

## **LDFFA Board Meeting**

July 28, 2009

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 June 16, 2009 Regular Board Meeting**
- V. LDFA Chair's Report**
- VI. Reports from Service Providers**
  - a. Acceptance of SPARK Report – 4<sup>th</sup> Quarter**
- VII. LDFA Treasurer's Report**
  - a. Approval of the LDFA Financial Report – 4<sup>th</sup> Quarter**
- VIII. Election of FY 2010 Officers**
- IX. Approval of the FY 2010 Board Meeting Schedule**
- X. Other Business**
  - a. Report from Budget/Contract Committee –**
    - 1) FY 2010 Agreement Between the LDFA and Ann Arbor SPARK**
  - b. Committee Appointments – Nominating Recommendation, Budget/Contract, Audit and By-laws**
- XI. Motion to Adjourn**



**MINUTES – REGULAR BOARD MEETING  
June 16, 2009**

**Ann Arbor-Ypsilanti SmartZone Local Development Finance Authority**

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

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**Members Present:** Richard King, Michael Korybalski, Stephen Rapundalo, Theresa Carroll, Mark Maynard, Darryl Daniels, Richard Beedon, Lisa Kurek, Skip Simms-Accelerator Ex-officio

**Members Excused:** Rob Risser, Tom Crawford-Ex-officio, Roselyn Zator-MEDC Ex-officio

**Others Present:** Mike Finney-SPARK, Greg Fronizer-SPARK, Elizabeth Parkinson-SPARK, Kurt Riegger-SPARK, Amy Cell-SPARK, Sandi Bird-City of Ann Arbor-Finance

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**CALL TO ORDER:**

King called the meeting to order at 8:15am. A quorum was present.

**APPROVAL OF THE AGENDA:**

Maynard moved, seconded by Kurek, to approve the Agenda for this meeting in the form presented at this meeting, as amended per discussion. Motion approved unanimously.

**MOTIONS & RESOLUTIONS:**

**1. Minutes of the April 28, 2009, Regular Board Meeting:**

Korybalski moved, seconded by Beedon, to approve the Minutes of the April 28, 2009 regular board meeting in the form presented at this meeting. Motion approved unanimously.

**OTHER BUSINESS:**

**1. Approval of the FY 2010 Final LDFA Budget**

Daniels moved, seconded by Korybalski to approve the FY 2010 LDFA Budget in the form presented at this meeting, as amended on May 18, 2009 and June 15, 2009 by the City of Ann Arbor Council and attached hereto and made a part thereof. After discussion and consideration of the report, motion approved unanimously.

**Next steps:**

- a) Rapundalo to have the City of Ann Arbor – City Attorney’s office provide the LDFA Board with written clarification of the specific questions and intent related to the marketing expenditure budget dollars and sponsorships set forth at the May 18, 2009 City of Ann Arbor Council meeting.

DRAFT

- b) Skip Simms to provide the LDFA board with a proposal from Ann Arbor SPARK outlining the planned use of funds for the FY 2010 marketing expenditure budget.

**2. Update of FY 2009 LDFA Contract Committee:**

Beedon moved, seconded by Maynard for the LDFA Board to authorize the Contract Committee to negotiate and execute a FY 2010 Agreement between the LDFA and Ann Arbor SPARK on behalf of the board, following the review by the LDFA attorney and a copy of the proposed agreement circulated to the board. Motion approved unanimously.

**3. Committee Appointments – Nominating Recommendation:**

Korybalski moved, seconded by Maynard to recommend Phil Tepley for the Ypsilanti representative to the LDFA board member appointment. Motion approved unanimously.

Kurek moved, seconded by Beedon to recommend Tim Petersen and/or Jan Garfinkle for the Ann Arbor representative to the LDFA board member appointment. Motion approved unanimously.

Beedon excused at 9:15 am

**4. FY 2010 Administrative Agreement Between the LDFA and the City of Ann Arbor:**

Daniels moved, seconded by Kurek for the LDFA Board to authorize the Contract Committee to negotiate and execute a FY 2010 Agreement between the LDFA and the City of Ann Arbor on behalf of the board, following the review by the LDFA attorney and a copy of the proposed agreement circulated to the board. Motion approved unanimously.

**5. Report from Audit Committee – FY 2009 Interim Audit of Ann Arbor SPARK:**

Daniels moved, seconded by Kurek to accept the draft report of the FY 2009 Interim Audit of Ann Arbor SPARK in the form presented at this meeting and attached hereto and made a part thereof. After discussion and consideration of the report, motion approved unanimously.

**6. Report from Cantillon Committee:**

Postponed until the next meeting.

**7. Other:**

The board recognized Richard King for his years of service on the LDFA Board and thanked him for his commitment/efforts, particularly in the past year, as the LDFA Board Chair.

The board recognized Rob Risser for his years of service on the LDFA Board and thanked him for his commitment/efforts as former Chair, Treasurer and Audit Committee member.

**MOTION TO ADJOURN:**

Daniels moved, seconded by Korybalski, to adjourn the meeting at 9:38 am. Motion approved unanimously.

Respectfully Submitted,

Sandi Bird, Recording Secretary for Tom Crawford

Ann Arbor-Ypsilanti SmartZone  
 Local Development Finance Authority  
 Ann Arbor SPARK  
Quarterly Report

April 1, 2009 through June 30, 2009

**Work Accomplished**

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

87 companies in Ann Arbor were served this quarter. Counting companies outside the area a total of 133 companies were served with Phase I, II and III services.

**The following companies only received Phase I reviews**

Account Name	City	Opportunity Description	Account Description
Phios Analytical Laboratories	Ann Arbor	Review plans for moving forward	Use of Fourier Transform Mass Spectrometry (FTMS) in support of biomarker discovery.
Interlab, Inc. (Magic Coast)	Ypsilanti	Prospects for funding	End to end video streaming to media and businesses
Acme Glassworks	Ann Arbor	Business plan development	Borosilicate colored glass rods and frit for glassblowers
Ann Arbor EDM	Ann Arbor	Business planning	Electronics technology for machines used in diesel engine manufacturing
Ann Arbor Swim School	Ann Arbor	Business planning	Swim school
Art Conservation Services	Ann Arbor	Museum quality conservation laboratory	Provide museum quality conservation assessments, treatments and care for collections
Backyard Brains	Ann Arbor		Entry-level neurophysiology (brain signal recording) kits for students to learn about the brain
Bibby Planning Services	Ann Arbor	Business planning and funding	Planning and design services for developers to partner with planners on projects

Energy Works Michigan	Ann Arbor	Business planning	Non-profit helping build foundational capacities in renewable energy
I Miss You, Inc.	Ann Arbor	T-shirt Business	Make t-shirts with good feeling messages and sense of community
In Vivo Solutions	Ann Arbor	Business and financial planning, including feasibility and marketing	Pharmaceutical CRO offering pre-clinical feasibility or product development services
ITS LLC	Ann Arbor	Business contacts and planning	Computer services to small businesses
Komgen	Ann Arbor	Partnering and funding assistance	HIV treatment using off patent small molecules
Magic Muffins Inc	Ann Arbor	Business planning	Wholesale muffins
Meeks Newco	Ann Arbor	General set up of business	Provides debt relief assistance to consumers
Menlo Park Associates, LLC	Ann Arbor	Business planning, technical assistance	Software consulting firm
Michigan Athletic Imaging	Ann Arbor	Referred to SBTDC	High quality video and photo services
Mobtile LLC	Ann Arbor	Business planning and fund raising	Mobile downloads enabling advertising
Pharma NewCo	Ann Arbor	Competitive analyses and business plan development	Pharmaceutical chemical company providing compounds and consulting to pharma R&D
Sedona Management Inc.	Ann Arbor	Business model guidance; interest in locating in SPARK Central	Movera Method mind and body training approach; d/b/a Movera Method
Shepherd Intelligent Systems	Ann Arbor	RPM Ventures launch assistance	Software for tracking vehicles using mobile phone GIS
SpiderClimbing	Ann Arbor	Business Planning	Climbing wall and system for fitness and entertainment
TEAMworks	Ann Arbor	Revenue and Sales assistance requested	Create logos/mascots, graphics and websites for high school sports teams
TECAT Engineering, Inc	Ann Arbor	Market validation and planning for investment	Engine simulation and optimization
uRefer	Ann Arbor	Prepare for funding	Application that streamlines process of creating, managing and promoting

			referral programs
Wildfire Innovation LLC	Ann Arbor	Business planning, IP	Indoor positioning with user profiles in a social or professional venue to provide user with real-time insight about the people around them.
hd vida	AnnArbor	Go to market strategy	Providing cost effective gaming systems to developing countries targeting Central America
Handy Hands Cleaning Services	Belleville	Business planning, product development	Consumer test strip for STD detection
Securely Yours LLC	Bloomfield Hills	Business planning assistance	Identity and Access Management services using SaaS model
Laskowski Newco	Canton	Business planning	HR related, but not disclosed
Wedlink	Canton	Review options for locating in Ann Arbor	HD quality video content and pictures between videographers, photographers, wedding couples, and guests.
New Eagle	Chelsea	Polish business plan for funding	Embedded controls engineering Company is going to spinout from parent company in Fall 2009.
The Gourmet Valet	Chelsea	Help with patent	Cabinet mounted recipe holder
Clinical Consultants, llc	Columbia	Willing to move to AA if find firm to finish prototype	Medical device for anesthesiologists to help protect against dental damage.
House of Serenity	Detroit	Startup planning and networking	Center for career guidance and development targeting young women in Detroit
BKMEDIC, llc	Durand	Business planning	Interactive system allowing the general public to access 911 system and become extension of your EMS
iFind Systems INC	Erlanger	Product launch	Satellite tracking of livestock
MarketPulse	Farmington	Market strategy	Online Networking Business specifically focused on consumer market research gathering.
PolySolz LLC	Farmington Hills	Launch of IT development services	IT development services business, using offshore resources, in J2EE, .NET, mobile

Precise Loan Origination	Farmington Hills	Business planning	Pocket size checks with barcodes
Rohrer Renovations	Grass Lake	Funding sources	Small windmill for farm or home use
Edge Talk	Grosse Pointe Farms	Spin out new company in AA	Speech recognition
Algal Scientific Corporation	Howell	Business planning assistance for fundraising	Developing system to convert proprietary algal strain into fuel
QE2 Productions, LLC	Howell	Referred to SBTDC	Website for kids 6 to 9 that inspires and encourages creative writing and helps build vocabularies.
Party Central Entertainment	Ishpeming	Business assistance	Website to assist with party needs
Kelly Imports	Jackson	Advancing product development	Lowering trailer axle eliminates need for ramps
Innosynth Technologies	Livonia	Business plan assistance	Social networking software as a service for internal communities such as companies and organizations
Pleiades Inc.	Milan	Business planning and networking	International mutual fund for early stage investments
Vogel Newco	Milwaukee	Commercialization assistance	Invention for preserving crunch of cereal in single serving container
ACP Consulting LLC	Novi	Licensing partner	Mechanical energy collection device that captures wasted or unused kinetic energy
Brusher NewCo	Novi	Patent search and further concept development	Relational databases for students to help synthesize information according to objectives
MM Enterprises	Plymouth	Product development and business launch	RFID solution for reminding people when they leave things behind
Bertolina Newco	Portage	Business planning assistance	Medical management software for surgeons
Stokes Automation Systems, LLC	Rochester	Seeking battery and manufacturing partners	Robotic loading and unloading of your EV battery at service stations

Technology Leveraging Cooperative	Rochester Hills	Assistance with business planning	Assisting small business with cooperative purchasing power and technology expertise
Swagga Beverage Group LLC	Roseville	Investment assistance	Beverage distributor
SlipStream LLC	Saline	Business planning; IP	Inventor of biodegradable shopping and garbage bags
Two Ten LLC	Saline	Technology validation assistance	Improvement in bar code reading technology
Diabetic Center Of Michigan	St.Clair	Funding for clinic in St Claire.	Clinics serving diabetic patients
Myel	Steelton	Assistance with invention planning for idea using capacitors	Alternative energy using capacitors; possible U-M connection
RZM	Superior Twp	Business planning and fundraising	Novel technique for teaching math, from kindergarten through adult; intends to develop textbooks
Ann Rubber	Tecumseh	Business planning assistance with retail concept	High fashion latex clothing
E Z C Enterprises, LLC	Troy	finance, and overall management of the "details	Optical disk cases with improved readability
Energy-Guru.com	Vienna	Growth strategy	Web marketplace for energy related goods and services
Mobile2MobileUSA	West Bloomfield	Funding assistance	Secure mobile payment processing
ACES International, Inc.	Whitmore Lake	Business planning and market strategy	Advanced solar energy systems
Michigan Armory	Whitmore Lake	Business planning	Mfr ammunition for homeland security
CampusKorner	Ypsilanti	Marketing expertise	On-line blog for secondary education w/secure retail element
Deagun Corporation	Ypsilanti	Launch planning; potential investment	Web-based point of sale and inventory management system, SaaS model
Diversity Emploment & Education Network	Ypsilanti	social network for minority job candidates	Management of human capital of multicultural employee candidates



Global View Services LLC.	YPSILANTI	Sales leads	Claybase additive for wastewater
Kalahar Newco	Ypsilanti	On-line Market Research program	On-line Market Research Program
Phorbezy	Ypsilanti	Consulting assistance	Flying cars, trucks and vans and road able aircraft.
Smart Dining, Inc.	Ypsilanti	Marketing/Banner Plan	Promotes independent dining establishments
T & B Janitorial Service	Ypsilanti	Expansion	Janitorial services
Tennyson Newco	Ypsilanti	Referred to SBDC in Ypsi	Wants to open a roller rink
Wiljanen Systems, LLC, DBA Augur Mapping	Ypsilanti	Resource connections and referrals	Mashup of Google Maps for franchise territories
Carrier Mobile, LLC	Ann Arbor	Business planning/market assessment	Software for smart phones for truckers
DatMap Corp	Ann Arbor	Market Assessment, Business plan and Legal assistance.	Predictive algorithm for mobile data mapping of explosive
Nanosystems, Inc.	Ann Arbor	Market assessment and business planning	Chemical solutions for bio polymer products
Phonagle LLC	Ann Arbor	Market Research and Mentorship	Mobile application gaming system with focus on physical interaction

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

Account Name	Opportunity Description	Account Description	Current FTE Jobs	Retained FTE Jobs
Blaze Medical Devices	Subsidize test at UM Medical blood bank	Spectral analysis for red blood cells	2	1
Ariscore (Huckstein Newco)	Evaluate technology hurdles	Recharging system for electric vehicle	1	1
BuycentivesTM	Business planning and development	Online management system for automotive incentives	1	1
Chrome Monastery	Preparation for investment	Multiplayer online game	1	1
CIMple	Business startup referrals, planning	Smart grid technology targeting utility control systems for residential application	2	2
Dibble Group	Launch plan	Electronic mental health patient record & practice management software	1	1
Endocutter	Technology Validation	Disposable endoscope attachment for removing blood clots from stomachs	1	1
Ideamine, LLC	Business plan help	"External Memory" for personal information. Organization and prioritization of emails, links, messages, etc for personal customization	1	1
Ingenex Digital Marketing	dba Social Harbor.com	Digital marketing, Website development, search engine optimization, PR, advertising	2	2
Love Book, LLC	Business Plan, patent potential	Online user-customized gift book	1	1
Mystock Enterprises LLC	Legal and marketing assistance	Online community of artists selling stock to fans	3	3

Mysano.com	Business model and go to market planning	Online healthcare portal for consumers	2	2
Numezreur	Business planning & IP	Software tool to measure business risk for small & medium size businesses	4	4
Onto-Med / Ontonix	Business direction assistance	Firmware application for analyzing multiple patient parameters in the ICU	1	1
PM Engineering LLC	Technology validation and patenting	Novel diesel engine system to reduce emissions	1	1
Popa Enterprises, Inc.	Market assessment and business planning	Card system for coupons and receipts	1	1
Prescription Writer LLC	Business planning and marketing assistance	Hand held prescription creation device and software for medical profession.	1	1
RB Systems, Inc	Business planning and marketing	Meeting listings searchable by geography and topic	1	1
Saagara	Business and technology planning	Business and technology planning	2	2
Rate My Student Rental	Web 2.0 source for student housing	Online rating website for campus housing	1	1

The following companies received Phase III level support

Account Name	Opportunity Description	Account Description	BA Amt Asked	BA Contract	BA Expenditure To-Date	Current FTE Jobs	Retained FTE Jobs
Accio Energy, Inc.	Expert consultant technology review for grant application	Alternative energy wind generation for small applications	\$34,000	\$ 34,000	\$ 24,000	3	3
Akervall Technologies	Market assessment and entry strategy recommendations	Commercializing dental appliance - mouthguard	\$ 4,000	\$ 4,750	\$ 4,750	1	1
Audiallo	Business planning and market strategy	New hearing aid technology		\$ 5,000	\$ 3,100	2	2
AviCenna Medical Systems, Inc.	Business planning assistance	Healthcare IT, AviDocs, to integrate patient data for billing and quality management	\$ 4,000	\$ 4,000	\$ 2,600	1	1
Better Rehab, LLC	Branding, web architecture and IP assistance	Web based information source for people needing better information about hip replacement therapy and other joint therapy.		\$ 10,000	\$ 1,925	2	2
Daixo	Development of financial assumptions and reports	EMR Software for dermatologist clinics	\$ 2,500	\$ 3,600	\$ 3,600	1	1
eChamberConnect, LLC.	Relocate to Ann Arbor, review business plan, funding sources	Web based applications for Chambers of Commerce		\$ 9,500	\$ 5,175	3	3
ePack, Inc.	MEMS packaging	Vacuum and hermetic packaging of MEMS using solder.		\$ 10,000		1	1

FreeStride, LLC	Pre-clinical planning and funding	Development of therapies for treatment of bone-related conditions		\$ 9,600	\$ 7,200	1	1
Hygieia, Inc.	Business plan review for funding	Glucose monitor that recommends dosage adjustments for improved glycemic control	\$ 9,000	\$ 23,400	\$ 14,900	1	1
Jenco Industries Inc.	Support for legal fees to file patent apps; primary market reseach	Invent and commercialize electronic traffic safety products		\$ 5,000	\$ 1,950	1	1
Kiyo Networks	Business Idea Form	Network management company providing turnkey wireless data and DSL services focused on retail point of sale and corporate branch offices	\$ 4,000	\$ 4,000	\$ 2,100	1	
Magical Pork	Many Fliers - business model and planning	Website that coordinates travel planning for groups of individuals traveling from many origins to a single destination		\$ 7,000	\$ 3,600	1	1
Market Monitor HQ	Financial and technical planning	Tool for automating SEO monitoring activities		\$ 7,000	\$ 1,500	2	2
MedArray, Inc.	Evaluate market for improved gassing systems used w/ traditional culture systems and companion product opportunities.	Silicone hollow fiber membrane to enable highly efficient blood oxygenators	\$10,000	\$ 10,000	\$ 5,600	5	2
Mobatech, Inc.	Education, Financial, Business	Mobile Phone Software		\$ 12,000	\$ 7,410	1	

	Plan						
Nudge Them Inc.	Go-to-market plan and coaching			\$ 5,600	\$ 4,600	1	1
Nymirum	IP and FTO legal work, and corporate identity services	Drug discovery platform that reveals the structure of RNA (ribonucleic acid) and identifies the small molecules that will bind to these structures.	\$16,000	\$ 7,500	\$ 6,000	1	1
Ray Taylor & Assoc	Internal accounting functions	Advisory and technical services to public schools		\$2,500		5	5
Sentry Medical Technologies	Product development and market research	Medical technologies to address undesired behaviors	\$14,000	\$ 19,250	\$ 10,000	1	1
Speedraft	Funding strategy, introductions	Online CAD system for matching tool makers with clients, SaaS model. Toolpax is the product.		\$ 4,000	\$ 4,000	7	
Tangent Medical Technologies, LLC	Catheter System - Starting Business	New catheter to reduce complications of peripheral IVs		\$ 9,950	\$ 5,000	4	5
TMJ Pain Solutions	Go to market for medical device	An oral device for treating craniofacial pain	\$10,000	\$ 8,900	\$ 10,825	2	2
WattIQ	EPA Grant Assistance	Signal processing technology to monitor whole house electricity consumption in real time.	\$ 5,750	\$ 5,750	\$ 5,000	2	2
Adaptive Campus, LLC	Fundraising assistance	Web-based marketing services for education organizations and		\$ 9,000	\$ 1,825	2	2

		related non-profit and government entities					
Current Motor Company	Business planning and prep for capital raising, incl PSF	Electric scooter		\$ 9,800	\$ 2,475	2	2
PM Engineering, LLC	Technology validation and patenting	Novel diesel engine system to reduce emissions and improve efficiency	\$ 9,950	\$ 9,950	\$ 1,442	1	1
RiserCam, LLC	Fundraising, inventory management	Design and production of a camera for mounting on a bow & arrow.		\$ 9,800		2	2
POWERLeap LLC	Moving to AA. Need technology support contacts.	Pressure sensitive surface that generates power		\$ 6,000	\$ 4,000	2	2
Dralla Development Int. (Allinova)	Business planning and go to market strategy	Online B2B diagnostic of an organization	\$8,800	\$8,800	\$1,730	1	1

### Founding location, current location

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

### Work to be Accomplished

This is the final report for the year, therefore all work to be performed this year is finished.

### Problems

None

### Significant Deviation from Scope of Work

Phase 2 and Phase 3 hours and expenses were up significantly this quarter, however costs for the year were still under budget. The increase was due in part to the fact we broadened the services we offer clients. Of greater impact was the mere volume of expressed help from entrepreneurs. We estimated in our last report the number of companies receiving services would increase by 50% to 21, based on our pipeline increase for due diligence. The actual increase was nearly 100% with 30 companies currently in various stages of service per their contract deliverables. Due diligence hours increased as predicted. Fourth quarter actual costs were near the original projections for the quarter. Total year, however, ended significantly under budget.

Business incubator expenses dropped significantly in May and further in June because tenancy has increased to near capacity, thus reducing the monthly subsidy. The quarterly total expenses were well below budget.

Sponsored events were non-existent this quarter. The Growth Capital Symposium sponsorship was billed during the previous quarter. No other events we wanted to sponsor were within the city. Therefore the yearly event sponsorship actual spend was only 20% of budget.

### Business Services

The 15<sup>th</sup> Entrepreneur Boot Camp took place April 23 and 24. Twelve companies participated in the program. Ten of the companies were from Ann Arbor. You will notice one of the companies is in due diligence Phase II and another is already receiving Phase III services.

**An Unnamed team** is commercializing UM technology for welding inspection utilizing the analysis of the plasma generated during laser or arc welding

**Baker Calling** is commercializing UM technology for an improved and lower cost microphone based upon MEMS technology.

**Endocutter** is a disposable endoscope attachment for removing blood clots from stomachs so physicians can quickly find the cause of gastric bleeding

**Fourth Logic** is an internet service that utilizes social networking to connect anyone wanting to learn to anyone willing to teach.

**Husk** is commercializing UM technology to convert rice husk ash (RHA) into vacuum insulated panels (VIP), a type of high-grade insulation

**Incentives by Demand** is a web service to allow in-market automobile shoppers to “advertise” their interest in purchasing specific vehicles directly to competing manufacturers, allowing each to deliver a customized, data-driven and time-sensitive sales incentive directly to the shopper



**Magnetic Ventures** is commercializing technology for a Magnetically-Assisted Artificial Joint. The device uses magnets in a special configuration in order to lower wear, improve device longevity, and reduce the probability of revision surgery.

**MComm** is commercializing UM technology for a hospital communication system that is designed to replace pagers. The system provides workflow management tools for unique patient lists, prioritization of tasks and an auditable trail to maintain HIPAA requirements

**Nanomag** is an established company introducing a new manufacturing process that produces lightweight, ultra high strength magnesium alloy based on a patented nano-crystalline structure that increases strength 50% while also boosting toughness.

**StrideBike** is an exercise machine that translates linear to rotary motion allowing the rider to pedal in a similar way to elliptical exercise while riding a bicycle.

**Tangent Medical** is developing a stabilizing peripheral IV system that minimizes movement at the site of insertion to lower complications and restart rates. Fewer IV restarts lowers staff exposure to needlesticks and pathogens; enhances patient comfort and wellness; and saves money.

**Vision Interface Technologies** has developed patented gesture and vision control technology in a small form factor (smartphone) to enable a universal application controller.

## Hosted Events

780 entrepreneurs attended one or more of the 30 events hosted in Ann Arbor by Ann Arbor SPARK this quarter. SPARK hosted several other events at SPARK East.

Event Name	Date	Place of Event	Approx # of attendees		Purpose of Event
			Entrepreneurs	Service Providers	
Entrepreneur 1.0 Launch: The Elevator Pitch	April 1, 2009	SPARK Central	64	4	Program will discuss the critical question of how do you describe your opportunity to a stranger who you meet when you share a brief elevator ride. How do you achieve the goal of getting the Tell me more response? How do I answer all the questions in 1 minute?
Mingle & Match - April 2009	April 7, 2009	SPARK Central	88	1	High energy event where start-ups have 1 minute to tell about their business and what kind of help they are seeking, followed by a networking session.
Marketing Roundtable: Target Segmentation	April 14, 2009	SPARK Central	36	9	David Martel, Jeff Ewald, Jamie Guise, Sean Hickey, Todd Smithee - As marketing budgets tighten, targeting the most meaningful prospects becomes increasingly important. This panel discussion will focus on how to collect meaningful information or take information you may already have and give it meaning.
Open Coffee - April 2009	April 14, 2009	SPARK Central	28	2	Networking event for entrepreneurs, investors and those who work with technology & innovation business, particularly in IT, cleantech and life sciences. Heavy on networking, full of interesting opinions and stories.
BA Consultant Meeting - April 2009	April 17, 2009	SPARK Central	21	2	Monthly Business Accelerator meeting to update consultants on SPARK and review projects.
Hot Shots	April 22, 2009	Melange	49	7	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.
Michigan Pre-Seed Fund Informational Brown Bag	May 5, 2009	SPARK Central	29	8	Michigan Pre-Seed Capital Fund has new investing opportunities for early stage companies. Come hear Skip Simms outline the changes in eligibility requirements.
Boot Camp Celebration	May 7, 2009	SPARK Central	38	3	Celebration and Networking event for all participants of the April 2009 Entrepreneur Boot Camp.

Open Coffee - May 2009	May 12, 2009	SPARK Central	33	1	Networking event for entrepreneurs, investors and those who work with technology & innovation business, particularly in IT, cleantech and life sciences. Heavy on networking, full of interesting opinions and stories.
Marketing Roundtable: How to Bring Your Marketing Message to Attention	May 12, 2009	SPARK Central	30	6	Chris Kochmanski, Chris Bidlack, Rhonda Huie, Jim Hume, and John Lichtenberg - It's good when your marketing communications describes your products or services completely and accurately. It's much better when your story actually inspires, motivates, and moves your customers.
BioArbor: The Good, The Bad & The Ugly	May 13, 2009	SPARK Central	57	5	Randal Charlton-Join three respected serial entrepreneurs / CEO's for an open discussion about real life experiences in building companies. Panelists will share their top five tips to help your start-up succeed and their top five mistakes to avoid. Plenty of time to follow for Q&A and lively discussion.
BA Consultant Meeting - May 2009	May 15, 2009	SPARK Central	0	19	Monthly Business Accelerator meeting to update consultants on SPARK and review projects.
Entrepreneur Education 1.0: The Entrepreneur and Funding	May 27, 2009	SPARK Central	8	5	Defining yourself as an entrepreneur and understanding what lies before you will give you a realistic frame of reference for your new venture. This session will help you understand the difference between scientific invention and a commercial venture, your role as the start-up CEO and the framework to understand how investors see early stage investment in your company.
Hot Shots	May 27, 2009	Melange	35	5	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.
Entrepreneur Education 2.0: Management Team	May 28, 2009	SPARK Central	16	4	The right people in the right roles plus the guiding principles they need to achieve extraordinary results: this is pivotal for any company's success. This session will address the management team, what it should look like at each stage of development and how to hire complementary team members.
Entrepreneur Education 1.0: Executive Summary	June 1, 2009	SPARK Central	5	4	Problem, product, market team, competitors, financials: By describing each element of your business, you will clarify your current position as well as your needs. The resulting executive summary will help you understand your needs and provide a basis for the recruitment of essential team members and resources.

Mingle and Match	June 2, 2009	SPARK Central	33	33	High energy event where start-ups have 1 minute to tell about their business and what kind of help they are seeking, followed by a networking session.
HR 2.0: Tools to help your organization grow and succeed (Part 1 of 3)	June 3, 2009	SPARK Central	4	2	Scott Trossen; Through lecture, discussion and strategic planning exercises, you will come away with specific tools to help your business in the areas of recruiting, team building, performance management, culture creation and retention of key employees, plus a staffing model, new skills and methods for recruiting, a people/skill succession plan, and a guide for workplace improvement.
Entrepreneur Education 2.0: Business Model and Key Metrics	June 4, 2009	SPARK Central	7	2	Kurt Riegger; The Business Model explains how your company will make money and the strategies for building up your core strengths. Evaluate your business against the elements of a successful business model. Learn how to define the metrics that will help you keep score in your business and measure progress. Identify the key factors that drive your business and profitability.
Entrepreneur Education 2.0: Market Strategy and Competitive	June 8, 2009	SPARK Central	4	5	Kurt Riegger; Your company is defined by its positioning and the marketing battles it chooses to fight. Identifying your corporate strengths, weaknesses, opportunities and threats will help you zero in on the battles you can win.
Ann Arbor Open Coffee - June 2009	June 9, 2009	SPARK Central	33	27	Networking event for entrepreneurs, investors and those who work with technology and innovation businesses, particularly in IT, cleantech and life sciences.
Marketing Roundtable - Insight & Campaign Measurement	June 9, 2009	SPARK Central	32	16	Speaker: Scott Hauman, Director, Brand Strategy, Daggerfin. With over 15 years of experience in both agency and client environments, Scott helps companies transform their brands to take advantage of what lies ahead through the seamless integration of strategy, design, media, marketing and research.
BioArbor: Promoting Your Product or Company	June 10, 2009	SPARK Central	62	7	Linda Girard; It's almost never too early to generate a "buzz" around your company or product. But sometimes it's hard to find the money for marketing and public relations. Come and hear how three experts have approached promoting their products and/or companies. All three have developed marketing and promotion plans that were based on tight budgets.
Entrepreneur Education 1.0: Product Innovation	June 15, 2009	SPARK Central	5	2	In this unit, you will focus on defining your customers, their needs and their personas in order to create insights into product strategies for various market segments.

HR 2.0: Tools to help your organization grow and succeed (Part 2 of 3)	June 17, 2009	SPARK Central	2	2	Unemployment may be high yet engaging top talent has never been more important. You will come away with key concepts and specific tools to help your business in the areas of recruiting, performance development, and retention of employees.
Entrepreneur Education 2.0: Entrepreneurial Finance	June 22, 2009	SPARK HQ	18	6	How will you find investors & other sources of capital? Start with a compelling and well-rehearsed business pitch. Then add a finance plan that explains where your business is going & the milestones that lie ahead. Learn how to determine the amounts & timing of your capital requirements as well as the sources of funding that are best for your company.
Hot Shots	June 23, 2009	Melange	11	34	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.
HR 2.0: Tools to help your organization grow and succeed (Part 3 of 3)	June 24, 2009	SPARK HQ	6	4	Unemployment may be high yet engaging top talent has never been more important. You will come away with key concepts and specific tools to help your business in the areas of recruiting, performance development, and retention of employees.
Entrepreneur Education 2.0: Growing Sales	June 25, 2009	SPARK Central	16	15	Growing sales in an early stage technology company can be the greatest challenge. This unit will help you explore the sales barriers you face both externally and within yourself, and the systems and methods for accelerating sales.
Global Business Seminar	June 30, 2009	SPARK Central	10	9	Join us as we address key topics related to business success in a global environment: Successfully managing the business and social cultural transition, creating effective communication strategies with a global workforce, and finding and retaining international customers.
	TOTAL # Entrepreneurs		780	249	Total:

## Sponsorships/Partnered Events

We again sponsored only one event for the quarter.

Event Name	Date	Place of Event	Approx # of attendees	
Michigan Growth Capital Symposium	May 12 & 13	Marriott/ Eagle Crest Resort Ypsilanti	400	Bronze Sponsor of the 28th Michigan Growth Capital Symposium - Featuring Distinguished VC Keynote Speakers Fred Craves of Bay City Capital and Jonathan Seelig of Globespan Capital Partners and Guest Speaker, Coach Lloyd Carr, University of Michigan. Presenting a Distinguished Line-up of 35 Guest Speakers, over 65 Investment Firms, and 32 Emerging Company Presentations
	TOTAL # Entrepreneurs		200	

**SPARK Central Incubator**

Total number of Full Tenants (those in a cubicle with secure space and full privileges) totaled seven companies with seven paid seats in April and May and 8 total companies with 8 paid seats in June. Tenants are charged a license fee per seat, or person(s) using the space.

<b>Full Tenants 4/30/09</b>	<b># of Seats</b>	<b>Full Tenants 05/31/09</b>	<b># of Seats</b>	<b>Full Tenants 6/30/09</b>	<b># of Seats</b>
Hygieia	1	Hygieia	1	Hygieia	1
Openworld	1	Openworld	1	Openworld	1
GTI Risk Management	1	GTI Risk Management	1	GTI Risk Management	1
RKC Marketing	1	RKC Marketing	1	RKC Marketing	1
Gatti, Rich & Associates	1	Gatti, Rich & Associates	1	Gatti, Rich & Associates	1
Mobtile	1	Mobtile	1	Mobtile	1
CVR Global	1	CVR Global	1	CVR Global	1
				Mysano	1
	<b>7</b>		<b>7</b>		<b>8</b>

Virtual Tenants (those without secure space and secondary access to conference rooms) doubled in the past six months. Virtual Tenants pay by person.

<b>Virtual Tenants 4/01/09</b>	<b>Virtual Tenants 5/31/09</b>	<b>Virtual Tenants 6/30/09</b>
Akervall Technologies	Akervall Technologies	Akervall Technologies
		Allinnova
Daixo	Daixo	Daixo
eChamber Connect	eChamber Connect	eChamber Connect
Eipon Learning	Eipon Learning	Eipon Learning
Fourth Logic	Fourth Logic	Fourth Logic
	In the Groove	In the Groove
Incentives By Demand	Incentives By Demand	Incentives By Demand
Jelic Patent Services	Jelic Patent Services	Jelic Patent Services
Jenco Industries	Jenco Industries	Jenco Industries
Locomatix	Locomatix	Locomatix
	MediQLogix	MediQLogix
Mobatech	Mobatech	Mobatech
Monarch Antenna	Monarch Antenna	Monarch Antenna
		Onto-Med/Ontonix
PM Engineering	PM Engineering	PM Engineering
Popa Enterprises	Popa Enterprises	Popa Enterprises
Prescription Writer	Prescription Writer	Prescription Writer
RB Systems	RB Systems	RB Systems
Speedraft	Speedraft	Speedraft
		TruCost
UrTurn	UrTurn	UrTurn
Vision Solution	Vision Solution International	Vision Solution

International		International
		Wildfire Innovation LLC

The following report shows the activity of incubator interest the past quarter. There is a 100% conversion rate of those expressing interest in SPARK Central this quarter.

<b>Company</b>	<b>Description</b>	<b>Incubator Type</b>	<b>Start Date</b>	<b>End Date</b>	<b>Status</b>
CVR Global	Medical device to check the cotided artery for build up without invasive measures.	Tenant	April 09	Oct 09	Current Tenant
Mobtile	Mobtile is a platform play extendable to most of the 3.5B mobile phones worldwide.	Tenant	April 09	Oct 09	Current Tenant
MySano	Online healthcare portal for consumers	Tenant	May 09	Dec 09	Current Tenant
Akervall Technologies	Commercializing dental appliance - mouth guard	Virtual	May 09	Jun 10	Current Virtual Tenant
Allinnova	Assessment tool for determining a corporation's capability to be successful in strategic partnering	Virtual	Jun 09	Jun 10	Current Virtual Tenant
eChamber Connect	Web based applications for Chambers of Commerce	Virtual	May 09	May 10	Current Virtual Tenant
Fourth Logic	Online tutoring system that functions much like an "eBay" for learning.	Virtual	May 09	Oct 09	Current Virtual Tenant
In the Groove	Knee orthosis/brace for immediate relief of pain, increased mobility and rehabilitate by	Virtual	May 09	Jun 10	Current Virtual Tenant



	wearing during weight bearing activity				
MediQLogix	Software that will provide needed healthcare quality management business solutions for hospitals	Virtual	May 09	Dec 09	Current Virtual Tenant
Onto-Med/Ontonix	A firmware application for collecting/analyzing multiple patient parameters in an ICU in real time	Virtual	Jun 09	July 10	Current Virtual Tenant
PM Engineering	Novel diesel engine system to reduce emissions and improve efficiency	Virtual	April 09	May 11	Current Virtual Tenant
Popa Enterprises	Card system for coupons and receipts	Virtual	April 09	May 10	Current Virtual Tenant
Prescription Writer	Hand held prescription creation device and software for medical profession.	Virtual	April 09	May 10	Current Virtual Tenant
RB Systems	Website where you can Post a meeting or Find a meeting for FREE.	Virtual	May 09	Nov 09	Current Virtual Tenant
TruCost	Environmental research organization working to analyze impact companies have on the environment.	Virtual	Jun 09	Dec 09	Current Virtual Tenant
Wildfire Innovation LLC	User profiles in a networking venue providing user with real-time insight about people around them.	Virtual	Jun 09	Dec 09	Current Virtual Tenant

**Outreach**

**Cantillon Entrepreneurial Education**

A study was conducted this quarter to measure the usage and effectiveness of the online course, Cantillon. Cantillon uses the UM's MEONLINE learning management and registration system for hosting and displaying the course. As the usage reports needed were not available initially, a project plan was mapped out and executed to produce the table that follows. In addition, a summary of the feedback on Cantillon use as part of Entrepreneurs Boot Camp from the Campers and the mentors was collected.

Focusing on just SPARK entrepreneurs (excluding Ross School and GLEQ), over 500 unique users were registered for Cantillon e-course. Typically, entrepreneurs were registered for specific units to address planning questions they were focused on answering. Almost all entrepreneurs were registered for the Executive Summary unit. The statistics here show of 487 registrants, 304 entrepreneurs and mentors logged in to use the system. 62% of the registrants used the course. Of these active users, 41% were based in the Ann Arbor area. Similar high usage was found for the units on Innovation, Marketing Strategy and Entrepreneurial Finance. Starting in Nov 2008, these three units and Executive Summary unit have been offered as pre-camp preparation to all Boot Camp participants. The mentors use and refer to the Cantillon units in advising companies.

A satisfaction survey of the Entrepreneurs Boot Camp participants was conducted immediately after camp. One question focused on the value of the Cantillon Executive Summary unit and its impact. For the Camps in 2007 – April 2009, the Cantillon average score was 5.90 on a scale of 1 to 7 where 7 is Excellent and the impact of the Executive Summary averaged 5.71. From a survey of mentors who have engaged with Entrepreneurs to use the course at Camp, they had a similar high rating and opinion.

Cantillon Usage Data from the Period  
Oct 2006 to April 2009 for  
SPARK BA projects and Entrepreneurs Boot Camp

Cantillon Usage Summary Chart

Unit Number	Course Title	Total Registrations	Active Users	Ann Arbor Total	Active Ann Arbor Users	% Active AA
2	Executive Summary*	487	304	314	199	41%
3	Innovation*	257	69	156	36	14%
4	Marketing Strategy*	377	141	249	94	25%
5	Management Team	200	25	127	22	11%
6	Business Model	99	13	68	10	10%
7	Systematic Selling	122	9	68	6	5%
8	Finance*	337	141	224	102	30%
9	Leadership	127	22	80	16	13%
10	Entrepreneurial Life Cycle	117	10	72	7	6%
1	Entrepreneur & Funding	169	62	106	37	22%
<b>ALL UNITS</b>		<b>2287</b>	<b>796</b>	<b>1464</b>	<b>529</b>	

\*Boot Camp required by Nov 2008

## A2Angels

On January 27, 2009, the LDFA Board approved a \$12,500 five-month contract between the Ann Arbor Angels and Ann Arbor Spark to provide partial support for a part-time A2A Managing Director.

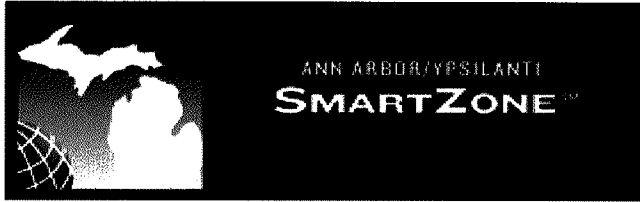
### Milestones

1. Filing of Article of Incorporation - **Completed**
2. Establishment of Commercial Operating Account – **Completed**
3. A2A Board Approval of Revised Plan - **Completed**
4. 100% Corporate Sponsor (\$12,500) Phase I funding match for Managing Director contract costs – **Completed**  
Bank of Ann Arbor has committed to match the Phase I support for a part-time Managing Director and support costs associated with office space and equipment, including board room availability.
5. Additional 50% Corporate Sponsor (\$6,250) match support for other operational costs – **Completed**  
Additional support in excess of a 50% match has been committed by Arbor Blue and Renaissance Financial Group.
6. 20 registered Angel Investor Members – **Completed**  
A2A currently has 43 registered Angelsoft members, including 27 investors, 4 staff, 9 corporate sponsors and 3 others.
7. Development of Angel, Corporate and Venture Capital Membership Agreements, (in draft form) incorporating annual membership fee schedules – **Completed**
8. Investor Presentation Meeting – **Completed**  
An investor presentation meeting was held on June 26, 2009. Three companies presented to the group for funding. 12 investor attendees, 4 presenter team attendees, 4 staff attendees, 6 other investors viewed the online invitation.
9. Additional 50% Corporate Sponsor verbal commitment match to support other operating costs. – **Completed**  
Additional support in excess of a 50% match has been committed by Arbor Blue, Renaissance Financial Group, University of Michigan Office of Technology Transfer, and the Michigan Venture Capital Association.

Our partnership with Ann Arbor Spark to assist in the initial stages of company application screening is achieving its desired goals. Second stage company application screening is being lead by Dave Hartmann. A2A continues to receive new company application requests on at least a weekly basis. Companies applying for funding are being charged a \$250 application fee. Application fees are collected online through AngelSoft and forwarded periodically to the Ann Arbor Angels. To date, in excess of \$2,000 in company application fees have been received.

### Other

Attached is a request to purchase a new computer and printer for the SPARK Central incubator.



# FINANCIAL SUMMARY

as of June 30, 2009

Smart Zone LDFA  
**DELIVERABLES**  
as of June 30, 2009

	<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>
<b>Phase II (Due Diligence)</b> \$100/hr					
<u>Number of Clients</u>					
Actual/Forecast	23	17	12	38	90
Budget/Proposed	11	11	11	11	44
Actual Over/(Under) Target	12	6	1	27	46
<u>Hours per Client (Avg)</u>					
Actual/Forecast	2.9	2.5	6.3	5.4	4.2
Budget/Proposed	10.0	10.0	10.0	10.0	10.0
Actual Over/(Under) Target	(7.1)	(7.5)	(3.8)	(4.6)	(5.8)
<b>Memo: Total Phase II Hours</b>	<b>67</b>	<b>42</b>	<b>75</b>	<b>204</b>	<b>388</b>
<b>Phase III (Intensive Service)</b> \$100/hr					
<u>Number of New Clients</u>					
Actual/Forecast	13	13	14	22	62
Budget/Proposed	21	21	21	21	84
Actual Over/(Under) Target	(8)	(8)	(7)	1	(22)
<u>Hours per Client (Avg)</u>					
Actual/Forecast	30.2	47.6	29.3	31.8	34.7
Budget/Proposed	40.0	40.0	40.0	40.0	40.0
Actual Over/(Under) Target	(9.8)	7.6	(10.8)	(8.2)	(5.3)
<b>Memo: Total Phase III Hours</b>	<b>392</b>	<b>618</b>	<b>410</b>	<b>699</b>	<b>2,119</b>

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Smart Zone LDFA  
**FY 2009 FINANCIAL SUMMARY**  
as of June 30, 2009

	ACTUAL				Full Year	BUDGET		VARIANCE Explanation
	Q1	Q2	Q3	Q4		Amount	Forecast (Over)/Under Budget	
<b>INCOME STATEMENT</b>								
<b>Revenues:</b>								
Tax Revenue	\$ 580,396	\$ 247,817	\$ 273,195	\$ (41,443)	1,059,965	\$ 950,492	\$ 109,473	
Miscellaneous	5,000	23,763	2,150	-	30,913	-	30,913	
Investment Income	4,290	4,576	4,159	(6,263)	6,762	-	6,762	
<b>Total Revenues</b>	<b>\$ 589,686</b>	<b>\$ 276,156</b>	<b>\$ 279,504</b>	<b>\$ (47,706)</b>	<b>\$ 1,097,640</b>	<b>\$ 950,492</b>	<b>\$ 147,148</b>	
<b>Expenditures:</b>								
<u>Contracted Services</u>								
SPARK BA Direct Staffing	(39,252)	(39,252)	(39,252)	(39,244)	(157,000)	(157,000)	-	
Phase II (Due Diligence)	(2,800)	(1,350)	(5,513)	(17,170)	(26,833)	(44,000)	17,167	
Phase III (Intensive Service)	(39,040)	(61,825)	(34,837)	(81,887)	(217,589)	(281,500)	63,911	
Bus. Network Events-Hosted	(2,312)	(3,679)	(4,597)	(6,914)	(17,502)	(19,200)	1,698	
Bus. Network Events-Sponsorships	(831)	(1,250)	(2,500)	-	(4,581)	(24,000)	19,419	
Entrepreneur Educ.-Bootcamp & Grants	(10,000)	-	(10,000)	(15,200)	(35,200)	(40,700)	5,500	
Tuition Matching	-	(9,453)	(497)	(10,000)	(19,950)	(20,000)	51	
Cantillon Web Based Education	(4,600)	(11,800)	(11,650)	(7,325)	(35,375)	(54,400)	19,025	
A2 Angels	-	-	(6,250)	(6,250)	(12,500)	(12,500)	-	
<b>Total Contracted Services</b>	<b>\$ (98,834)</b>	<b>\$ (128,609)</b>	<b>\$ (115,096)</b>	<b>\$ (183,990)</b>	<b>\$ (526,530)</b>	<b>\$ (653,300)</b>	<b>\$ 126,771</b>	
<u>Other Projected Services</u>								
Marketing - P/R, Print, Websites	(7,069)	(14,324)	(15,420)	(13,587)	(50,400)	(50,400)	0	
Business Incubator	(26,487)	(43,443)	(48,398)	(35,240)	(153,568)	(160,420)	6,852	
SPARK Accounting	(10,750)	(10,750)	(10,749)	(10,752)	(43,001)	(43,000)	(1)	
Legal & Admin. Support	(17,293)	-	(4,165)	(10,786)	(32,243)	(27,500)	(4,743)	
Other Contingency	-	-	-	-	-	-	-	
<b>Total Other Projected Services</b>	<b>\$ (61,598)</b>	<b>\$ (68,517)</b>	<b>\$ (78,732)</b>	<b>\$ (70,365)</b>	<b>\$ (279,212)</b>	<b>\$ (281,320)</b>	<b>\$ 2,108</b>	
<b>Total Expenditures</b>	<b>\$ (160,432)</b>	<b>\$ (197,126)</b>	<b>\$ (193,828)</b>	<b>\$ (254,355)</b>	<b>\$ (805,742)</b>	<b>\$ (934,620)</b>	<b>\$ 128,879</b>	
<b>Net Increase/Decrease</b>	<b>\$ 429,254</b>	<b>\$ 79,030</b>	<b>\$ 85,676</b>	<b>\$ (302,061)</b>	<b>\$ 291,898</b>	<b>\$ 15,872</b>	<b>\$ 276,027</b>	
<b>Memo:</b>								
Fund Balance (6/30/2008)	\$ 178,240							
Fund Balance - Operations (Qtr End)	\$ 607,494	\$ 686,523	\$ 772,199	\$ 470,139				

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Category	Detail	Fiscal Year		Billed	Measureable	Unit Descrip.	Number	\$ Amount
		Incurred						
		Qtr	Year					
Legal & Admin. Support	July 08	1	2009	1	Audit	1.00	\$ (12,360.00)	
SPARK BA Direct Staffing	July 08	1	2009	1	Direct Staff	1.00	\$ (13,084.00)	
Phase II (Due Diligence)	July 08	1	2009	1	Hours	20.00	\$ (2,000.00)	
Phase III (Intensive Service)	July 09	1	2009	1	Hours	140.55	\$ (14,055.00)	
Business Incubator	July 08	1	2009	1	Facility Exp	1.00	\$ (8,679.52)	
SPARK Accounting	July 08	1	2009	1	Accting Svc	1.00	\$ (3,583.33)	
SPARK BA Direct Staffing	Aug. 08	1	2009	1	Direct Staff	1.00	\$ (13,084.00)	
Phase II (Due Diligence)	Aug. 08	1	2009	1	Hours	4.00	\$ (400.00)	
Phase III (Intensive Service)	Aug. 08	1	2009	1	Hours	174.15	\$ (17,415.00)	
Business Incubator	Aug. 08	1	2009	1	Facility Exp	1.00	\$ (10,466.98)	
SPARK Accounting	Aug. 08	1	2009	1	Accting Svc	1.00	\$ (3,583.33)	
Bus. Network Events-Sponsorship	Aug. 08	1	2009	1	Events	1.00	\$ (268.00)	
Bus. Network Events-Hosted	Aug. 08	1	2009	1	Events	1.00	\$ (1,009.77)	
Cantillon Web Based Education	Aug. 08	4-08-accr	2008	1	Dev Unit 10	1.00	\$ (12,000.00)	
Cantillon Web Based Education	Aug. 08	4-08-accr	2008	1	Accr. 6/08	1.00	\$ 12,000.00	
Legal & Admin. Support	Sept. 08	1	2009	1	Audit	1.00	\$ (4,932.50)	
SPARK BA Direct Staffing	Sept. 08	1	2009	1	Direct Staff	1.00	\$ (13,084.00)	
Phase II (Due Diligence)	Sept. 08	1	2009	1	Hours	4.00	\$ (400.00)	
Phase III (Intensive Service)	Sept. 08	1	2009	1	Hours	75.70	\$ (7,570.00)	
Business Incubator	Sept. 08	1	2009	1	Facility Exp	1.00	\$ (7,340.25)	
SPARK Accounting	Sept. 08	1	2009	1	Accting Svc	1.00	\$ (3,583.33)	
Bus. Network Events-Sponsorship	Sept. 08	1	2009	1	Events	1.00	\$ (562.86)	
Bus. Network Events-Hosted	Sept. 08	1	2009	1	Events	1.00	\$ (1,301.81)	
Marketing - P/R, Print, Websites	Sept. 08	1	2009	1	Marketing	1.00	\$ (7,068.76)	
Cantillon Web Based Education	Sept. 08	1	2009	1	Cantillon	1.00	\$ (4,600.00)	
Entrepreneur Educ.-Bootcamp & C	Sept. 08	1	2009	1	Bootcamp	1.00	\$ (10,000.00)	
SPARK BA Direct Staffing	Oct. 08	2	2009	2	Direct Staff	1.00	\$ (13,084.00)	
Phase II (Due Diligence)	Oct. 08	2	2009	2	Hours	2.00	\$ (200.00)	
Phase III (Intensive Service)	Oct. 08	2	2009	2	Hours	136.00	\$ (13,600.00)	
Business Incubator	Oct. 08	2	2009	2	Facility Exp	1.00	\$ (15,091.95)	
SPARK Accounting	Oct. 08	2	2009	2	Accting Svc	1.00	\$ (3,583.33)	
Bus. Network Events-Hosted	Oct. 08	2	2009	2	Events	1.00	\$ (1,733.95)	
Marketing - P/R, Print, Websites	Oct. 08	2	2009	2	Marketing	1.00	\$ (4,212.57)	
Tuition Matching	Oct. 08	2	2009	2	Bootcamp Match	1.00	\$ (9,452.50)	
Cantillon Web Based Education	Oct. 08	4-08-accr	2008,09	2	Dev Unit 6	1.00	\$ (12,000.00)	
Cantillon Web Based Education	Oct. 08	4-08-accr	2008	2	Accr. 6/08	1.00	\$ 4,800.00	
Cantillon Web Based Education	Oct. 08	2	2009	2	Mentor List & Train	1.00	\$ (1,200.00)	
SPARK BA Direct Staffing	Nov. 08	2	2009	2	Direct Staff	1.00	\$ (13,084.00)	
Phase II (Due Diligence)	Nov. 08	2	2009	2	Hours	11.50	\$ (1,150.00)	
Phase III (Intensive Service)	Nov. 08	2	2009	2	Hours	201.50	\$ (20,150.00)	
Business Incubator	Nov. 08	2	2009	2	Facility Exp	1.00	\$ (12,512.14)	
SPARK Accounting	Nov. 08	2	2009	2	Accting Svc	1.00	\$ (3,583.33)	

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Category	Detail	Fiscal Year			Measureable		
		Incurred		Billed	Unit Descrip.	Number	\$ Amount
		Qtr	Year	Qtr			
Bus. Network Events-Hosted	Nov. 08	2	2009	2	Events	1.00	\$ (845.75)
Marketing - P/R, Print, Websites	Nov. 08	2	2009	2	Marketing	1.00	\$ (6,002.81)
Cantillon Web Based Education	Nov. 08	2	2009	2	Consult & Mentors	1.00	\$ (1,200.00)
SPARK BA Direct Staffing	Dec. 08	2	2009	2	Direct Staff	1.00	\$ (13,084.00)
Phase III (Intensive Service)	Dec. 08	2	2009	2	Hours	280.75	\$ (28,075.00)
Business Incubator	Dec. 08	2	2009	2	Facility Exp	1.00	\$ (15,838.83)
SPARK Accounting	Dec. 08	2	2009	2	Accting Svc	1.00	\$ (3,583.00)
Bus. Network Events-Sponsorship:	Dec. 08	2	2009	2	Events	1.00	\$ (1,250.00)
Bus. Network Events-Hosted	Dec. 08	2	2009	2	Events	1.00	\$ (1,099.55)
Marketing - P/R, Print, Websites	Dec. 08	2	2009	2	Marketing	1.00	\$ (4,109.00)
Cantillon Web Based Education	Dec. 08	2	2009	2	Promo - Q Pymt	1.00	\$ (1,000.00)
Cantillon Web Based Education	Dec. 08	2	2009	2	Consult & Mentors	1.00	\$ (1,200.00)
Legal & Admin. Support	Jan. 09	3	2009	3	Admin. Support	1.00	\$ (4,000.00)
SPARK BA Direct Staffing	Jan. 09	3	2009	3	Direct Staff	1.00	\$ (13,084.00)
Phase II (Due Diligence)	Jan. 09	3	2009	3	Hours	9.00	\$ (900.00)
Phase III (Intensive Service)	Jan. 09	3	2009	3	Hours	112.81	\$ (11,281.00)
Business Incubator	Jan. 09	3	2009	3	Facility Exp	1.00	\$ (10,405.00)
SPARK Accounting	Jan. 09	3	2009	3	Accting Svc	1.00	\$ (3,583.00)
Bus. Network Events-Sponsorship:	Jan. 09	3	2009	3	Events	1.00	\$ (6,000.00)
Bus. Network Events-Hosted	Jan. 09	3	2009	3	Events	1.00	\$ (2,169.00)
Marketing - P/R, Print, Websites	Jan. 09	3	2009	3	Marketing	1.00	\$ (3,915.00)
Cantillon Web Based Education	Jan. 09	3	2009	3	Consult & Mentors	1.00	\$ (1,200.00)
Tuition Matching	Jan. 09	3	2009	3	Bootcamp Match	1.00	\$ (497.00)
A2 Angels	Jan. 09	3	2009	3	A2 Angels	1.00	\$ (6,250.00)
Bus. Network Events-Sponsorship:	Feb. 09	3	2009	3	Events-Refunded Jan 09	1.00	\$ 5,000.00
Legal & Admin. Support	Feb. 09	3	2009	3	Legal	1.00	\$ (165.00)
Phase III (Intensive Service)	Feb. 09	3	2009	3	Hours - Refunded Nov 08	60.25	\$ 6,025.00
SPARK BA Direct Staffing	Feb. 09	3	2009	3	Direct Staff	1.00	\$ (13,084.00)
Phase II (Due Diligence)	Feb. 09	3	2009	3	Hours	9.50	\$ (950.00)
Phase III (Intensive Service)	Feb. 09	3	2009	3	Hours	96.81	\$ (9,681.00)
Business Incubator	Feb. 09	3	2009	3	Facility Exp	1.00	\$ (15,034.48)
SPARK Accounting	Feb. 09	3	2009	3	Accting Svc	1.00	\$ (3,583.00)
Bus. Network Events-Sponsorship:	Feb. 09	3	2009	3	Events	1.00	\$ (1,500.00)
Bus. Network Events-Hosted	Feb. 09	3	2009	3	Events	1.00	\$ (1,785.00)
Marketing - P/R, Print, Websites	Feb. 09	3	2009	3	Marketing	1.00	\$ (4,558.00)
Cantillon Web Based Education	Feb. 09	3	2009	3	Consult & Mentors	1.00	\$ (1,200.00)
SPARK BA Direct Staffing	March 09	3	2009	3	Direct Staff	1.00	\$ (13,084.00)
Phase II (Due Diligence)	March 09	3	2009	3	Hours	36.63	\$ (3,663.00)
Phase III (Intensive Service)	March 09	3	2009	3	Hours	199.00	\$ (19,900.00)
Business Incubator	March 09	3	2009	3	Facility Exp	1.00	\$ (22,958.87)
SPARK Accounting	March 09	3	2009	3	Accting Svc	1.00	\$ (3,583.33)
Bus. Network Events-Hosted	March 09	3	2009	2	Events	1.00	\$ (642.80)



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Category	Detail	Fiscal Year			Measureable			\$ Amount
		Incurred		Billed	Unit Descrip.	Number		
		Qtr	Year	Qtr				
Marketing - P/R, Print, Websites	March 09	3	2009	3	Marketing	1.00	\$ (6,946.58)	
Cantillon Web Based Education	March 09	3	2009	3	Maintenance	1.00	\$ (7,050.00)	
Cantillon Web Based Education	March 09	3	2009	3	Promo - Q Pymt	1.00	\$ (1,000.00)	
Cantillon Web Based Education	March 09	3	2009	3	Consult & Mentors	1.00	\$ (1,200.00)	
Entrepreneur Educ.-Bootcamp & C	March 09	3	2009	3	Bootcamp	1.00	\$ (10,000.00)	
Legal & Admin. Support	April 09	4	2009	4	Meeting Exp.	1.00	\$ (13.77)	
Legal & Admin. Support	April 09	4	2009	4	Legal	1.00	\$ (613.60)	
Legal & Admin. Support	April 09	4	2009	4	Consultant	1.00	\$ (1,200.00)	
SPARK BA Direct Staffing	April 09	4	2009	4	Direct Staff	1.00	\$ (13,084.00)	
Phase II (Due Diligence)	April 09	4	2009	4	Hours	55.40	\$ (5,540.00)	
Phase III (Intensive Service)	April 09	4	2009	4	Hours	10.00	\$ (1,000.00)	
Phase III (Intensive Service)	April 09	4	2009	4	Non-Hourly	1.00	\$ (10,000.00)	
Business Incubator	April 09	4	2009	4	Facility Exp	1.00	\$ (11,512.33)	
SPARK Accounting	April 09	4	2009	4	Accting Svc	1.00	\$ (3,583.33)	
Bus. Network Events-Hosted	April 09	4	2009	4	Events	1.00	\$ (1,418.35)	
Marketing - P/R, Print, Websites	April 09	4	2009	4	Marketing	1.00	\$ (6,110.47)	
Cantillon Web Based Education	April 09	4	2009	4	Consult & Mentors	1.00	\$ (1,200.00)	
Entrepreneur Educ.-Bootcamp & C	April 09	4	2009	4	Bootcamp	1.00	\$ (3,500.00)	
Tuition Matching	April 09	4	2009	4	Bootcamp Match	1.00	\$ (10,000.00)	
A2 Angels	April 09	4	2009	4	A2 Angels	1.00	\$ (3,125.00)	
Legal & Admin. Support	May 09	4	2009	4	Legal	1.00	\$ (221.00)	
Legal & Admin. Support	May 09	4	2009	4	Meeting Exp.	1.00	\$ (361.66)	
SPARK BA Direct Staffing	May 09	4	2009	4	Direct Staff	1.00	\$ (13,084.00)	
Phase II (Due Diligence)	May 09	4	2009	4	Hours	67.80	\$ (6,780.00)	
Phase III (Intensive Service)	May 09	4	2009	4	Hours	245.20	\$ (24,520.00)	
Phase III (Intensive Service)	May 09	4	2009	4	Non-Hourly	1.00	\$ (1,950.00)	
Business Incubator	May 09	4	2009	4	Facility Exp	1.00	\$ (12,775.22)	
SPARK Accounting	May 09	4	2009	4	Accting Svc	1.00	\$ (3,583.33)	
Bus. Network Events-Hosted	May 09	4	2009	4	Events	1.00	\$ (834.56)	
Marketing - P/R, Print, Websites	May 09	4	2009	4	Marketing	1.00	\$ (7,476.74)	
Cantillon Web Based Education	May 09	4	2009	4	Maintenance	1.00	\$ (1,900.00)	
Cantillon Web Based Education	May 09	4	2009	4	Consult & Mentors	1.00	\$ (1,200.00)	
Entrepreneur Educ.-Bootcamp & C	May 09	4	2009	4	Bootcamp	1.00	\$ (4,000.00)	
Legal & Admin. Support	June 09	4	2009	4	Meeting Exp.	1.00	\$ (12.99)	
Legal & Admin. Support	June 09	4	2009	4	Audit	1.00	\$ (8,362.50)	
SPARK BA Direct Staffing	June 09	4	2009	4	Direct Staff	1.00	\$ (13,076.00)	
Phase II (Due Diligence)	June 09	4	2009	4	Hours	40.50	\$ (4,050.00)	
Phase III (Intensive Service)	June 09	4	2009	4	Hours	436.67	\$ (43,667.00)	
Phase III (Intensive Service)	June 09	4	2009	4	Non-Hourly	1.00	\$ -	
Business Incubator	June 09	4	2009	4	Facility Exp	1.00	\$ (10,952.24)	
SPARK Accounting	June 09	4	2009	4	Accting Svc	1.00	\$ (3,585.33)	
Bus. Network Events-Hosted	June 09	4	2009	4	Events	1.00	\$ (4,661.08)	

Category	Detail	Fiscal Year		Billed Qtr	Measureable		
		Incurred			Unit Descrip.	Number	\$ Amount
		Qtr	Year				
Marketing - P/R, Print, Websites	June 09	4	2009	4	Marketing	1.00	\$ -
Cantillon Web Based Education	June 09	4	2009	4	Consult & Mentors	1.00	\$ (3,025.00)
Entrepreuner Educ.-Bootcamp & C	June 09	4	2009	4	Bootcamp	1.00	\$ (7,700.00)
Tuition Matching	June 09	4	2009	4	Bootcamp Match	1.00	\$ -
A2 Angels	June 09	4	2009	4	A2 Angels	1.00	\$ (3,125.00)
Phase II (Due Diligence)	June 09	4	2009	4	Hours	8.00	\$ (800.00)
Phase III (Intensive Service)	June 09	4	2009	4	Hours	7.50	\$ (750.00)

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## **PUBLIC MEETING NOTICE**

### **Ann Arbor-Ypsilanti SmartZone Local Development Finance Authority**

#### ***Location:***

City of Ann Arbor  
SPARK Central Incubator  
330 E. Liberty St.  
Ann Arbor, Michigan 48104  
(734) 794-6500

#### **FY 2010 Meeting Schedule:**

September 22, 2009	8:15am – 10:15am
October 27, 2009	8:15am – 10:15am
January 26, 2010	8:15am – 10:15am
March 16, 2010	8:15am – 10:15am
April 27, 2010	8:15am – 10:15pm
June 15, 2010	8:15am – 10:15am
July 27, 2010	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, 100 N. Fifth Ave., Ann Arbor, MI 48104, at least 24 hours in advance.

TO ANN ARBOR/YPSILANTI SMARTZONE  
LOCAL DEVELOPMENT FINANCE AUTHORITY

ANN ARBOR SPARK Central Incubator

Request for Core Office/Incubator Equipment

The SPARK Central Incubator provides a number of services to Virtual Tenants. In addition to a business address, access to a conference room and open office cube, we provide high speed internet access and a copier for small documents. The printer we used for these tenants and other tenant types such as collaborators has stopped working and is beyond repair. This printer is not included in the SPARK networked equipment so we do not have to give out access codes to our internal network.

Many programs presented at SPARK Central use the overhead projector. This was recently upgraded with a new projector, screen and audio system approved and paid by the LDFA. Coincidentally the screen on the laptop computer we have used for more than four years is fading and sometimes unusable. In addition the new sound system amplifies the fan noise in the computer which interferes with the system.

We request and recommend acquiring a new black and white printer and a basic laptop. SPARK uses Worknet Solutions, an Ann Arbor IT company to maintain the corporation's hardware needs. They have made a recommendation as outlined below. We have also shopped for products similar to their proposal, however the equipment we have priced does not include installation which the Worknet proposal does.

	Worknet Solutions		Best Buy
Dell 2330dn B&W networked laser printer (4 yr Warranty)	\$744.00	HP-LaserJet P2055dn Monochrome printer (1 yr Warranty)	\$400.00
Bundled replacement drum and toner cartridge (optional, promotional price)	\$179.00		
Windows Vista Laptop, 4GB ram, 160 GB hard drive, MS Office	\$841.00	Dell-Inspiron laptop 4GB DDR memory, Windows Vista Home Premium 64-bit, DVD+RW Drive	\$599.00
		Installation	\$500.00
<b>TOTAL</b>	<b>\$1,764.00</b>		<b>\$1,499.00</b>