



LDFFA Board Meeting

January 25, 2011

8:15 am to 10:15 am

SPARK Central Incubator

330 E. Liberty Street, 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 October 25, 2010 Regular Board Meeting**
- V. LDFFA Chair’s Report**
- VI. LDFFA Treasurer’s Report**
 - a. Presentation of the LDFFA Financial Report – 2nd Quarter
 - b. Budget timing and projected tax capture
- VII. Reports from Service Providers**
 - a. Presentation and acceptance of SPARK Report - 2nd Quarter
 - b. Request for contract/budget amendment
- VIII. Other Business**
 - a. Attorney
 - b. Economic development tools on the chopping block at the State of Michigan
 - c. Status of LDFFA Board position vacancies
 - d. Updated list of committee positions
- IX. Motion to Adjourn**



**MINUTES – REGULAR BOARD MEETING
October 26, 2010**

Ann Arbor-Ypsilanti Smart Zone Local Development Finance Authority

**SPARK Central Incubator
330 E. Liberty Street, Ann Arbor, MI 48104**

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

Members Excused: Darryl Daniels, Stephen Rapundalo, Ned Staebler-MEDC-Ex-officio

Others Present: Ken Bogan-City of Ann Arbor-Finance, Amy Cell-SPARK, Greg Fronizer-SPARK, Emily Hines-SPARK, Bill Mayer-SPARK, Elizabeth Parkinson-SPARK, Kurt Reigger-SPARK

CALL TO ORDER:

Beedon called the meeting to order at 8:17 am. A quorum was present. Beedon nominated Korybalski to chair the meeting. Beedon moved, seconded by Kurek. Motion approved unanimously.

APPROVAL OF THE AGENDA:

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

MOTIONS & RESOLUTIONS:

Minutes of the September 21, 2010 Regular Board Meeting:

Korybalski moved, seconded by Carroll, to skip the reading and approve the Minutes of the September 21, 2010 regular board meeting in the form presented at this meeting. Motion approved unanimously.

LDFA CHAIR'S REPORT:

None.

LDFA TREASURER'S REPORT:

Bogan presented the 1st quarter LDFA Financial Report.

REPORTS FROM SERVICE PROVIDERS:

Simms presented the 1st quarter SPARK report, and introduced new SPARK employee Bill Mayer. Carroll moved, seconded by Beedon to accept the report. Motion approved unanimously.

DRAFT

OTHER BUSINESS:

- a. Korybalski asked for confirmation the next LDFA Board meeting date would be January 25, 2011. The date was confirmed.

MOTION TO ADJOURN:

Carroll moved, seconded by Kurek, to adjourn the meeting at 9:05 am. Motion approved unanimously.

Respectfully Submitted,

Ken Bogan, Recording Secretary for Tom Crawford



FINANCIAL SUMMARY

as of December 31, 2010

Smart Zone LDFA
DELIVERABLES
as of December 31, 2010

| | <u>ACTUAL</u> <u>Q1</u> | <u>ACTUAL</u> <u>Q2</u> | <u>Estimate</u> <u>Q3</u> | <u>Estimate</u> <u>Q4</u> | <u>Full Year</u> |
|---|----------------------------|----------------------------|------------------------------|------------------------------|------------------|
| Phase II (Due Diligence) | | | | | |
| <u>Number of Clients (external to SPARK)</u> | | | | | |
| Actual/Forecast | - | 4 | 4 | 4 | 12 |
| Budget/Proposed | 3 | 3 | 4 | 3 | 13 |
| Actual Over/(Under) Target | (3) | 1 | - | 1 | (1) |
| <u>Hours per Client (Avg) (external to SPARK)</u> | | | | | |
| Actual/Forecast | - | 2.0 | 7.0 | 7.0 | 5.3 |
| Budget/Proposed | 6.0 | 6.0 | 7.0 | 6.0 | 6.3 |
| Actual Over/(Under) Target | (6.0) | (4.0) | - | 1.0 | (0.9) |
| Memo: Total Phase II Hours | - | 8 | 28 | 28 | 64 |
| Phase III (Intensive Service) | | | | | |
| <u>Number of Client Engagements</u> | | | | | |
| Actual/Forecast | 10 | 9 | 13 | 13 | 45 |
| Budget/Proposed | 15 | 15 | 15 | 15 | 60 |
| Actual Over/(Under) Target | (5) | (6) | (2) | (2) | (15) |
| <u>Hours per Client Engagement (Avg)</u> | | | | | |
| Actual/Forecast | 22.5 | 69.0 | 63.0 | 63.0 | 55.2 |
| Budget/Proposed | 66.0 | 66.0 | 66.0 | 66.0 | 66.0 |
| Actual Over/(Under) Target | (43.5) | 3.0 | (3.0) | (3.0) | (10.8) |
| Memo: Total Phase III Hours | 225 | 621 | 819 | 819 | 2,484 |

Smart Zone LDFA
FY 2011 FINANCIAL SUMMARY
as of December 31, 2010

| | | | | | Full Year | <u>BUDGET</u> | |
|--------------------------------------|---------------------|---------------------|-----------------------|-----------------------|-----------------------|-----------------------|---|
| | <u>ACTUAL</u> Q1 | <u>ACTUAL</u> Q2 | <u>Estimate</u> Q3 | <u>Estimate</u> Q4 | | <u>Amount</u> | <u>Forecast (Over)/Under Budget</u> |
| <u>INCOME STATEMENT</u> | | | | | | | |
| Revenues: | | | | | | | |
| Tax Revenue | \$ 824,876 | \$ 105,360 | \$ 274,075 | \$ 274,075 | \$ 1,478,385 | \$ 1,400,000 | \$ 78,385 |
| Miscellaneous | - | - | - | - | - | \$ - | \$ - |
| Investment Income | 2,872 | 1,758 | 3,950 | 3,776 | 12,357 | \$ 7,335 | \$ 5,022 |
| Total Revenues | \$ 827,748 | \$ 107,118 | \$ 278,025 | \$ 277,851 | \$ 1,490,742 | \$ 1,407,335 | \$ 83,407 |
| Expenditures: | | | | | | | |
| <u>Contracted Services</u> | | | | | | | |
| SPARK BA Direct Staffing | \$ (72,100) | \$ (72,100) | \$ (72,100) | \$ (72,100) | \$ (288,400) | \$ (288,400) | \$ 0 |
| Phase II (Due Diligence) | - | (200) | (11,900) | (11,900) | (24,000) | \$ (24,000) | \$ - |
| Phase III (Intensive Service) | (22,505) | (62,502) | (81,900) | (81,900) | (248,807) | \$ (400,000) | \$ 151,193 |
| Micro Loan Program for Entrepreneurs | (137,500) | (137,500) | - | - | (275,000) | \$ (275,000) | \$ - |
| A2 Angels | - | (8,500) | (5,750) | (5,750) | (20,000) | \$ (20,000) | \$ - |
| Business Networking Events | (6,684) | (6,729) | (8,293) | (8,293) | (30,000) | \$ (30,000) | \$ - |
| Entrepreneurs Bootcamp | - | (20,000) | (10,000) | (10,000) | (40,000) | \$ (40,000) | \$ - |
| Entrepreneurial Education | (7,000) | - | (9,500) | (9,500) | (26,000) | \$ (26,000) | \$ - |
| Cantillon Web Based Education | (1,400) | (1,500) | (1,050) | (1,050) | (5,000) | \$ (5,000) | \$ - |
| Total Contracted Services | (247,189) | (309,031) | (200,493) | (200,493) | (957,207) | \$ (1,108,400) | \$ 151,193 |
| <u>SPARK Indirect Services</u> | | | | | | | |
| SPARK Central Business Incubator | (33,344) | (31,098) | (47,779) | (47,779) | (160,000) | \$ (160,000) | \$ - |
| Marketing - P/R, Print, Websites | (14,739) | (12,746) | (18,757) | (18,757) | (65,000) | \$ (65,000) | \$ - |
| SPARK Accounting | (14,180) | (13,163) | (17,004) | (17,004) | (61,350) | \$ (61,350) | \$ - |
| | (62,263) | (57,006) | (83,540) | (83,540) | (286,350) | \$ (286,350) | \$ - |
| <u>City of Ann Arbor Services</u> | | | | | | | |
| Legal & Admin. Support | (111) | (111) | (24,889) | (24,889) | (50,000) | \$ (50,000) | \$ - |
| Total Expenditures | \$ (309,563) | \$ (366,149) | \$ (308,923) | \$ (308,923) | \$ (1,293,557) | \$ (1,444,750) | \$ 151,193 |
| Net Increase/Decrease | \$ 518,185 | \$ (259,031) | \$ (30,898) | \$ (31,072) | \$ 197,185 | \$ (37,415) | \$ 234,600 |
| Memo: | | | | | | | |
| Fund Balance (6/30/2010) | \$ 477,948 | | | | | | |
| Fund Balance - Operations (Qtr End) | \$ 996,133 | \$ 737,102 | \$ 706,204 | \$ 675,133 | | | |

| Category | Detail | Fiscal Year | | | Measureable | | \$ Amount |
|----------------------------------|---------|-------------|------|--------|-------------------|--------|-----------------|
| | | Incurred | | Billed | Unit Descrip. | Number | |
| | | Qtr | Year | Qtr | | | |
| SPARK Central Business Incubato | July 10 | 1 | 2011 | 1 | LDFA mtg. Bagels | 1.00 | \$ (13.77) |
| Micro Loan Program for Entrepren | July 10 | 1 | 2011 | 1 | 1st tranche | 1.00 | \$ (137,500.00) |
| SPARK BA Direct Staffing | July 10 | 1 | 2011 | 1 | Direct Staff | 1.00 | \$ (26,667.00) |
| Phase III (Intensive Service) | July 10 | 1 | 2011 | 1 | Hours | 24.98 | \$ (2,498.00) |
| SPARK Central Business Incubato | July 10 | 1 | 2011 | 1 | Facility Exp | 1.00 | \$ (12,799.00) |
| Business Networking Events | July 10 | 1 | 2011 | 1 | Events | 1.00 | \$ (921.00) |
| SPARK Accounting | July 10 | 1 | 2011 | 1 | Accting Svc | 1.00 | \$ (5,423.00) |
| Marketing - P/R, Print, Websites | July 10 | 1 | 2011 | 1 | Marketing | 1.00 | \$ (3,829.00) |
| Entrepreneurial Education | July 10 | 1 | 2011 | 1 | Classes | 1.00 | \$ (1,000.00) |
| SPARK BA Direct Staffing | Aug 10 | 1 | 2011 | 1 | Direct Staff | 1.00 | \$ (26,667.00) |
| Phase III (Intensive Service) | Aug 10 | 1 | 2011 | 1 | Hours | 67.37 | \$ (6,737.00) |
| SPARK Central Business Incubato | Aug 10 | 1 | 2011 | 1 | Facility Exp | 1.00 | \$ (6,478.68) |
| Business Networking Events | Aug 10 | 1 | 2011 | 1 | Events | 1.00 | \$ (3,121.57) |
| SPARK Accounting | Aug 10 | 1 | 2011 | 1 | Accting Svc | 1.00 | \$ (3,862.50) |
| Marketing - P/R, Print, Websites | Aug 10 | 1 | 2011 | 1 | Marketing | 1.00 | \$ (4,534.20) |
| Entrepreneurial Education | Aug 10 | 1 | 2011 | 1 | Classes | 1.00 | \$ (2,000.00) |
| Cantillon Web Based Education | Aug 10 | 1 | 2011 | 1 | Education series | 1.00 | \$ (500.00) |
| SPARK BA Direct Staffing | Sept 10 | 1 | 2011 | 2 | Direct Staff | 1.00 | \$ (18,766.00) |
| Phase III (Intensive Service) | Sept 10 | 1 | 2011 | 2 | Hours | 67.37 | \$ (13,270.00) |
| SPARK Central Business Incubato | Sept 10 | 1 | 2011 | 2 | Facility Exp | 1.00 | \$ (14,039.30) |
| Business Networking Events | Sept 10 | 1 | 2011 | 2 | Events | 1.00 | \$ (2,641.44) |
| SPARK Accounting | Sept 10 | 1 | 2011 | 2 | Accting Svc | 1.00 | \$ (4,894.50) |
| Marketing - P/R, Print, Websites | Sept 10 | 1 | 2011 | 2 | Marketing | 1.00 | \$ (6,376.16) |
| Entrepreneurial Education | Sept 10 | 1 | 2011 | 2 | Classes | 1.00 | \$ (4,000.00) |
| Cantillon Web Based Education | Sept 10 | 1 | 2011 | 2 | Education series | 1.00 | \$ (900.00) |
| SPARK Central Business Incubato | Sept 10 | 1 | 2011 | 2 | LDFA mtg. Bagels | 1.00 | \$ (12.99) |
| Micro Loan Program for Entrepren | Oct 10 | 2 | 2011 | 2 | 2ndt tranche | 1.00 | \$ (137,500.00) |
| SPARK BA Direct Staffing | Oct 10 | 2 | 2011 | 2 | Direct Staff | 1.00 | \$ (24,033.33) |
| Phase III (Intensive Service) | Oct 10 | 2 | 2011 | 2 | Hours | 284.40 | \$ (28,440.00) |
| SPARK Central Business Incubato | Oct 10 | 2 | 2011 | 2 | Facility Exp | 1.00 | \$ (9,669.79) |
| Business Networking Events | Oct 10 | 2 | 2011 | 2 | Events | 1.00 | \$ (2,738.90) |
| SPARK Accounting | Oct 10 | 2 | 2011 | 2 | Accting Svc | 1.00 | \$ (3,862.50) |
| Marketing - P/R, Print, Websites | Oct 10 | 2 | 2011 | 2 | Marketing | 1.00 | \$ (2,392.49) |
| Entrepreneurs Bootcamp | Oct 10 | 2 | 2011 | 2 | Bootcamp | 1.00 | \$ (20,000.00) |
| Cantillon Web Based Education | Oct 10 | 2 | 2011 | 2 | Education classes | 1.00 | \$ (1,000.00) |
| SPARK Central Business Incubato | Oct 10 | 2 | 2011 | 2 | LDFA mtg. Bagels | 1.00 | \$ (12.99) |

| Category | Detail | Fiscal Year | | | Measureable | | \$ Amount |
|----------------------------------|--------|-------------|------|--------|----------------------|--------|----------------|
| | | Incurred | | Billed | Unit Descrip. | Number | |
| | | Qtr | Year | Qtr | | | |
| SPARK BA Direct Staffing | Nov 10 | 2 | 2011 | 2 | Direct Staff | 1.00 | \$ (24,033.33) |
| Phase II (Due Diligence) | Nov 10 | 2 | 2011 | 2 | Hours | 5.00 | \$ (200.00) |
| Phase III (Intensive Service) | Nov 10 | 2 | 2011 | 2 | Hours | 142.82 | \$ (14,282.00) |
| SPARK Central Business Incubato | Nov 10 | 2 | 2011 | 2 | Facility Exp | 1.00 | \$ (8,888.06) |
| Business Networking Events | Nov 10 | 2 | 2011 | 2 | Events | 1.00 | \$ (1,766.68) |
| SPARK Accounting | Nov 10 | 2 | 2011 | 2 | Accting Svc | 1.00 | \$ (3,862.50) |
| Marketing - P/R, Print, Websites | Nov 10 | 2 | 2011 | 2 | Marketing | 1.00 | \$ (2,329.14) |
| SPARK BA Direct Staffing | Dec 10 | 2 | 2011 | 3 | Direct Staff | 1.00 | \$ (24,033.33) |
| Phase III (Intensive Service) | Dec 10 | 2 | 2011 | 3 | Hours | 197.80 | \$ (19,780.00) |
| A2 Angels | Dec 10 | 2 | 2011 | 3 | Support | 1.00 | \$ (8,500.00) |
| SPARK Central Business Incubato | Dec 10 | 2 | 2011 | 3 | Facility Exp | 1.00 | \$ (12,527.33) |
| Business Networking Events | Dec 10 | 2 | 2011 | 3 | Events & sponsorship | 1.00 | \$ (2,223.79) |
| SPARK Accounting | Dec 10 | 2 | 2011 | 3 | Accting Svc | 1.00 | \$ (5,437.50) |
| Marketing - P/R, Print, Websites | Dec 10 | 2 | 2011 | 3 | Marketing | 1.00 | \$ (8,024.16) |
| Cantillon Web Based Education | Dec 10 | 2 | 2011 | 3 | Education series | 1.00 | \$ (500.00) |

**L DFA SmartZone
Budget Timing Plan for FY 2012 & FY 2013**

| | <u>Date Due</u> |
|---|-----------------|
| Tax Capture Revenue estimates provided to Board | 1/25/2011 |
| L DFA Board meeting - Committee recommended budget approved by Board | 3/15/2011 |
| Draft Budget (City of Ann Arbor) sent out for printing | 3/31/2011 |
| Delivery of draft budget to Council - Council Work Session | 4/11/2011 |
| Draft budget and City Council meeting | 4/18/2011 |
| April L DFA Board meeting | 4/26/2011 |
| Council Work Session | 5/9/2011 |
| Final Budget to City Council | 5/23/2011 |

Smart Zone LDFA
PROJECTED CAPTURE OF TAXABLE VALUE
as of December 29, 2010

| | ACTUAL | | | | | | |
|-----------------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| | FYE 2004 | FYE 2005 | FYE 2006 | FYE 2007 | FYE 2008 | FYE 2009 | FYE 2010 |
| Base Taxable Value | 248,052,105 | 248,052,105 | 248,052,105 | 248,052,105 | 248,052,105 | 248,052,105 | 248,052,105 |
| Taxable Value | <u>255,740,392</u> | <u>268,549,336</u> | <u>282,005,908</u> | <u>299,900,784</u> | <u>324,293,338</u> | <u>360,166,693</u> | <u>381,872,618</u> |
| Captured Taxable Value | 7,688,287 | 20,497,231 | 33,953,803 | 51,848,679 | 76,241,233 | 112,114,588 | 133,820,513 |
| PRE (Homestead) Taxable Value | 2,195,895 | 5,117,832 | 8,174,889 | 10,555,824 | 20,671,707 | 26,962,637 | 28,879,737 |
| Non-PRE Taxable Value | 5,492,392 | 15,379,399 | 25,778,914 | 41,292,855 | 55,569,526 | 85,151,951 | 104,940,776 |
| PRE (Homestead) Captured Tax Levy | 5,490 | 15,353 | 24,525 | 31,667 | 62,015 | 80,888 | 86,639 |
| Non-PRE Captured Tax Levy | <u>63,088</u> | <u>184,345</u> | <u>308,999</u> | <u>494,957</u> | <u>665,984</u> | <u>1,020,521</u> | <u>1,257,684</u> |
| Total Captured Tax Levy | 68,578 | 199,699 | 333,524 | 526,624 | 727,999 | 1,101,408 | 1,344,323 |

| | PROJECTED | | | | | | | |
|-----------------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| | FYE 2011 | FYE 2012 | FYE 2013 | FYE 2014 | FYE 2015 | FYE 2016 | FYE 2017 | FYE 2018 |
| Base Taxable Value | 248,052,105 | 248,052,105 | 248,052,105 | 248,052,105 | 248,052,105 | 248,052,105 | 248,052,105 | 248,052,105 |
| Taxable Value | <u>393,207,795</u> | <u>401,071,951</u> | <u>409,093,390</u> | <u>417,275,258</u> | <u>425,620,763</u> | <u>434,133,178</u> | <u>442,815,842</u> | <u>451,672,159</u> |
| Captured Taxable Value | 145,155,690 | 153,019,846 | 161,041,285 | 169,223,153 | 177,568,658 | 186,081,073 | 194,763,737 | 203,620,054 |
| PRE (Homestead) Taxable Value | 29,078,551 | 32,134,168 | 33,818,670 | 35,536,862 | 37,289,418 | 39,077,025 | 40,900,385 | 42,760,211 |
| Non-PRE Taxable Value | 116,077,139 | 120,885,678 | 127,222,615 | 133,686,291 | 140,279,240 | 147,004,048 | 153,863,352 | 160,859,842 |
| PRE (Homestead) Captured Tax Levy | 87,236 | 96,403 | 101,456 | 106,611 | 111,868 | 117,231 | 122,701 | 128,281 |
| Non-PRE Captured Tax Levy | <u>1,391,150</u> | <u>1,448,779</u> | <u>1,524,725</u> | <u>1,602,190</u> | <u>1,681,205</u> | <u>1,761,799</u> | <u>1,844,006</u> | <u>1,927,857</u> |
| Total Captured Tax Levy | 1,478,385 | 1,545,181 | 1,626,181 | 1,708,801 | 1,793,073 | 1,879,030 | 1,966,707 | 2,056,138 |

**Ann Arbor/Ypsilanti SmartZone LDFA
FY 2012 Budget & FY 2013 Budget Plan Worksheet**

| | FY 2009 Actual | FY 2010 Actual | FY 2011 Budget | FY 2011 Forecast | FY 2012 Recommended Budget | FY 2013 Planned Budget |
|---|---------------------------|---------------------------|---------------------------|-----------------------------|---|---------------------------------------|
| REVENUES | | | | | | |
| Tax Revenue | \$ 1,059,965 | \$ 1,347,498 | \$ 1,400,000 | \$ 1,478,385 | \$ 1,545,000 | \$ 1,626,000 |
| Miscellaneous Revenue | 30,913 | - | - | - | - | - |
| Investment Income | 6,762 | 10,011 | 7,335 | 12,357 | 13,503 | 15,778 |
| Total Revenue | \$ 1,097,640 | \$ 1,357,509 | \$ 1,407,335 | \$ 1,490,742 | \$ 1,558,503 | \$ 1,641,778 |
| EXPENDITURES | | | | | | |
| <u>Business Accelerator Support Services</u> | | | | | | |
| Business Accelerator Support | \$ 157,000 | \$ 280,004 | \$ 288,400 | \$ 288,400 | \$ 288,400 | \$ 288,400 |
| Phase II - Due Diligence | 26,833 | 20,699 | 24,000 | 24,000 | 24,000 | 24,000 |
| Phase III - Intensive Service | 217,589 | 361,245 | 400,000 | 248,807 | 400,000 | 400,000 |
| Sub-Total | 401,422 | 661,948 | 712,400 | 561,207 | 712,400 | 712,400 |
| Micro Loan Program for Entrepreneurs | - | 275,000 | 275,000 | 275,000 | 275,000 | 275,000 |
| Angel Investment Group Support | 12,500 | 24,987 | 20,000 | 20,000 | 20,000 | 20,000 |
| Business Networking Events | 22,083 | 23,060 | 30,000 | 30,000 | 30,000 | 30,000 |
| <u>Entrepreneur Education</u> | | | | | | |
| Education Classes | 15,200 | 42,000 | 26,000 | 26,000 | 26,000 | 26,000 |
| Bootcamp | 39,950 | 10,000 | 40,000 | 40,000 | 40,000 | 40,000 |
| Sub-Total | 55,150 | 52,000 | 66,000 | 66,000 | 66,000 | 66,000 |
| Cantillon Web Based Education | 35,375 | 27,925 | 5,000 | 5,000 | 5,000 | 5,000 |
| SPARK Central Incubator Operating Exp | 153,568 | 137,950 | 160,000 | 160,000 | 160,000 | 160,000 |
| <u>SPARK Indirect Services</u> | | | | | | |
| SPARK Accounting | 43,001 | 53,120 | 61,350 | 61,350 | 61,350 | 61,350 |
| Marketing | 50,400 | 65,000 | 65,000 | 65,000 | 65,000 | 65,000 |
| Sub-Total | 93,401 | 118,120 | 126,350 | 126,350 | 126,350 | 126,350 |
| <u>City of Ann Arbor Indirect Services</u> | | | | | | |
| Legal & Admin Support | 32,806 | 28,146 | 50,000 | 50,000 | 50,000 | 50,000 |
| Total Operating Expenditures | \$ 806,305 | \$ 1,349,136 | \$ 1,444,750 | \$ 1,293,557 | \$ 1,444,750 | \$ 1,444,750 |
| Net Increase/(Decrease) | \$ 291,335 | \$ 8,373 | \$ (37,415) | \$ 197,185 | \$ 113,753 | \$ 197,028 |
| RESERVES | | | | | | |
| Est. Beginning Fund Balance | \$ 178,240 | \$ 469,575 | \$ 477,948 | \$ 477,948 | \$ 675,133 | \$ 788,886 |
| Projected Surplus (deficit) | 291,335 | 8,373 | (37,415) | 197,185 | 113,753 | 197,028 |
| Projected ending Fund Balance | \$ 469,575 | \$ 477,948 | \$ 440,533 | \$ 675,133 | \$ 788,886 | \$ 985,913 |
| Fund Balance as a % of revenues | 43% | 35% | 31% | 45% | 51% | 60% |

*FY2012 & 2013 shown with expenses at current budget level.

Ann Arbor-Ypsilanti SmartZone
Local Development Finance Authority
Ann Arbor SPARK
Quarterly Report
October 1, 2010 through December 31, 2010

Work Accomplished

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

78 entrepreneurs with companies or business ideas sought business accelerator services this quarter vs. 44 during the same period last year. 38 of the 78 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 | Account Description | Opportunity Description |
|-----------------------------------|--|---|
| LectureTools, Inc * | Interactive educational for K-12, college, professional | Establish their accounting system |
| Optime' Supply Chain, Inc. | Producer of healthcare supply chain software products | Business Plan and Marketing Assistance |
| i3D Technologies, LLC | Provider of advanced software solutions for sewer modeling to municipalities and engineering consultants | Market Strategy and Go-to-Market |
| WriteSteps, LLC | Provider of writing skills learning tools to teach elementary school students how to improve standardized test performance | Financial Model, Market Strategy and Go-to-Market |

* Denotes University of Michigan affiliation

The following companies received Phase III level support

9 companies received business accelerator engagements this quarter vs. 18 last year. These companies currently have 18 FTEs (Full Time Equivalent).

| Account Name | Account Description | Opportunity Description | BA Contract Amt | BA Expenditures |
|-------------------------|---|----------------------------------|-----------------|-----------------|
| Backyard Brains | Entry-level neurophysiology (brain signal recording) kits for students to learn about the brain | Accounting System Set Up | \$500 | \$475 |
| FamilyMint, Inc. | Children's financial learning program | Marketing support | \$4,500 | \$4,500 |
| FamilyMint, Inc. | Children's financial learning program | On-Line Public Relations Support | \$2,000 | \$2,000 |
| FamilyMint, Inc. | Children's financial learning program | Communications support | \$5,500 | \$5,200 |
| FamilyMint, Inc. | Children's financial learning program | SEM & PPC Setup | \$3,000 | \$3,000 |

| | | | | |
|---|---|---|-------------|-------------|
| | program | | | |
| Ix Innovations, LLC * | Picoammeters, electrical test and measurement instrumentation | Investor Deck, Sales Pitch and Sales contacts | \$6,000 | \$4,245 |
| Monarch Antenna Inc. | Self-Structuring Antenna for wireless applications | Market research | \$8,000 | \$8,000 |
| MS Bioworks, LLC | Specialized mass spectrometry techniques and services to life science industry | Marketing assistance, especially website | \$9,900 | \$10,025 |
| MySano, Inc. | Online healthcare portal for consumers | Preparation of microloan application | \$7,500 | \$7,500 |
| Patient Provider Communications | Hospital bed communication tablet | Patent Work | \$600 | \$600 |
| Reveal Design Automation, Inc. * | Faster and more effective Integrated Circuit (IC) design quality control software. | Business planning assistance targeting strategic planning, industry introductions and fundraising | \$10,000 | \$10,000 |
| Reveal Design Automation, Inc. * | Faster and more effective Integrated Circuit (IC) design quality control software. | Third party validation | \$10,000 | \$8,980 |
| Saagara | Interactive/customizable behavioral modification software, for beneficial health outcomes.. Business and technology planning | Business and technology planning | \$9,800 | \$9,662 |
| | | | \$77,300.00 | \$74,187.00 |

* Denotes University of Michigan affiliation

Founding location, current location

Of the Phase III companies 3 were originally from outside the city of Ann Arbor.

Microloans

| Account Name | Account Description | Funding Request Amount | Debt at Cost | Date of Initial Investment | Retained FTE Jobs |
|--------------------------------|---|------------------------|--------------|----------------------------|-------------------|
| Shepherd Intelligent Systems * | Software for tracking vehicles using mobile phone GIS | \$45,000 | \$45,000 | 11/1/2010 | 2 |
| Grand Totals (1 record) | | | | | |
| | | \$45,000 | \$45,000 | | |

* Denotes University of Michigan affiliation

SPARK Central Incubator

Total number of Full Tenants (those in a cubicle with secure space and full privileges) totaled 8 companies with 13 seats at the end of this quarter. 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 |
|----------------------------------|--|----------------------|---------------------|-----------------|
| CVR Global | Medical device to check the carotid artery for build up without invasive measures. | 4/9/2009 | 8/31/2010 | 1 |
| Meadowlark Energy | Fully integrated green building company. | 8/18/2009 | 9/30/2010 | 1 |
| Openworld Energy LLC | Manufactures and develops solid state lighting systems for commercial and industrial applications | 12/15/2008 | 12/31/2010 | 2 |
| MySano, Inc. | Online healthcare portal for consumers | 6/1/2009 | 12/31/2010 | 1 |
| Sentry Medical Technologies | Monitoring, awareness and data logging for patient behavior action. | 11/15/2010 | 5/4/2011 | 1 |
| Digital Light | LED lighting technology R&D and manufacturing | 5/1/2010 | 12/31/2010 | 1 |
| Hygieia, Inc. * | Glucose monitor that recommends dosage adjustments for improved glycemic control | 9/2/2008 | 10/29/2010 | 2 |
| Reveal Design Automation, Inc. * | Faster and more effective Integrated Circuit (IC) design quality control software. | 1/1/2010 | 12/31/2010 | 2 |
| Cyclose Semiconductor * | Ultra low power semi-conductor chips | 10/6/2009 | 12/31/2010 | 2 |
| i3D Technologies, LLC | Provider of advanced software solutions for sewer modeling to municipalities and engineering consultants | 12/1/2010 | 6/1/2011 | 1 |
| Robert Bosch, LLC | Gasoline systems | 9/15/2010 | 9/14/2011 | 4 |
| Grand Totals (11 records) | | | | |
| | | | | 18 |

* Denotes University of Michigan affiliation

Virtual Tenants (those without secure space and secondary access to conference rooms) Virtual Tenants pay by person.

| Account Name | Account Description | Virtual Start Date | Virtual End Date |
|--|---|--------------------|------------------|
| AutoHarvest Foundation | A web-based, toll-free superhighway for the multidirectional exchange of Intellectual Property, Technology and Products | 7/1/2010 | 1/1/2011 |
| Blaze Medical Devices * | Spectral analysis for red blood cells | 7/1/2010 | 12/31/2010 |
| Blazing Copy Inc | Marketing Consultant | 1/1/2011 | 12/31/2011 |
| Buycentives, LLC | Online management system for automotive incentives | 7/1/2010 | 6/30/2011 |
| Century Media LLC | Forum to upload, customize, and create mobile multimedia | 8/10/2009 | 8/10/2010 |
| Clean Rolling Power | Novel diesel engine system to reduce emissions and improve efficiency | 7/1/2010 | 6/30/2011 |
| Creadio | Branded television and radio stations | 5/15/2010 | 11/15/2010 |
| Digital Knowledge Corporation | CI for the middle-market, news portal for suppliers - KM Solution | 7/1/2010 | 12/31/2010 |
| EFM Waste Management | Medical waste disposal equipment | 7/1/2010 | 12/31/2010 |
| eNcipient LLC | iPhone case and accessories | 7/1/2010 | 12/31/2010 |
| FamilyMint, Inc. | Children's financial learning program | 7/1/2010 | 7/1/2011 |
| GTI Risk Management | risk management- IT security, etc. | 7/1/2010 | 12/31/2010 |
| i3D Technologies, LLC | Provider of advanced software solutions for sewer modeling to municipalities and engineering consultants | 9/10/2010 | 11/30/2010 |
| Jelic Patent Services, LLC | Patent advisor | 7/1/2010 | 1/1/2011 |
| MediQLogix | Software that will provide needed healthcare quality management business solutions for hospitals using SaaS(sw as service). | 7/1/2010 | 12/31/2010 |
| Onto-Med | A firmware application for collecting/analyzing multiple patient parameters in an ICU in real time | 9/1/2010 | 8/31/2011 |
| OTO Medicine * | Hearing loss prevention pharmaceutical | 12/1/2009 | 12/1/2010 |
| Patient Provider Communications | Hospital bed communication tablet | 11/1/2010 | 5/30/2011 |
| Rock e-commerce | Exclusive world class enterprise level internet e-commerce solutions for small to medium sized businesses through relentless innovation and single point of access. | 7/26/2010 | 7/26/2011 |
| Vision Solutions International | Specializes in vision-assisted robot guidance applications | 7/1/2010 | 12/31/2010 |
| Watch-a-Watt LLC | Energy monitoring technology for residential applications | 7/1/2010 | 6/30/2011 |
| 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 | 7/1/2010 | 11/30/2011 |

| | | | |
|---|--------------|-----------|----------|
| Wolverine Energy Solutions & Technology Inc. | Life Science | 11/1/2010 | 5/1/2011 |
| Grand Totals (23 records) | | | |
| | | | |

* Denotes University of Michigan affiliation

Business Services

The 18th installment of the Ann Arbor SPARK Entrepreneur Boot Camp was November 4 & 5th. It was held at the Kensington Court Hotel in Ann Arbor. We received 27 applications. WriteSteps in Ann Arbor won Best of Boot Camp.

| Account Name | Billing City | Account Description | Current FTE Jobs |
|--|--------------|---|------------------|
| 401 Systems | Riverview | 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 |
| Are You A Human * | Ann Arbor | 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 |
| Bebaroo LLC * | Ann Arbor | Online rental for baby clothing | 2 |
| EFM Waste Management | Ann Arbor | Medical waste disposal equipment | 3 |
| ElectroDynamic Applications, Inc. | Ann Arbor | Research and development with spacecraft systems, plasma systems, and electromagnetic interactions. **Company is out of business | 7 |
| Fusion Coolant Systems, Inc. | Ypsilanti | Coolant and lubrication system for metalworking and tooling | 4.5 |
| Microwave Medical * | Ann Arbor | The product is a microwave system for breast cancer imaging and therapy. Images are quantitative and diagnostic. | 2 |
| Nanosystems, Inc. | Ann Arbor | Chemical solutions for bio polymer products | 1 |
| SMP * | Ann Arbor | 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 |
| Sunkwa * | Ann Arbor | 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 |
| ULTrA * | Ann Arbor | A home tele-rehabilitation system using interactive software increases access to quality care tailored to individual needs. | 2 |

| | | | |
|---------------------------------------|-----------|---|------|
| Vision Solutions International | Ann Arbor | specializes in vision-assisted robot guidance applications | 3 |
| WriteSteps | Ann Arbor | To create a web based, NCCSI compliant WriteSteps, the current WriteSteps videos and PDF materials will be revised to meet the new standards. | 1 |
| Grand Totals (13 records) | | | |
| | | | 33.5 |

* Denotes University of Michigan affiliation

Hosted Events

| Event Name | Date | Place of Event | Approx # of attendees | | Purpose of Event |
|---|---|-----------------|-----------------------|-----------------|--|
| | | | Entrepreneurs | Total Attendees | |
| Entrepreneur Education 1.0 - Entrepreneurial Finance | October 6, 2010 | SPARK - Central | 7 | 13 | How will you find investors and other sources of capital? |
| Dare to Dream Announcement Luncheon | October 7, 2010 | SPARK - Central | 44 | 64 | Grant recipients will be notified in person at the Dare to Dream Announcement luncheon on Thursday, October 7 at Ann Arbor SPARK Central. |
| Michigan Energy Forum - | October 7, 2010 November 4, 2010 December 2, 2010 | SPARK - Central | 8/10/28 | 42/29/28 | The mission of the forum is to facilitate collaboration and networking among practitioners, policy makers, investors and professionals. Events are held the first Thursday of the month at SPARK Central in downtown Ann Arbor |
| Marketing Roundtable | October 12, 2010 November 9, 2010 December 14, 2010 | SPARK - Central | 20/30/23 | 37/50/38 | The Marketing Roundtable is a ten-session monthly series featuring regional marketing professionals 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. The Marketing Roundtable is held the second Tuesday of the month (except July and August) at SPARK Central . |

| | | | | | |
|--|--|-----------------|----------|----------|---|
| Ann Arbor Open Coffee | October 12, 2010 November 9, 2010 December 14, 2010 | SPARK - Central | 16/8/15 | 25/12/15 | 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. OpenCoffee is held monthly on the second Tuesday at SPARK Central . |
| Super Hot Shots | October 12, 2010 | Melange | 13 | 26 | See Hot Shots description - Super Hot Shots was for high level executives and was invite only |
| Business Accelerator Consultants Meeting | October 15, 2010 November 19, 2010 December 17, 2010 | SPARK - Central | 18/11/25 | 21/13/25 | Monthly Business Accelerator meeting to update consultants on SPARK and review projects. |
| Business Law & Order | October 18, 2010 November 15, 2010 | SPARK - Central | 17/12 | 40/32/ | 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. |
| Lunch with Silicon Valley Serial Entrepreneur Marylene Delbourg-Delphis | October 18, 2010 | SPARK - Central | 25 | 47 | Marylene Delbourg-Delphis/Description: Nationally known serial CEO, entrepreneur and blogger Marylene Delbourg-Delphis is coming to Ann Arbor USA to share her entrepreneurial success story. |
| CFO Roundtable - Formalizing the Financial Function | October 19, 2010 November 16, 2010 | SPARK - Central | 5/3 | 18/13/ | 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. |

| | | | | | |
|--|---|--------------------|------|-------|--|
| Power Lunch | October 22, 2010 | SPARK - Central | 2 | 11 | Speaker(s): Lisa Pasbjerg/Description: "RIGHT FROM THE START-UP": Being Intentional about Culture Creation and Realizing its Contribution to Performance (Lisa Pasbjerg and Janet Dombrowski) |
| Hot Shots: Career Connections at Melange | October 26, 2010 November 30, 2010 | Melange | 8/5 | 65/82 | Bring your resume, and come and mingle with growing, innovative companies in a fun and relaxed environment! This event is only for talent seeking opportunities for themselves. |
| Hygieia Incubator Tenant Graduation | October 28, 2010 | SPARK - Central | 9 | 21 | On Thursday morning 10/28 Hygieia will move to its new office on 2725 South Industrial, Suite 200, Ann Arbor, MI 48104. SPARK will be holding a graduation pizza party at 11:30. |
| Mingle and Match | November 2, 2010 | SPARK - Central | 26 | 45 | Mingle & Match is for those who want to join a start-up as an early employee, co-founder, investor and/or advisory board member.. |
| BioArbor - | November 10, 2010 December 8, 2010 | SPARK - Central | 14/0 | 47/49 | BioArbor hosts educational networking events for the life sciences industry in the greater Ann Arbor area. BioArbor's focus covers technology commercialization, financing strategies, business development, regulatory affairs and marketing |
| Power Lunch | December 14, 2010 | SPARK - Central | 5 | 8 | Tuesday, December 14, 2010, Paula Sorrell Rhoades, Third Eye Innovation; This is a key topic for any entrepreneur – how else will you know what your customers want, how to market/sell to them and how to best match up product benefits with customer needs? |
| Entrepreneur Education 1.0 - Marketing Strategy | December 15, 2010 | SPARK - Central | 8 | 8 | Wednesday, December 15, 2010, Kurt Riegger, Join Kurt Riegger, Managing Director of Business Engines, for an in depth look at the key aspects around |

developing a marketing strategy.

Sponsorships/Partnered Events

| Event Name | Date | Place of Event | Approx # of attendees | Purpose of Event |
|---|-------------------|-----------------------|------------------------------|--|
| Platinum Sponsorship - U of M Startup Weekend | December 17, 2010 | U of M | 50 | Support student grass root effort to assist Entrepreneurs with ideas |

Angel Network

Two BA companies presented to a local angel group in November. SPARK sponsored the program where InfoReady and Accio Energy presented. Their presentations resulted in both companies receiving additional investment.

Significant Deviation from Scope of Work

Based on the lighter than expected BA deal flow in Q1 (\$35K), we doubled our BA activity in Q2. We expect to meet a pace of \$82.5K in Q3 and Q4 which will allow us to hit our revised budget for FY 2010. The reallocation of \$125K from the BA to the Micro Loan will be very effective at providing the maximum resources to our Ann Arbor companies and align with our budget.



December 18, 2010

To LDFA Board

From Skip Simms, Ann Arbor SPARK

Regarding moving some budget items

At our January Board meeting you will receive our second quarter report which will show we have under spent on Phase III services the first half of the year by more than \$100,000. This was due in part to a dramatic drop in company need or requests in the first quarter (July-September). Activity has picked up and we expect we will be providing services at the average monthly level starting in January, continuing through June, but we will not go over and thus have this budget surplus.

On the other hand by the end of January we will have closed on seven microloans and have only \$10-15,000 remaining. We would like to reallocate \$125,000 from BA Phase III line item to the Microloan Fund. We will review again in April to determine what we believe the right ratio will be for the next fiscal year. Microloans have proven to be very valuable for our clients but we remain committed to providing Phase III services as our top priority as we also believe these services give the community the best return on investment.

On another topic, it was a goal of the marketing team to stream live over the internet several of the programs presented at SPARK Central. Among them are our regular monthly programs on marketing, life science and alternative energy events and our new legal series. In addition to a few special presentations that pop up through the year there are about 40-45 such presentations we would like to stream, record and make available on our website, and possibly offer for presentation on the local cable channel. We have not done this for several months as the quality has been substandard.

We would like to purchase about \$10,000 of equipment to upgrade the technical capabilities at SPARK Central. The return on investment versus renting the equipment is 9 to 12 months. We will also engage a professional production company to produce these programs as opposed to using volunteers or people still learning this skill set. Since there is not a capital line item in the budget we propose paying for it with dollars in the incubator budget and/or our events budget. Between these programs we can make it work without asking for any additional dollars outside the budget.

We feel it is important to move on these items now so we don't lose momentum rather than waiting for approval at the next meeting.

October 29, 2010

BODMAN LLP
SUITE 400
201 SOUTH DIVISION STREET
ANN ARBOR, MICHIGAN 48104
734-930-2494 FAX
734-761-3780

Tom Crawford
Ann Arbor-Ypsilanti Smartzone LDFA
Guy C. Larcom Jr. Municipal Bldg.
100 N. Fifth Ave, 5th Floor
Ann Arbor, Mi 48104

Dear Tom,

This letter is to advise you that Jerry Lax is moving his practice. Effective November 1, 2010, Jerry's practice will be located at:

Pear Sperling Eggan & Daniels, P.C.
24 Frank Lloyd Wright Drive
Ann Arbor, Michigan 48105
(734) 665-4441
jlax@psedlaw.com

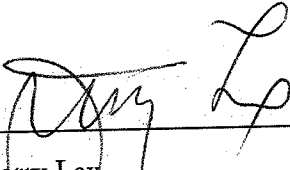
bodman
ATTORNEYS & COUNSELORS

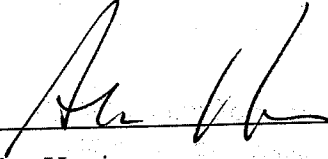
Because Jerry has been the principal lawyer handling your files, we need your instructions concerning your continued legal representation on these matters. Neither Jerry nor Bodman LLP "own" the client relationship with you. Rather, it is always up to you to choose your attorney.

If you have questions about Jerry continuing to represent you after he departs Bodman LLP, please telephone him at (734) 665-4441. If you have questions about Bodman LLP continuing to represent you after Jerry's departure, please telephone Alan Harris at (734) 761-3780. Jerry and Bodman LLP are both committed to minimizing any disruption of your representation.

Enclosed is a list of your open files. Please indicate whether you would like these files to accompany Jerry to Pear Sperling Eggan & Daniels, P.C. or whether you would like them to remain at Bodman LLP. If you do not respond, we will assume that you would like the files to remain at Bodman LLP. Also, any closed files not listed on the enclosure will remain at Bodman LLP. After you have completed the attached form, please mail, fax or email it to Jerry and to Mr. Harris.

Sincerely,


Jerry Lax


Alan Harris

From: Michigan Association of Mayors [<mailto:MAM@LISTSERV.MML.ORG>] **On Behalf Of** Andy Schor
Sent: Friday, January 14, 2011 10:54 AM
To: MAM@LISTSERV.MML.ORG
Subject: Economic Development Tools on the Chopping Block

Folks,

As the budget discussions start and the new Legislature and Governor begin to close the \$2 billion deficit at the state level, discussions are arising about reviewing certain tax credit programs for effectiveness and cost to the state.

The House Republican majority have mentioned the following credits to be reviewed:

- Brownfield
- Film
- anchor company
- food retailer
- historic preservation
- Michigan Economic Growth Authority
- hybrid technology research and development
- Next Energy
- renaissance zone
- Obsolete Property Act
- Logistic facilities
- SmartZones
- Neighborhood Enterprise Zones
- battery production

This list is not exhaustive and are just examples. All credits could be on the table for review.

As you know, many of these and other credits are used effectively by communities to create jobs and private investments to their community, and help to bring people back to Michigan.

I am need examples that I can share with legislators to show the effectiveness of any credits and tools that you use in order to ensure that they remain in place. The more examples, the better. It would be especially helpful to have examples from every legislative district in the state.

I expect these discussions to happen rather quickly as the budget is proposed and worked on. I also can easily see the Legislature proposing to cut the state dollars that are used with many of these credits.

Please email me directly if you or anyone in your community have any examples that you can share showing the benefits of any of these credits and the importance of both state and local contributions towards these economic development tools. I will compile them and put them in a document for the Legislature.

Thanks!

Andy

Andy Schor
Assistant Director, State Affairs
Michigan Municipal League
Ph: (517) 908-0300 (direct)
Cell: (517) 256-3395
208 N Capitol, 1st Floor
Lansing, MI 48933
www.mml.org

Find Me On: [Facebook](#) * [Twitter](#) * [Plaxo](#) * [LinkedIn](#)



**Ann Arbor/Ypsilanti SmartZone LDFA
Board of Directors
FY 2011**

| Municipality | Member | LDFA Title | Term Starts | | Term Ends | Company |
|--------------|-----------------|---------------------|-------------|---|-----------|------------------------------------|
| Ann Arbor | Mike Korybalski | | 10/4/2004 | * | 6/30/2011 | |
| Ann Arbor | Steve Rapundalo | Chair | 10/15/2007 | | 6/30/2011 | City of Ann Arbor |
| Ann Arbor | Theresa Carroll | | 6/30/2008 | | 6/30/2012 | Dykema Gossett PLLC |
| Ann Arbor | Lisa Kurek | | 6/30/2008 | | 6/30/2012 | Biotechnology Business Consultants |
| Ann Arbor | Richard Beedon | Vice Chair | 11/17/2008 | * | 6/30/2013 | MacBeedon Group |
| Ann Arbor | (vacant) | | | + | | |
| Ypsilanti | Darryl Daniels | Treasurer | 6/30/2007 | | 6/30/2011 | Jacobsen Daniels |
| Ypsilanti | Mark Maynard | | 6/30/2008 | | 6/30/2012 | U-M Tech Transfer |
| Ypsilanti | Phil Tepley | | 6/30/2009 | | 6/30/2013 | SBTDC |
| Ex-officio | Tom Crawford | Recording Secretary | | | | City of Ann Arbor |
| Ex-officio | Skip Simms | | | | | Ann Arbor SPARK |
| Ex-officio | Ned Staebler | | 10/27/2009 | | | MEDC |

Former Members:

| | | | | | | |
|------------|-------------------|--|------------|---|-----------|-------------------|
| Ann Arbor | Mike Reid | | 10/4/2004 | * | 6/30/2007 | Exchange Cap Mgt |
| Ann Arbor | Mickey Katz-Pek | | 6/30/2003 | * | 6/30/2008 | BBC, LLC |
| Ann Arbor | Tom Kinnear | | 10/19/2004 | * | 6/30/2008 | Univ. of Mich. |
| Ann Arbor | Christine Ballman | | 6/30/2002 | * | 6/30/2009 | |
| Ann Arbor | Rob Risser | | 6/30/2002 | * | 6/30/2009 | Picomatrix, Inc. |
| Ypsilanti | John Gawlas | | 6/30/2003 | * | 6/30/2007 | City of Ypsilanti |
| Ypsilanti | Jonnie Bryant | | 11/1/2006 | | 6/30/2008 | McNaughton-Gunn |
| Ypsilanti | Richard King | | 6/30/2005 | * | 6/30/2009 | SDTDC |
| Ex-officio | Cindy Douglas | | | | | MEDC |
| Ex-officio | Roselyn Zator | | | | | MEDC |

- X Members serving up to 90 days past their expiration, until successor appointment
- > Members serving up to 90 days past their expiration, until re-appointment
- + Appointment needed to fill vacancy
- * Ineligible for reappointment

**Ann Arbor/Ypsilanti SmartZone LDFA
Board of Directors - Committee Positions
FY 2011**

| Member | Audit | Cantillon | Budget/ Contract | Metrics |
|----------------------------|--------------|------------------|-----------------------------|----------------|
| Mike Korybalski | | | | |
| Steve Rapundalo | X | | X | |
| Theresa Carroll | | | X | |
| Lisa Kurek | | X | | X |
| Richard Beedon (vacant) | | X | | X |
| Darryl Daniels | | | XX | |
| Mark Maynard | | XX | | X |
| Phil Tepley | | | XX | X |
| Tom Crawford | X | X | | X |
| Skip Simms | | | X | X |
| Ned Staebler | | | | |

Note:
XX Chair
X Member