



LDFFA Board Meeting

September 20, 2011

8:15 am to 10:15 am

Downtown Development Authority

150 S. Fifth Avenue, Suite 301, Ann Arbor, MI

48104

Agenda

- I. Call to Order**
- II. Public Comment**

Public comment shall be allowed at all meetings. An individual may speak for up to three (3) minutes on any item listed on the Agenda. The Chair may extend an individual's speaking time in his/her discretion. Public comment on non-agenda items may be limited in the Chair's discretion.
- III. Approval of the Agenda**
- IV. Approval of the Minutes of the June 14, 2011 Regular Board Meeting**
- V. Election of LDFFA Officers**
- VI. Annual Appointment of Board Committees**
- VII. Approval of the FY 2012 meeting schedule**
- VIII. LDFFA Chair's Report**
 - a. LDFFA FY 2011 Annual Report
 - b. Revision of By-laws
- IX. LDFFA Treasurer's Report**
 - a. LDFFA Financial Report – 4th quarter FY 2011
- X. Reports from Service Providers**
 - a. Acceptance of SPARK Report – 4th quarter FY 2011
 - b. Presentation and acceptance of SPARK FY 2011 Annual report
 - c. Request to pay \$14,266.10 overage from last fiscal year's contract
 - d. Phase IV program
 - e. Microloan portfolio update
 - f. Business Accelerator survey report
 - g. Modified Boot Camp
- XI. Other Business**
 - a. Cantillon update
- XII. Motion to Adjourn**



**MINUTES – REGULAR BOARD MEETING
June 14, 2011**

Ann Arbor-Ypsilanti Smart Zone Local Development Finance Authority

**Ann Arbor SPARK
201 S. Division St., Suite 430, Ann Arbor, MI 48104**

Members Present: Richard Beedon, Theresa Carroll, Michael Korybalski, Mark Maynard, Stephen Rapundalo, Phil Tepley (by phone), Tom Crawford – Ex-officio, Skip Simms-Accelerator Ex-officio

Members Excused: Darryl Daniels, Lisa Kurek

Others Present: Ken Bogan-City of Ann Arbor-Finance, Britney Affolter-Cain-SPARK, Luke Bonner-SPARK, Donna Doleman-SPARK, Lori Emerson-SPARK, Greg Fronizer-SPARK, Emily Heintz-SPARK, Bill Mayer-SPARK, Kurt Riegger

CALL TO ORDER:

Rapundalo called the meeting to order at 8:16 am. A quorum was present.

PUBLIC COMMENT:

There was no public comment.

APPROVAL OF THE AGENDA:

Maynard moved, seconded by Korybalski, to approve the Agenda for this meeting in the form presented at this meeting. Motion approved unanimously.

MOTIONS & RESOLUTIONS:

Minutes of the April 26, 2011 Regular Board Meeting:

Carroll moved, seconded by Maynard, to approve the Minutes of the April 26, 2011 regular board meeting in the form presented at this meeting. Motion approved unanimously.

LDFA CHAIR'S REPORT:

Rapundalo gave a reminder that the Board is still seeking potential replacements for a vacancy and member Korybalski's seat.

LDFA TREASURER'S REPORT:

None.

REPORTS FROM SERVICE PROVIDERS:

- a. Simms provided SPARK's insurance certificate, and indicated the LDFA is indemnified under SPARK's insurance.

DRAFT

- b. Simms present a memo informing the Board of the SPARK review process for engagements in excess of the \$10,000 threshold and Micro Loan applications. The list of review committee members was included on the memo, which is attached to the minutes.
- c. Simms requested the Board allow SPARK to move up to 5% of the budgeted dollars from one line to another without Board approval. The Board decided to incorporate this into the new contract language. Carroll specified that each time the contract is amended, an amendment should be written and signed by both parties.

OTHER BUSINESS:

- a. Contract – Carroll presented the changes to the contract. Carroll moved, seconded by Beedon, to approve the contract, substantially in its current form and subject to the Board's attorney's review, with the understanding the attorney can make language changes; and that Rapundalo be authorized to sign the contract on behalf of the board. Motion approved unanimously.
- b. Cantillon – Maynard and Crawford provided the board with a status update.
- c. Approval of FY 2012 meeting schedule – Tabled until the July meeting due to some apparent scheduling conflicts.
- d. Appointment to the SPARK Executive Board – Maynard nominated Beedon, seconded by Rapundalo, motion passed.

MOTION TO ADJOURN:

Carroll moved, seconded by Maynard, to adjourn the meeting at 9:18 am. Motion approved unanimously.

Respectfully Submitted,

Ken Bogan, Recording Secretary for Tom Crawford

**Ann Arbor/Ypsilanti SmartZone LDFA
Board of Directors
FY 2012**

Municipality	Member	LDFA Title	Term Starts		Term Ends
Ann Arbor	Theresa Carroll		7/1/2008		6/30/2012
Ann Arbor	Lisa Kurek		7/1/2008		6/30/2012
Ann Arbor	Richard Beedon	Vice Chair (fy11)	7/1/2009		6/30/2013
Ann Arbor	(vacant)		7/1/2009		6/30/2013
Ann Arbor	Stephen Rapundalo	Chair (fy11)	7/1/2011		6/30/2015
Ann Arbor	(vacant)		7/1/2011	X	6/30/2015
		Treasurer (vacant)			
Ypsilanti	Mark Maynard		7/1/2008		6/30/2012
Ypsilanti	Phil Tepley		7/1/2009		6/30/2013
Ypsilanti	Vince Chmielewski		7/1/2011		6/30/2015
Ex-officio	Tom Crawford	Recording Secretary			
Ex-officio	Skip Simms				

**Ann Arbor/Ypsilanti SmartZone LDFA
Board of Directors - Committee Positions
FY 2012**

Member	Audit	Cantillon	Budget/ Contract	Metrics
Theresa Carroll			X	
Lisa Kurek		X		X
Richard Beedon		X		X
Stephen Rapundalo (vacant) (vacant)	X		X	
Mark Maynard		XX		X
Phil Tepley		X	X	X
Vince Chmielewski				
Tom Crawford	X	X		X
Skip Simms			X	X
Ned Staebler				

Note:
XX Chair
X Member



PUBLIC MEETING NOTICE

Ann Arbor-Ypsilanti SmartZone Local Development Finance Authority

Location:

City of Ann Arbor
301 E. Huron Street, Ann Arbor, MI 48104
(734) 794-6500

FY 2012 Meeting Schedule:

October 25, 2011	8:15am – 10:15am
January 24, 2012	8:15am – 10:15am
March 13, 2012	8:15am – 10:15am
April 24, 2012	8:15am – 10:15pm
June 12, 2012	8:15am – 10:15am
July 24, 2012	8:15am – 10:15am

Persons with disabilities are encouraged to participate. Accommodations, including sign language interpreters, may be arranged by contacting the City Clerk's Office by telephone at (734) 794-6140 or by written request addressed to the City Clerk's Office, 301 E. Huron Street, Ann Arbor, MI 48104, at least 24 hours in advance.



FINANCIAL SUMMARY

as of June 30, 2011

Smart Zone LDFA
FY 2011 FINANCIAL SUMMARY
as of June 30, 2011

	<u>ACTUAL</u>				<u>Full Year</u>	<u>BUDGET</u>	
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>		<u>Amount</u>	<u>Forecast (Over)/Under Budget</u>
<u>INCOME STATEMENT</u>							
Revenues:							
Tax Revenue	\$ 824,876	\$ 105,360	\$ 361,366	\$ 183,902	\$ 1,475,504	\$ 1,400,000	\$ 75,504
Miscellaneous	-	-	-	-	-	\$ -	\$ -
Investment Income	2,872	3,171	5,448	3,233	14,723	\$ 7,335	\$ 7,388
Total Revenues	\$ 827,748	\$ 108,530	\$ 366,814	\$ 187,135	\$ 1,490,227	\$ 1,407,335	\$ 82,892
Expenditures:							
<u>Contracted Services</u>							
SPARK BA Direct Staffing	\$ (72,100)	\$ (72,100)	\$ (72,100)	\$ (72,100)	\$ (288,400)	\$ (288,400)	\$ -
Phase II (Due Diligence)	-	(200)	(3,500)	(2,075)	(5,775)	\$ (24,000)	\$ 18,225
Phase III (Intensive Service)	(22,505)	(62,502)	(73,925)	(122,509)	(281,441)	\$ (275,000)	\$ (6,441)
Micro Loan Program for Entrepreneurs	(137,500)	(137,500)	(125,000)	-	(400,000)	\$ (400,000)	\$ -
A2 Angels	-	(8,500)	(3,990)	-	(12,490)	\$ (20,000)	\$ 7,510
Business Networking Events	(6,684)	(6,729)	(10,648)	(6,824)	(30,885)	\$ (30,000)	\$ (885)
Entrepreneurs Bootcamp	-	(20,000)	(10,000)	(10,000)	(40,000)	\$ (40,000)	\$ -
Entrepreneurial Education	(7,000)	(1,000)	-	(4,681)	(12,681)	\$ (26,000)	\$ 13,319
Cantillon Web Based Education	(1,400)	(500)	(500)	-	(2,400)	\$ (5,000)	\$ 2,600
Total Contracted Services	(247,189)	(309,031)	(299,662)	(218,189)	(1,074,072)	\$ (1,108,400)	\$ 34,328
<u>SPARK Indirect Services</u>							
SPARK Central Business Incubator	(33,344)	(31,098)	(36,279)	(54,052)	(154,773)	\$ (160,000)	\$ 5,227
Marketing - P/R, Print, Websites	(14,739)	(12,746)	(17,207)	(27,248)	(71,940)	\$ (65,000)	\$ (6,940)
SPARK Accounting	(14,180)	(13,163)	(12,242)	(13,186)	(52,770)	\$ (61,350)	\$ 8,581
	(62,263)	(57,006)	(65,728)	(94,485)	(279,482)	\$ (286,350)	\$ 6,868
<u>City of Ann Arbor Services</u>							
Legal & Admin. Support	(111)	(111)	(111)	(32,196)	(32,529)	\$ (50,000)	\$ 17,471
Total Expenditures	\$ (309,563)	\$ (366,149)	\$ (365,501)	\$ (344,870)	\$ (1,386,083)	\$ (1,444,750)	\$ 58,667
Net Increase/Decrease	\$ 518,185	\$ (257,619)	\$ 1,313	\$ (157,736)	\$ 104,143	\$ (37,415)	\$ 141,558
Memo:							
Fund Balance (6/30/2010)	\$ 477,948						
Fund Balance - Operations (Qtr End)	\$ 996,133	\$ 738,514	\$ 739,827	\$ 582,091	\$ 582,091		

Smart Zone LDFA
DELIVERABLES
as of June 30, 2011

	<u>ACTUAL</u> <u>Q1</u>	<u>ACTUAL</u> <u>Q2</u>	<u>ACTUAL</u> <u>Q3</u>	<u>ACTUAL</u> <u>Q4</u>	<u>Full Year</u>
Phase II (Due Diligence)					
<u>Number of Clients (external to SPARK)</u>					
Actual/Forecast	-	4.00	4.00	4.00	12.00
Budget/Proposed	3.00	3.00	4.00	3.00	13.00
Actual Over/(Under) Target	(3.00)	1.00	-	1.00	(1.00)
<u>Hours per Client (Avg) (external to SPARK)</u>					
Actual/Forecast	-	2.00	8.75	5.20	5.32
Budget/Proposed	6.00	6.00	7.00	6.00	6.25
Actual Over/(Under) Target	(6.00)	(4.00)	1.75	(0.80)	(0.93)
Memo: Total Phase II Hours	-	8.00	35.00	20.80	63.80
Phase III (Intensive Service)					
<u>Number of Client Engagements</u>					
Actual/Forecast	10.00	9.00	17.00	31.00	67.00
Budget/Proposed	15.00	15.00	15.00	15.00	60.00
Actual Over/(Under) Target	(5.00)	(6.00)	2.00	16.00	7.00
<u>Hours per Client Engagement (Avg)</u>					
Actual/Forecast	22.50	69.00	43.49	23.40	34.49
Budget/Proposed	66.00	66.00	66.00	66.00	66.00
Actual Over/(Under) Target	(43.50)	3.00	(22.51)	(42.60)	(31.51)
Memo: Total Phase III Hours	225.00	621.00	739.33	725.40	2,310.73

Ann Arbor-Ypsilanti Smart Zone
 Local Development Finance Authority
 Ann Arbor SPARK
 Quarterly Report
 April 1, 2011 – June 30, 2011

Work Accomplished

Number and identity of companies in each phase, plus relevant aspects of commercialization

89 entrepreneurs with companies or business ideas sought business accelerator services. 34 of the 89 entrepreneurs were outside the city of Ann Arbor.

The following companies were in Phase II Due Diligence this quarter but have not reached Phase III

Account Name	Opportunity Description	Account Description
Meadowlark Energy	Scope of work determination for next engagement	Fully integrated green building company.
DNA Software	Funding and business assistance	Software for computational biology
Patient Provider Communications	Competitive Mapping and FTO	Hospital bed communication tablet
MySano, Inc.*	Business plan and financial model development for funding	Online healthcare portal for consumers
PeoplePlus	Seeking assistance developing business plan	Supply chain software development company
Applied Engineering Technologies	Marketing Assistance	Combined and Sanitary Sewer Overflows (CSOs and SSOs) Solution: Treatment Shaft Technology
NextGen Metabolomics Inc.	Business Planning	IROA, in the application of metabolomics for the purpose of discovering diagnostics biomarkers
MedTable	Business Planning	MedTable is an online personal and professional networking site for physicians
EngXT	Business Plan	Static Electricity Discharge
Practical EHR Solutions, LLC	Sales Video	Spinout from Michigan Multispecialty Physicians P.C., Effective electronic health records that physicians can use. Next generation EHR solution SaaS model.
ReGenerate*	Design and Technical work Design and integration work Stirling Engine feasibility	Developer of onsite alternative energy, anaerobic digestion of food waste to energy

*Denotes University of Michigan

The following companies received Phase III level support

25 companies received business accelerator engagements this quarter vs. 26 last year.
 These companies currently have 53 FTEs (Full Time Equivalent)

Account Name	Opportunity Description	Account Description	BA Contract Amount	BA Expenditures
Retrosense Therapeutics, LLC	Preclinical and clinical trial planning	Therapeutic for treatment of retinal diseases	\$7,500	\$7,500
Blaze Medical Devices*	IP Office Action Response	Spectral analysis for red blood cells	\$600	\$600
WriteSteps	Market Segmentation and Go-To Strategy	To create a web based, NCCSI compliant WriteSteps, the current WriteSteps videos and PDF materials will be revised to meet the new standards.	\$2,500	\$2,500
Optime' Supply Chain, Inc.	Seeking Business Plan and Marketing Assistance	Producer of healthcare supply chain software products	\$8,300	\$8,300
Optime' Supply Chain, Inc.	Exec Summary	Producer of healthcare supply chain software products	\$1,700	\$1,700
AutoHarvest Foundation	IP Work	A web-based, toll-free superhighway for the multidirectional exchange of Intellectual Property, Technology and Products	\$6,500	\$6,440
AutoHarvest Foundation	Corporate Identity and Website	A web-based, toll-free superhighway for the multidirectional exchange of Intellectual Property, Technology and Products	\$3,500	\$3,500
Sentry Medical Technologies	Business Plan and Financial Model with Home Care Market included	Monitoring, awareness and data logging for patient behavior action.	\$6,000	\$6,000
Michael Kaye Holdings, LLC	IP work	Website for building construction project, repair and supply bids.	\$600	\$600
i3D Technologies, LLC	Market Strategy and Go-to-Market	Provider of advanced software solutions for sewer modeling to municipalities and engineering consultants	\$10,000	\$10,000
Vinazene, Inc.	Seeking assistance with patents	Creator of a conducting polymer	\$4,500	\$4,500
Openworld Energy LLC	Business Plan	Manufactures and develops solid state lighting systems for commercial and industrial applications	\$8,100	\$8,100

STigma Free Diagnostics, LLC*	IP Work	point-of-care diagnostic device for the rapid diagnosis of the three most common, curable STDs	\$2,000	\$2,000
My Repair Facts	Legal and Financial work	On-line solution for buyers and sellers of used cars access to a vehicle's history	\$10,000	\$10,000
Sleep Zones	IP and Legal Work	Scientifically designed night lights which eliminate the pronounced sleep-degrading effects of using conventional night lights.	\$10,000	\$10,000
Reveal Design Automation, Inc.*	Marketing plan	Faster and more effective Integrated Circuit (IC) design quality control software.	\$6,500	\$3,340
Possibilities for Change*	Initial Market Assessment	Youth Risk Assessment tool	\$2,000	-
Synaptin LLC	Financial Modeling	Synaptin is a system to provide modern hospitals with a modern communications solution.	\$2,000	\$775
LectureTools, Inc*	Establish their accounting system	Interactive educational for K-12, college, professional	\$1,000	\$500
Ix Innovations, LLC*	Assist with fundraising efforts	Picoammeters, electrical test and measurement instrumentation	\$10,000	\$7,000
Therapy Charts, LLC	Sales Assistance	TherapyCharts serves therapists who are independently practicing with software as a service (SaaS) platform to manage patient information.	\$15,000	\$11,250
Blue Newt Software	Business Planning	Our core market is customers needing simulation applications for real-world activities	\$10,000	\$6,617
LectureTools, Inc*	Business Plan and Strategic Planning	Interactive educational for K-12, college, professional	\$9,000	\$4,000
CareCheq	Design work	Creator of online portal to connect care consumers and care providers	\$6,700	\$3,350
CareCheq	Seeking general business assistance	Creator of online portal to connect care consumers and care providers	\$3,300	\$1,020
NextGen Metabolomics Inc.	Market Validation	IROA, in the application of metabolomics for the purpose of discovering diagnostics biomarkers	\$4,000	\$2,675
MS Bioworks, LLC	Sales and Marketing Process Development	State-of-the-art protein mass spectrometry service provider	\$20,000	\$9,597

Avicenna Medical Systems*	Marketing and sales strategy and customer contacts	Healthcare IT, AviDocs, to integrate patient data for billing and quality management; and AviTracks, a system for monitoring and managing the use of drugs in patients.	\$20,000	\$9,615
Pairasight Inc	Development Work	3D Vision System	\$10,000	\$3,000

*Denotes University of Michigan

SPARK Central Incubator

Total number of Full Tenants (those in a cubicle with secure space and full privileges) totaled 7 companies with 11 seats at the end of this quarter. There are three seats available. Tenants are charged a license fee per seat, or person(s) using the space.

Account Name	Account Description	Incubator Start Date	Incubator Exit Date	Incubator Seats
Openworld Energy LLC	Manufactures and develops solid state lighting systems for commercial and industrial applications	12/15/2008	4/15/2011	2
Buycentives, LLC	Online management system for automotive incentives	2/1/2011	10/29/2011	1
MySano, Inc.*	Online healthcare portal for consumers	6/1/2009	12/31/2011	1
Sentry Medical Technologies	Monitoring, awareness and data logging for patient behavior action.	11/15/2010	5/9/2011	1
Reveal Design Automation, Inc.*	Faster and more effective Integrated Circuit (IC) design quality control software.	1/1/2010	8/31/2011	1
Cyclose Semiconductor*	Ultra low power semi-conductor chips	10/6/2009	2/28/2012	2
i3D Technologies, LLC	Provider of advanced software solutions for sewer modeling to municipalities and engineering consultants	12/1/2010	12/31/2011	1
Robert Bosch, LLC	Gasoline systems	9/15/2010	9/14/2011	4
CareCheq	Creator of online portal to connect care consumers and care providers	5/1/2011	11/12/2011	1
				11

*Denotes University of Michigan

Virtual Tenants

Account Name	Account Description	Virtual Start Date	Virtual End Date
FamilyMint, Inc.	Children's financial learning program	7/1/2010	7/1/2011
Watch-a-Watt LLC	Energy monitoring technology for residential applications	7/1/2010	9/30/2011

eNcipient LLC	iPhone case and accessories	7/1/2010	6/30/2011
Blaze Medical Devices*	Spectral analysis for red blood cells	7/1/2010	9/30/2011
Project 42/Yaccss	Consumer review website for people with disabilities, older adults and their companions and care givers.	1/1/2011	5/31/2011
Blazing Copy Inc	Marketing Consultant	1/1/2011	1/31/2011
Vision Solutions International	specializes in vision-assisted robot guidance applications	7/1/2010	9/30/2011
Jelic Patent Services, LLC	Patent advisor	7/1/2010	1/1/2011
eChamberConnect, LLC.	Web based applications for Chambers of Commerce	2/1/2011	2/1/2012
Rock e-commerce	We provide exclusive world class enterprise level internet e-commerce solutions for small to medium sized businesses at breakthrough pricing through relentless innovation and single point of access.	7/26/2010	7/26/2011
Century Media LLC	Forum to upload, customize, and create mobile multimedia	8/10/2009	9/30/2011
Onto-Med	A firmware application for collecting/analyzing multiple patient parameters in an ICU in real time	9/1/2010	8/31/2011
AutoHarvest Foundation	A web-based, toll-free superhighway for the multidirectional exchange of Intellectual Property, Technology and Products	7/1/2010	10/1/2011
GTI Risk Management	Risk management- IT security, etc.	7/1/2010	9/30/2011
MediQLogix	Software that will provide needed healthcare quality management business solutions for hospitals using SaaS (as service).	7/1/2010	9/30/2011
Creadio	Branded television and radio stations	5/15/2010	11/15/2010
Patient Provider Communications	Hospital bed communication tablet	11/1/2010	5/30/2011
Wolverine Energy Solutions & Technology Inc.	Supercapacitor energy storage devices	11/1/2010	5/1/2011
EFM Waste Management	Medical waste disposal equipment	7/1/2010	6/30/2011
401 Systems	Advanced Planning and Scheduling (APS) solutions (adapted from manufacturing) will improve the utilization of doctors, nurses, beds and equipment, thereby lowering costs and improving service	2/1/2011	7/31/2011
Digital Knowledge Corporation	CI for the middle-market, news portal for suppliers - KM Solution	7/1/2010	9/30/2011

*Denotes University of Michigan

Microloans

We made one loan this period.

Account Name	Account Description	Use of Funds	Funding Request Amount	Loan Amount	Date of Initial Investment	Retained FTE Jobs
Openworld Energy LLC	Manufactures and develops solid state lighting systems for commercial and industrial applications	Buying material for installations	\$25,000	\$25,000	5/9/2011	3
Grand Totals (1 record)			\$25,000	\$25,000		3

* Denotes University of Michigan affiliation

This quarter MyBandStock Corporation, an August, 2010 loan recipient of \$45,000, has gone out of business.

The total number of loans issued this fiscal year was \$292,000, leaving \$108,000 balance for 2010/11. A complete list of companies which have received loans will be provided in the annual report. No loan has matured to date.

Total Companies	Retained FTE	Current FTE	Loaned Out	Grants and Private Equity Received	Repayments	Attended Boot Camp
16	36	40	\$566,000	\$639,500	\$17,300	7

Business Services

The 19th installment of the Ann Arbor SPARK Entrepreneur Boot Camp was May 5th & 6th. It was held at the Kensington Court Hotel in Ann Arbor. We received 27 applications. Brio Devices in Ann Arbor won Best of Boot Camp.

Account Name	Location	Account Description	Current FTE Jobs
H3D*	Ann Arbor	Advanced gamma ray detection and imaging devices based on wide band-gap semiconductor materials.	1
Vena*	Ann Arbor	Contactless reward service	2

SenseAide	Rochester Hills	Technology based senior care services	1
Possibilities for Change*	Ann Arbor	Youth Risk Assessment tool	2
ArtJen Complexus USA	Detroit	Mirafit fbcx® is a soluble dietary fiber in tablet form.	2
ReGenerate*	Ann Arbor	Developer of onsite alternative energy, anaerobic digestion of food waste to energy	4
BRIO DEVICE*	Ann Arbor	An intubation device (the SmartAirway) that is easy-to-use and improves first-pass success rates for inexperienced practitioners	4
squared.im*	Ann Arbor	The squaredbuddy translates messages between chat networks,	1
GSE Technologies, LLC	Houghton	DigiDrive IV provides mobile electronic products and services added to devices owned by the customer.	1
DNA Software	Ann Arbor	Software for computational biology	12
Lukacs Newco*	Ann Arbor	Monoclonal antibody therapy for treatment of lung disease	2
Xondas*	Ann Arbor	A device that shapes the electromagnetic near field so as to provide subwavelength focus at a prescribed distance.	3
STigma Free Diagnostics, LLC*	Ann Arbor	point-of-care diagnostic device for the rapid diagnosis of the three most common, curable STDs	3
Qi Analyze	Ann Arbor	JEE software application	1
Grand total			39

*Denotes University of Michigan

Hosted Events					
Event Name	Date	Place of Event	Approx # of attendees		Purpose of Event
			Entrepreneurs	Total Attendees	
Ann Arbor OpenCoffee Total	April, May June	SPARK - Central	24	60	This is a networking event for entrepreneurs, investors and those who work with technology & innovation businesses, particularly in IT, cleantech and life sciences. It's heavy on networking, full of interesting opinions and stories, and has led to several successful business partnerships.
BioArbor Total	April, May June	SPARK Central, NCRC	123	259	BioArbor hosts educational networking events for the life sciences industry in the greater Ann Arbor area. Each monthly meeting features a networking session and an invited speaker, followed by a Q&A period.

Business Accelerator Consultants Meeting	April, May June	SPARK Central,	41	58	Monthly Business Accelerator meeting to update consultants on SPARK and review projects.
Business Law and Order Total	April, May June	SPARK - Central	31	68	Starting a new business is complicated: there are many t's to cross and i's to dot. The nine session Business Law & Order Legal Series will give entrepreneurs insight into some of the most important legal issues they must consider during business formation. Some of these issues include: proper business structure, intellectual property protection, founders and key employee compensation, considerations regarding employees versus independent contractors, doing business overseas and commercial agreements. The sessions will help new business owners understand their options and make better decisions relating to the structure, organization and management of their business.
CFO Roundtable Total	April, May June	SPARK - Central	16	51	The CFO Roundtable is a monthly opportunity for Washtenaw area CFOs and other top financial representatives within an organization to network, interact, and learn from their peers as well as from interesting speakers. The sessions provide new and growing businesses a place to learn about the financial issues they are likely to encounter and how others have successfully addressed those issues. The topics of the roundtable are driven by the participants and interactive feedback is encouraged. There is plenty of time each session to ask questions relevant to either the program or your own specific needs. The program is open to everyone.
Hot Shots Total	April, May June	Melange	15	114	Bring your resume, and come and mingle with growing, innovative companies in a fun and relaxed environment!

Marketing Roundtable Total	April, May June	SPARK - Central	70	148	The 2011 Marketing Roundtable is a ten-session monthly series featuring regional talent who will discuss practical and cost-effective innovation marketing. Program topics range from brand strategy to social media, and from financial accountability to guerrilla marketing.
Michigan Energy Forum Total	April, May June	SPARK - Central	70	169	This session is part of a monthly panel discussion and networking event series hosted by the Michigan Energy Forum, and sponsored by Ann Arbor SPARK. The mission of the forum is to facilitate collaboration and networking among practitioners, policy makers, investors, and professionals in the Michigan region. Please join us and take notes on best practices from our panels exhaustive experience.
Super Hot Shots	June 6, 2011	Melange	10	30	Semi-annual career networking event for executive-level talent and investors seeking opportunities for themselves.
			400	957	
Sponsored Events					
Event Name	Date	Place of Event	Approx # of attendees		Purpose of Event
Revitalizing Innovation 2011 event sponsorship	April 22 & 23, 2011	Michigan League Ann Arbor, MI	250+		U S Dept of Energy/U of M workshop on revitalizing innovation in clean energy.

Significant Deviation from Scope of Work

Business Accelerator Phase III consulting services exceeded the revised budget of \$275,000 by \$6,441.

Business Networking Events exceeded budget of \$30,000 by \$884.

Indirect Services for Marketing exceeded budget of \$65,000 by \$6,941.

All other budget line items were under budget. Total budget for the year was under budget by \$40,936.

Contractor requests the overage of the above three items totaling \$14,266 be paid, leaving a total variance from budget at \$26,670 under budget.

Ann Arbor/Ypsilanti SmartZone

LDFA Final Program Progress Report

Contract period July 1, 2010 through June 30, 2011

August 30, 2011

3.3 The Contractor shall provide a written Final Program Progress Report to the LDFA no later than sixty (60) days after the end of the Project Service Term. The Final Program Progress Report shall disclose: 1) a census of the annual and cumulative number of jobs created within the Service Area (as defined in Attachment A) as of June 30, 2011 (with jobs defined as the incremental increase in the number of FTEs beginning with the date a Business Accelerator proposal is signed, or a loan is provided, or when a SPARK Central Incubator agreement is first executed, or when participation in Boot Camp session occurs); 2) a census of the annual and cumulative number of jobs related to Business Accelerator, SPARK Central Incubator, and Boot Camp attendees that have left the Service Area because of relocation, merger, acquisition, or business failure as of June 30, 2011; 3) a census of the number and identity of current and past clients the Contractor deems no longer eligible for LDFA funded services as of June 30, 2011; and 4) a census of the number and identity of clients for which information regarding jobs creation is no longer being collected as of June 30, 2011. The Contractor shall track companies for a period of five years through an annual survey and make efforts to achieve as high a participation rate as possible. The survey will not only include questions that update standard economic development data but also ask companies who leave the area why.

Annual and cumulative jobs created

The following table lists all companies that received **Business Accelerator** services in FY 2010-11. Retained jobs are those which the company reported at the time of the initial engagement of services. The current jobs are those jobs updated through recent contact with the company or the annual survey conducted each July and August. New jobs are the difference. FTE for reporting purposes means Full Time Equivalents. FTEs may or may not be paid and may be working for deferred compensation in cash or stock. Full Time means a 40 hour per week commitment to the company.

Uniq ID	Account Name	Account Description	Retained FTE Jobs	Current FTE Jobs	New FTE Jobs
3600	AutoHarvest Foundation	A web-based, toll-free superhighway for the multidirectional exchange of Intellectual Property, Technology and Products	1	2	1
1646	Avicenna Medical Systems, Inc.	Healthcare IT, AviDocs, to integrate patient data for billing and quality management; and AviTracks, a system for monitoring and managing the use of drugs in patients.	4	3	-1

2752	Backyard Brains	Entry-level neurophysiology (brain signal recording) kits for students to learn about the brain	2	4	2
2742	Baker-Calling, Inc.	New generation of microphone	1	1.5	0.5
3570	Bebaroo LLC	Online rental for baby clothing	2	4	2
1282	Blaze Medical Devices	Spectral analysis for red blood cells	2	2	0
3006	Blue Newt Software	Our core market is customers needing simulation applications for real-world activities	2	2	0
4141	CareCheq	Creator of online portal to connect care consumers and care providers	3	3	0
1471	Estrakon, Inc.	New acrylic sign lighting technology	7	7	0
3418	FamilyMint, Inc.	Children's financial learning program	2	2	0
3724	Hamztec, LLC	Medical technologies to address undesired behaviors	1	1	0
3221	i3D Technologies, LLC	Provider of advanced software solutions for sewer modeling to municipalities and engineering consultants	2	3	1
3118	INOS Technologies, LLC	Joint venture to develop foams using non-petroleum sources, particularly in life science industry	6	6	0
3105	Ix Innovations, LLC	Picoammeters, electrical test and measurement instrumentation	2	2	0
793	LectureTools, Inc	Interactive educational for K-12, college, professional	1	8	7
4052	Mark Bowers, Ph.D., PLLC	Creator of App for the Apple store dealing with children with disabilities	1	1	0
4243	Michael Kaye Holdings, LLC	Website for building construction project, repair and supply bids.	1	1	0
1465	Monarch Antenna Inc.	Self-Structuring Antenna for wireless applications	1	1.5	0.5
3577	MS Bioworks, LLC	State-of-the-art protein mass spectrometry service provider	4	4	0
4237	My Repair Facts	On-line solution for buyers and sellers of used cars access to a vehicle's history	7	7.5	0.5
2159	MySano, Inc.	Online healthcare portal for consumers	2	2	0
3645	NextGen Metabolomics Inc.	IROA, in the application of metabolomics for the purpose of discovering diagnostics biomarkers	2	2	0
2821	Onto-Med	A firmware application for collecting/analyzing multiple patient parameters in an ICU in real time	1	2	1
2578	Openworld Energy LLC	Manufactures and develops solid state lighting systems for commercial and industrial applications	1	1	0
3839	Optime' Supply Chain, Inc.	Producer of healthcare supply chain software products	2	2	0
3995	Pairasight Inc	3D Vision System	1	1	0
2539	Patient Provider Communications	Hospital bed communication tablet	2	1	-1
2712	Popa Enterprises, Inc.	Card system for coupons and receipts	1	1	0

4111	Possibilities for Change	Youth Risk Assessment tool	1	1	0
3637	RetroSense Therapeutics, LLC	Therapeutic for treatment of retinal diseases	2.5	2.5	0
3010	Reveal Design Automation, Inc.	Faster and more effective Integrated Circuit (IC) design quality control software.	1	7	6
2700	Saagara	Interactive/customizable behavioral modification software, for beneficial health outcomes.. Business and technology planning	2	6.5	4.5
1648	Sentry Medical Technologies	Monitoring, awareness and data logging for patient behavior action.	1	1	0
2838	Shepherd Intelligent Systems	Software for tracking vehicles using mobile phone GIS	3	4	1
4230	Sleep Zones	Scientifically designed night lights which eliminate the pronounced sleep-degrading effects of using conventional night lights.	1	1	0
4186	STigma Free Diagnostics, LLC	point-of-care diagnostic device for the rapid diagnosis of the three most common, curable STDs	3	3	0
3454	Stratus Global	Health device for the prevention of Sexually Transmitted Infections that otherwise are transmitted by oral sex	2	2	0
3051	Supply 55, Inc.	Invented machinery for finishing edges of signs and banners, able to be priced much lower than competition	2	2	0
3074	Synaptin LLC	Synaptin is a system to provide modern hospitals with a modern communications solution.	3	3	0
2880	Therapy Charts, LLC	TherapyCharts serves therapists who are independently practicing with a software as a service (SaaS) platform to manage patient information.	1	1	0
3090	The RepoNetwork	Online forum connecting banks with asset recovery specialists	2	2	0
4000	Transition Edition, LLC	Unique combination of optical character recognition (OCR) and data mining for College Textbook comparisons	2	1	-1
4174	Vinazene, Inc.	Creator of a conducting polymer	1	1	0
3937	WriteSteps	To create a web based, NCCSI compliant WriteSteps, the current WriteSteps videos and PDF materials will be revised to meet the new standards.	1	2	1
Grand Totals (43)			93.5	118.5	25

These BA companies have cumulatively received more than \$4,995,662 million in grants and \$4,458,524 million in private equity funding to date.

The following table lists all companies that attended **Boot Camp** this fiscal year (Nov. 4 & 5 and May 5 & 6). Retained jobs are those which the company reported at the time of attendance at Boot Camp. The current jobs are those jobs updated through recent contact with the company. New jobs are the difference.

Uniq ID	Account Name	Account Description	Retained FTE Jobs	Current FTE Jobs	New FTE Jobs
3088	EFM Waste Management	Medical waste disposal equipment	2	3	1
3923	Microwave Medical*	The product is a microwave system for breast cancer imaging and therapy. Images are quantitative and diagnostic.	2	2	0
3570	Bebaroo LLC*	Online rental for baby clothing	2	2	0
2156	Vision Solutions International	specializes in vision-assisted robot guidance applications	3	3	0
3920	SMP*	Biodegradable polymer platform for controlled release of macromolecular drugs and vaccine antigens, which is based on self-microencapsulation processes (SMP); solves issue with minimally invasive delivery of this category of drugs.	2	2	0
3644	Fusion Coolant Systems, Inc.	Coolant and lubrication system for metalworking and tooling	3	4.5	1.5
3942	Sunkwa*	We identified the need for a blood salvage device that can be operated by a health care provider to collect blood from a hemorrhaging patient, filter it, and transfuse it back into the body.	2	2	0
3937	WriteSteps	To create a web based, NCCSI compliant WriteSteps, the current WriteSteps videos and PDF materials will be revised to meet the new standards.	1	1	0
3914	401 Systems	Advanced Planning and Scheduling (APS) solutions (adapted from manufacturing) will improve the utilization of doctors, nurses, beds and equipment, thereby lowering costs and improving service	2	2	0
3916	ULTrA*	A home telerehabilitation system using interactive software increases access to quality care tailored to individual needs.	2	2	0
3915	Are You A Human*	The AYaH CAPTCHA applet is more intuitive and secure than the text based applications currently in use. Our design not only offers increased security	2	2	0
1556	ElectroDynamic Applications, Inc.	Research and development with spacecraft systems, plasma systems, and electromagnetic interactions.	7	7	0
1555	Nanosystems, Inc.	Chemical solutions for bio polymer products	1	1	0
4228	H3D*	Advanced gamma ray detection and imaging devices based on wide band-gap semiconductor materials.	1	1	0
4229	Vena*	Contactless reward service	2	2	0
4200	SenseAide	Technology based senior care services	1	1	0

4111	Possibilities for Change*	Youth Risk Assessment tool	1	1	0
4199	ArtJen Complexus USA	Mirafit fbcx® is a soluble dietary fiber in tablet form.	2	2	0
3502	ReGenerate*	Developer of onsite alternative energy, anaerobic digestion of food waste to energy	3	3	0
4167	BRIO DEVICE*	An intubation device (the SmartAirway) that is easy-to-use and improves first-pass success rates for inexperienced practitioners	4	4	0
4086	squaared.im*	The squaredbuddy translates messages between chat networks,	2	2	0
1820	GSE Technologies, LLC	DigiDrive IV provides mobile electronic products and services added to devices owned by the customer.	1	1	0
659	DNA Software	Software for computational biology	12	12	0
4188	Lukacs Newco*	Monoclonal antibody therapy for treatment of lung disease	2	2	0
4185	Xondas*	A device that shapes the electromagnetic near field so as to provide subwavelength focus at a prescribed distance.	2	2	0
4186	STigma Free Diagnostics, LLC*	point-of-care diagnostic device for the rapid diagnosis of the three most common, curable STDs	3	3	0
4067	Qi Analyze	JEE software application	1	1	0
Grand Totals (27 records)			68	70.5	2.5

6 Boot Camp companies received Business Accelerator Phase III engagements. 15 participating teams were out of the University of Michigan*(Center for Entrepreneurship, Medical Innovation Center, Office of Tech Transfer and Zell Laurie Institute/Ross School of Business).

2 companies, ArtJen Complexus USA and SensiAide attended the May 2011 camp on Tech Town grants.

The following table lists all companies that received a **Micro Loan** through the LDFA. Retained jobs are those which the company reported at the time the loan was received. The current jobs are those jobs updated through recent contact with the company. New jobs are the difference.

Uniq ID	Account Name	Account Description	Loan Amount	Loan Due Date	Retained FTE Jobs	Current FTE Jobs	New FTE Jobs
1585	Procuit Inc.	Educational software engines	\$30,000	9/8/2011	4	5	1
2804	Allinnova LLC	Assessment tool for determining a corporation's capability to be successful in strategic partnering with another organization	\$10,000	10/22/2011	1	1	0
1982	The Whole Brain Group, LLC	Web site design, social media	\$50,000	11/9/2011	5	13	8

2181	MemCatch	Web-based marketing services for education and related non-profit and government entities	\$25,000	12/14/2011	1	1	0
3045	Local Orbit, LLC	Online marketplace for food distribution	\$10,000	1/8/2012	2	4	2
3105	Ix Innovations, LLC	Picoammeters, electrical test and measurement instrumentation	\$35,000	3/4/2012	3	2	-1
2153	RiserCam, LLC - Out of Business	Specialized video equipment for shooting sports and outdoors industry.	\$25,000	4/13/2012	2	0	-2
1585	Procuit Inc.	Educational software engines	\$20,000	4/27/2012	4	5	1
1885	Akervall Technologies, Inc.	Commercializing dental appliance - mouthguard	\$15,000	5/27/2012	1	2	1
338	Digital Knowledge Corporation	CI for the middle-market, news portal for suppliers - KM Solution	\$29,000	6/17/2012	1	2	1
3176	Road to Rado, LLC	Web-based system that measures confidence behind what students learn	\$25,000	6/22/2012	1	1	0
3045	Local Orbit, LLC	Online marketplace for food distribution	\$40,000	7/20/2012	2	4	2
2868	MyBandStock Corporation - Out of Business	Online community that sells access to musicians in the form of virtual shares	\$45,000	8/13/2012	3	0	-3
3418	FamilyMint, Inc.	Children's financial learning program	\$50,000	9/15/2012	2	2	0
2838	Shepherd Intelligent Systems	Software for tracking vehicles using mobile phone GIS	\$45,000	11/1/2012	2	4	2
3600	AutoHarvest Foundation	A web-based multidirectional exchange of Intellectual Property, Technology and Products	\$25,000	12/20/2011	2	2	0
3105	Ix Innovations, LLC	Picoammeters, electrical test and measurement instrumentation	\$15,000	1/28/2013	2	2	0
2880	Therapy Charts, LLC	Patient information management software for independent therapists.	\$47,000	2/24/2013	3	1	-2
2610	Buycentives, Inc	Online management system for automotive incentives	\$25,000	3/16/2013	3	2	-1

2578	Openworld Energy LLC	Manufactures and develops solid state lighting systems for commercial and industrial applications	\$25,000	5/9/2013	3	1	-2
			Total Loans Issued	Retained FTE Jobs	Current FTE Jobs	New FTE Jobs	
TOTALS			\$591,000	47	41	-6	

These companies have raised \$974,500 in private equity and \$50,000 in grants since receiving loans.

The following table lists all companies that are or were **Incubator tenants** this year. Retained jobs are those which the company reported at the time they moved into the incubator. The current jobs are those jobs updated through recent contact with the company. New jobs are the difference.

Seated Tenants

Uniq ID	Account Name	Account Description	Retained FTE Jobs	Current FTE Jobs	New FTE Jobs
1787	CVR Global	Medical device to check the carotid artery for build up without invasive measures.	4	25	21
3009	Meadowlark Energy	Fully integrated green building company.	2	1	-1
4243	Michael Kaye Holdings, LLC	Website for building construction project, repair and supply bids.	1	1	0
2578	Openworld Energy LLC	Manufactures and develops solid state lighting systems for commercial and industrial applications	1	1	0
2610	Buycentives, Inc	Online management system for automotive incentives	2	2	0
2159	MySano, Inc.	Online healthcare portal for consumers	2	2	0
2610	Buycentives, Inc	Online management system for automotive incentives	2	2	0
1648	Sentry Medical Technologies	Monitoring, awareness and data logging for patient behavior action.	2	1	-1
3438	Digital Light	LED lighting technology R&D and manufacturing	1	0	-1
4141	CareCheq	Creator of online portal to connect care consumers and care providers	3	3	0
1848	Hygieia, Inc.	Glucose monitor that recommends dosage adjustments for improved glycemic control	1	8	7
3010	Reveal Design Automation, Inc.	Faster and more effective Integrated Circuit (IC) design quality control software.	1	7	6
438	Cyclose Semiconductor	Ultra low power semi-conductor chips	3	5.5	2.5
3221	i3D Technologies, LLC	Provider of advanced software solutions for sewer modeling to municipalities and engineering consultants	2	2	0
3616	Robert Bosch, LLC	Gasoline systems	7*	7*	0
Grand Totals (15 records)					
			34	67.50	33.50

Two companies, Hygieia & Openworld Energy successfully graduated out of SPARK Central and are both located in the City of Ann Arbor

The Bosch job number reflects only those employees assigned to the collaboration team housed in SPARK Central.

Virtual Tenants

Uniq ID	Account Name	Account Description	Retained FTE Jobs	Current FTE Jobs	New FTE Jobs
2652	Clean Rolling Power	Novel diesel engine system to reduce emissions and improve efficiency	1	1	0
3418	FamilyMint, Inc.	Children's financial learning program	2	2	0
2945	Watch-a-Watt LLC	Energy monitoring technology for residential applications	1	1	0
2926	eNcipient LLC	iPhone case and accessories	2	2	0
206	OTO Medicine - Out of business	Hearing loss prevention pharmaceutical	2	0	-2
1282	Blaze Medical Devices	Spectral analysis for red blood cells	1	4	3
4007	Project 42/Yaccss	Consumer review website for people with disabilities, older adults and their companions and care givers.	1	1	0
4019	Blazing Copy Inc	Marketing Consultant	1	1	0
2156	Vision Solutions International	specializes in vision-assisted robot guidance applications	3	3	0
2550	Jelic Patent Services, LLC	Patent advisor	1	1	0
2634	eChamberConnect, LLC.	Web based applications for Chambers of Commerce	2	10	8
2610	Buycentives, Inc	Online management system for automotive incentives	2	2	0
2634	eChamberConnect, LLC.	Web based applications for Chambers of Commerce	10	10	0
2966	Rock e-commerce	We provide exclusive world class enterprise level internet e-commerce solutions for small to medium sized businesses at breakthrough pricing through relentless innovation and single point of access.	1	1	0
2975	Century Media LLC	Forum to upload, customize, and create mobile multimedia	2	2	0
2821	Onto-Med	A firmware application for collecting/analyzing multiple patient parameters in an ICU in real time	2	2	0
3600	AutoHarvest Foundation	A web-based, toll-free superhighway for the multidirectional exchange of Intellectual Property, Technology and Products	1	3	2
2854	Michigan Business Incubator Association	MI state incubator association	0	1	1
271	GTI Risk Management	risk management- IT security, etc.	1	9	8
2610	Buycentives, Inc	Online management system for automotive incentives	2	2	0
2790	MediQLogix	Software that will provide needed healthcare quality management business solutions for hospitals using SaaS(sw as service).	1	4	3
3575	Creadio	Branded television and radio stations	1	1	0
4227	Preissner Engineering & Consulting, LLC	Engineering srvc's, including advanced FEA, CAD, and high-end design solutions	1	1	0

3645	NextGen Metabolomics Inc.	IROA, in the application of metabolomics for the purpose of discovering diagnostics biomarkers	2	1	-1
3101	Dental Adhesive Products LLC	Dental product: patented time release polymer-based dental adhesive	1	2	1
2539	Patient Provider Communications	Hospital bed communication tablet	1	1	0
3340	Wolverine Energy Solutions & Technology Inc.	Supercapacitor energy storage devices	4	4	0
3088	EFM Waste Management	Medical waste disposal equipment	2	3	1
3914	401 Systems	Advanced Planning and Scheduling (APS) solutions (adapted from manufacturing) will improve the utilization of doctors, nurses, beds and equipment, thereby lowering costs and improving service	2	2	0
338	Digital Knowledge Corporation	CI for the middle-market, news portal for suppliers - KM Solution	1	1	0
3065	Wiseman Engine Group, LLC	The fundamental product is a patented piston/connecting rod/ crankshaft mechanism that results in an internal combustion engine that has up to 50% more fuel efficiency	2	1	-1
3221	i3D Technologies, LLC	Provider of advanced software solutions for sewer modeling to municipalities and engineering consultants	2	2	0
			58	81	23

Methodology utilized in the census.

Contractor uses Salesforce.com as its Customer Relationship Management system to record data about companies. Information about all companies is gathered through a variety of methods.

1. Implemented in late 2008 was a procedure requiring all entrepreneurs requesting assistance of Ann Arbor SPARK for Business Acceleration services, incubator space or applying to Boot Camp to fill out an online form which could be accessed through the SPARK website. Basic information including name, address, phone, email and brief description of company is required. This information is automatically fed into our CRM system.
2. An effort is made to connect with all inquiries within 48 hours. In an initial communication additional data is gathered by SPARK personnel to determine if the entrepreneur meets minimum criteria to warrant further discussion and assistance. At that time a better description of the persons needs are captured and put into the system.
3. We capture for the first time the jobs or full time equivalent workers that a company had at the time of an engagement of any kind. This number becomes our retained jobs number and is not altered. However, for reporting purposes it is possible the retained jobs number can change for a company if that company takes advantage of multiple services and their FTE count changes

between those services. For example, when a company attends Boot Camp there may be only one employee, the entrepreneur. When that company returns for Business Accelerator services there may be two or three partners/employees. So when reported based on Boot Camp attendees the retained jobs is one. When reporting on BA clients the retained jobs are two or three.

4. Throughout the year 'current jobs' is collected anecdotally. When SPARK employees meet entrepreneurs in the community or in more formal sessions we try to get an FTE update and record that new information in the CRM system. A more formal attempt to capture all company information is done through an annual survey. This survey of all SPARK engaged clients is sent asking for several pieces of data including current employment and new hires the previous year. Unfortunately the response to our surveys has been less than 100%. For this contract year our response rate was 63%. We make calls to non-respondents but with limited success. The survey and phone follow-up is with companies who have received services the past five years.
5. To calculate the number of new hires for a company we merely subtract the retained jobs for the particular service we provided from the current job count which gives us the added jobs since that particular engagement.

Contractor continues to refine procedures to capture data more efficiently, accurately and timely.