

PROGRAM DESCRIPTION

Department of Higher Education and Workforce Development

HB Section(s): 3.265

Program Name: University of Missouri - St. Louis International Collaboration

Program is found in the following core budget(s): University of Missouri - St. Louis International Collaboration

1a. What strategic priority does this program address?

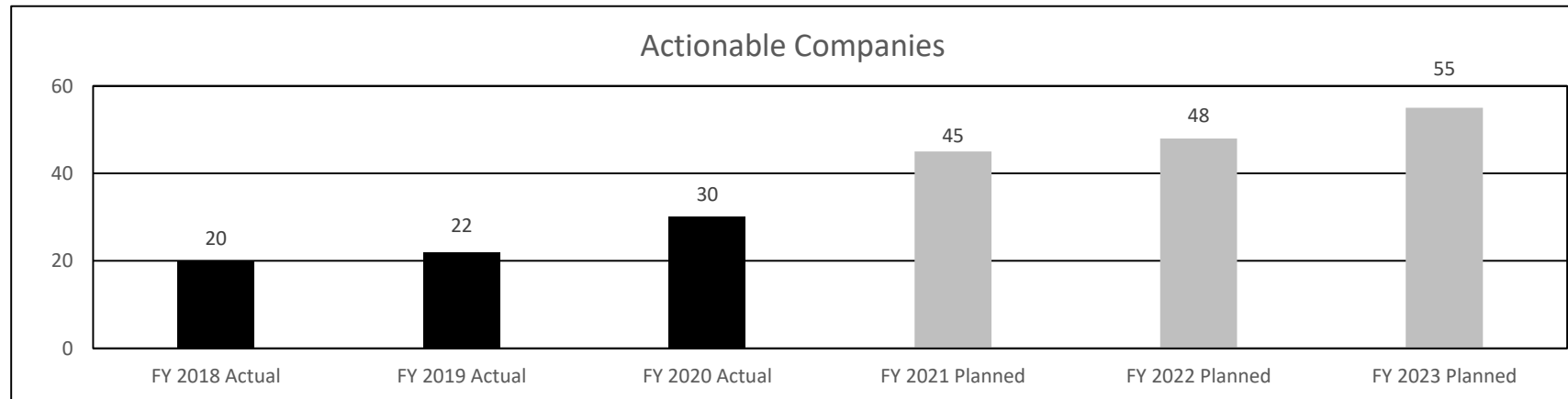
Coordination

1b. What does this program do?

The purpose of this appropriation is to increase international collaboration and promote economic opportunity that helps attract and retain new economic activity to the St. Louis region. University of Missouri-St. Louis will work with BioSTL, a regional nonprofit dedicated to advancing prosperity in St. Louis through the growth of biosciences and other targeted innovation clusters. The centerpiece of the program is the GlobalSTL program (which connects Missouri corporations and health systems with a highly-curated pipeline of innovation from 15 countries that solve for their direct pain points and strategic priorities.) Specific business strategies will partner prospective international companies with St. Louis and Missouri resources that might lead to business deals that create competitive advantages for our Missouri corporations, recruitment of a physical presence/US headquarter in St. Louis for the innovative company, and economic activity of new investments and jobs in our region. BioSTL is providing matching funds.

2a. Provide an activity measure(s) for the program.

A key activity measure for this program is the number of active and actionable contacts that have been made. Starting in 2018, the measure to focus on actionable companies that had solutions to material pain points of Missouri corporations and health systems was refined. Historically, it counted all companies with whom discussions were held. Actionable companies are those that have real potential to be recruited to St. Louis, generate business/economic activity and solve major pain points of our local partners. This is a running total, so a company could be in more than one year reported, if they remain active. Projections below for FY 2021 through FY 2023, account for anticipated momentum and growth enabled by possible, future funding increases.



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2b. Provide a measure(s) of the program's quality.

FY 2020 and FY 2021 have been impacted by the state budget cut. However, we are still moving forward and will have no problem ramping up our efforts once funding is restored. In a normal fiscal year, we would have just completed on June 10th, 2020, our annual GlobalSTL Health Innovation Summit and have recent survey results related to our program's quality. Due to COVID-19, we have transitioned the event to a virtual Summit that we plan to host later this year.

Another key measure of quality comes from the media attention that the pilots, collaborations, and partnerships between international startups and local Missouri organizations receive. For this fiscal year, significant local media attention was generated. Below are some comments from the media pieces.

"I think because of GlobalSTL, we're seeing the benefits in terms of follow-up meetings, and we're looking to make St. Louis a much bigger part of our growth story than we originally imagined. I had no idea what a titan St. Louis was in the health care field. All health care technology companies should pay attention to this city."

-Rahul Kar, RVP, Sword Health

"Based upon the problems that we offer, GlobalSTL helps narrow that list of potential solutions. They offer really good potential partnerships based on things that the VA has already identified as important to us."

-Amanda Purnell, Senior Innovation Fellow, St. Louis VA Health System

"We came in and had around 15 orchestrated meetings with providers and payers. It really opened our eyes that St. Louis is a phenomenal region for us. We met 10% of the U.S. health care industry's buying power that day. Now, St. Louis has been an enormous entry point to us in the U.S. We have our first customers there."

-Philip Siberg, CEO, Coala Life

"We are exploring a second hub outside of Boston, and are seriously considering St. Louis. We see this as a very powerful location for us and an influential one as well."

-Ken Cahill, CEO, SilverCloud

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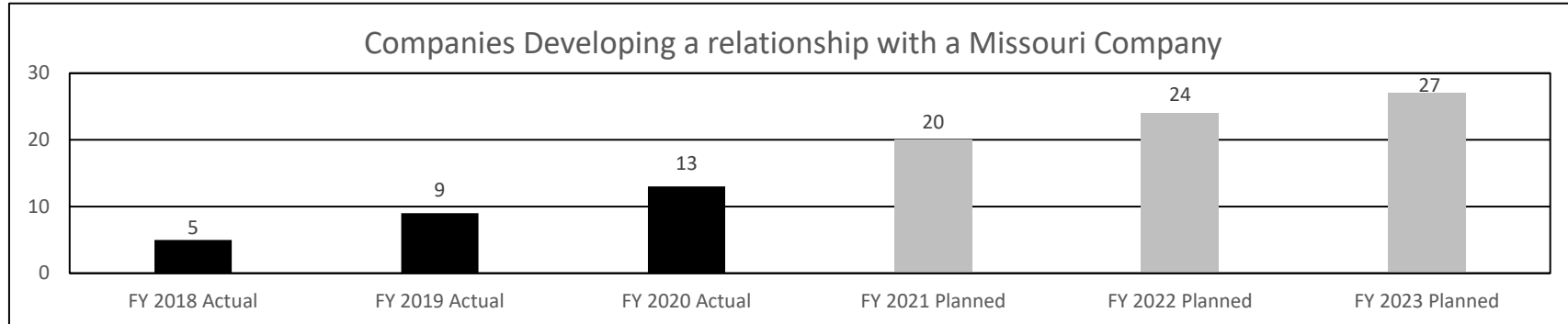
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2c. Provide a measure(s) of the program's impact.

A key measure of impact is the number of companies that are in formal discussions with developing a relationship with a Missouri company or establishing a presence in St. Louis.



Example: A Missouri-based healthcare organization engaged an international company that has a medical device that allows for revolutionary remote cardiac monitoring in the home. Using this device, numerous Missourians have had Atrial Fibrillations detected early enough to reduce the risk of serious health outcome (heart attack/death) and reduced their cost of care significantly.

2d. Provide a measure(s) of the program's efficiency.

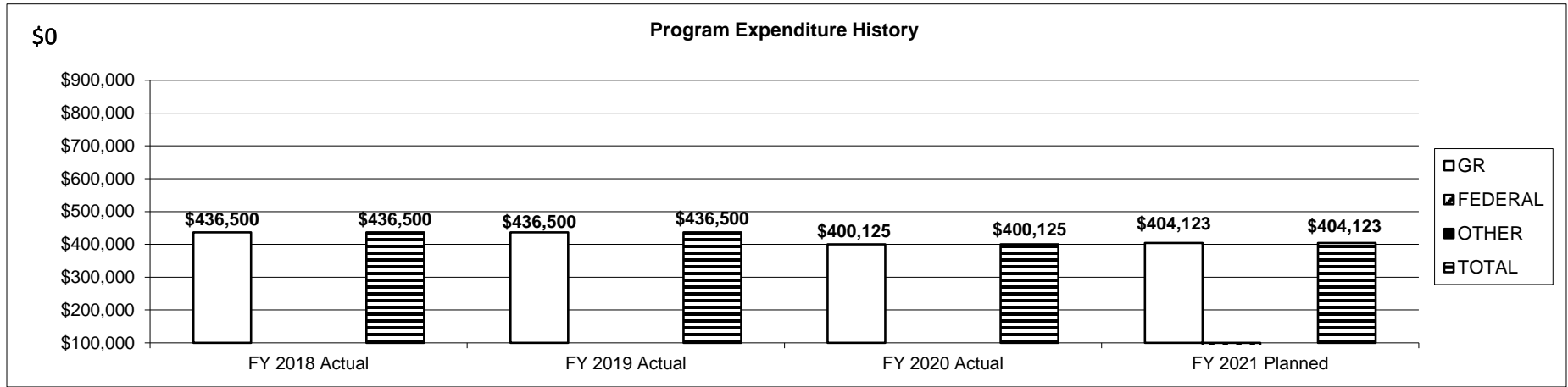
A key measure of efficiency would be the related salaries per dollar of support through the appropriation.

	FY 2018 Actual	FY 2019 Actual	FY 2020 Actual	FY 2021 Projection	FY 2022 Projection	FY 2023 Projection
Number of jobs created	9	10	10	19	22	24
Dollar amount per job created	\$48,500	\$43,650	\$40,012	\$38,289	\$33,068	\$30,313
Dollar amount of support through appropriation	\$30,103	\$27,093	\$24,835	\$25,350	\$21,893	\$20,069

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3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do include fringe benefit costs.)



Net of 3% statutory reserve in FY 2018 and FY 2019 and net of Governor's restrictions in FY 2020.

4. What are the sources of the "Other " funds?

None

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 172.010 - 172.750, RSMo

6. Are there federal matching requirements? If yes, please explain.

No

7. Is this a federally mandated program? If yes, please explain.

No