



# IMPACT REPORT

340

4343



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.

A handwritten signature in dark ink, appearing to read 'Donn Rubin', written in a cursive style.

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

A blurred background image of a microscope, showing the eyepiece, objective lenses, and stage. The image is in shades of blue and white, creating a clean, professional look.

**“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**

## STARTUPS

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.

# \$2.2

## BILLION

follow-on capital raised  
*85% from outside St. Louis*

# 60:1

## LEVERAGE

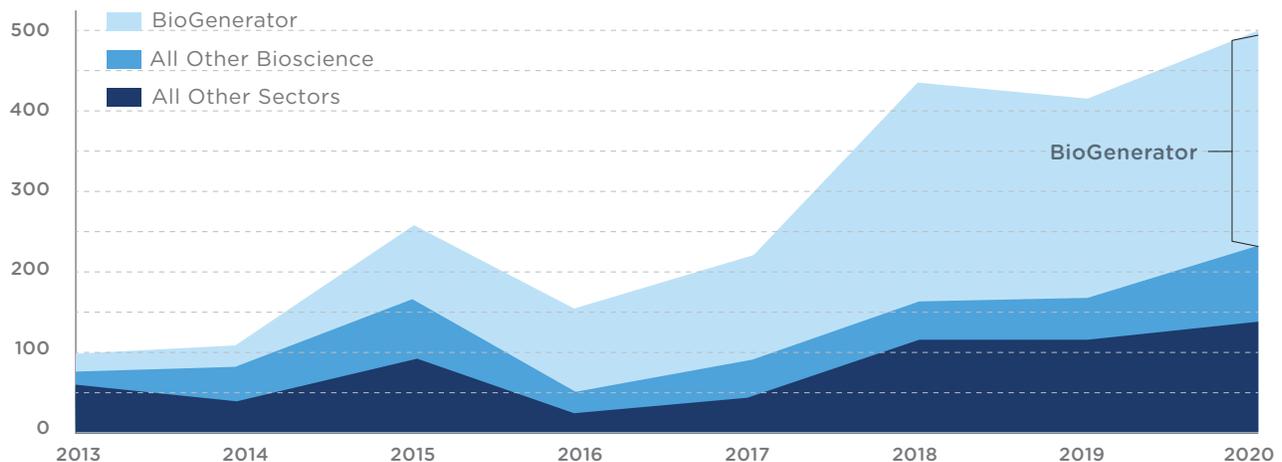
\$35 million invested in  
95 St. Louis startups

# \$87

## MILLION

in NIH startup grants  
*Moved Missouri to 19th from 29th*

### CAPITAL INVESTED IN ALL ST. LOUIS STARTUPS FROM 2013-2020



## GLOBAL INNOVATION

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

## PEOPLE

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.

ENTREPRENEURS  
TRAINED

713  
WOMEN

845  
PEOPLE OF COLOR

170  
FOREIGN BORN

779

RESEARCHERS AND  
SCIENTISTS COACHED

36

ENTREPRENEURS  
IN RESIDENCE  
*17 Company Leads*

\$53

MILLION  
raised for inclusion  
participant businesses

## ECOSYSTEM BUILDER AND CONVENER

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.

\$142

MILLION

appropriated for new federal  
commercialization grants

\$112

MILLION

appropriated for Missouri  
grants & investments

210+

MEETINGS

last year with state  
& federal policymakers

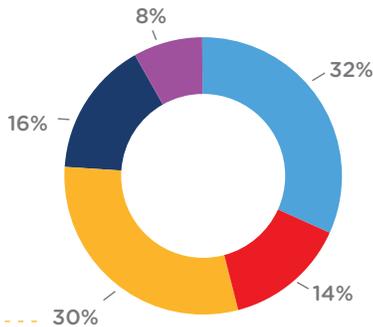
17

ORGANIZATIONS

in St. Louis receiving funds from  
BioSTL's federal work

# FINANCIAL SNAPSHOT

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**.

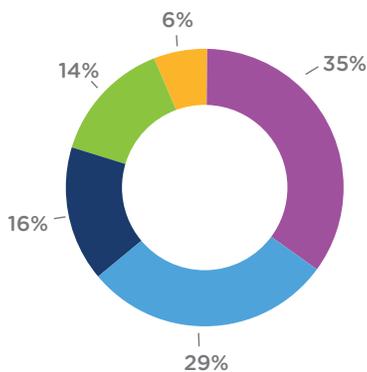
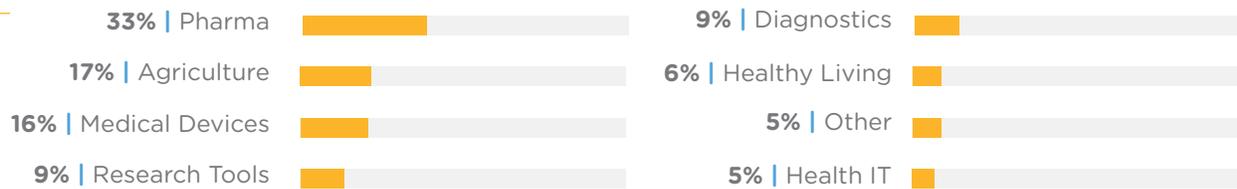


## BIOSTL 2021 BUDGET TOTAL: **\$17M** up from \$13M in 2020

- **\$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)



## 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

## LOOKING AHEAD...

Capitalizing on its two-decade track record of results, **BioSTL is uniquely positioned to build new platform efforts** that establish St. Louis leadership in areas of competitive strength. These initiatives increase **St. Louis' renown**, making our region a **magnet for innovators and entrepreneurs**.



### 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 begin bringing 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](https://biostl.org/donate)*

