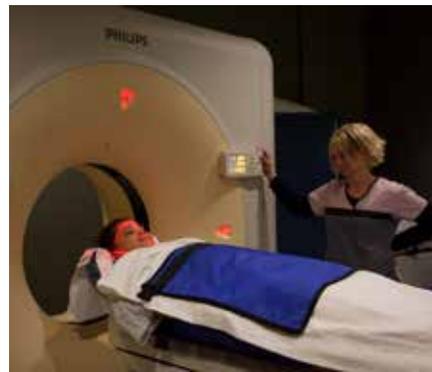




## Health Innovation in Missouri

**MISSOURI**  
PARTNERSHIP®



# Health Innovation in Missouri



Cutting-edge biomedical research is taking place across Missouri, in world-renowned research hospitals and innovation districts such as the Cortex Innovation Community and the Missouri Innovation Center.

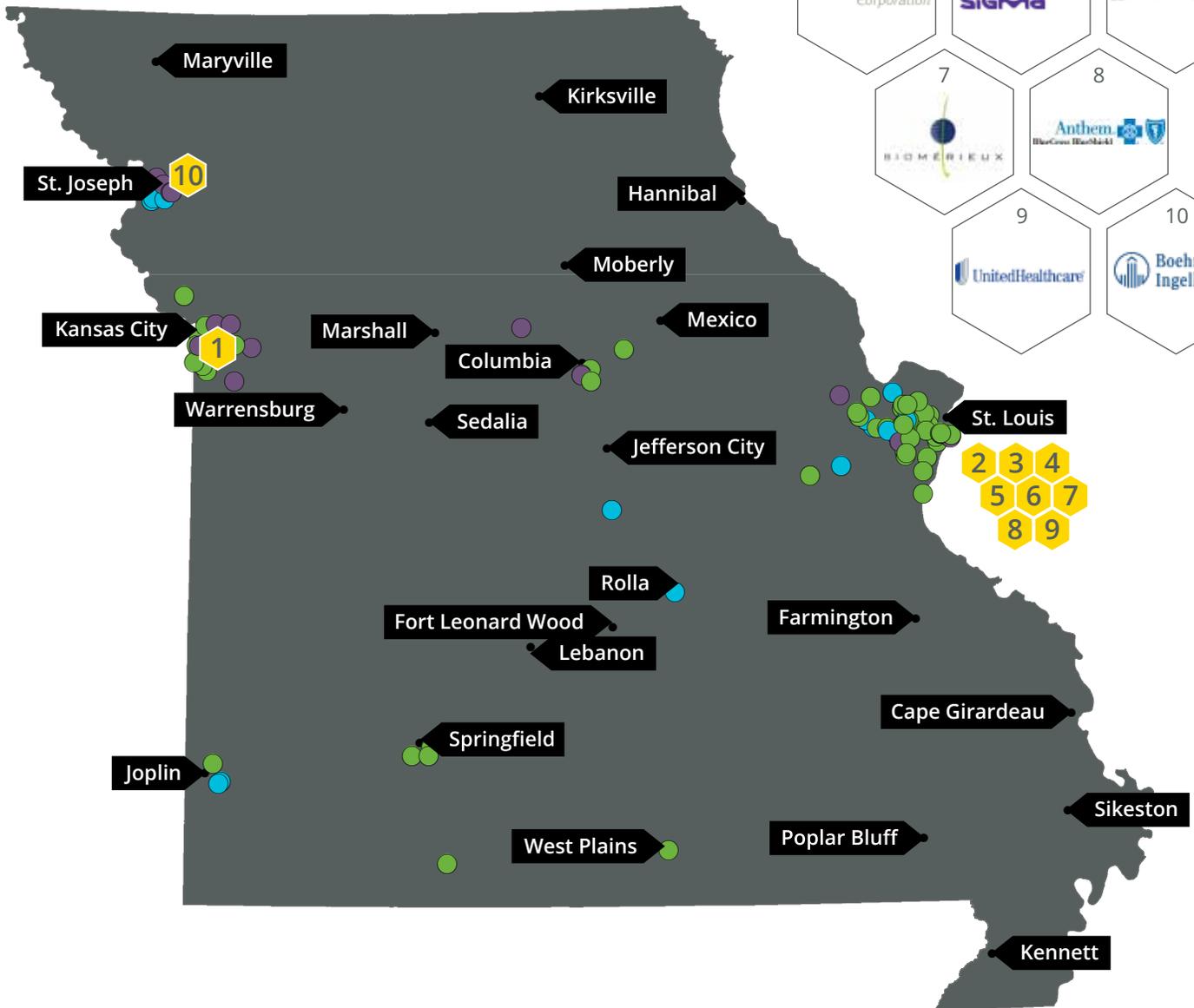
Cerner, Centene, and Express Scripts are all companies synonymous with Missouri's reputation in health services leadership and innovation. These companies, and others across the state, are remaking the health industry.

Missouri's bioscience industry employs approximately 56,000 highly skilled individuals within more than 4,900 companies. Additionally, Missouri is home to some of the most prestigious hospitals, medical schools and health companies in the world. Forty Missouri colleges and universities offer bachelor's degrees or higher in biological or biomedical sciences.

And did we mention innovation? Yes, we did, but we didn't point out that our companies are transforming the healthcare industry and how it interacts with patients globally. We are the home of the world's first virtual care center, driven by the real-world expertise of our healthcare industry.

# Missouri Health Innovation Companies

-  Missouri's largest health innovation companies by employment
-  Health innovation companies
-  Animal food companies
-  Veterinary pharmaceutical companies



# Missouri Health Innovation Companies



## Missouri Animal Food Companies



## Missouri Veterinary Pharmaceutical Companies



## Recent Expansions

**1st Phorm**, a sports nutrition company, announced plans to open a \$20 million headquarters at Fenton Logistics Park in St. Louis, Missouri. The 182,400 sq. ft. facility features an auditorium, a 25,000 sq. ft. fitness center, locker rooms, media rooms, a podcast room, basketball court, a 24-hour kitchen, and more.

**Aclaris Therapeutics**, a biopharmaceutical company focused on developing therapies to address dermatological disease, announced plans to expand its operations in the Cortex Innovation Community in St. Louis, Missouri. The expansion was expected to add approximately 14 new jobs to the region.

**Ascension Technologies**, the technology solutions group for the health innovation company Ascension, expanded its operations with a new satellite office in St. Louis, Missouri's, Cortex Innovation Community. The office initially housed around 20 associates with a focus on web and mobile development, tech automation, cloud strategy, analytics and data science, and virtual care.

**BioLife Plasma Services** opened the doors of their third plasma donation center in the Kansas City, Missouri. The opening further expanded BioLife's presence in the area and will advance their efforts to support patients who rely on the lifesaving therapies processed from donated human plasma.

**Boehringer Ingelheim**, a leading supplier of animal health products for pets and livestock, underwent multiple expansions in Missouri. In 2017, the company expanded its facility to accommodate increased production of livestock animal vaccines sold in the U.S. and globally, and it is expected to create 20 new jobs. In 2019, the company announced it will invest about \$22.4 million to increase its capacity to manufacture vaccines for livestock at its St. Joseph campus.

**Catalent Pharma Solutions**, a leading global provider of advanced delivery technologies and development solutions for drugs, biologics, and consumer health products, expanded its facility in Kansas City, Missouri. The new 70,000 sq. ft. expansion significantly increased Catalent Pharma Solutions' controlled-temperature storage capabilities for its clinical supply business.

**Centene Corp.**, a Missouri-based health innovation company, launched a new \$770 million expansion in St. Louis, Missouri. The expansion includes office space and parking for 2,000 additional workers that the company plans to add over the coming years.

**Cerner Corp.**, a health innovation company based in Missouri, announced its workforce expansion in Kansas City with plans to add 600 new employees. The company announced the new jobs will support its Works businesses, which provide managed IT and revenue cycle services to its clients.

**ComPsych Corp.**, a Chicago-based company founded by Saint Louis University benefactor Richard Chaifetz, announced plans to expand to St. Louis. The expansion created 20 new jobs in the region.

**Confluence Discovery Technologies, Inc.** expanded in St. Louis, Missouri, with plans to create up to 16 new jobs. The company specializes in drug discovery research on challenging drug targets, autoimmunity, immuno-oncology, and preclinical and clinical biomarker development.

**Cosmos Corporation**, a pet care manufacturing company, announced plans to expand its world headquarters to O'Fallon, Missouri. The \$25.7 million facility is the site for all administration, manufacturing, and distribution operations, allowing Cosmos to meet a growing demand for natural pet products.



**Esse Health**, an independent physician group, opened a new office in St. Charles, Missouri. The group strives to improve the overall well-being of its patients through patient education, lifestyle modification, and prevention.

**EviCore**, a health innovation company that provides medical benefit management services, expanded in St. Louis, Missouri. The expansion is expected to add 100 new jobs to the region.

**Healthy Plus LLC** expanded its new headquarters in Independence, Missouri. The expansion created 125 new jobs.

**Heartland Dental**, the nation's largest dental support organization serving approximately 1,400 supported dentists across more than 900 dental offices, will open a new non-clinical support office in St. Louis, Missouri. The expansion creates 100 new jobs, adding to the current workforce of more than 11,000 team members across 37 states.

**MRIGlobal** announced plans to hire 45 to 50 more employees for a new In-Vitro Diagnostics Center of Excellence at its headquarters in Kansas City, Missouri, where it employs 350 people.

**Scollar Inc.**, a Silicon Valley-based animal health technology startup, announced plans to relocate its headquarters to Kansas City, Missouri, to launch its suite of products and expand the company in the Animal Health Corridor. Scollar will scale its administrative, customer success, sales, and marketing teams in Kansas City.

**Skin Specialty Solutions Inc.**, a skin care company, expanded in a 48,080 sq. ft. facility at the Fenton Logistics Park in St. Louis, Missouri. The expansion created 100 new jobs.

**Thermo Fisher Scientific**, a biotechnology product development company, announced plans to expand its manufacturing facility in St. Louis, Missouri. The 64,000 sq. ft. expansion represents \$50 million in capital investment and adds 80 new jobs to the region.

#### IN THEIR WORDS

"As our network of supported dentists grows, so must our infrastructure of support that is our tireless commitment to serve the needs of doctors and their dental office teams. The St. Louis region has the right mix of central location, affordable real estate and talent to help Heartland Dental grow. We are grateful for the city's warm welcome, and excited to bring jobs to the local economy."

*Patrick Bauer, Heartland Dental President and CEO*



# Health Innovation Talent & Education In Missouri

## Research Parks and Incubators

The **Center for Emerging Technologies** (St. Louis) develops startup companies in biotechnology, biomedical engineering, advanced materials, and electronics. Stereotaxis became the first of the center's companies to complete a public offering. In 2014, the Cambridge Innovation Center took over management of the Center for Emerging Technologies, creating their first location outside of Boston, and added 87,000 sq. ft. of space.

**Christopher S. "Kit" Bond Science and Technology Incubator/Innovation Stockyard** (St. Joseph) is home to the Institute for Industrial and Applied Life Sciences, which offers training and wet lab space. The 25,000 sq. ft. incubator is operated in conjunction with Missouri Western University. Tenants include Boehringer Ingelheim Vetmedica, Method Genetics, and the United States Animal Health Association.

The **Cortex Innovation Community** (St. Louis) is a cutting-edge biotech district located near Washington University in St. Louis, Saint Louis University, and Barnes-Jewish Hospital. Institutions within the district receive more than \$400 million in NIH funding annually.

**Ennovation Center** (Independence) provides a turnkey facility for wet and dry lab and general office space.

**Helix Center** (St. Louis) is a small business incubator that provides startups in plant and life sciences with affordable office and laboratory space, access to expertise and access to facilities at the Bio-Research and Development Growth (BRDG) Park at the Donald Danforth Plant Science Center.

**Missouri Research Park** (St. Louis) has more than 200 acres developed for high-tech and research facilities, housing 15 tenant companies with more than 2,000 employees.

### University of Missouri Research Parks and Incubators

**Discovery Ridge Research Park** leverages University of Missouri (MU)'s resources in agriculture, health, veterinary medicine, bioengineering, nutrition, biology, and environmental services.



*MU Life Science Business Incubator*

**Innovative Technology Enterprises (ITE)** at University of Missouri-St. Louis helps convert innovative ideas into thriving businesses in the information technology and life science sectors. ITE offers state-of-the-art infrastructure, in-house mentoring, business development, and access to University faculty and students.

Centered at MU, the **Midwest Biomedical Accelerator Consortium (MBArc)** harnesses the resources of the University of Missouri System and fosters collaborations between its campuses in Columbia, Kansas City, Rolla, and St. Louis. In addition, MBArc established a robust research and educational link between MU and the University of Kansas Medical Center, as well as its partnering universities. The consortium plans to extend to 16 universities in six states.

The **MU Life Science Business Incubator**, managed by the Missouri Innovation Center (MIC), gives residents access to biomedical, life science, and engineering laboratory suites along with nearby nuclear research reactor facilities. They also have opportunities to collaborate with MU's faculty scientists, which includes the use of university cutting-edge equipment and access to library and Trulaske College of Business resources.



Missouri State University, Jordan Valley Innovation Center (JVIC)

The **MU Midwest BioAccelerator** focuses on creating opportunities for new technology development related to the detection and mitigation of infectious diseases. The accelerator is part of a nationwide network established by the U.S. Department of Health and Human Services' Biomedical Advanced Research and Development Authority.

The **MU Coulter Accelerator Program** was established in 2012 as a partnership between MU and the Wallace H. Coulter Foundation. In 2016, MU committed \$4 million to continue funding the program through 2022. The program provides funding to engineer-clinician teams which perform experiments to attract the professional funding needed to continue the commercialization of the technology.

**NextGen Precision Health Initiative**, the top capital priority of the University of Missouri System, is expected to accelerate medical breakthroughs, increase collaboration among MU scientists and industry partners, attract research funding, generate jobs, and train a new generation of health care scientists and practitioners who will help Missouri address the health care needs of the future. The NextGen Initiative is supported by the Alliance for Precision Health, which will leverage MU expertise in collaboration with Siemens Healthineers, a global pioneer in medical technology.

## Biomedical Research Centers

**BioMed 21** (St. Louis) is a research facility with seven interdisciplinary research centers dedicated to translating basic science discoveries into real-world clinical solutions, an approach called translational research. The facility was developed by Washington University in St. Louis and BJC HealthCare.

The **Center for Clinical Pharmacology** (St. Louis) was recently established as a collaboration between the St. Louis College of Pharmacy and the Washington University School of Medicine. The Center is expected to create approximately 35 jobs when fully staffed. The center's initial focus will be on research to better understand and improve pain treatment.

The **Center for Gut Microbiome and Nutrition Research at Washington University** (St. Louis) aims to tackle the challenges of feeding the world's rapidly expanding population and improving global health by linking efforts to develop more nutritious foods with discoveries gleaned from the gut microbiome.

The **Center of Excellence in the Study of Dental and Musculoskeletal Tissues (CEMT)** (Kansas City) is a collaborative effort between the Schools of Dentistry, Medicine, Nursing, and Computing and Engineering focused on dental and musculoskeletal health. CEMT conducts research to prevent and treat diseases of mineralized tissue, including teeth, cartilage, bone, and muscle tissue. Research applications include biomaterials, medical devices, diagnostics, imaging, and veterinary medicine.

The **Bond Life Sciences Center** (Columbia) at MU encourages researchers to collaborate across disciplines on problems in human and animal health, the environment, and agriculture. Undergraduate and graduate research also trains the next generation of collaborators.

**Dalton Cardiovascular Research Center** (Columbia) investigators at MU have earned excellent local, national, and international reputations as they work toward understanding the causes of many diseases, including hypertension, cancer, cystic fibrosis and heart disease. Their ultimate goal is to develop new and improved therapies.

The **McDonnell Genome Institute at Washington University** (St. Louis) was one of the first three sites to begin full-scale human sequencing as part of the Human Genome project. Scientists there were the first in the world to decode the complete DNA sequence of a cancer patient.

**Missouri State University, Jordan Valley Innovation Center (JVIC)** (Springfield) is committed to the development and support of advanced biotechnology industries in Missouri. The Center for Biomedical and Life Sciences (CBLS) and the Center for Applied Science and Engineering (CASE) assist companies in developing and accelerating technologies related to medical instruments, bioprocessing techniques and equipment, R&D for agribusiness, and chem/bio sensors and systems.

**Molecular Imaging Center at Washington University** (St. Louis) fosters collaborations on advanced imaging projects between scientists from many different specialties. Initiatives at the center include efforts to track the spread of gene therapy for cancer and monitoring key genes in tumors. While the center's core focus is cancer, it supports collaborative imaging efforts in a wide variety of fields, including immunology, neuroscience, and cardiovascular disease.

**MRIGlobal** (Kansas City) has earned international recognition for its health research services supporting the pharmaceutical, biotechnology, veterinary, and agrochemical industries worldwide. MRIGlobal was formerly known as the Midwest Research Institute.



*Stowers Institute for Medical Research*

**MU Core Research Facilities** offer centralized access to instruments, technologies, expert consultation, and other services useful to higher education investigators and external clients from industry: Animal Modeling Core, Cell and Immunobiology Core, DNA Core, Electron Microscopy Core, Informatics Research Core Facility, Metabolics Center, Molecular Cytology Core, Molecular Interactions Core, Nuclear Magnetic Resonance Core, Charles W. Gehrke Proteomics Center and the X-Ray Microanalysis Core.

For more than 50 years, the **MU Research Reactor (MURR)** in Columbia has conducted ground-breaking research and collaborated with industry to develop unique products, including lifesaving radiopharmaceuticals. The facility is the highest-power university research reactor in the United States. Operating at 10 megawatts, MURR's reliability makes it an essential resource for researchers, scientists, engineers, health care clinicians and students.

The **Saint Louis University Center for Vaccine Development** is a multi-disciplinary research facility for vaccines and biologics, and it is one of only nine NIH-funded vaccine research institutions. The Center conducted pivotal research on the H1N1 influenza vaccine, biodefense, respiratory syncytial virus (RSV), and tuberculosis vaccines.

## IN THEIR WORDS

"Kansas City is the obvious, best location to launch Jurox's U.S. operations. Missouri offers a broad portfolio of animal health companies, a first-rate talent pool, and a superior transportation network that connects us to clientele around the country and globe. Kansas City's reputation and resources in animal science provides advantages you can't find elsewhere."

*John O'Brien, Managing Director, Jurox*

**Siteman Cancer Center** (St. Louis) is an international leader in cancer treatment, research, prevention, education, and community outreach at Barnes Jewish Hospital and Washington University School of Medicine. It is the only cancer center in Missouri to hold the prestigious Comprehensive Cancer Center designation from the National Cancer Institute.

The **Stowers Institute for Medical Research** (Kansas City) conducts basic research on genes and proteins to determine the causes, treatment, and prevention of diseases.

The **Swine Somatic Cell Editing Center** (Columbia) at MU will be the latest expansion of the NIH's Somatic Cell Gene Editing Consortium, which aims to develop quality gene-editing tools and make them available to researchers. The new center will be tasked with creating protocols to evaluate the safety and efficacy of reagents, which are the tools researchers use to edit and repair disease-related genes.

Washington University in St. Louis is collaborating with the biopharmaceutical company Pfizer Inc. on research aimed at speeding the development of new drugs. The university is the first academic institution in the Midwest to join Pfizer's **Centers for Therapeutic Innovation's (CTI)** collaborative network. The new collaboration is aimed at supporting translational research that has the greatest potential to bring innovative therapies to patients. The collaboration will focus on certain rare diseases, as well as on immunology and inflammation, oncology, neuroscience, and cardiovascular and metabolic diseases. In particular, the program will focus on approaches that involve large-molecule therapeutics and antibodies that have the potential to address multiple diseases.

# Medical Schools in Missouri

## DO-PhD Programs

**A.T. Still University** (Kirksville), founded in 1892, is the birthplace of osteopathic medicine and the oldest osteopathic institution in the world. Current enrollment on the Kirksville campus is 720 DO-PhD students.

**Kansas City University of Medicine and Biosciences** is home to the oldest medical school in Kansas City and the largest in Missouri. Since 1916, the University has awarded the Doctor of Osteopathic Medicine degree to more than 7,000 graduates. Currently, 1,554 DO students are enrolled at the Kansas City and Joplin campuses combined, making KCU into one of the largest medical schools in the nation.

## MD-PhD Programs

**Saint Louis University School of Medicine (SLU SOM)**, established in 1836, is a private, American Allopathic Medical School. The school has the distinction of awarding the first MD degree west of the Mississippi River. The University's \$82 million Edward A. Doisy Research Center supports research in five key areas: cancer and molecular biology, liver disease, cardiovascular disease, neurosciences and aging, and vaccine development. The school currently has an enrollment of 717 MD-PhD students.



*A.T. Still University's School of Dentistry*

The **MU School of Medicine** (Columbia) was the first publicly supported medical school west of the Mississippi River. More Missouri physicians have received their medical degree from MU than from any other university. Currently, 460 MD and PhD students are enrolled in the medical school.

**University of Missouri-Kansas City** offers an accelerated combined Bachelor/MD program based on a six-year curriculum, admitting students into the program directly from high school. Currently, 433 students are enrolled in the program.

**Washington University School of Medicine** (St. Louis), ranked 7th for NIH funding in 2018 and 8th for research in 2019 (U.S. News & World Report). The school has been listed among the top ten medical schools since rankings were first published in 1987. Currently, 492 MD-PhD students are enrolled.

## Pharmacy Schools

**St. Louis College of Pharmacy** is the oldest college of pharmacy west of the Mississippi River. The school's sole program is the Doctorate of Pharmacy. Enrollment is currently 1,195 students.

**University of Missouri-Kansas City** offers Doctorates of Pharmacy, Pharmacology & Toxicology, and Pharmaceutical Sciences. The school currently has 502 PhD students enrolled.

## Dentistry Schools

**A.T. Still University's School of Dentistry** (Kirksville), welcomed its first class of students in 2013. Students will complete their first two years of study on ATSU's Kirksville, Missouri, campus. Third and fourth-year clinical education is based in St. Louis, which provides an adequate population base of patients in need of dental services. At least half of the fourth-year clinical experiences are distributed in community health centers (CHCs) and other safety net clinics in Missouri and the Midwest. The program currently has 185 students enrolled.

## IN THEIR WORDS

"Missouri is an important part of Pfizer's R&D network, and we're proud of the world-class employee base we've built here."

*John Ludwig, Senior Vice President of BioTherapeutics Research, Pfizer*

**University of Missouri-Kansas City School of Dentistry** originated from the Kansas City Dental College established in 1881. Currently the program has 428 DDS/DMD students enrolled.

**Kansas City University of Medicine and Biosciences** will break ground on an \$80 million College of Dental Medicine on its Joplin campus in 2020. KCU anticipates seating an 80-person class in 2022.

## Veterinary Schools

The **MU College of Veterinary Medicine** is the only institution in the state that confers the doctor of veterinary medicine degree. Guided by a One Health–One Medicine philosophy, the mission of the college is to educate and train outstanding clinicians and scientists, generate new knowledge, and foster economic growth, all of which promote and protect the health and welfare of animals and people. The professional program annually graduates approximately 115 veterinarians.

## Optometry Schools

The **University of Missouri-St. Louis College of Optometry** was founded in 1980 and currently has 175 students enrolled in the Doctor of Optometry program.

## Chiropractic Schools

**Logan University College of Chiropractic** in Chesterfield is a top four chiropractic college offering seven programs, including bachelor's, master's and doctoral degrees. The school currently has 815 Doctor of Chiropractic students, 47 Doctoral Students, 517 Master of Science students and 203 Undergraduate students enrolled.

## Other Notable Biomedical Training Programs

The **Advanced Technology Center (ATC)** (Mexico) is a cooperative effort among the City of Mexico, Linn State Technical College, Moberly Area Community College and the University of Missouri Outreach and Extension. ATC offers five-degree programs, including a Practical Nursing program, a Certified Nursing Assistant (CNA) program, and a Medical Laboratory Technician program.

The **Metropolitan Community College (MCC)** offers an animal health program, one of only a few such programs in the Midwest. The college's existing two-year degree program in veterinary technology prepares students to assist veterinarians with animal nursing care, lab diagnostics, anesthesia, surgery, dentistry, radiology, and more.

The **Project Lead the Way Biomedical Sciences**, is an integrated high school program that introduces Missouri students to the numerous medical fields. PLTW Biomedical Sciences augments existing high school science and math college preparatory programs to establish a solid background in biomedical science. There are over 90 high school PLTW Biomedical Sciences programs running in Missouri high schools.

## Major Hospitals in Missouri

- Barnes Jewish Hospital (BJC) in St. Louis, nationally ranked in 10 specialties
- St. Luke's Hospital in Kansas City, nationally ranked in two specialties
- St. Louis Children's Hospital, nationally ranked in 10 specialties
- Children's Mercy Hospital in Kansas City, nationally ranked in 10 specialties

*Source: U.S. News & World Report, 2019*

# Access To Capital

## Angel Networks

**Arch Angels** (St. Louis) are a part of the region's seed to later stage equity capital continuum, targeting an investment range that is generally underserved by institutional venture capital firms.

**Billiken Angels** (St. Louis) provides capital to firms in all industries and at all stages, not just start-ups. To be considered, however, the firm or start-up must be owned by current or former Saint Louis University students, faculty, or staff, or firms using intellectual property licensed from Saint Louis University.

**Centennial Investors Angel Investor Network** (Columbia) is a network of accredited investors devoted to funding technology-based start-up and early stage companies.

**Show Me Angels** (Lee's Summit) is a membership organization of accredited investors committed to investing in early-stage companies in the Kansas City region.

**Ozark Angels** (Springfield), a community-based organization located in Springfield, Missouri, which connects regional Angel Investors with qualified seed, startup, and private equity opportunities.

**Northland Angel Investor Network** (Kansas City) seeks to match financial capital and assistance with qualified start-up and emerging-growth companies willing to locate in the dynamic community of Clay County, Missouri. NAIN works in concert with the Clay County Economic Development Council, whose mission is "Maximizing economic well-being and opportunity in Clay County, Missouri."

## Missouri Venture Capital Funds and Resources

**Advantage Capital Partners** (St. Louis) provides equity and debt capital, along with value-added counsel and other support, to operating businesses that have the potential for excellent investor returns as well as significant community impact.

**Arch Grants** (St. Louis) offers startups funding in the form of grants and supports the startups as they remain or transition to downtown St. Louis.

**Arsenal Capital Management** (St. Louis) identifies emerging growth companies with the best ideas, not limiting themselves to a specific industry or trend. Their initial investment in a company ranges from \$500,000 up to \$5 million with a maximum total investment of up to \$10 million.

**Ascension Ventures** (St. Louis) is a strategic healthcare venture fund focused on the medical device, technology, and service sectors with \$800 million under management. Ascension Ventures is a strategic investor that adds value to portfolio companies by sharing solutions across its network of partners.

**BioSTL** (St. Louis) fosters collaborative efforts to advance innovation & entrepreneurship that build on St. Louis' world-class medical and plant biosciences. Since 2001, BioSTL has been building the foundation for medical and plant science, innovation and entrepreneur success that is transforming the St. Louis economy.

**BioGenerator** (St. Louis) is an evergreen investor that creates, grows, and funds innovative companies and talented entrepreneurs in the St. Louis region. BioGenerator identifies and de-risks commercially promising innovations and services, advises innovators and entrepreneurs, recruits and supports entrepreneurial talent, makes staged investments grounded in rigorous due diligence, and offers access to enabling lab space and capital equipment. BioGenerator positions companies to navigate the unique challenges of early-stage bioscience company development. The U.S. Economic Development Administration (EDA) recently awarded the BioGenerator a \$300,000 grant to help support area startups. BioGenerator is the investment arm of BioSTL.

**GlobalSTL** (St. Louis), an initiative of BioSTL, aims to recruit high-growth international companies to set up U.S. headquarters in St. Louis. GlobalSTL focuses on companies that match well with St. Louis' strengths in ag and plant science, medical and human health, cyber security, financial technology, and food and nutrition.



## IN THEIR WORDS

"The state's highly-educated workforce, favorable business climate, along with local funding from Cultivation Capital, give us confidence that Missouri is the right location for BlueStrata."

*Tony Coco, President and CEO, BlueStrata EHR*

**Bush O'Donnell Capital Partners** (St. Louis) invests in companies that have recurring annual revenues of \$5 million or more. It does not invest in start-ups, turnaround situations or companies with project-based revenues.

**Capital for Business, Inc.** (St. Louis) targets leading companies in niche markets that share the following characteristics: significant and defensible market positions, differentiated products and services, scalable business platforms, and consistent financial performance. CFB targets investments arising from management buyouts, leveraged buyouts, recapitalizations, corporate divestitures, growth financings, and going-private transactions.

**Cultivation Capital** (St. Louis) invests in early-stage life sciences companies, primarily in the therapeutics, diagnostics, research tools and reagents, medical devices, and healthcare information technology verticals. Cultivation Capital was recognized for being among the nation's most active seed investors in 2015.

The **eFactory** (Springfield) business incubator at Missouri State University supports startups and early stage companies in several targeted industries with a variety of resources, including early stage seed capital.

**Helix Fund** (St. Louis) supports entrepreneurship in the bioscience sector by providing early stage capital and other financial support for advancing the commercialization of technology and innovation.

**iSelect Fund** (St. Louis) invests in early stage start-up companies that address global issues. Their main focus areas are companies in food and agriculture, healthcare, resource efficiency, and technology.

**Kingdom Capital** (St. Louis) invests in early stage tech companies largely in the health and medical fields.

**Lewis & Clark Ventures** (St. Louis) is a venture capital firm focused on funding for high growth companies in sectors that include agtech, digital healthcare, and software, serving markets such as financial, agricultural, healthcare, and business enterprise solutions.

**Nidus Partners** (St. Louis) provides seed funding, entrepreneurial experience, and market input to advance early technology towards commercialization. It is a unique collaboration between experienced entrepreneurs and strategic corporations for the purpose of identifying and commercializing technologies impacting the energy market.

**Oakwood Medical Investors** (St. Louis) is a life sciences venture capital fund formed to invest in development-stage medical device, biopharmaceutical, and healthcare service companies.

**Prolog Ventures** (St. Louis) specializes in early stage life science and animal health companies.

**RiverVest Venture Partners** (St. Louis) invests in medical device and biopharmaceutical industries, as well as later-stage life science businesses.

**Stifel, Nicolaus & Company** (St. Louis) is a co-general partner of Vectis II, a national life sciences venture capital and private equity fund, co-headquartered in St. Louis and in Boston with its partner, Brooke Private Equity Advisors.

**Thompson Street Capital Partners** (St. Louis) is a private equity firm that invests in profitable middle-market companies headquartered in North America.

**Tradebot Ventures** (Kansas City) invests in technology-based companies located in the Kansas City region.

**Triathlon Medical Ventures** (St. Louis) is a Midwest-based venture capital firm that invests exclusively in the life sciences, providing equity capital to early and expansion stage companies in biomedical technology that address significant human healthcare needs.



## State Funding Resources

**Missouri Technology Corporation (MTC)** was established by the Missouri Legislature in 1994 as a private not-for-profit charged with attracting research funding and technology companies to Missouri. MTC has various funding and grant programs aimed at growing the state's bioscience sector, including the Missouri IDEA (Innovation, Development, and Entrepreneurship Advancement) Funds. The IDEA Funds support the transfer of science and technology into job creation and provide financing to eligible businesses through four stages of growth: pre-seed capital stage financing, seed capital stage financing, venture capital stage financing, and expansion stage debt.

## Investment Capital Conferences

**Animal Health Investment Forum** is held annually in the Kansas City region to generate investment for early-stage animal health-related companies. Companies presenting at the Forum have raised over \$430 million. The 2019 forum featured 11 early-stage animal health companies from all over the world.

**GlobalSTL Health Innovation Summit** is an intimate gathering where international startups, who are ready to enter the U.S. market, can meet and have high-quality meetings with investors and decision makers at top hospital systems and healthcare companies. The U.S.-based organizations that attend the event and meet with companies represent more than \$240 billion in health care purchasing power.

**Invest Midwest** facilitates investment in the region's top life science, technology, and alternative energy companies. This annual conference attracts more than 300 attendees and has helped generate more than \$1 billion in investment capital over the past 20 years.

# Occupation Information for Health Innovation

Code	Occupation Title	Missouri Employment	Missouri Annual Mean Wage	Missouri Hourly Median Wage	U.S. Annual Mean Wage	U.S. Hourly Median Wage
000000	All Occupations	2,804,780	\$46,460	\$17	\$51,960	\$19
172031	Biomedical Engineers	200	\$75,150	\$36	\$95,090	\$43
172041	Chemical Engineers	550	\$105,990	\$49	\$114,470	\$50
190000	Life, Physical, and Social Science Occupations	17,030	\$63,120	\$26	\$76,160	\$32
191021	Biochemists and Biophysicists	170	\$92,000	\$37	\$105,940	\$45
191023	Zoologists and Wildlife Biologists	380	\$52,990	\$24	\$67,760	\$30
191029	Biological Scientists, All Other	510	\$67,290	\$32	\$83,600	\$38
194021	Biological Technicians	1,160	\$41,740	\$19	\$48,060	\$21
194031	Chemical Technicians	910	\$51,490	\$24	\$51,670	\$23
291131	Veterinarians	1,600	\$90,580	\$43	\$105,240	\$45
292010	Clinical Laboratory Technologists and Technicians	9,720	\$48,850	\$22	\$53,880	\$25
292056	Veterinary Technologists and Technicians	1,620	\$31,910	\$14	\$35,560	\$17
499062	Medical Equipment Repairers	1,430	\$48,390	\$23	\$52,710	\$24
519012	Separating, Filtering, Clarifying, Precipitating, and Still Machine Setters, Operators, and Tenders	1,350	\$40,330	\$20	\$44,140	\$20
519082	Medical Appliance Technicians	280	\$36,820	\$16	\$42,180	\$19

Source: Bureau of Labor Statistics, Occupational Employment and Wage Estimates, May 2018

## IN THEIR WORDS

"I was delighted with the vibrant community here in Kansas City and believe it is the perfect place for Scollar to rapidly scale in the U.S. and globally."  
*Scollar CEO and Co-Founder Lisa Tamayo*



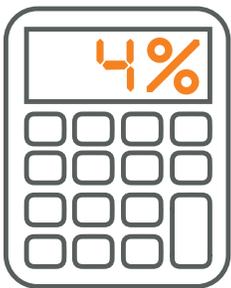
# Missouri Reduces Your Risk and Your Costs

Missouri provides you with a solid business foundation, financial and otherwise. In Missouri, taxes and business costs don't eat up all of your company's profits.

## Income Tax Allocation

Starting January 1, 2020, Missouri's corporate income tax rate dropped to 4 percent, making us one of the most tax-friendly states in the U.S. Missouri also moved to a single factor, market-based corporate income tax apportionment model based only on sales.

In addition, it is important to note that Missouri has not adopted worldwide or nationwide unitary tax assessment in computing multinational corporate income tax liability.



CORPORATE INCOME TAX RATE OF **4 PERCENT**, THE **2ND** LOWEST IN THE U.S.

## Tax Exemptions for Manufacturers

Manufacturers locating in Missouri enjoy numerous tax advantages, including:

- Sales/use tax exemption on machinery and equipment used to establish a new or expand an existing facility
- Property tax exemption for inventories
- State sales tax and local use tax exemption on energy purchases

## Certified Sites

Missouri's Certified Sites Program also reduces your risk by ensuring there has already been a comprehensive review of the availability of utilities, site access, environmental concerns, land use conformance, and potential site development costs. Having a site

"certified" reduces the risk associated with development of particular sites by providing up front and consistent information. Additionally, Missouri's 50+ years of a AAA bond rating is representative of our solid financial acumen and stable financial foundations.

Missouri has more than 47 rail served sites of 50+ acres or more and 180 industrial facilities with more than 50,000+ square feet (*LocationOne as of 11/5/2019*).

## Workforce Development

Missouri One Start provides businesses with \$42 million of comprehensive pre-employment and customized training solutions to help them ramp up faster during an expansion. Missouri One Start's network of colleges and training facilities have the resources to meet each business's unique needs by delivering tailored pre-employment screening, employment marketing, and job specific training to make businesses more competitive. In addition, Missouri offers free community college through the A+ and Fast Track programs.

## Our Services

Missouri is also committed to your growth. Our goal is to reduce your risk and provide first-class support from your initial site search to the day you open for business. Our team is ready to work with you and provide a "concierge service" as you consider where your next expansion will be.

Benefits like our low business and labor costs, reliable and inexpensive energy, aggressive and performance-based incentives, and a statewide commitment to attracting companies and investment, make Missouri a place where your company can come to grow and thrive. Whether it's in six weeks, six months, or six years, we are an expert resource to support you when the time is right to look at Missouri.





**Subash Alias, CEO**

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Working primarily out of the St. Louis office, Subash is the CEO and focuses on bringing jobs and investment to Missouri.



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Based in the Kansas City office, and focusing on multiple industry sectors, Cathleen generates, cultivates and closes business attraction opportunities to bring jobs and capital investment to Missouri.



**Kylee Garretson, Director, Business Recruitment & Capacity Building**

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Kylee actively manages business attraction projects for Missouri, provides support to the full business recruitment team, and manages Missouri's capacity building initiatives in communities across the state. She is based in the Kansas City office.



**Deborah Price, VP, Business Recruitment & General Counsel**

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Focusing mostly in domestic markets as well as South America and Israel, Deborah is generating, cultivating and closing opportunities with companies across multiple industry sectors. As General Counsel, Deborah serves as the Partnership's senior attorney. She is based in the St. Louis office.



**Dennis Pruitt, CEcD, VP, Business Development**

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Dennis, who is based in the St. Louis office, works across multiple industry sectors, primarily targeting companies in Europe, Asia, and Canada to bring new jobs and investment into Missouri.



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*Missouri Partnership is a public-private economic development organization focused on attracting new jobs and investment to the state and promoting Missouri's business strengths. We work in partnership with the Hawthorn Foundation, the Missouri Department of Economic Development, the State of Missouri, and economic development agencies across the state. • [www.missouripartnership.com](http://www.missouripartnership.com)*