

St!Louis

Perfectly Centered. Remarkably Connected.



**Technology-based
Economic Development**
St. Louis Market





Observations

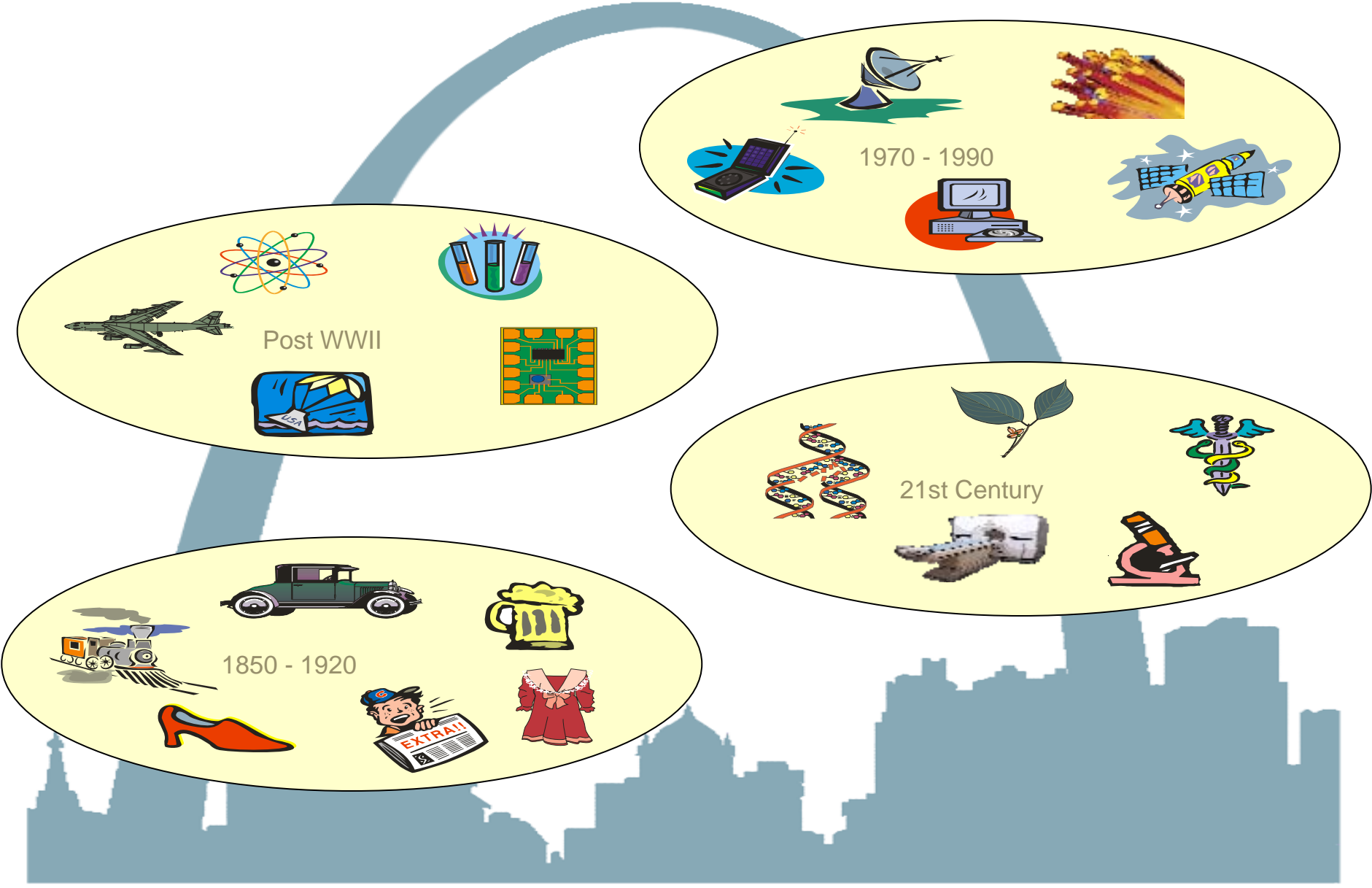
- Local business economy risk averse
- No tradition of high risk start-ups
- Not many serial entrepreneurs
- No surplus of Venture Capital
- No one disagreeing with my observations



Observations

- University strengths: Research & Workforce
- Seed Capital: newer Prolog, nascent Arch Angels
- Tech Incubators: three & one generator
- Leadership & Consensus
- Damn nice people

Periods of Explosive Growth in St. Louis





Essential elements for growing your own companies

- 1) **World-class Research Institutions**
- 2) **Effective Tech Transfer**
- 3) **Access to Capital**
- 4) **Appropriate R&D Facilities**
- 5) **Experienced Entrepreneurial Talent**
- 6) **Educated Workforce**
- 7) **Knowledgeable Service Providers**
- 8) **Entrepreneurial Culture Supporting Innovation**
- 9) **Engaged Public Sector**
- 10) **Quality of Life Attractive to Creative Class**



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Community Leadership

- Danforth Foundation
 - Danforth Plant Science Center
- St. Louis RCGA
 - Capital Alliance
 - Innovate St. Louis (spin-off)
 - Center for Evergreen Energy (spin-off)
- Washington U, St. Louis U, UMSL
- Corporate Community



DONALD DANFORTH
PLANT SCIENCE CENTER

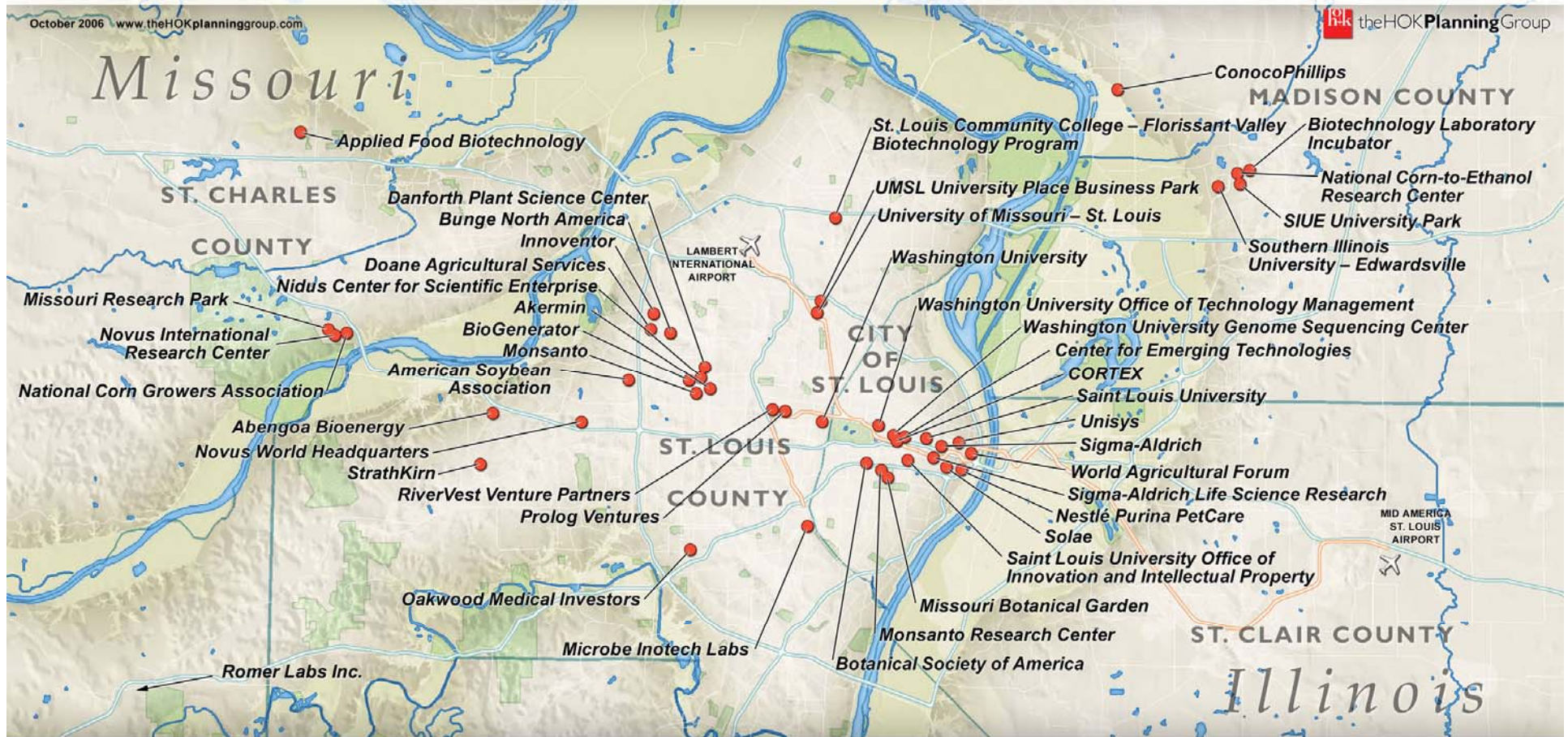
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St. Louis Regional BioEnergy Assets



October 2006 | www.theHOKplanninggroup.com

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Other Regional BioEnergy Assets

Agreeco
BioEnergy Working Group
Governor of Illinois
Kellogg Foundation

Governor of Missouri
Missouri Governor's Advisory
Council for Plant Biotechnology
Plant and Life Sciences Coalition

Research Alliance of Missouri
St. Louis Regional Chamber
and Growth Association
Science Policy Group
Vectus Fund
Alltech

Dow
DuPont
Mycogen
Solutia
Southeast Missouri
State University

Southern Illinois
University -- Carbondale
Truman State University
Cargill
Center Oil Co.
Emerson Process Controls

International Ingredient Corp.
MFA, Inc.
Renessen
National Biodiesel Board
United Soybean Board
Apex Oil

Arch Coal
Daimler Chrysler
John Deere
Ford Motor Company
General Motors
Peabody Energy
Schaeffer Mfg. Co.



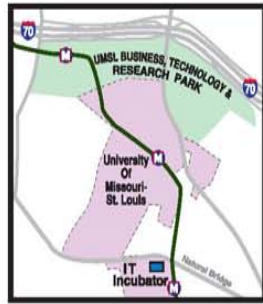
CENTER FOR
Evergreen Energy

COLLABORATIVE LEADERSHIP • SUSTAINABLE SOLUTIONS

CORTEX

(Center Of Research, Technology and Entrepreneurial eXchange)
A Life Science Research and Development District

 CORTEX East and West
Development Districts




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 4041 Forest Park Avenue, St. Louis, MO 63108
www.emergingtech.org





Partners in CORTEX

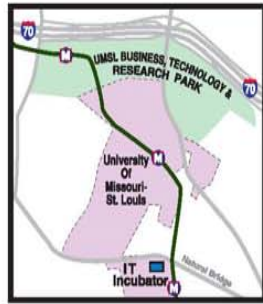
- CORTEX – (Center of Research, Technology and Entrepreneur sXchange)
 - Washington University (Medical School)
 - Saint Louis University (Medical School)
 - University of Missouri-St. Louis
 - BJC Medical Center
 - Missouri Botanical Garden
 - CET (incubator)
 - The Coalition for Plant and Life Sciences
 - St. Louis RCGA
 - Civic Progress (Major corporations)
 - City of St. Louis
- Champion Dr. William Danforth



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Incubators

- Technology Entrepreneurship Center
- Center for Emerging Technology
- Nidus Center
- BioGenerator



Role of incubators and research parks in technology commercialization

1. Facilitate tech transfer, company formation, company-university, and company-company collaborations
2. Stimulate establishment of critical elements
3. Develop affordable specialized facilities
4. Support business and technology development
5. Assist companies in obtaining sources of funding
6. Foster creation of regional technology industry clusters

Center for Emerging Technologies Building I



Center for Emerging Technologies Building II







Nidus as a new model incubator

- Unique role for Monsanto
- Supporting entrepreneurship and economic development in its HQ city
- Mission: to facilitate creation and attraction of plant and life science companies in St. Louis (build preeminence in this cluster)



Nidus management

- World-class board and advisory board representing national players:
 - major partners
 - venture capital
 - investment banking
 - technology generators
 - business interests



Benefits to Monsanto

- Spin-in and spin-out opportunities
- Access to new technologies
- Increased managerial and technologist talent pool
- Potential acquisition targets
- New research alliances
- Increasingly entrepreneurial culture

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Jay DeLong

Capital Formation & New Ventures

St. Louis Regional Commerce & Growth Association

