Year: 2013  
Arch Angel Investment: \$100,000



## AgVoice



AgVoice is a mobile voice-interaction service designed for food and agriculture professionals to capture insights on the go. Combining the learnings from 12 months of exploration and customer feedback, it is scheduled for launch in 2017. The Company has achieved the first major development milestone of deploying the AgVoice Field Trial software with three groups of customers since July 2016. The Company is a member of Yield Lab's 2016 cohort.

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

Initial Investment Year: 2016  
Arch Angel Investment: \$100,000

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## 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 Company continues to sign more retailers to the service and develop 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.

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

Initial Investment Year: 2010  
Arch Angels Investment: \$2,220,640

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## 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 distribution agreements with Dell and Microsoft that help drive new license sales. Appistry released GenomeNavigator in December 2016. The product helps labs automate their clinical NGS based testing workflows with an easy to use solution for analyzing and reporting clinically relevant gene variants.

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

Initial Investment Year: 2005  
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 and urban/structural pest control. APSE has increased RNA yields over 10X in the last year. There is great potential for non-GMO RNAi topical applications in agriculture. This includes potential uses for insect, disease and weed control, as well as others. Such topical applications require large quantities of RNA. APSE's issued and six pending patents describe 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 has proof of concept for control of ants with RNAi and an emerging portfolio. APSE was founded in 2011 as a LLC and was converted to a "C" corporation in 2014.

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

Initial Investment Year: 2016  
Arch Angel Investment: \$100,000

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## Aptimmune

Aptimmune Biologics specializes in developing revolutionary mucosal vaccines that provide unsurpassed efficacy against the viral diseases most costly to the swine industry. The Company focuses solely on swine vaccines and the prevention of two major diseases – Porcine Reproductive and Respiratory Syndrome virus (PRRSV) and influenza. Aptimmune received the Biotech Innovation Showcase's Top Company Award at the 2017 Partnering for Growth Biotech Innovation Showcase & Forum in March 2017.

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

Initial Investment Year: 2016  
Arch Angel Investment: \$148,092

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## 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. Since Arch Angel investment, Arvegenix strengthened its team, concluded a \$2.5 million Series A round, and made significant advancements in its breeding and regulatory plans.

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

Initial Investment Year: 2015  
Arch Angels Investment: \$1,075,000



## Bacterioscan

BacterioScan is an early revenue stage in-vitro diagnostics company that is changing the way infectious disease is diagnosed and treated by providing rapid, reliable, and accessible automated microbiology. BacterioScan products guide the successful use of antibiotics with rapid detection and antimicrobial susceptibility testing direct from patient samples. The Company's first product is a compact, simple and low-cost device for rapid detection of bacteria indicative of a Urinary Tract Infection for use in clinical microbiology labs. FDA approval on this application is expected late 2017.

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

Initial Investment Year: 2013  
Arch Angels Investment: \$75,000\*

\*At the production time of this document, members of the St. Louis Arch Angels had invested an additional \$200,000 in 2017



## Benson Hill Biosystems

Benson Hill Biosystems is an agricultural technology company that unlocks the global genetic potential of plants to enhance the sustainability of food, feed, fiber and fuel production. The Company and its partners harness natural and novel genetic variation of plants through breeding, trait development and genome editing to develop products that improve crops. In 2017, Benson Hill closed its \$25 million Series B, bringing its total capital raised to more than \$35 million. Benson Hill has grown to 55 team members and recently reached an important milestone relating to a commercial partnership with CTC, the largest sugarcane company in Brazil. Benson Hill has achieved promising results on several of its trait product candidates in both corn hybrid field trials and in its proprietary Setaria model system.

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

Initial Investment Year: 2013  
Arch Angel Investment: \$575,000



## Boditrak Sports

Boditrak Sports is a sports technology company focused on the interaction between an athlete and the ground. We use proprietary sensor technology to build tools for coaches and athletes to maximize performance and prevent injury. The Company's customers, over 2,500 globally, are primarily golf, sports medicine, and fitness professionals. During 2016, Boditrak Sports reached the \$1.2 million revenue mark, and launched a first-of-kind partnership with FootJoy, the global leader in golf footwear.

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

Initial Investment Year: 2016  
Arch Angels Investment: \$25,000



## Bonfyre

Bonfyre is the workplace culture platform that empowers people to connect, share and relate - the foundation of a productive modern workforce. Unlike enterprise productivity tools, Bonfyre provides leaders with powerful people intelligence to keep their culture moving forward. Bonfyre operates across the entire spectrum of culture touchpoints: team building, recognition, internal communications, and events. 2016 was another productive year for the Bonfyre team as we grew from 11 to 30 employees, moved into a new office and added new recognition, engagement and people intelligence features. The result; we attracted new clients, grew revenue, and attracted over \$5 million in new investor capital with a funding round lead by Arsenal Capital Management.

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

Initial Investment Year: 2012

Arch Angels Investment: \$535,000

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## 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)

Initial Investment Year: 2011

Arch Angel Investment: \$1,725,000

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## Cardialen

Cardialen is developing a revolutionary implantable device therapy that will improve the lives of people suffering from Atrial Fibrillation (AFib) by restoring their natural heartbeat. In 2016 Cardialen successfully raised a bridge of \$1.79 million to continue their exciting progress. The human AF translation study was completed with in-depth clinical data analysis resulting in three accepted papers and posters to be presented at Heart Rhythm Society (HRS), the most prestigious heart meeting in cardiac arrhythmias, in May, 2017. A fourth poster, presenting their VF preclinical results will also be presented at HRS in May. The Company also received a Phase II SBIR/NIH grant for \$1.993 million to translate the preclinical VT/VF results to human clinical results. A total of 19 patents have been issued, with numerous applications in various stages of prosecution. The Company is syndicating their Series B round of financing to architect and build the implantable device and advance the human clinical studies.

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

Initial Investment Year: 2009

Arch Angels Investment: \$2,977,300



## CellARide

## CellARide

CellARide is a technology company using text messages to revolutionize vehicle shopping. CellARide's platforms are marketed to national marketing firms, manufacturers, and dealerships. The technology allows shoppers to "text the vehicle" and receive pertinent information if it's for sale. The software not only captures the shopper's contact and demographic information, but it has evolved into a shopper insights and data capture platform, connecting the consumer to the vehicle prior to a purchase and providing clients a view into where the shopper is in their purchasing process. In Mid-2015, the CellARide team shifted strategy and began focusing on being the expert in the technology, while plugging into the experts in the industry. At the end of 2016, CellARide secured national contracts with Maritz and Toyota and has partnership agreements with a few large corporations in the works for 2017.

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

Initial Investment Year: 2014

Arch Angels Investment: \$100,000

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## Clearent



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 will process over \$14 billion in annual card volume in 2017 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 four years.

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

Initial Investment Year: 2009

Arch Angel Investment: \$1,100,000

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## Coolfire Solutions



Coolfire Solutions (CFS) develops game-changing mobile solutions that leverage its proprietary RONIN product suite to improve situational awareness for mobile workers. The Ronin Platform connects people, assets and information in a way that leads to quicker decision making and quicker action taking. Integrating award-winning UX design with a deep expertise in security, CFS solves complex operational problems in the many industries, including defense, transportation, logistics and public safety. In 2016, CFS generated large-scale revenue from the RONIN Platform and completed a \$5.3 million Series A financing. CFS also dramatically grew its pipeline with enterprise and military clients and expects continued revenue growth in 2017 as new customers implement the Ronin Platform.

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

Initial Investment Year: 2013

Arch Angels Investment: \$143,055



## Confluence Life Sciences

Confluence Life Sciences is a drug discovery company that has a portfolio of projects with potential utility in chronic inflammation, autoimmunity, and cancer. ITK, the flagship program, moved into the animal testing phase with a development candidate for autoimmune indications expected in early 2017. In September, a Phase I SBIR grant was awarded to support studying ITK drugs in colorectal cancer. Another drug program is in confidential discussions with a potential partner. The Company's subsidiary that performs contract research for clients generated \$3.55 million in revenue, a 45 percent increase over 2015. For 2017, Confluence's goals are to complete partnering of 1-2 programs and generate \$4.9 million in revenue from contract research.

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

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

Initial Investment Year: 2012

Arch Angels Investment: \$110,000

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## DoubleStar, LLC (Cogno Products)

DoubleStar produces Cogno, 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 27 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 and is actively pursuing additional licenses for publishing and interactive gaming. Its first mobile application, a science center quiz app, launched in early 2016.

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

Initial Investment Year: 2012

Arch Angels Investment: \$220,000

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## 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 \$9 million of revenue in 2015 and 2016 in both R&D and field trial milestones, which resulted in a dividend to the shareholders the last two years. The Company expects to commercialize a number of products in 2017.

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

Initial Investment Year: 2012

Arch Angels Investment: \$220,000



## 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.

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

Initial Investment Year: 2009  
Arch Angel Investment: \$1,973,131

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## 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 percent reduction in hospitalization for dialysis patients and a 61 percent decrease in dyspnea for COPD patients. Clinical meetings take place every Sunday evening from 5 - 7 PM at CET, 20 S. Sarah. All Arch Angels members are welcome to attend. In 2016, Epharmix closed the seed round, converting all Arch Angel investors to preferred shareholders.

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

Initial Investment Year: 2015  
Arch Angels Investment: \$110,000

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## Elira, Inc.



Elira is a health and wellness company developing a novel electronic skin patch to suppress appetite and assist with dietary compliance. A 30-patient clinical study was recently completed in St. Louis with favorable weight loss results indicating preliminarily that Elira's therapy is superior to both diet and exercise alone as well as endoscopically-placed intragastric balloons. During 2017, Elira expects to: 1) complete a mechanism-of-action clinical study and a clinical study on metabolic effect, as well as initiate a randomized sham controlled clinical study in St. Louis to evaluate weight loss, 2) continue to build its patent portfolio, and 3) complete further development of the Elira System. Since its formation in March 2015, Elira has raised approximately \$5.4 million. The Company currently has a clinical study underway in St. Louis, and expects to expand this to additional sites in the months to come.

Initial Investment Year: 2015  
Arch Angels Investment: \$315,000

## FinLocker



FinLocker is a consumer-enabled financial technology platform that gives lenders access to critical borrower information via a trusted 3rd party that can be used to streamline the lending processes for mortgages and other financial products. The Company participated in SixThirty's Spring 2015 cohort class. Additionally, FinLocker enabled integration with global information solutions provider, Equifax.

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

Initial Investment Year: 2016

Arch Angel Investment: \$825,000

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## FocalCast



FocalCast allows users to share documents and whiteboards live from collaboration rooms with just a web browser. Recent integrations with Qumu, an enterprise video provider, enables whiteboard capabilities. These shared sessions are stored in the cloud. The Company won an Arch Grant in June 2016.

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

Initial Investment Year: 2016

Arch Angels Investment: \$1,926,250

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## Euclises Pharmaceuticals



Euclises is a drug discovery and development company advancing the next generation of oral, small-molecule drugs that target COX-2 to disrupt the tumor microenvironment and kill cancer cells. In 2016, Euclises conducted pre-IND enabling studies, completed full chemical characterization of the drug, and determined the capsule dosing form. In a mouse model of colorectal cancer their compound in combination with a checkpoint inhibitor demonstrated eradication of the tumor in up to 100 percent of the animals. Composition of matter patents were issued in the US and Europe and they filed two continuations and one application. Euclises raised has raised over \$4 million to date. In 2017, Euclises will complete the definitive toxicology studies, file an IND, and is seeking to raise a Series B to finance the clinical trials.

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

Initial Investment Year: 2012

Arch Angels Investment: \$1,926,250



## 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 November 2016. Galera also generated preclinical data supporting the use of GC4419 to treat cancer and nominated GC4702 as the lead oral candidate in 2015.

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

Initial Investment Year: 2010

Arch Angels Investment: \$2,339,400

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## 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.

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

Initial Investment Year: 2014

Arch Angel Investment: \$117,000

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## 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 continued full commercial launch of its SaaS model in 2016.

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

Initial Investment Year: 2013

Arch Angel Investment: \$90,000



## Greetabl

Greetabl is the total gifting experience made easy. Upload personal photos and craft a special message or your customized Greetabl box so loved ones can unfold and proudly display it at work, home, or anywhere happiness is welcome. The Company was a participant in Capital Innovators 2015 class.

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

Initial Investment Year: 2016  
Arch Angel Investment: \$100,000

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HATCHBUCK™

## 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 continued to grow its base of customers and revenue in 2016. Hatchbuck successfully closed on \$4 million of new investment in 2016 which will be used to further fuel the growth of the company in 2017 and beyond. Hatchbuck is proud to announce that it recently launched its new version which will help to further improve sales conversions and customer retention.

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

Initial Investment Year: 2012  
Arch Angel Investment: \$2,825,000

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## 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. The Company launched a Phase III trial to evaluate the efficacy of the inCVAX cancer vaccine in South America and does the first patient in this randomized and controlled clinical trial in August 2016.

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

Initial Investment Year: 2014  
Arch Angel Investment: \$725,000

## Indalo Therapeutics

Indalo Therapeutics (formerly known as Antegrin) is a biotechnology company developing small-molecule therapies for the treatment of fibrotic diseases. The Company's drugs are designed 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 2016, Indalo acquired the fibrosis-focused biotech Cascadia Therapeutics, expanded its C-level management team with the addition two highly experienced scientist-executives with expertise in fibrosis, and obtained proof-of-concept efficacy in preclinical models of fibrosis using its lead, orally available compound. In 2017, the Company aims to nominate an IND-development candidate and to raise a Series A financing.

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

Initial Investment Year: 2015  
Arch Angel Investment: \$50,000

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## Island Radar Company

Island Radar Company's radar detection systems are being installed on freight and high speed rail corridors for improving safety at crossings and for detecting blocked or obstructed crossings as a part of the nation's Positive Train Control Initiatives. In 2016, system installations expanded into transit projects, notably for 100 percent of the grade crossing locations on the Denver RTD light rail system. The Company has also received its first contract for long-term remote monitoring and periodic maintenance of its systems. This service contract is for the systems installed at Norfolk Southern crossing sites throughout North Carolina. In 2017, Island Radar Company expects to begin deliveries to the All Aboard Florida high-speed rail project, involving more than 100 systems. Product line expansion into track circuit alternatives for train detection is also projected, facilitated by multiple development contracts from the Federal Railroad Administration and BNSF Railway.

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

Initial Investment Year: 2013  
Arch Angel Investment: \$200,000

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## IVDiagnostics

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. 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.

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

Initial Investment Year: 2014  
Arch Angel Investment: \$725,000



## 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 2016, revenues increased by 18 percent over 2015, and the Company projects 36 percent growth for 2017. Katalyst had a very successful internal debenture raise in 2016. International sales doubled in 2016 with another 50 percent forecasted for 2017. The Company materially increased world-wide sales coverage in 2016 and currently has additional countries under registration in key markets. A core team of American and 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)

Initial Investment Year: 2011  
Arch Angel Investment: \$140,000

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## Kingdom Scene



Kingdom Scene has created a digital game world of Christian faith and fun for kids age 6 to 12 called Lightgliders. Lightgliders was strategically designed to encourage biblical faith, positive values and meaningful conversations among kids and families in a culturally relevant and global manner. In 2016, Kingdom Scene built its mobile experience and enhanced its product offering to be a cross-platform, subscription-based digital world of games, videos, and interactive activities available on computers, tablets, and smartphones. Lightgliders is accessible at [www.lightgliders.com](http://www.lightgliders.com) and in the iOS App and Google Play stores. Having launched its enhanced Lightgliders product in 2017, Kingdom Scene is currently executing a national marketing strategy and is raising capital to finance this effort.

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

Initial Investment Year: 2013  
Arch Angel Investment: \$18,000

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## Kogent Surgical



Kogent Surgical, founded in late 2011, is a designer, manufacturer and worldwide seller of precision neurosurgical instruments and capital equipment. In 2016, the Company saw the continued development of its new "Gold Standard" capital equipment, which is now expected to be introduced in late 2017 and early 2018. 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. An internal equity raise is under consideration for 2017 to provide capital to take the two pieces of capital equipment to market. Many new instrument products were introduced to the markets last year. 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. It has distributor contracts in place and in process that will expand worldwide sales more than 100 percent in 2017, focusing on Europe, the Middle East, South America and the Pacific Rim. Medtronic will continue to handle US sales during 2017.

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

Initial Investment Year: 2013  
Arch Angel Investment: \$81,000



## Kypha, Inc.

Kypha, Inc. is a pre-commercial medical diagnostics company developing proprietary, first-in-class tests to precisely monitor disease activity and treatment response in autoimmune and inflammatory conditions. The Company completed development of the first two tests on its Comp act® platform, a versatile lateral flow assay-based system designed to serve both hospital labs and point-of-care testing. Over the past 4+ years, testing on the Comp act® system has been implemented in 20+ pilot clinical studies, at 10+ top-tier academic and clinical institutions, across a wide range of autoimmune and inflammatory conditions. Both analytical and clinical performance data has been collected during that time to support subsequent clinical and regulatory validation studies. Kypha owns several issued and pending US and international patents covering the technology and clinical utility.

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

Initial Investment Year: 2012  
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 want to engage with, but packages and delivers back real-time insights on conversion data. These insights are used to optimize campaigns programmatically and manually, driving lower CPAs than traditional media buys.

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

Initial Investment Year: 2012  
Arch Angel Investment: \$6,776,404

## Lori Coulter



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. Before the production time of this document, CEO Lori Coulter presented to the Angels regarding a new venture, SummerSalt.

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

Initial Investment Year: 2007  
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; the pterygium and refractive indications are awaiting approval by the Food and Drug Administration. In 2015, Mobius Therapeutics increased sales 38 percent over 2014 and achieved full year profitability. In 2016, the Company completed the transition of manufacturing to a new vendor which led to a corresponding reduction in cost. It also reduced operating costs by 45 percent in response to the loss of Medicare reimbursements for its product, resulting in break-even cash flows for the year.

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

Initial Investment Year: 2013

Arch Angel Investment: \$600,000

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moleculera labs

## Moleculera Labs

Moleculera is a neurobiology company that aids physicians in diagnosing perplexing neuropsychiatric disorders caused by an immune attack on the brain. The Company's novel blood-test identifies individuals suffering from obsessive compulsive disorders, hyperactivity, anxiety, mood and eating disorders and other neuropsychiatric symptoms that are misdiagnosed, and treatable. These include portions of ADD/ADHD, Autism and PANDAS/PANS, when the real cause may be autoimmune. When treated with anti-infective and immune modulators, patients experience dramatic remission of symptoms. Moleculera has generated over \$3.5 million in revenue and will be adding other tests. The Company has received more than 5,000 test orders from over 750 U.S. and international physicians and partners such as Stanford Hospital. As of Fall 2016, Moleculera generated U.S. and international revenue that was growing quarterly and completed a convertible note raise of \$500,000.

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

Initial Investment Year: 2013

Total Arch Angel investment: \$215,000

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## Nanopore Diagnostics, LLC

Nanopore Diagnostics, LLC is a molecular diagnostics firm focused on developing a hand-held testing platform for diagnosing microbial infections. They plan to initially launch in Salmon aquaculture where their device can perform lab-quality on-site ensuring disease is treated before significant losses occur. Expansion is then planned into slaughterhouse testing and human health applications. In 2016, the firm completed key clinical studies defining performance in both Human and Salmon diagnostic markets and received allowance for 8 patents in the US and abroad. Key milestone targets in 2017 include raising Series A funding, building a commercial prototype, and completing first on-site testing in the Salmon aquaculture market.

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

Initial Investment Year: 2015

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 because of neurological injury. The Company's focus is on treating patients suffering from chronic upper extremity monoparesis because 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)

Initial Investment Year: 2012  
Arch Angel Investment: \$100,000



## NewLeaf Symbiotics

NewLeaf Symbiotics is a science-based company pursuing innovative research and product development, using a naturally occurring family of beneficial plant bacteria. In 2016, NewLeaf continued conducting field trials throughout the Midwest, with very promising results on many crops. Several product candidate strains were tested on corn and soy across numerous locations. The Company also conducted trials on efficacy in corn, soy and wheat as a natural pesticide and fungicide and obtained encouraging results. Initial revenue is planned for late 2017 and early 2018. 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 will take occupancy of the new space in Q-2, 2017. NewLeaf Symbiotics is growing rapidly and now has 27 full-time and five full-time equivalent employees, with several more hires slated for Q2, 2017. The U.S. Patent office has granted NewLeaf three patents, including a blocking patent on a keystone technology invented by the company. NewLeaf has filed over 40 patents in 12 patent families.

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

Initial Investment Year: 2012  
Arch Angel Investment: \$100,000



## Nexmatix

Nexmatix makes smart simple with smart pneumatic control valves that deliver energy efficiency and actionable information to help reduce the \$7.5 billion in wasted electricity in industrial automation. Nexmatix smart control valves can replace conventional control valves typically used in over 70 percent of manufacturing facilities. A Nexmatix valve is a smart edge device that alerts users to leaks and problems throughout a pneumatic system; reducing energy cost and minimizing downtime to deliver an immediate ROI. And Nexmatix smart control valves easily connect to any enterprise-wide IIoT platform. The Company launched its energy efficient product platform in March 2016.

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

Initial Investment Year: 2015  
Arch Angel Investment: \$225,000



## 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. The Company collaborated with Mattel in September 2016 to expand the “Bloxels” product line in which users can create their own video games using blocks and an iPhone or other device.

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

Initial Investment Year: 2013  
Arch Angel Investment: \$167,500

## Programax



Programax is an easy button for coaching. Programax simplifies coaches lives by combining training, communication, and organization tasks into one platform. The platform allows coaches to build out workout plans for specific sports, communicate with athletes, and schedule practices directly to the athlete’s smart phone. The Company currently has over 7,500 active monthly users and reaches over 12,000 athletes.

Initial Investment Year: 2016  
Arch Angel Investment: \$75,000

## Pulse Therapeutics



Pulse Therapeutics is a medical device company targeting Acute Ischemic Stroke by augmenting the delivery of a clot-busting drug (tPA). In 2013, Pulse concluded a First-In-Human study in Australia on 7 patients, rendering positive outcomes, demonstrating that IV-administered iron particles, controlled by a rotating magnet, accelerate delivery of tPA. In Dec. 2015, Pulse obtained approval to continue clinical trials in the U.S pursuant to an IDE. Pulse raised \$11.5 million in a Series B financing to fund clinical trials (post money \$26.5 million). The Company received its 7th U.S. patent and 9th international patent and has 11 patents pending. In 2016, Pulse bolstered its team with key hires to execute the value proposition. In Nov. 2016, Pulse received approvals in the U.K. to for its Magnetically Enhanced Diffusion for Acute Ischemic Stroke International study; a 120-patient trial, which if positive, will create tremendous value.

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

Initial Investment Year: 2010  
Arch Angel Investment: \$1,443,250



## 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 2016 include the commercial release of a cloud-based oncology analytics platform; the launch of a payer analytics service with Centene; the deployment of a multi-institutional medical registry for proton treatment with Washington University in St. Louis; and a contract to develop an analytics platform to benchmark the quality of radiation treatment across the national Veterans Health Administration network. In 2017, the Company anticipates additional deployments of its cloud-based platform and analytics service across a range of clinical, research and payer applications.

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

Initial Investment Year: 2013  
Arch Angel Investment: \$500,000

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## 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. S4 raised \$1.2 million in July 2016 from Syngenta Ventures and Cultivation Capital.

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

Initial Investment Year: 2015  
Arch Angel Investment: \$595,000

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## Sequoia Sciences

Sequoia Sciences is a pharmaceutical company developing new compounds 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 2017. Sequoia is marketing the program for sale and anticipates a closing in 2017. The clinical results have been remarkable in that the women in the Phase 1B trial have seen reductions in their UTIs of almost 80 percent.

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

Initial Investment Year: 2006  
Arch Angel Investment: \$6,893,400





## SixPlus

SixPlus is a web-based 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 corporate groups, marketing directors, event planners and individuals who use SixPlus to plan everything from board dinners to holiday parties, team building events and milestone celebrations. SixPlus has 200+ restaurant partners in New York, Boston and Washington, D.C.

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

Initial Investment Year: 2015  
Arch Angels Investment: \$420,000

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## SixThirty

SixThirty is a global financial technology (FinTech) seed fund and business development accelerator. It works with corporate partners to attract, nurture and grow the most innovative and promising FinTech ideas from around the world. Their corporate investors and partners include Ernst & Young, Edward Jones, RGA, State Farm, Twain Financial and UMB. SixThirty targets late-seed stage startups that have a working product, market traction, and is starting to earn revenue. They have a strong, global pipeline. In 2016, they invested in 10 FinTech startup from a pool of over 325 companies that sought investment (3 percent), a third of which were non-US. Their portfolio companies participate in a business development program that is focused on accelerating their revenue growth. The companies receive hands-on training, mentorship, and networking opportunities with the leading financial services companies. Through March 2017, SixThirty has invested in 27 companies and have had two exits.

<https://sixthirty.co/>

Initial Investment Year: 2013  
Arch Angel Investment: \$1,487,500

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## Smashtoast

Sequoia Sciences is a pharmaceutical company developing new compounds to treat bacterial infections. Smashtoast is dedicated to developing consumer-facing hardware and software that provides efficiency to everyday processes. The Company produces Puck, a simple device to streamline the living room experience. Puck attaches directly to TVs, soundbars, or other IR remote-controlled components enables remote control from a single iOS app.

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

Initial Investment Year: 2016  
Arch Angel Investment: \$100,000



## 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. Beta testing of the enterprise edition of the software continues. The Company completed a \$400,000 round from Serra Ventures in June 2016. In Q1 2017, TrackBill has surpassed 100 percent year-over-year revenue growth in every month.

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

Initial Investment Year: 2014  
Arch Angel Investment: \$325,000

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## 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 breast and lung cancer. Blinded tests for validation steps of the Company's breast and lung cancer tests were satisfactorily completed in 2016. Additional progress has been made in diagnostic tests for ovarian, prostate, and pancreatic cancers. This additional development work also has provided preliminary evidence that specific biomarker patterns can identify indolent cancer that does not require treatment. Over-diagnosis and unnecessary treatment of indolent cancer is a problem, particularly for breast, lung, and prostate cancers. An Australian patent was awarded to the Company in 2016. The patent broadly covers the use of a general cancer biomarker together with cancer-specific biomarkers to detect cancer. This patent enables a more efficient way to screen for cancer, and especially for rare cancers where current screening methods are not economically feasible. Related U.S. patent applications are making progress toward allowance. Traxsson has reached a tentative agreement with a CLIA lab for the commercialization of its breast cancer test in 2017. This will enable commercialization of its test without the requirement for FDA approval.

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

Initial Investment Year: 2010  
Arch Angel Investment: \$525,000

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## 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)

Initial Investment Year: 2013  
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. In 2016, the Company raised \$25 million from Boston Scientific Corp.

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

Initial Investment Year: 2011

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. Through the end of 2016, The Yield Lab has invested in 15 AgTech companies. In 2016, Yield Lab also opened a complementary investment fund in Ireland to leverage AgTech companies coming out of Europe. The Company has hired an associate/program manager to provide bandwidth to the portfolio's growing companies, and the first 12 portfolio companies has received about \$27 million in follow on capital.

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

Initial Investment Year: 2014

Arch Angel Investment: \$875,000

### **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

SynerZ was acquired in August 2016

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:**

Akermin ceased operations in 2016

Cervimark ceased operations in 2009

Edunn Biotechnology ceased operations in 2013

GameRail ceased operations in 2008

Global Velocity ceased operations in 2017

LangLearner suspended operations in 2013

Nawgan Products, LLC – Arch Angels participation ceased during 2015

TeraVista Systems ceased operations in 2011



# *Information for those seeking Investment*

## *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. Through referrals and outreach to our group, startups interested in presenting to our membership undergo a thorough review before they even present to our Screening Committee. Approximately two companies per month present to the full membership. Startups achieving member interest will then participate in our due diligence process leading to the investment decision of our network members.

## *Investment Criteria*

Those seeking funds must comply with our screening process. We evaluate a company based on its idea, management team, market opportunity, exit strategy, and other important factors:

*Idea* - The company must show that it has a unique idea, skills, or intellectual property that make it specifically poised to carry out the mission of the company

*Management team* - The company's leadership needs to have the right mix of experience and enthusiasm, and always be open to coaching from its board and investors

*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* - The company must be able to clearly articulate its exit strategy, including a timeline for milestones, investment dollars, and potential acquirers that make the exit possible



# *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 application process can be found at [www.stlouisarchangels.com](http://www.stlouisarchangels.com).

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