

The logo consists of several overlapping squares in orange, green, and blue, with a white square in the center.

MISSOURI  
TECHNOLOGY  
CORPORATION

SPARKING  
INNOVATION



## MTC Overview

October 22, 2015





## About MTC

- Public-private partnership created by the Missouri General Assembly to lead efforts to promote entrepreneurship and foster the growth of new and emerging high-tech companies
- Focus on 21<sup>st</sup> Century bioscience industries related to Missouri's rich history in agriculture
- Board of Directors includes individuals appointed by Missouri's Governor, Speaker of the House, and President Pro Tem of the Senate, and includes the President of the University of Missouri system and the Director of the Department of Economic Development

# MTC Areas of Focus

- Animal Health
- Applied Engineering
- Biomedical Science
- Defense and Homeland Security
- Plant Science



## MTC Area of Focus – Applied Engineering

- Digital and convergence media
- Information technology
- Creative content
- Clean energy
- Advanced manufacturing/advanced materials

# MTC Investment Review Process

## Application

- Application
- Preliminary Staff Review
- Due Diligence and Scoring

## Investment Committee Review

- Highest-ranked Applications Reviewed by Investment Committee (unless exigent circumstances)
- Funding Recommendations Issued

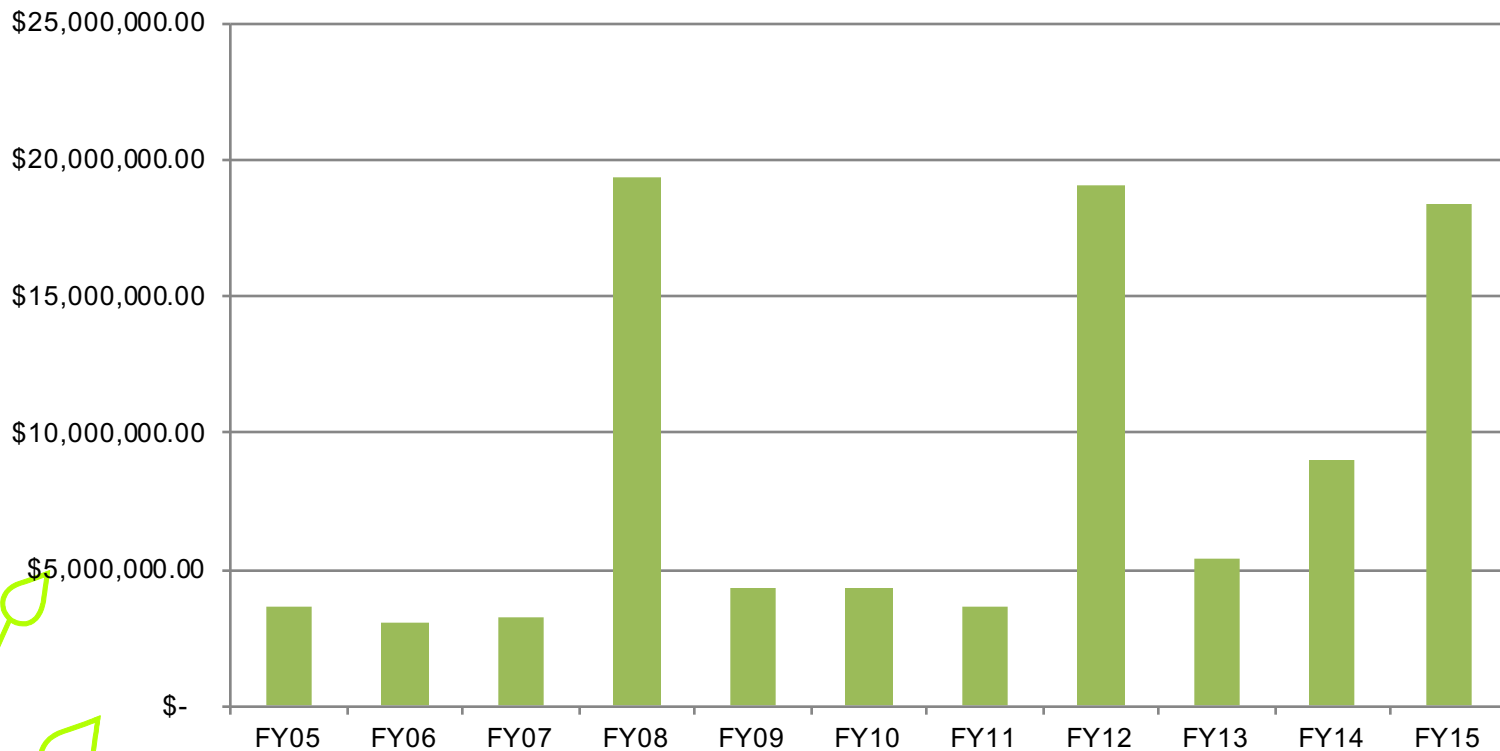
## MTC Board Review

- Board Considers Recommendations
- Final Due Diligence and Definitive Documents

## Tracking Outcomes

- Awardees Report Outcomes for 10 years
- Contract Compliance
- Outcomes Monitored by Investment Committee

# MTC Funding History







## MTC Support Programs

- IDEA Funds
  - The IDEA Fund program promotes the formation and growth of businesses that engage in the transfer of science and technology into job creation by providing direct equity and debt financing to entrepreneurs through matching co-investments
- Missouri Building Entrepreneurial Capacity Program (MOBEC)
  - Through the MOBEC program, MTC makes strategic investments in non-profits that expand the support system for entrepreneurs that are commercializing new technologies or that enhance the capacity of Missouri to grow its innovation economy
- Innovation Center Program
  - MTC oversees the state's network of ten innovation centers across the state. Innovation centers provide specialized assistance to early-stage innovative entrepreneurs and small businesses including technology development and commercialization, business planning development and capital formation and fundraising

## Missouri Innovation Centers

- Columbia
- Kansas City
- Rolla
- St. Louis
- Cape Girardeau
- Joplin
- Springfield
- Kirksville
- St. Joseph
- Maryville







# Missouri Building Entrepreneurial Capacity

# MOBEC Goals

- Enhance the capacity of organizations to support entrepreneurs who are commercializing new technologies around which high-growth companies can be created
- Enhance the capacity of Missouri research institutions to attract competitive federal and private research funding and centers
- Enhance research and commercialization efforts in the targeted high-tech industry clusters of animal health, plant science, biomedical science, applied engineering and defense and homeland security; and
- Create sustainable high-paying, private sector jobs.



THE **e**factory





# SHOWME innovation CENTER





\$150,000 to finish wet lab  
space (2011)

\$75,000 to launch Digital  
Venturing Center (2014)





ITEN has served over 571  
start-up companies  
through its network of  
more than 80 private-  
sector mentors

Companies assisted by  
ITEN have raised over  
\$194 million in financing

MOBEC funds used for  
program administration





Arch Grants awards  
\$50,000 grants to  
entrepreneurs each year.  
Who will relocate to St.  
Louis for one year

\$3.1 million in non-  
dilutive grants to 55  
companies

MOBEC funds used for  
program administration



# DIGITAL SANDBOX | KC

Digital Sandbox KC provides proof-of-concept grants to very early-stage tech startups

52 projects funded, 23 new company formations, 181 new jobs and \$17M in private capital raised

Program has received 2 grants from U.S. EDA i6 program



# Missouri IDEA Funds



# Missouri IDEA Funds

- Missouri TechLaunch
- Seed Capital Co-Investment Program
- Venture Capital Co-Investment Program
- High-Tech Industrial Expansion Program

# Selection Criteria

- Business plan – value proposition, revenue model, market dynamics
- Economic Impact
- Quality of Leadership/Management Team
- Quality of co-investors
- Use of proceeds and critical milestones
- Viable Plan for Follow-On Financing or Sustainability

# Missouri IDEA Funds

- 15 competitive funding rounds completed
- 348 applications submitted
- \$190 million in co-investment funds requested
- Over 100 authorized projects totaling \$25 million in IDEA Funds
- Over 70 companies closed and funded in excess of \$22 million raising leveraged capital in excess of \$200 million



# newsy





 elemental  
enzymes™

 EternoGen™

IMMUNO  MedSocket  
PHOTONICS



TENSIVE  
CONTROLS, INC.



# Discussion