In 2001, our founder and my mentor, the late Dr. William H. Danforth, envisioned a St. Louis transformed into an innovation economy by creating a comprehensive ecosystem that engages leaders from business, universities, venture capital, philanthropy, and economic development. The vision lives on today in BioSTL as we establish our region as a vibrant, innovation economy that is collaborative, inclusive, and globally connected.

For 20 years, BioSTL has worked tirelessly to become one of the country’s most celebrated ecosystem catalysts, driving innovation in medicine, health care, agriculture, and more. These domains allow us not only to strengthen our impact on the regional innovation economy, but to help cure disease, mitigate hunger, and improve the human condition. We place St. Louis in the center of solving important world challenges.

Today’s BioSTL is a multi-faceted organization that directly builds and attracts startups, talent, and technology and convenes diverse stakeholders to address regional needs – while embedding inclusion and equity into our programs and the ecosystem. We do this through:

- BioGenerator, the startup arm of BioSTL
- GlobalSTL, our international innovation recruiting program
- People, cultivating a diverse and inclusive community of entrepreneurs, innovators, mentors, and coaches
- Our role as a convener and organizer of ecosystem stakeholders

As we enter our third decade, we are poised to achieve our greatest impact. We are especially grateful to the many individuals, foundations, and corporate partners who’ve supported our mission. Together, with your continued support, we can advance St. Louis’ innovation economy and its leadership in improving our world.

Donn Rubin
BioSTL Founding President & CEO

“St. Louis has benefited from the efforts of an exceptionally strong and proven intermediary, BioSTL. Biosciences is a central calling card for the St. Louis metropolis. It is emblematic of a new kind of a purpose-driven economy that has the potential, literally, to feed the world, heal the sick, and radically reduce racial and ethnic health inequities.”

— Bruce Katz, Founding Director, Brookings Metropolitan Policy Program, and author of STL 2030 Plan
“One of the country’s most celebrated cluster support organizations”

Mass Economics

BioSTL has orchestrated a high-impact bioscience innovation cluster that is a model for other U.S. regions

Michael Porter’s (Harvard Business School) Initiative for Competitive Inner Cities

BioGenerator named Best Practice for the Western Hemisphere

Organization of American States / U.S. State Department

GlobalSTL is “A model for American cities going global”

Brookings Institution

BioSTL’s Diversity, Equity, & Inclusion initiatives are nationally recognized

The White House, Ewing Marion Kauffman Foundation, and Institute for Women’s Policy Research
BioGenerator, the startup arm of BioSTL, is St. Louis’ most prolific creator of startups and among the most active early-stage biotech investors in the U.S. From the germ of a founder’s idea through product and revenue success, more than 400 startups have been recipients of BioGenerator investments and/or services, enabling early-stage vetting and de-risking of technical and commercial concepts. We provide a range of services and critical resources, including financial capital, dedicated lab space and equipment, coaching to win federal grants, introductions to key investor relationships, seasoned executives in residence, and more.

$1.6 BILLION
follow-on capital raised
85% from outside St. Louis

45:1 LEVERAGE
$35 million invested in 95 St. Louis startups

$87 MILLION
in NIH startup grants
Moved Missouri to 19th from 29th

Our Middle America location demands that we be more proactive and deliberate than our coastal counterparts in leveraging global relationships. Beginning with Israel in 2014, and expanding steadily into Europe, Asia, and South America, BioSTL connects St. Louis to leading innovation hubs worldwide through GlobalSTL. By aggregating the innovation “buying power” of St. Louis corporations and institutions, especially in health care and ag/food, GlobalSTL creates a magnet for innovators seeking North American customers and partners. With deep networks overseas, the GlobalSTL team identifies cutting-edge innovations to bring business value and competitive advantage to St. Louis.

16 COUNTRIES
$166 MILLION
generated in revenue
>34 INTERNATIONAL DEALS
In the 21st century, regions compete based on talent. BioSTL invests time and resources in talent development and equitable workforce initiatives. We understand the talent that established companies in our region need to compete – and we are committed to closing the skill gap.

Talent can also determine whether a startup succeeds. BioSTL develops entrepreneurs through coaching, mentorships, and rounding out leadership team experience with our entrepreneurs-in-residence program. Our Entrepreneur Development team supports early-stage, bioscience entrepreneurs with a one-on-one, customized founders learning experience, at no cost. We innovate programs to ensure aspiring innovators and entrepreneurs can achieve their potential, no matter their race or gender.

We’re proud of our role as a trusted convener to drive collaboration and to enable St. Louis stakeholders to accomplish collectively what we could not do separately. BioSTL leverages its coalition of remarkable leaders to identify ecosystem gaps, win national grants, and put forth a unified regional voice around state and federal innovation policy.

- The BioSTL Coalition brings together top university, corporate, civic, and entrepreneur leaders to advance St. Louis. Outcomes include Cortex Innovation Community and jump-starting St. Louis-based venture capital.
- GlobalSTL organizes a community of 40 innovation leaders from St. Louis’ top health care organizations to collaborate on transformational health care innovation as a single community.
- BioSTL co-founded the national Innovation Advocacy Council to advocate for strong innovation and entrepreneurship policies and resources on Capitol Hill and with federal agencies, and founded NEXT Missouri to give a policy voice to entrepreneurs across the state.

We partnered with the Partnership for Public Service to gather data on our impact. We are proud to report the following:

- 779 researchers and scientists coached
- 36 entrepreneurs in residence (17 company leads)
- $53 million raised for inclusion participant businesses
- 713 women
- 845 people of color
- 170 foreign born
- $142 million appropriated for new federal commercialization grants
- $112 million appropriated for Missouri grants & investments
- 210+ meetings last year with state & federal policymakers
- 17 organizations in St. Louis receiving funds from BioSTL’s federal work
BioSTL’s innovative and entrepreneurial approach to economic development has yielded groundbreaking programs that serve as national models and that have enabled unrivaled success in winning national competitive grants. BioSTL’s significant organizational growth is a testament to our public and private funders’ confidence in our ability to deliver meaningful impact.

### BIOSTL 2021 BUDGET

**TOTAL: $17M up from $13M in 2020**

- **$5.3M** | Company Creation/Entrepreneur Support
- **$2.4M** | Company Attraction
- **$5.1M** | BioGenerator Investments in Startups
- **$2.7M** | Ecosystem Building
- **$1.4M** | Fundraising/Admin

*92% of all funding received by BioSTL goes directly to program support*

### BIOGENERATOR INVESTMENTS BY SECTOR (2001-2020)

<table>
<thead>
<tr>
<th>Sector</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pharma</td>
<td>33%</td>
</tr>
<tr>
<td>Agriculture</td>
<td>17%</td>
</tr>
<tr>
<td>Medical Devices</td>
<td>16%</td>
</tr>
<tr>
<td>Research Tools</td>
<td>9%</td>
</tr>
<tr>
<td>Diagnostics</td>
<td>9%</td>
</tr>
<tr>
<td>Healthy Living</td>
<td>6%</td>
</tr>
<tr>
<td>Other</td>
<td>5%</td>
</tr>
<tr>
<td>Health IT</td>
<td>5%</td>
</tr>
<tr>
<td>Pharma</td>
<td>33%</td>
</tr>
<tr>
<td>Agriculture</td>
<td>17%</td>
</tr>
<tr>
<td>Medical Devices</td>
<td>16%</td>
</tr>
<tr>
<td>Research Tools</td>
<td>9%</td>
</tr>
<tr>
<td>Diagnostics</td>
<td>9%</td>
</tr>
<tr>
<td>Healthy Living</td>
<td>6%</td>
</tr>
<tr>
<td>Other</td>
<td>5%</td>
</tr>
<tr>
<td>Health IT</td>
<td>5%</td>
</tr>
</tbody>
</table>

### BIOSTL 2021 PROJECTED SOURCES

- Corporate/Foundation Support
- Individual Support
- Federal and State Awards
- BioGenerator Investment Returns
- Earned Sources

“I devote much of my time and resources to BioSTL because its multi-dimensional programs have a tremendous impact on our region’s economic health in the dynamic 21st century.”

– Mr. John McDonnell, Retired Chairman of the Board, McDonnell Douglas Corp., and Chairman of the Board, BioSTL
A new Center for National Pandemic Resiliency through Bioscience is underway at BioSTL thanks to a $2.96 million grant from the Economic Development Administration (EDA) finalized in 2021. The Center will establish St. Louis as a national laboratory for piloting, accelerating, and commercializing pandemic response and resiliency innovations. These include disease surveillance and monitoring, contact tracing, food/nutrition supply chain safety, and onshore production of critical drug ingredients - all designed to help U.S. communities prevent and recover from outbreaks of infectious disease and other health-related crises. Examples of current St. Louis technologies include a nasal vaccine for easier delivery, and the repurposing of existing drug candidates to treat new threats.

Center for National Pandemic Resiliency

A new Center for National Pandemic Resiliency through Bioscience is underway at BioSTL thanks to a $2.96 million grant from the Economic Development Administration (EDA) finalized in 2021. The Center will establish St. Louis as a national laboratory for piloting, accelerating, and commercializing pandemic response and resiliency innovations. These include disease surveillance and monitoring, contact tracing, food/nutrition supply chain safety, and onshore production of critical drug ingredients - all designed to help U.S. communities prevent and recover from outbreaks of infectious disease and other health-related crises. Examples of current St. Louis technologies include a nasal vaccine for easier delivery, and the repurposing of existing drug candidates to treat new threats.

Center for Defense Medicine

BioSTL has launched a new Center for Defense Medicine with the help of a $1.5 million grant in 2020 from the EDA of the U.S. Department of Commerce - one of only seven maximum-level grants awarded out of a competitive, nationwide pool of >600 applications. The Center will leverage innovation from local universities and beyond to develop innovative solutions that meet the needs of U.S. military and security forces and accelerate their path to market. Examples of St. Louis technologies with strong defense and civilian applications include drugs to treat hearing loss, and artificial red blood cells used on the battlefield and for civilian trauma.

Innovation in Underserved Communities - Urban & Rural

Underinvested urban and rural communities are often the last to access difference-making innovation. BioSTL has received a grant from the Missouri Foundation for Health to bring health care and remote patient monitoring technologies to such communities. More inclusive and equitable access to cutting-edge innovation can help reduce the health disparities highlighted by the COVID-19 pandemic.
JOIN US IN TRANSFORMING ST. LOUIS AND THE WORLD

biostl.org/donate