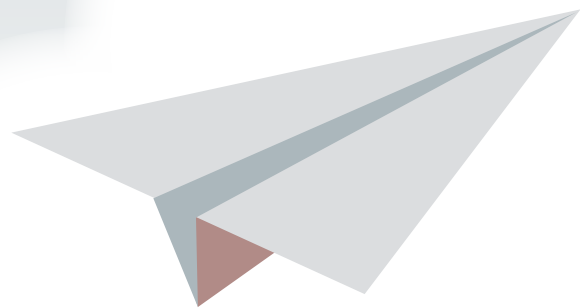
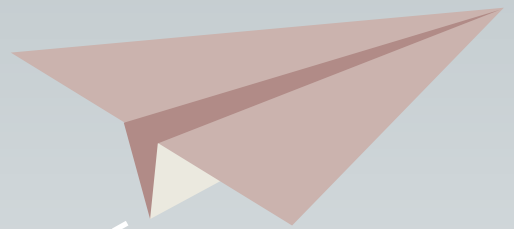
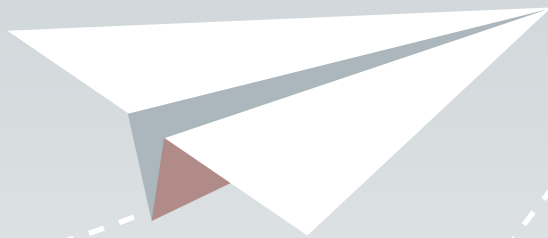




DIGITAL SANDBOX | KC

Where innovators come to play.



WE CREA+E
MOMENTUM

2017 Report

DIGITAL SANDBOX KC IS WHERE IDEAS TAKE SHAPE.

For many startups, innovators and disrupters, Digital Sandbox KC is the starting point in the Kansas City region, providing that critical step and just-in-time funding that turns viable ideas into scalable innovations.

W

ith total project funding of \$1.8 million provided to 90 early-stage startups in the Kansas City metro region, the Sandbox has helped launch 46 new companies, 130 new products, 60 patent applications and 10 awarded patents.

Of the 90 projects funded, 60—that's 66 percent—have secured more than \$43 million in follow-on funding, a testament to the strength of Kansas City's entrepreneurial spirit and the magnetic appeal of our entrepreneurs' ideas.

Among those companies and innovations that are revolutionizing industries and changing lives: **DivvyHQ**, a cloud-based, content planning and production workflow tool built to help marketers and content producers get and stay organized; **PreScreend**, a predictive analytics platform that provides businesses and consumers a way to authenticate and verify someone's identity; **Fireboard**, a cloud-connected digital thermometer designed to operate through a smartphone or with smart home devices to ensure cooking is on track; **TicketRx**, a digital platform to connect attorneys and drivers with the push of a button; **Homegrown & Happy**, an online marketplace for recipe sharing, food swapping and custom-made products; and the Read 'n Style pen, a handheld device from **Hidden Abilities** that scans text and reads it aloud, helping millions of people struggling with dyslexia.

In turn, these companies and others in the Sandbox portfolio have created more than 536 jobs with more than \$14 million in payroll and a collective \$32 million in sales since the Sandbox's inception in 2013.

Digital Sandbox KC continues to make a difference for early-stage startups—and do its part to help make Kansas City America's most entrepreneurial city.

Established in 2013, Digital Sandbox KC is a proof-of-concept program that spurs the creation and commercialization of high-growth companies as it leverages our region's strengths and partnerships.

We are proud to partner with Digital Sandbox KC, a national model for how to build regional entrepreneurial ecosystems through public-private partnerships.

DENNIS ALVORD, DEPUTY ASSISTANT SECRETARY FOR REGIONAL AFFAIRS, U.S. EDA

If we're going to create jobs and grow our local economy, everyone needs to pitch in—universities, corporations, service providers, civic leaders, entrepreneurs. Digital Sandbox KC brings all those vital players together to create more startups that in turn create more jobs.

SLY JAMES, MAYOR
KANSAS CITY, MISSOURI

The Sandbox is an innovative approach connecting players from academia, large corporations, entrepreneurs, business development organizations and economic developers. Digital Sandbox KC was developed with support from an unprecedented two i6 Challenge Grants from the U.S. Department of Commerce's Economic Development Administration (EDA) along with area support from the Missouri Technology Corporation. The Sandbox has expanded into new areas and markets through partnerships with the cities of Olathe, Independence and St. Joseph. With support from GXP Investments and Cobalt Ventures, it launched the Energy Sandbox in 2016.

By financing small proof-of-concept projects, Digital Sandbox KC helps accelerate the commercialization of new ideas and promotes business and job growth throughout the region.

IMPACT

Digital Sandbox KC helps move ideas from concept to commercialization. Working with more than 500 early-stage concepts as of August 2017, this effort resulted in:

90

proof-of-concept projects
funded for area startups

46

new KC-based
companies created

10 companies

with \$1 million in sales

\$32,042,051

in total sales

\$43,329,430

in follow-on funding

66%

securing add-on
investment

536

jobs created
with more than
\$14 million
in payroll

FOUNDING TEAMS that include:



24% people of color



34% women



5% veterans

We know that there are creative, innovative entrepreneurs across the state of Missouri. Digital Sandbox KC is a perfect example of how the Missouri Technology Corporation is supporting the startup ecosystem throughout the state.

BILL ANDERSON, EXECUTIVE DIRECTOR
MISSOURI TECHNOLOGY CORPORATION

130

products
launched

60

patent
applications

10

patents
awarded

4

successful
exits



COLLABORATING IN

“Digital Sandbox KC links everyone together and creates an ecosystem where cities, universities and early-stage entrepreneurs can collide and collaborate.”

MICHAEL WILKES, CITY MANAGER
OLATHE, KANSAS

SANDBOX ENTREPRENEUR MAKING AN IMPACT



17° 73° Innovations Co launched a crowdfunding campaign to deploy their team and five Sunshine Boxes to Puerto Rico after Hurricane Maria. The Sunshine Box, a portable solar-powered charging system capable of charging 10 devices at a time, helps bridge the gap for those who have access to mobile phones but unreliable power and connectivity.



OLATHE



LivestockLens

LivestockLens uses artificial intelligence technologies to automatically monitor food intake by cattle in feedlots, offering a cheaper and more accurate way of monitoring weight gain and reducing the number of animals who get sick.

LivestockLens received funding through the renewed partnership between Digital Sandbox KC and the City of Olathe, Kansas. In addition to project development funds from the Sandbox, LivestockLens gained access to professional coworking space at the Kansas State University Olathe campus.

Since partnering with Digital Sandbox KC, LivestockLens has launched pilot programs with two new cattle farms in Kansas and Missouri and are on track to complete product development in early 2018.



INDEPENDENCE



Drones4Hire

Drones4Hire is an online platform used for requesting and hiring FAA-licensed drone pilots. They work with more than 560 FAA-licensed drone pilots specializing in construction, real estate, agriculture and more. Today, they work with pilots in 31 locations and plan to expand nationwide within the next year.

The Independence Economic Development Council partnered with Digital Sandbox KC to welcome Drones4Hire and two other next generation innovations to the Sandbox program in Independence. The partnership with Independence provides the Drones4Hire team with WerksLab coworking space at the Ennovation Center in Independence and support through the business incubator's iNtech Growth Program.

KC & BEYOND



ST. JOSEPH



Toss It Curbside

The first company to receive support through the Sandbox expansion to St. Joseph is Toss It Curbside. Toss It Curbside provides professional removal services for unwanted items. In addition to making it easier for people to get rid of unwanted items, the Toss It Curbside team coordinates removal and delivery to local donation or recycle centers, leaving very little for the landfill.

With funding from Digital Sandbox KC, Toss It Curbside will optimize app- and web-based functions and utilize coworking space at the Innovation Stockyard in St. Joseph, both essential as they manage rapid growth and expansion into new markets.

Funded by a grant to the Innovation Stockyard from the Missouri Technology Corporation and matching funds from Buchanan County and the City of St. Joseph, the St. Joseph program targets entrepreneurs in northwest Missouri who have concepts that can rapidly grow a business into a significant employer.



ENERGY



Idle Smart

Kansas City, Kansas-based Idle Smart is one of the first companies to receive funding from the Energy Sandbox. Idle Smart is an automated engine start/stop solution that maintains trucking fleet uptime by keeping batteries charged and engines warm. This reduces overnight idle time and fuel emissions by 50 to 70 percent.

The Idle Smart team won \$150,000 in startup funding at the 2017 Clean Energy Trust Challenge in Chicago and was selected for the 2016 Village Capital Energy program as the top venture addressing challenges in the energy sector.

The Energy Sandbox, launched in partnership with GXP Investments, is a proof-of-concept program targeting early-stage entrepreneurs in Kansas and Missouri with energy-related concepts. GXP Investments is the investment arm of Great Plains Energy Incorporated, the holding company of both Kansas City Power & Light Company and KCP&L Greater Missouri Operations Company, two of the leading regulated providers of electricity in the Midwest.

“

Digital Sandbox KC has been very successful in creating a pipeline for early-stage companies in Kansas City. We're excited to bring the Sandbox program to St. Joseph and create high-potential companies and new jobs in northwest Missouri.

PATT LILLY, PRESIDENT AND CEO
ST. JOSEPH CHAMBER OF COMMERCE

“

The funding from Digital Sandbox KC and St. Joseph will help our business go further, faster.

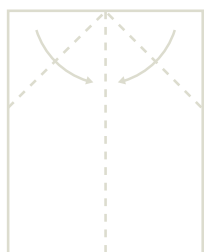
AARON BRENNAN, CO-FOUNDER
TOSS IT CURBSIDE

SANDBOX SPOTLIGHTS

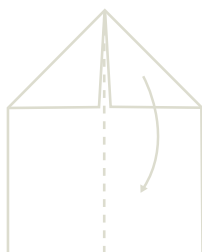
Since 2013, Digital Sandbox KC has provided support to 90 proof-of-concept projects, helping them take that critical next step toward commercialization. Here are the companies and a few highlights from this past year.

The Digital Sandbox KC program not only provides the funding to get an idea up and running, but they also provide the brain power to help entrepreneurs think through their ideas so they come at it from the right way.

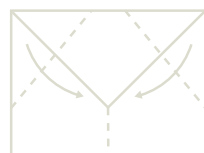
LAURA BRADY, PARTNER
ROYAL STREET VENTURES



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Lazser Down

The Lazser Down markers made an appearance at the 2017 Big XII Equipment Managers Conference and are being used in pilot programs with University of Notre Dame and Tulane University football teams. After partnering with the Blue Valley CAPS program for an early proof-of-concept prototype, Lazser Down is completing manufacturing on their laser-enhanced marker system.



Luxe

Luxe partnered with local developers to incorporate their mobile app into new development apartments on the Country Club Plaza. The Luxe mobile app offers apartment communities a concierge platform for residents to seamlessly book and manage tailored services, including housekeeping, pet services and dry cleaning. Luxe was also chosen for the 2017 BetaBlox Kansas City cohort.



H3 Enterprises

Healthy Hip Hop (H3) Enterprises partnered with Centene Healthcare and Boys and Girls Clubs of America to pilot their online curriculum with clubs nationwide. Considered by many as the "Sesame Street of the 21st Century," H3 produces educational programming using music and movement to help improve academic outcomes. H3 was chosen for the 2017 Lean Lab Incubator Fellowship and the E-Scholars program at the UMKC Regnier Institute.



PlanIT Impact

PlanIT Impact participated in the Smart City Works Infrastructure Actuator, the first business accelerator in the United States focused exclusively on smart cities. A smart-modeling platform, PlanIT Impact allows engineers, architects and developers to better understand and improve performance, so owners, investors and communities can better visualize project impacts and return on investment. Additionally, PlanIT Impact was one of eight startups to receive a \$50,000 LaunchKC grant.

SANDBOX COMPANIES

17°73° Innovation Co	LittleHoots
2020 Adventures	Live-K
Acre Designs	Livestock Lens
AddVenture	Local Ruckus
The Agreeable Company	LUXE
Anticipate Ventures	MagVest
Aware3	Mapper
B2G Data (Tak)	Miles App
BigBang	MiZócola
Billdrill	Mobility Designed
Briefcase	Motavera
Bulletyn	MovinHouz
Cancer Survivorship Training	Passel
ClaimJockey	PatientsVoices
Creelio	PerfectCube
Dewslly	Phisionary
DivvyHQ	pHLOGISTIX
Drones4Hire	PlanetReuse Marketplace powered by InvenQuery
E-Beacon: EB Systems	PlanIT Impact
ED Dental	Play-it Health
Edcoda	PreScreened
Edge Up Sports	Psicurity
FanAddict	RFP365
FEWDM	Routine Success
Fireboard	Royal Loyal
Flokk	ShotTracker
Flyover Innovations	Smart Steps
FolioMatch	Super Dispatch
Foundation Accelerator	The Swapping Company
Genneo	TapTeach
gr8tbox	Tapyness
H3 Enterprises	TeraCrunch
Handprint	TicketRx
Happy Food Co.	Toss It Curbside
HCI Energy	TrackTi
HeartToHeart Network	Training For REAL
Hidden Abilities	Trellie
Homegrown & Happy	Updown Nightlife
Idle Smart	Vector Legal Method
Innovative Health Media	Venture360
Knoda	Welltodo
LaborChart	Windsor Trucking Solutions (IFTA Plus)
Lazzer Down	XLRYNT Technologies
LeagueAlly	Your Adoption Finance Coach
LendingStandard	YouSpin LLC
LightBridge	Zorilla Research
LimeLight Technologies	

HOW THEY'VE SCALED

Digital Sandbox KC helps early-stage entrepreneurs maximize access to capital and make critical connections to move their idea forward. Here are some of the Digital Sandbox KC companies that have made significant progress this year.

Happy Food Co.

Now available at **34 LOCATIONS**, Happy Food Co. has sold more than 50,000 meal kits. Based out of Olathe, Kansas, the food tech business offers on-demand meal kits loaded with local ingredients.

Aware3

Aware3 serves **MORE THAN 1,000 CHURCHES** across the United States. Churches can improve communications and engagement with their congregation with help from the Aware3 church-branded mobile app.

ShotTracker

ShotTracker has raised **MORE THAN \$10 MILLION** to date and developed strategic partnerships with sporting equipment giants Spalding, Wilson, Under Armour and Nike. The sensor-based ShotTracker technology tracks all basketball stats and analytics for both practice and games.

LittleHoots

LittleHoots mobile app has captured **MORE THAN 325,000 MEMORIES** from more than 60,000 users worldwide. With LittleHoots, parents can create a “digital memory box” for their kids and memorialize every photo, video and funny quote.

“What’s coming out of the Digital Sandbox KC will be the future of Kansas City.”

DONALD HALL, JR., CEO AND VICE CHAIRMAN
HALLMARK CARDS, INC.

Digital Sandbox KC and Energy Sandbox create unique partnerships where universities, corporations and entrepreneurial service organizations work together to build America's most entrepreneurial city.

