



112 South Main, Suite 2F
St. Charles, MO 63301
September 26, 2023

Missouri Technology Corporation (MTC)
Grant Review Committee

Dear MTC Grant Review Committee,

On behalf of OPO Startups Foundation, I am excited to propose the development of a regional "node" across St. Charles, Warren, and Lincoln counties, to be named the "Confluence Tech Hub." This initiative aligns with the Missouri Technology Corporation's mission and leverages the unique position and resources of our region.

With four of the top ten fastest-growing Missouri municipalities (**#1. Wentzville, #3. Dardenne Prairie, #5. Troy, #10. O'Fallon**) within our region, our foundation recognizes the significant potential and innovative capacity of these areas. The "Confluence Tech Hub" is dedicated to unifying and enhancing the entrepreneurial ecosystem, fostering a collaborative environment that promotes innovation and entrepreneurship.

We are requesting an annual funding allocation of \$200,000 throughout the grant period to effectively implement and scale the "Confluence Tech Hub" initiative. With this support, we anticipate a significant increase in the number of technology entrepreneurs, startup companies, capital investment, and job opportunities, which will drive economic growth and establish Missouri as a leader in technological innovation.

Enclosed with this letter, you will find our detailed Grant Proposal for establishing the "Confluence Tech Hub" to serve as the front door for our region's entrepreneurial community. We are enthusiastic about discussing our strategies and vision and are prepared to provide any additional information required.

Thank you for considering our application. We look forward to the opportunity to collaborate on this transformative project and contribute to enhancing Missouri's innovative landscape.

Warm regards,

Randy Schilling
Board of Directors Member & Treasurer
OPO Startups Foundation
randys@opostartups.com
636-219-9930

Grant Proposal for Missouri Technology Corporation Regional Node Grant Program

(i) **Abstract.**

The "Confluence Tech Hub" planning grant proposal by OPO Startups Foundation seeks to develop a robust entrepreneurial ecosystem in the St. Charles, Warren and Lincoln Counties in Missouri. This initiative aims to harness the collective capabilities and resources of local institutions including OPO Startups, Economic Development Council (EDC) of St. Charles County, Lindenwood University, St. Charles Community College, and St. Charles County Government. This regional node will foster innovation and entrepreneurship, with each member institution contributing unique strengths to catalyze economic development and technological advancement in the region.

(ii) **Node Leadership Team**

The leadership team of the Confluence Tech Hub will consist of representatives from each node member and the 3 Founding Board members of OPO Startups Foundation 501c3, ensuring diverse perspectives and expertise in guiding the node's activities. The team includes:

- Randy Schilling, Founder of OPO Startups (Chair)
- Scott Drachnik, President & CEO of EDC of St. Charles County
- Daniel Lauer, Chief Entrepreneur Officer, Lindenwood University
- John Wieman, Vice President of Operations & Strategic Initiatives, St. Charles Community College
- Michael Hurlbert, Director of Community Development, St. Charles County Government
- Jim Eberlin, Alan Groh, and Randy Schilling, Founding Board members of OPO Startups Foundation

This team will work collaboratively to set strategic directions and coordinate efforts across the region.

(iii) **Node Members.**

The Confluence Tech Hub integrates five (5) key regional players, each bringing significant contributions to the entrepreneurial landscape:



- **OPO Startups Foundation (Confluence Tech Hub):** The OPO Startups Foundation, under the banner of the "Confluence Tech Hub," will oversee operations as the central node for regional entrepreneurship. The Board of Directors of the Confluence Tech Hub, comprising five distinguished regional stakeholders, will serve as the principal governance body. Each board member contributes significant expertise and resources, substantially enriching the entrepreneurial ecosystem and bolstering the hub's strategic effectiveness and outreach. The OPO Startups Foundation, acting as the primary applicant and fiscal agent for the "Confluence Tech Hub," is committed to becoming a key

player in the regional entrepreneurship and economic development landscape. As the fiscal agent, our responsibility extends to grant management, ensuring that all activities at the node are strategically aligned with the objective of fostering regional economic growth through entrepreneurship. Leveraging the MTC Planning Node Grant, we have assembled a consortium of partners who deliver entrepreneurial services across St. Charles, Warren, and Lincoln counties. Our robust partnerships and resources highlight our adeptness in leading this initiative. Our foundation's proactive involvement of our members establishes the Confluence Tech Hub as the frontrunner in applying for the Node Grant. In addition to our founding board members of Randy Schilling, Jim Eberlin and Alan Groh, each node member will assume a position on the board of directors, reinforcing our commitment to advancing and nurturing technology entrepreneurship within our region. We are dedicated to enhancing our proven track record of uniting businesses and partners to cultivate a dynamic and efficient regional node that aligns seamlessly with the MTC's vision of serving as a gateway to the regional entrepreneurial ecosystem.

- **OPO Startups:** OPO Startups formally opened its doors on May 5, 2015, anchored in the beautifully restored 1909 "Old Post Office" and has grown to include 8 surrounding buildings on Historic Main Street in Saint Charles, MO. St. Charles County is one of the fastest growing regions in Missouri and has been ranked as one of the top 25 areas in the nation for technology business start-ups by the Progressive Policy Institute within the last decade. In fact, the St. Louis metro region currently ranks among the top 15 metro areas for technology startup businesses when excluding Silicon Valley and the East Coast. This places OPO Startups in an ideal setting to foster and support one of the most dynamic sectors in the world... new tech-focused businesses and entrepreneurs. OPO Startups is designed as coworking, conference room, and event space to support entrepreneurs, small businesses, and remote workers within the tech space and beyond. However, it has rapidly evolved to be much more. OPO Startups provides an interactive work environment where not only are ideas are fostered, tested, and ultimately executed, but also provides access to invaluable mentorship, investors, educational resources, and a thriving entrepreneurial ecosystem where collegiality, support, and collaboration occur daily. Member business growth can often be attributed to be the result of shared experiences with other OPO Startups entrepreneurs, the equivalent of economic gardening at its most basic core. OPO Startups helps to guide and grow member business and provides a sense of community. The value of this operating philosophy is evident in the testimonials from member organizations (samples below).

- “The community support from other entrepreneurs and business owners is a plus and we have access to everything a large organization has with an office campus” – Velta Technology
- “Without a doubt it has been the best investment I have made for myself/company. Randy [OPO Startups] made this into a home away from home. Super supportive community when it comes to growing your business. Can’t recommend it enough.” – Gravy
- OPO has been a key component in the accelerated growth of my small business, but also for myself professionally as an entrepreneur. The Five Start rating is an understatement”. – Snap Pro AV

To generate a “working” community and promote collaboration and mentorship, OPO Startups has a long history of entrepreneurial programs that include Demo Day, Business Showcases, Tech Talks, Founder Roundtables, and social Member Networking events. OPO Startups takes this support effort seriously as it is a foundational aspect of our operations. OPO Startups has a rich history of business growth and success. Businesses such as **Quilogy**, **BoardPaq**, **TopOPPS**, **Fusion5**, and **Gravy** (not an exhaustive list) were fostered within the OPO environment and grew rapidly, culminating in being purchased by other market players.

- **EDC of St. Charles County:** The commitment of the St Charles County EDC to economic development is self-evident. In fact, the St. Charles County EDC was a key collaborator with the founding of OPO Startups. Their mission is to *be a catalyst in fostering growth, so businesses, institutions, communities, and individuals succeed and flourish in St. Charles County and metro St. Louis*. Their goal is to provide a one-stop approach to encouraging growth and development in the western part of metro St. Louis. The St Charles County EDC provides emerging companies with guidance to local and state incentive programs it may be eligible for to offset expenses related to a new location or expansion. Their network of education, workforce development, and technical training programs can help identify and/or create custom training programs and talent pipelines to meet a start-up company’s needs. They are committed to ensuring connectivity with the local officials and groups, providing counseling, support, and resources, and engaging in collaborative efforts with other community leaders (such as OPO Startups) to provide emerging companies with the tools needed for growth and success. The St. Charles County EDC will continue their missions and goals while contributing their support and resources as a partner organization for the Node.
- **Lindenwood University:** Lindenwood University, strategically positioned just minutes away from OPO Startups in St. Charles, is optimally positioned as a

foundational pillar for the regional node due to its expansive outreach programs and robust support for entrepreneurs. The university uniquely integrates its resources through two key faculties: the College of Arts and Humanities and the Plaster College of Business and Entrepreneurship, each contributing significantly to the entrepreneurial ecosystem.

The College of Arts and Humanities is pioneering with its forward-thinking curriculum that includes degrees in Fashion Business and Entrepreneurship, aligning closely with real-world applications and modern industry demands. This college emphasizes innovative programs in Human-Centered AI, Art and Design, Game Design, XR, and more, ensuring that students are thoroughly prepared for diverse futures.

Simultaneously, the Plaster College of Business and Entrepreneurship continues to be a beacon of experiential learning and leadership preparation. It houses the Duree Center for Entrepreneurship (DCE), which offers rich legacy programs that support experiential learning and entrepreneurial initiatives for students, company founders, and non-profit organizations. Together, these colleges foster a multidisciplinary approach to business and creativity, encouraging students to leverage their entrepreneurial skills in varied sectors.

Dan Lauer, as Chief Entrepreneur Officer and Founding Executive Director of Lindenwood Forward, steers the university's mission to nurture innovation and entrepreneurship. Under his leadership, initiatives like the Corporate Accelerator and Purpose Driven Accelerator exemplify Lindenwood's commitment to serving as a catalyst for corporate innovation and create better societal outcomes while providing real world experiences for students.

This holistic educational strategy is complemented by extensive community interaction, mentorship programs, and technology support from various academic departments, making Lindenwood University not just a hub of learning but a leader in fostering a dynamic environment where entrepreneurship can thrive and address the challenges of today and tomorrow.

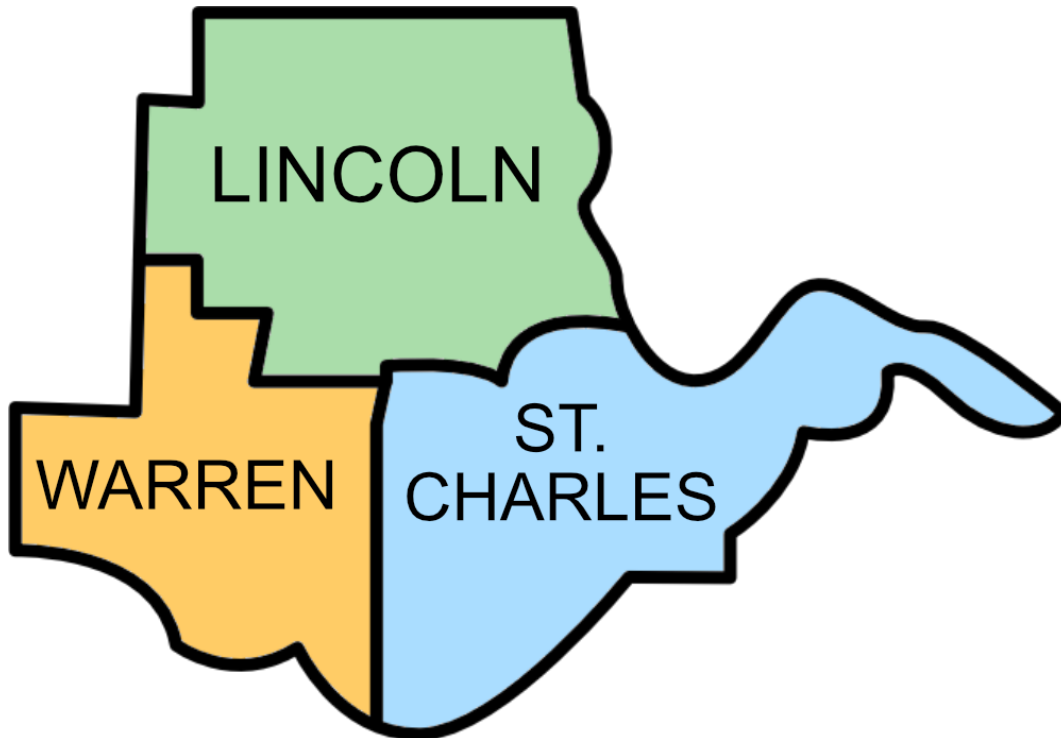
- **St. Charles Community College:** St. Charles Community College has been a partner with the OPO Startups for some time. The college has been developing strategic partnerships and new workforce programs to help students get into important fields and offer business and industry a qualified and skillful workforce for the region. Practical application of such a program has been fostered at the

OPO Startups where students could interact directly with emerging businesses and entrepreneurs.

St. Charles Community College has also established the Center for Advanced Professional Studies, a high-school based program designed for students to create real startup ventures and solve real business needs. This course provides a challenging, innovative, authentic, and experiential learning environment that allows them to discover personal passions and develop professional skills that are necessary to thrive in collaborative, innovative, and fast-paced environments. Central to the entrepreneurship program will be a focus on startup principles and develop an entrepreneurial mindset.

Inclusion of St. Charles Community College as a partner organization in the regional node development is important to extend the scope and impact of the program to include the next phase of entrepreneurs, those that are still in high school with budding aspirations and ideas.

- **St. Charles County Government:** Supports economic development policies and infrastructure projects that enhance the region's attractiveness to startups and businesses.
- (iv) **Planning Grant Activities.** The planning effort will focus on creating a cohesive framework that aligns with the "Catalyzing Innovation" report's strategies. Key actions include enhancing access to capital, increasing collaborative opportunities among academic institutions and businesses, and creating a supportive regulatory environment for startups. The node will also develop programs specifically designed to close gaps in the current ecosystem, particularly in technology transfer and commercialization. As part of the planning process, we will seek out additional potential partners in St. Charles, Warren and Lincoln counties.
- (v) **Regional Ecosystem.** Four of the top ten fastest-growing Missouri municipalities (**#1. Wentzville, #3. Dardenne Prairie, #5. Troy, #10. O'Fallon**) are located within our region. The St. Charles, Warren and Lincoln counties boasts a growing technology sector, a well-educated workforce, and robust educational institutions. However, challenges such as limited access to venture capital and a fragmented innovation landscape pose threats to sustained economic growth. The Confluence Tech Hub aims to leverage regional strengths and address these weaknesses by facilitating better integration and support for entrepreneurs.



Populations:

St. Charles County = 413,803

Warren County = 37,260

Lincoln County = 63,155

Total = 514,218

Alongside the members of the Confluence Tech Hub, St. Charles, Warren, and Lincoln counties host a variety of technology-centric corporate facilities. Notable among these are **Mastercard, General Motors, Boeing, Citi, MEMC, Amazon, True, Ameristar, Nike**, and major healthcare providers such as **BJC, Mercy, and SSM**. These companies play a significant role in the regional technology and industrial landscape.

St. Charles, Warren, and Lincoln counties, located at the confluence of the Missouri and Mississippi rivers, provide a strategic setting. Our vision is for the Confluence Tech Hub to become the gateway for the regional entrepreneurial community in these counties, fostering growth and innovation, thereby expanding the state's entrepreneurial capacity.

(vi) **Node Activities.** We propose that the Confluence Tech Hub will craft and implement a robust infrastructure and operational framework designed to underpin our mission. Our approach is built upon six foundational pillars:

- a. **Organization:** Establish a solid governance structure that ensures effective oversight and the strategic alignment of initiatives aimed at supporting tech entrepreneurship in the region.
- b. **Promotion:** Champion the spirit of innovation through comprehensive education and promotion strategies. We will highlight the region as an ideal destination for technology entrepreneurs, showcasing the wealth of opportunities and resources available to nurture and grow their businesses.
- c. **Recruitment:** Proactively engage and attract and retain tech entrepreneurs, startups and workers to the region, emphasizing our unique value proposition as a vibrant, supportive community that is ideal for tech-driven ventures.
- d. **Funding:** Guide and assist entrepreneurs and startups in navigating the funding landscape, identifying and securing the financial resources necessary to fuel their growth and success.
- e. **Programs:** Accelerators, Demo Days, Tech Talks, Networking Events, and Mentoring Programs.
- f. **Impact:** Increase tech related jobs, create new startups, add job growth, follow on funding and wealth creation for the region.

(vii) **Critical Milestones.** The grant's success and impact will be gauged through a series of critical milestones that reflect both foundational developments and strategic executions within the Confluence Tech Hub. These milestones are planned as follows:

- a. **Hire Node Coordinator:**
 - i. Timeframe: Within the first 3 months.
 - ii. Objective: Recruit a qualified Node Coordinator to lead the Confluence Tech Hub, ensuring effective leadership and management of the node's initiatives.
- b. **Develop Regional Innovation Strategy:**
 - i. Timeframe: By the end of the first year.
 - ii. Objective: Collaborate with all node members to formulate a comprehensive innovation strategy that addresses regional needs and leverages existing assets. This strategy will include detailed plans for integrating technology and entrepreneurship with local economic development goals.
- c. **Identify Key Programs:**
 - i. Timeframe: First 6 to 9 months.
 - ii. Objective: Identify and outline key entrepreneurial support and development programs that align with the regional innovation strategy. These programs should aim to fill gaps in the current ecosystem, such as enhancing technology transfer, providing entrepreneur training, and increasing access to capital.

d. Fund Identified Programs:

- i. Timeframe: By the end of the first year.
- ii. Objective: Secure funding for the identified programs through additional grants, partnerships, and local investments. This will involve presenting the programs to potential funders and demonstrating the anticipated economic impact and innovation benefits to the region.

e. Report Results

- i. Timeframe: Annually and at the end of the grant period.
- ii. Objective: Measure and report the outcomes and impacts of the funded programs against the set goals and objectives of the regional innovation strategy. Reporting will include metrics such as the number of startups incubated, jobs created, and investments attracted. These reports will be crucial for evaluating the effectiveness of the node and guiding future development strategies.

(viii) **Impact:** The anticipated impact of the Missouri Technology Corporation (MTC) grant on the Confluence Tech Hub is multifaceted and far-reaching, with strategic outcomes designed to elevate the entire regional ecosystem. The key anticipated outcomes are:

a. Increase Startup Formation and Survival Rates:

- i. **Direct Support and Resources:** By providing startups with access to tailored mentorship programs, state-of-the-art technology, and crucial networking opportunities, the grant will directly contribute to higher formation rates and better survival odds for new businesses.
- ii. **Education and Training Programs:** Develop workshops, seminars, and bootcamps focused on essential skills like business planning, financial literacy, and technology application, thereby equipping entrepreneurs with the tools they need to succeed.

b. Higher Regional Employment in Technology Sectors:

- i. **Job Creation:** Initiatives funded by the grant are expected to lead directly to the creation of new jobs within the startups and indirectly in supporting industries.
- ii. **Skills Development:** Enhance the local talent pool by partnering with educational institutions to align curricula with industry needs, ensuring a steady pipeline of skilled professionals ready to engage with the tech sector.

c. Strengthened Collaboration Among Stakeholders:

- i. **Partnership Platforms:** Establish regular networking events, shared projects, and collaborative workshops that include all key ecosystem

- players, from universities and government to local businesses and non-profits, to foster a cooperative environment.
- ii. **Shared Goals and Metrics:** Implement a unified framework for tracking progress and measuring success, ensuring all stakeholders are aligned and contributing effectively towards shared regional goals.
- d. **Enhanced Innovation and Technological Advancement:**
 - i. **Research and Development:** Support and fund joint R&D initiatives that can lead to significant technological breakthroughs and innovations, promoting a culture of continuous improvement and adaptation.
 - ii. **Commercialization Support:** Facilitate the translation of innovations from concept to market with dedicated resources and expertise, thereby enhancing the region's reputation as a leader in technology and entrepreneurship.

These outcomes will not only validate the investment of the MTC grant but also propel the region towards becoming a self-sustaining hub of innovation and economic prosperity. This strategic infusion of resources is expected to create a ripple effect, significantly boosting economic activity, technological advancement and wealth creation across the region.

(ix) **Program Budget:** The budget for the Confluence Tech Hub under the Missouri Technology Corporation grant is strategically allocated to ensure the successful setup, development, and initial operations of the node. The budget is designed to cover essential expenses during the planning, program development, and initial implementation phases. Below is a detailed breakdown of the budget categories and funding sources:

- a. **Salaries for Staff:**
 - i. **Node Coordinator:** Full-time position to lead the hub and to oversee specific programs like incubators, training, and outreach.
 - ii. **Administrative Support:** Essential for day-to-day operations.
 - iii. Total allocated for salaries: \$200,000
- b. **Program Development:**
 - i. Curriculum and Program Design
 - ii. Program Development
 - iii. Total allocated for planning and development: \$100,000
- c. **Initial Implementation Phases:**
 - i. **Launch Events:** Costs for initial launch and promotional events to raise awareness and engage the community.

companies, financial institutions, and local businesses. These partnerships can include sponsorship of specific programs or events.

- Technology Alliances: Engage with technology providers and vendors to sponsor labs, equipment, or software for entrepreneurial programs in exchange for brand exposure and early access to innovations developed within the node.

3. Donations:

- Alumni Networks: Leverage the alumni of local universities and colleges, many of whom are likely to be successful entrepreneurs or executives, to contribute back to the ecosystem that supported their growth.
- Crowdfunding: Utilize platforms like Kickstarter or GoFundMe for specific projects or initiatives that have a clear community impact, appealing to a broader audience of small donors.

4. Revenue-Generating Activities:

- Consulting and Advisory Services: Offer fee-based consulting and advisory services to startups and enterprises on innovation management, technology transfer, and business development.
- Incubator and Accelerator Programs: Implement a subscription or equity model for startups participating in incubator or accelerator programs, generating ongoing revenue as these companies grow.

5. Investment Income:

- Seed and Venture Funds: Establish a seed fund or venture capital fund that invests in high-potential startups within the hub, with returns on these investments reinvested into the node's activities.
- Real Estate Investments: Consider investing in real estate used by startups and tech companies, which can provide rental income as well as capital appreciation.

By employing these strategies, the Confluence Tech Hub aims to create a sustainable financial model that supports continuous growth and innovation, reinforcing its mission to foster a thriving entrepreneurial ecosystem in the region.

Appendix 1



Missouri Technology Corporation

2024 Regional Node Grant Budget Form

Applicant Organization:

Date Completed:

Total Node Budget				
Use of Funds	Year 1		Year 2	
	MTC Funds	Matching Funds	MTC Funds	Matching Funds
Personnel & Fringe	\$ 120,000.00	\$ 120,000.00	\$ 120,000.00	\$ 120,000.00
Equipment & Supplies	\$ 30,000.00	\$ 30,000.00	\$ 30,000.00	\$ 30,000.00
Travel	\$ 10,000.00	\$ 10,000.00	\$ 10,000.00	\$ 10,000.00
Purchased Services	\$ 10,000.00	\$ 10,000.00	\$ 10,000.00	\$ 10,000.00
Other Direct Costs	\$ 20,000.00	\$ 20,000.00	\$ 20,000.00	\$ 20,000.00
Indirect Costs	\$ 10,000.00	\$ 10,000.00	\$ 10,000.00	\$ 10,000.00
Total Operating Funds	\$ 200,000.00	\$ 200,000.00	\$ 200,000.00	\$ 200,000.00

Core/Primary Node Member Funds				
Core/Primary Node Member #1 Name:	OPO Startups Foundation "Confluence Tech Hub"			
Use of Funds	Year 1		Year 2	
	MTC Funds	Matching Funds	MTC Funds	Matching Funds
Personnel & Fringe	\$ 60,000.00	\$ 60,000.00	\$ 60,000.00	\$ 60,000.00
Equipment & Supplies	\$ 15,000.00	\$ 15,000.00	\$ 15,000.00	\$ 15,000.00
Travel	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00
Purchased Services	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00
Other Direct Costs	\$ 10,000.00	\$ 10,000.00	\$ 10,000.00	\$ 10,000.00
Indirect Costs	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00

Core/Primary Node Member #1 Funds:	\$ 100,000.00	\$ 100,000.00	\$ 100,000.00	\$ 100,000.00
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Core/Primary Node Member #2 Name:				
	Year 1		Year 2	
Use of Funds	MTC Funds	Matching Funds	MTC Funds	Matching Funds
Personnel & Fringe	\$ 58,000.00	\$ 58,000.00	\$ 58,000.00	\$ 58,000.00
Equipment & Supplies	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00
Travel	\$ -	\$ -	\$ -	\$ -
Purchased Services	\$ 5,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00
Other Direct Costs	\$ 4,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00
Indirect Costs	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00
Core/Primary Node Member #2 Funds:	\$ 70,000.00	\$ 63,000.00	\$ 63,000.00	\$ 63,000.00

Core/Primary Node Member #3 Name:				
	Year 1		Year 2	
Use of Funds	MTC Funds	Matching Funds	MTC Funds	Matching Funds
Personnel & Fringe	\$ -	\$ -	\$ -	\$ -
Equipment & Supplies	\$ -	\$ -	\$ -	\$ -
Travel	\$ -	\$ -	\$ -	\$ -
Purchased Services	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00
Other Direct Costs	\$ 4,000.00	\$ 4,000.00	\$ 4,000.00	\$ 4,000.00
Indirect Costs	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00
Core/Primary Node Member #3 Funds:	\$ 10,000.00	\$ 10,000.00	\$ 10,000.00	\$ 10,000.00

Each node member of "Confluence Tech Hub" has committed to providing both cash and in-kind contributions towards the matching funds requirement. The hub has been initiated with potential local business sponsors who have shown interest due to the direct benefits the hub will provide to the regional economy. The hub will hire a full time position that would be 50% Hub Coordinator and 50% OPO Startups Community Manager. OPO will provide matching funds for the roll.

Note: A brief budget narrative that describes the specific use of funds needs and the source and status of the matching funds needs Grant Proposal.

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Year 1 + Year 2	
Total Funds	
\$	480,000.00
\$	120,000.00
\$	40,000.00
\$	40,000.00
\$	80,000.00
\$	40,000.00
\$	800,000.00

Year 1 + Year 2	
Total Funds	
\$	240,000.00
\$	60,000.00
\$	20,000.00
\$	20,000.00
\$	40,000.00
\$	20,000.00

\$ 400,000.00

Year 1 + Year 2	
Total Funds	
\$	232,000.00
\$	8,000.00
\$	-
\$	8,000.00
\$	7,000.00
\$	4,000.00
\$	259,000.00

Year 1 + Year 2	
Total Funds	
\$	-
\$	-
\$	-
\$	20,000.00
\$	16,000.00
\$	4,000.00
\$	40,000.00

ment. Discussions have
ny. We are proposing to
Community Manager

to be included in the

Core/Primary Node Member Funds

Core/Primary Node Member #4 Name:	EDC of St. Charles County			
	Year 1		Year 2	
Use of Funds	MTC Funds	Matching Funds	MTC Funds	Matching Funds
Personnel & Fringe	\$0.00	\$ -	\$ -	\$ -
Equipment & Supplies	\$ -	\$ -	\$ -	\$ -
Travel	\$ -	\$ -	\$ -	
Purchased Services	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00
Other Direct Costs	\$ 4,000.00	\$ 4,000.00	\$ 4,000.00	\$ 4,000.00
Indirect Costs	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00
Core/Primary Node Member #4 Funds:	\$ 10,000.00	\$ 10,000.00	\$ 10,000.00	\$ 10,000.00

Core/Primary Node Member #5 Name:				
	Year 1		Year 2	
Use of Funds	MTC Funds	Matching Funds	MTC Funds	Matching Funds
Personnel & Fringe	\$ -	\$ -	\$ -	\$ -
Equipment & Supplies	\$ -	\$ -	\$ -	\$ -
Travel	\$ -	\$ -	\$ -	\$ -
Purchased Services	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00
Other Direct Costs	\$ 4,000.00	\$ 4,000.00	\$ 4,000.00	\$ 4,000.00
Indirect Costs	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00
Core/Primary Node Member #5 Funds:	\$ 10,000.00	\$ 10,000.00	\$ 10,000.00	\$ 10,000.00

Core/Primary Node Member #6 Name:				
	Year 1		Year 2	
Use of Funds	MTC Funds	Matching Funds	MTC Funds	Matching Funds
Personnel & Fringe				
Equipment & Supplies				
Travel				
Purchased Services				
Other Direct Costs				
Indirect Costs				

Core/Primary Node Member #6 Funds:	\$	-	\$	-	\$	-	\$	-
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Core/Primary Node Member #7 Name:								
	Year 1		Year 2					
Use of Funds	MTC Funds	Matching Funds	MTC Funds	Matching Funds				
Personnel & Fringe								
Equipment & Supplies								
Travel								
Purchased Services								
Other Direct Costs								
Indirect Costs								
Core/Primary Node Member #7 Funds:	\$	-	\$	-	\$	-	\$	-

Core/Primary Node Member #8 Name:								
	Year 1		Year 2					
Use of Funds	MTC Funds	Matching Funds	MTC Funds	Matching Funds				
Personnel & Fringe								
Equipment & Supplies								
Travel								
Purchased Services								
Other Direct Costs								
Indirect Costs								
Core/Primary Node Member #8 Funds:	\$	-	\$	-	\$	-	\$	-



Year 1 + Year 2
Total Funds
\$ -
\$ -
\$ -
\$ 20,000.00
\$ 16,000.00
\$ 4,000.00
\$ 40,000.00

Year 1 + Year 2
Total Funds
\$ -
\$ -
\$ -
\$ 20,000.00
\$ 16,000.00
\$ 4,000.00
\$ 40,000.00

Year 1 + Year 2
Total Funds
\$ -
\$ -
\$ -
\$ -
\$ -
\$ -



Summary of Projected Economic Impact Form

2024 Regional Node Grant

Applicant Organization:

Date Completed:

	CY2024	CY2025	CY2026	CY2027	CY2028	CY2029	Total
The number of client companies considered high-growth potential start-ups	75	80	85	90	95	100	
The number of client companies considered more traditional businesses	25	30	35	40	45	50	
Dilutive capital raised by client companies (Equity, Convertible Notes, & SAFEs)	\$5M	\$5.5M	\$6M	\$6.5M	\$7M	\$7.5M	\$37.5M
Non-dilutive capital raised by client companies (Grants, including SBIR/STTR)	\$250,000	\$250,000	\$250,000	\$250,000	\$250,000	\$250,000	\$1.5M
Number of net new jobs created by client companies	225	240	255	270	285	300	1,575
The average annual wage of new jobs created by client companies	\$80,000	\$85,000	\$90,000	\$95,000	\$100,000	\$105,000	

Given that the two-year grant period starts on Sept. 1, 2024 and terminates on Aug. 31, 2026, MTC expects the primary focus of grant activities to occur in calendar years 2025 and 2026.

10% of Companies will raise \$1M each. 10% of Companies will receive \$50K each of grants.

Instructions for Completion of Projected Economic Impact Form

Projected economic impact data included in this form should reflect the impact of the activities to be supported directly by the funding sought in the grant proposal. Additionally, it should be limited to the economic impact of direct clients of the Regional Node identified in the grant proposal.

This form should be used to show the projected economic impact of your grant proposal. Grant proposals will be assessed on the relative strength of the Applicant Organization's proposed economic impact in Missouri, including developing high-growth potential, traded sector, venture-backed companies, increasing capital investment, strengthening one or more of MTC's targeted high-tech clusters, and creating high-paying private-sector jobs. The assigned score will reflect the potential for economic impact relative to the region in which it is located, the likelihood of the Applicant Organization to achieve the projected economic impact within the context of the submitted proposal, and the feasibility of the methodology used to project the economic impact.

Definitions

The number of client companies considered high-growth potential start-ups: A high-growth potential startup is a company that has a business model that is designed to be repeatable and scalable and includes traded sector, venture-backed, and investment-grade companies.

The number of client companies considered more traditional businesses: Client companies that are not considered high-growth potential start-ups would be considered more traditional businesses.

Dilutive capital raised by client companies (Equity, Convertible Notes, & SAFEs): For equity and convertible debt investments, report the total dollar amount of investments received by all client companies or projected to be received by all client companies for the calendar years indicated.

Non-dilutive capital raised by client companies (Grants, including SBIR/STTR): For grants, report the dollar amount of grants received by all client companies or are projected to be received by all client companies for the calendar years indicated.


The number of net new jobs created by companies: Net new jobs should be reported as full-time equivalents. A full-time employee should be reported as 1 employee. A part-time employee should be reported as a 0.5 employee. Employees must be paid an hourly wage or salary to be included.

Describe the assumptions and methodology used to determine the projected economic impact in the table above: Provide a clear, logical, and detailed description of the underlying assumptions, methodology, and rationale that was used to complete the Summary of Projected Economic Impact Form. Please identify the historical or reference data that informed all assumptions.



MTC 2024 Grant Application Affirmation and Signature Page

I certify that I am the authorized representative for the Applicant Organization who is authorized to make the statement of affirmation contained herein. To the best of my knowledge and belief, I certify that the information contained in this application is complete, true, and correct. If any information submitted on or with this application requires alteration or supplementation, I agree to provide that information in writing to the MTC as soon as practical. I understand that submitting false or misleading information in connection with this application may be punishable by law.

<i>Applicant Signature</i> 	<i>Title</i> BOARD OF DIRECTORS, TREASURER STARTUPS OPD FOUNDATION
<i>Printed Name</i> RANDALL L SCHILLING	<i>Date</i> APRIL 23, 2024