



**ST. LOUIS REGIONAL COMMERCE AND GROWTH ASSOCIATION
PUBLIC POLICY DIALOGUE: CAPITAL FORMATION**

November 10, 2010

About MTC

- ✘ Public-private partnership created by the Missouri General Assembly to lead efforts to promote entrepreneurship and foster the growth of new and emerging high-tech companies
- ✘ Focus on 21st Century bioscience industries related to Missouri's rich history in agriculture
- ✘ Board of directors appointed by Missouri's Governor, Speaker of the House, and President Pro Tem of the Senate, and includes the President of the University of Missouri system and the Director of the Department of Economic Development

Recent MTC Results

- ✘ Missouri Plant Science Center (Mexico)
- ✘ Pioneer/DuPont (New Madrid)
- ✘ Missouri Center for Advanced Power (Joplin)
- ✘ Leinco Technologies (Fenton)
- ✘ Project Bug (Kansas City)
- ✘ Project Christiane (Kansas City)
- ✘ PetScreen (Columbia)
- ✘ Pfizer Retraining Initiative (St. Louis region)
- ✘ Newsy.com (Columbia)
- ✘ Pulse Therapeutics (St. Louis)
- ✘ MOTIP (Statewide)
- ✘ Investment Forums (St. Louis and Kansas City)
- ✘ Missouri-Israel Partnership (statewide)
- ✘ Innovation Centers (statewide)

Missouri Plant Science Center



“We are still early in the bioscience revolution, but today we celebrate an important step the community of Mexico is taking to insure that it is included in that economy of the future and in doing so paving the way for high-tech, high-paying jobs.”

Joseph Bannister, Chair, MTC and Missouri Plant Science Center

Leinco Technologies, Inc.



“Governor Jay Nixon’s team at MTC and DED, and County Executive Charlie Dooley’s team at SLCEC worked together in a highly professional manner to make it possible for Leinco Technologies to remain in St. Louis County.”

Pat Leinert, President and CEO, Leinco Technologies, Inc.

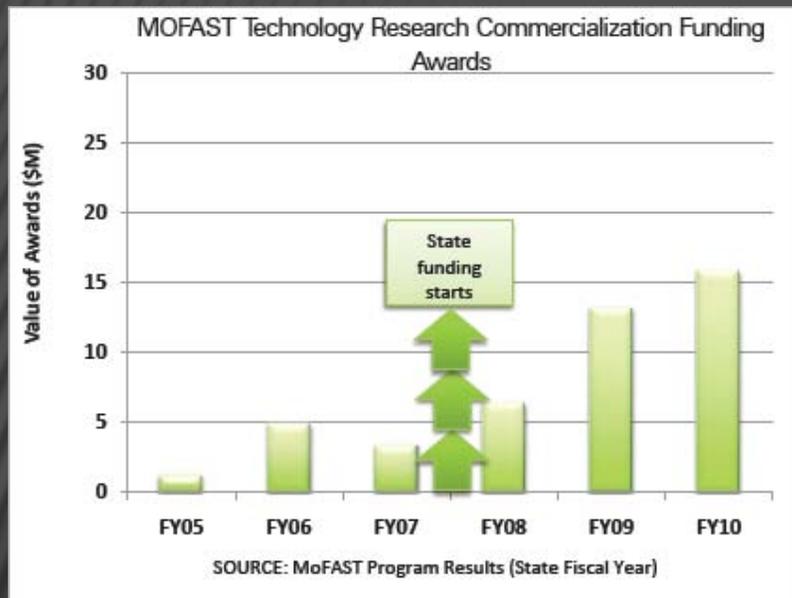
Pulse Therapeutics, Inc.



“Assistance from the MTC has been critical to our company's survival, especially considering the recent economic downturn. With MTC's support, it is much more likely that greatly needed technologies will grow and thrive in Missouri. Our company is now confident that we will continue to create jobs in the region and that we will play a significant role in helping to strengthen biotechnology in St. Louis.”

Francis M. Creighton, Ph.D., President and CTO, Pulse Therapeutics, Inc.

MOTIP



“The first thing anyone who wants to start a high-tech business in Missouri should do is talk to MOFAST. The assistance of MOFAST and the MTC’s MOTIP Phase 0 program have been extremely important to our company’s growth and development.”

Dave Alburty, CEO, InnovaPrep, Inc.

Historical Perspective

- ✘ MTC Appropriations

- + Special Projects
- + LCDI
- + Innovation Centers
- + MEP
- + MOFAST

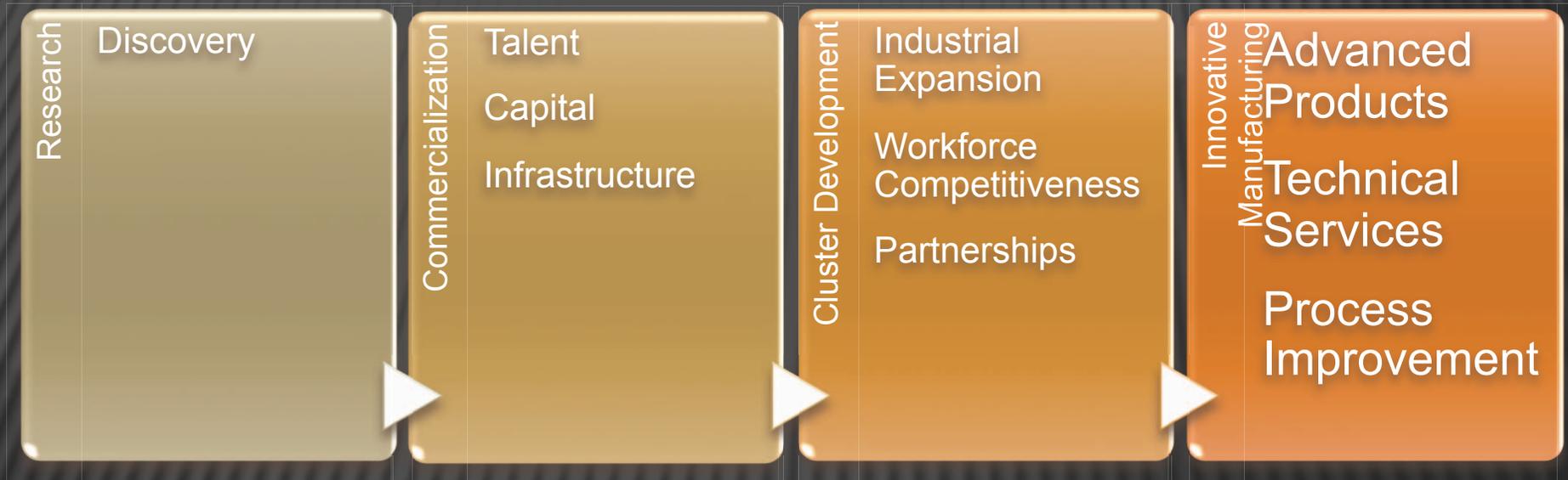
- ✘ Life Science Research Trust Fund

- + Tobacco Settlements
- + Administered for Life Science Research Board

Moving Forward

- × Strengthened Corporate Identity
 - + Focused Mission
 - + Statement of Values
- × Investment Paradigm
 - + Model for Accomplishing Mission
 - + Targeted Programs
- × Application Process
 - + Program Applications
 - + Defined Eligibility, Goals, and Evaluation Criteria
- × Outcome Tracking
 - + Milestone-Based Awards
 - + Long-term Impact Tracking

Mission-Focused Model



Areas of Focus: Animal Health, Applied Engineering, Biomedical Science, Defense and Homeland Security, Plant Science

New MTC Programs

✘ Missouri TechLaunch

- + Funds may be used for IP development, including proof of concept work, prototype design, market studies, and related business activities
- + Provide funding to assist Missouri-based entrepreneurs or companies working with a Missouri research institution to commercialize technology
- + \$75,000 (maximum award) typically issued as convertible debt

✘ Seed Capital Co-investment Program

- + Provide seed capital funding to assist Missouri companies to match private investment
- + \$150,000 (maximum) typically issued as convertible debt

New MTC Programs

- ✘ Missouri Building Entrepreneurial Capacity Program
 - + Funds may be used to enhance capacity of research institutions and other organizations to support commercialization and cluster development efforts, including efforts to attract federal and private research centers
 - + \$500,000 (maximum) typically in the form of a grant

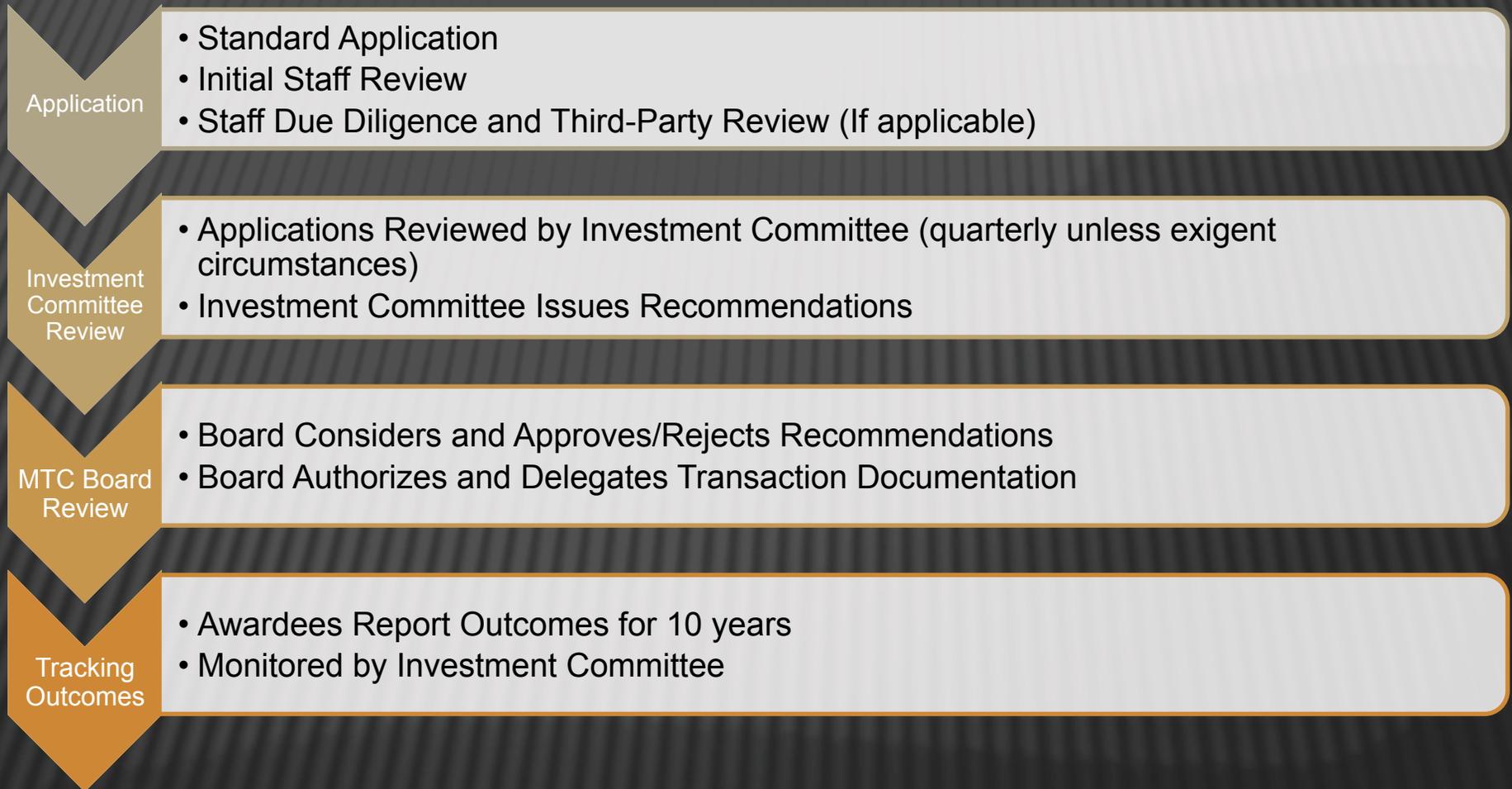
- ✘ Bioscience Industrial Expansion Program
 - + Provide funding to facilitate the relocation or expansion of bioscience companies in Missouri
 - + Companies must establish a research relationship with a Missouri research institution
 - + \$500,000 (maximum) typically issued as a low-interest loan

Implementing the Mission-Focused Model

Areas of Focus: Animal Health, Applied Engineering, Biomedical Science, Defense and Homeland Security, Plant Science



MTC Investment Review Process



Discussion