



## **L DFA Board Meeting**

October 27, 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 September 22, 2009 Regular Board Meeting**
- V. LDFA Chair's Report**
- VI. Reports from Service Providers**
  - a. Acceptance of SPARK Report - 1<sup>st</sup> Quarter**
- VII. LDFA Treasurer's Report**
  - a. Approval of the LDFA Financial Report - 1<sup>st</sup> Quarter**
- VIII. Other Business**
  - a. Supplemental funding request from SPARK – ACTION REQUIRED**
  - b. Cantillon Update**
  - c. New Board Member recommendation to Ann Arbor and Ypsilanti City Councils**
  - d. Committee Appointments – Nominating Recommendation, Budget/Contract, Audit and By-laws**
  - e. Unfinished Business - Acceptance of SPARK FY 2009 Annual Report**
- IX. Motion to Adjourn**



**MINUTES – REGULAR BOARD MEETING  
September 22, 2009**

**Ann Arbor-Ypsilanti Smart Zone Local Development Finance Authority**

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

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

**Members Excused:** Theresa Carroll, Tom Crawford-Ex-officio, Darryl Daniels, Rob Risser, Roselyn Zator-MEDC Ex-officio

**Others Present:** Ken Bogan-City of Ann Arbor-Finance, Amy Cell-SPARK, Greg Fronizer-SPARK, Kurt Riegger-SPARK, Ned Staebler-MEDC

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**CALL TO ORDER:**

Rapundalo called the meeting to order at 8:19am. A quorum was present.

**APPROVAL OF THE AGENDA:**

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

**MOTIONS & RESOLUTIONS:**

**Minutes of the July 28, 2009 Regular Board Meeting:**

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

**LDFA CHAIR'S REPORT:**

Rapundalo had nothing to report.

**REPORTS FROM SERVICE PROVIDERS:**

**Ann Arbor SPARK Business Accelerator Status Report:**

Simms provided a verbal report of SPARK activities so far for the year, and indicated a quarterly report would be provided at quarter end. The Business Accelerator has seen a 50% volume increase, and SPARK is planning to bring a budget increase request to the next meeting.

**Reports from Committees:**

**1. Cantillon:**

A proposal was made to amend the expense budget and contract to move \$20,000 from Cantillon to Phase III. King moved, seconded by Maynard. After discussion the motion passed unanimously on a voice vote.

DRAFT

**2. Ann Arbor Angels:**

An Attachment of the LDFA/SPARK agreement section 1.3 was presented. A motion to approve the attachment was made by Korybalski and seconded by Maynard. After discussion and certain changes to the wording of the attachment were agreed upon, the motion passed unanimously on a voice vote.

**MOTION TO ADJOURN:**

Members Maynard and Beedon excused themselves from the meeting at 9:08 am. As a quorum was not longer present, the meeting was official adjourned.

Respectfully Submitted,

Ken Bogan, Recording Secretary for Tom Crawford

Ann Arbor-Ypsilanti SmartZone  
Local Development Finance Authority

Ann Arbor SPARK

Quarterly Report

**July 1, 2009 through September 30, 2009**

**Work Accomplished**

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

99 entrepreneurs with companies or business ideas sought business accelerator services this quarter vs. 55 during the same period last year. Only 23 of the 99 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
<b>Alluvium Biosciences, Inc</b>	Simplified synthesis of small molecule cancer cells	Marketing validation and business planning
<b>Fantasm 3D</b>	Film using a new 3D technology helping to bring together the myriad of partners required to create a successful production.	Business planning and funding strategy
<b>Ideamine, LLC</b>	Organization and prioritization of emails, links, messages, etc for personal customization	Business development
<b>Love Book, LLC</b>	Online user-customized gift book	Business Plan, patent potential
<b>Meadowlark Energy</b>	Fully integrated green building company.	Fully integrated green building service company
<b>Mobtile LLC</b>	Advertising tool for mobile platforms	Business planning for fundraising
<b>Mysiz Corporation</b>	High Tech Family Destination	High Tech Family Destination
<b>Nanosystems, Inc.</b>	Chemical solutions for bio polymer products	Market assessment and business planning
<b>Numezzeur</b>	The product is a software tool to measure risk originating from its portfolio of products	Business planning, IP
<b>Plumtrail</b>	Consumer website offering chance to win merchandise	Go to market strategy

<b>Prescription Writer LLC</b>	Hand held prescription creation device and software for medical profession.	Business planning and marketing assistance
<b>Privateer Software, LLC</b>	EMR Software for dermatologist clinics	Patent assistance
<b>ProcuIt Inc.</b>	Educational software engines	Review sources of funding
<b>RB Systems, Inc</b>	Meeting listings that can be searched by topic, and can be filtered by geographic area	Business planning and marketing
<b>Reveal, LLC</b>	Software and services for hardware verification	Business planning, corporate identity
<b>Roomations LLC</b>	Home improvement customization software and service company	Market Research and Financial Model
<b>Watch-a-Watt LLC</b>	Energy monitoring technology for residential applications	Help secure first customer to complete product and software development
<b>Wildfire Innovation LLC</b>	Indoor positioning with user profiles in a social or professional venue that provides insight about the people around them.	Business planning, IP

**The following companies received Phase III level support**

33 companies received business accelerator engagements this quarter, vs. 13 last year. A 34<sup>th</sup> engagement was signed but work was not started this quarter. 15 companies also went through the Phase II due diligence this quarter that resulted in a Phase III engagement. These companies represented 155 retained jobs.

Account Name	Account Description	Assistance Provided	BA Contract Amt	BA Expenditures
<b>Akervall Technologies</b>	Commercializing dental appliance – mouth guard	Brand and marketing strategy	\$ 20,040	\$ 11,050
<b>Allinnova LLC</b>	Assessment tool for determining a corporation's capability to be successful in strategic partnering with another organization	Business planning and go to market strategy	\$ 9,900	\$ 6,620
<b>Ariscore</b>	Recharging system for electric vehicle	Evaluate technology hurdles	\$ 7,600	\$ 3,900
<b>Audiallo</b>	New hearing aid technology	Business planning and market strategy	\$ 10,000	\$ 9,900
<b>AviCenna Medical Systems, Inc.</b>	Healthcare IT integrates patient data for billing; and monitoring and managing drug use in patients.	Sales process development leading to first customer outside of U-M	\$ 4,000	\$ 3,000
<b>Better Rehab, LLC</b>	Web based information source for people needing information about hip replacement therapy and other joint therapy.	Branding, web architecture and IP assistance	\$ 10,000	\$ 3,375
<b>BuycentivesTM</b>	Online management system for automotive incentives	Business planning and development	\$ 8,500	\$ 4,440
<b>CIMple LLC</b>	Smart grid technology targeting utility control systems for residential application	Business startup assistance	\$ 9,600	\$ 1,128
<b>Clean Rolling Power</b>	Novel diesel engine system to reduce emissions and improve efficiency	Technology validation and patenting	\$ 9,950	\$ 7,911
<b>Dibble Group Inc.</b>	Software as a service (SaaS) platform to manage patient information.	Launch planning	\$ 9,000	\$ 4,540
<b>eChamberConnect, LLC.</b>	Web based applications for Chambers of Commerce	Relocate to Ann Arbor, review business plan, funding sources	\$ 9,500	\$ 6,425

<b>eNcipient LLC</b>	iPhone case and accessories	Patent Prep, Marketing plan and launch activities	\$ 9,900	
<b>FreeStride Therapeutics Inc.</b>	Development of therapies for treatment of bone-related conditions	Pre-clinical planning and funding	\$ 9,600	\$ 9,600
<b>Hygieia, Inc.</b>	Glucose monitor that recommends dosage adjustments for improved glycemic control	FDA-compliant QMS for development work	\$ 17,000	\$ 14,525
<b>Innosynth Technologies</b>	Social networking software as a service for internal communities	Capitalization and marketing strategy.	\$ 6,375	\$ 5,600
<b>Magical Pork</b>	Travel planning for groups of individuals traveling from many origins to a single destination	Many Fliers - business model and planning	\$ 7,000	\$ 2,500
<b>MarketMonitor HQ</b>	Tool for automating SEO monitoring activities	Financial and technical planning	\$ 7,000	\$ 2,100
<b>MedArray, Inc.</b>	Silicone hollow fiber membrane to enable highly efficient blood oxygenators	Evaluate market for improved gassing systems used w/ traditional culture systems	\$ 10,000	\$ 4,120
<b>MemCatch</b>	Web-based marketing services for education organizations and related non-profit and government entities	Fundraising assistance	\$ 9,000	\$ 5,375
<b>Mobatech, Inc.</b>	Mobile financial software	Education, Financial, Business Plan	\$ 12,000	\$ 8,130
<b>MySano, Inc.</b>	Online healthcare portal for consumers	Preparation of microloan application	\$ 3,200	\$ 2,300
<b>Mystock Enterprises LLC</b>	Online community that sells access to musicians in the form of virtual shares	Legal & marketing assistance	\$ 9,000	\$ 5,600
<b>Nudge Them Inc.</b>	Software for small businesses to remind customers of appointments	Go-to-market plan and coaching	\$ 5,600	\$ 4,700
<b>Onto-Med/Ontonix</b>	A firmware application for collecting/analyzing multiple patient parameters in an ICU in real time	Connect with UM or other hospital system for pre-clinical trials	\$ 4,000	\$ 4,000
<b>PharmaForensics Laboratories, LLC</b>	Consulting laboratory that performs forensics analysis on products with life science components	Market validation and business planning	\$ 5,000	\$ 5,000

<b>Popa Enterprises, Inc.</b>	Card system for coupons and receipts	market assessment and business planning	\$ 8,500	\$ 1,332
<b>POWERleap LLC</b>	Pressure sensitive surface that generates power	Moving to AA. Need technology support contacts.	\$ 6,000	\$ 6,000
<b>Ray.Taylor and Associates</b>	Advisory services and technical consulting to public school	Management reporting systems design and implementation guidance	\$ 2,500	\$ 590
<b>RiserCam, LLC</b>	Design and production of a camera for mounting on a bow & arrow.	Fundraising, inventory management	\$ 9,800	\$ 4,000
<b>Saagara</b>	Interactive/customizable behavioral modification software, for better health outcomes.	Business and technology planning	\$ 9,800	\$ 5,500
<b>Shepherd Intelligent Systems</b>	Software for tracking vehicles using mobile phone GIS	RPM Ventures launch assistance	\$ 8,800	\$ 2,000
<b>Tangent Medical Technologies, LLC</b>	New catheter &/or catheter securement device (CSD)- reduce complications of peripheral IVs	Legal opinion on freedom to operate; provisional patent assistance	\$ 4,950	\$ 4,950
<b>The Whole Brain Group, LLC</b>	Subscription based product that provides accreditation services to life science research institutions.	Finish value proposition and business plan and make business contacts within VA.	\$ 7,600	\$ 6,000
<b>TMJ Pain Solutions</b>	An oral device for treating craniofacial pain	Go to market for medical device	\$ 8,900	\$ 6,395
			\$ 341,315	\$ 183,326

### Founding location, current location

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

### Microloans

Account Name	Account Description	Funding Request Amount	Loan Amount	Date of Initial Investment	Retained FTE jobs
<b>ProcuIt Inc.</b>	Educational software engines for home school market	\$ 50,000	\$ 30,000	9/8/2009	4



<b>AviCenna Medical Systems, Inc.</b>	Healthcare IT integrates patient data for billing and quality management and a system for monitoring and managing drug use in patients.	\$ 50,000	1
<b>Allinnova LLC</b>	Assessment tool for determining a corporation's capability to be successful in strategic partnering with another organization	\$ 50,000	1
<b>The Whole Brain Group, LLC</b>	Subscription based product that provides accreditation services to schools and life science research institutions.	\$ 50,000	5
<b>MemCatch</b>	Web-based marketing services for education organizations and related non-profit and government entities	\$ 50,000	1
<b>TOTAL</b>		<b>\$250,000</b>	<b>\$ 30,000</b>
			<b>12</b>

### SPARK Central Incubator

Total number of Full Tenants (those in a cubicle with secure space and full privileges) was ten companies this quarter with eight currently located here.

Account Name	Account Description	Start Date	Termination Date	Incubator Seats
<b>CVR Global</b>	Medical device to check the cotided artery for build up without invasive measures.	4/9/2009	10/13/2009	1
<b>Mobtile LLC</b>	Advertising tool for mobile platforms	5/1/2009	8/31/2009	1
<b>Meadowlark Energy</b>	Fully integrated green building company.	8/18/2009	2/18/2010	1
<b>Openworld Institute</b>	Openworld Institute has been formed to move world-class free market reforms into practical free and open source eGovernment solutions for all levels of government.	12/15/2008	10/31/2009	1
<b>RKC Marketing</b>	Marketing Firm	3/11/2009	8/31/2009	1
<b>MySano, Inc.</b>	Online healthcare portal for consumers	6/1/2009	11/30/2009	1
<b>GTI Risk Management</b>	risk management- IT security, etc.	3/2/2009	10/1/2009	1
<b>Gatti, Rich and Associates, PLLC</b>	Criminal, Family, Real Estate, Tech business, Civil litigation, Intellectual Property and Arts	4/15/2009	10/15/2009	1

Law.				
<b>Hygieia, Inc.</b>	Glucose monitor that recommends dosage adjustments for improved glycemic control	9/2/2008	12/31/2009	2
<b>Cyclose Semiconductor</b>	Ultra low power semi-conductor chips	10/6/2009	2/5/2010	2

Virtual Tenants are 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
<b>Vision Solutions International</b>	Specializes in vision-assisted robot guidance applications	2/10/2008	12/31/2009
<b>Privateer Software, LLC</b>	EMR Software for dermatologist clinics	5/16/2008	8/31/2009
<b>Mobatech, Inc.</b>	Mobile Phone Software	5/28/2008	12/31/2009
<b>Jenco Industries Inc.</b>	Invent and commercialize electronic traffic safety products	7/3/2008	12/31/2009
<b>Locomatix</b>	Middleware software to track objects in real time	7/14/2008	12/31/2009
<b>EiPon Learning, LLC</b>	SaaS company using proprietary digital recording technology to aid in language learning	11/3/2008	12/31/2009
<b>Speedraft</b>	Online CAD system for matching tool makers with clients, SaaS model. Toolpax is the product.	2/1/2009	12/31/2009
<b>Jelic Patent Services, LLC</b>	Patent advisor	2/2/2009	12/31/2009
<b>BuycentivesTM</b>	Online management system for automotive incentives	3/17/2009	9/16/2009
<b>Clean Rolling Power</b>	Novel diesel engine system to reduce emissions and improve efficiency	4/15/2009	5/1/2011
<b>Prescription Writer LLC</b>	Hand held prescription creation device and software for medical profession.	4/29/2009	5/1/2010
<b>Fourth Logic</b>	Fourth Logic is an online tutoring system that functions much like an "eBay" for learning.	5/1/2009	10/1/2009
<b>Popa Enterprises, Inc.</b>	Card system for coupons and receipts	5/1/2009	6/1/2010
<b>Akervall Technologies</b>	Commercializing dental appliance - mouthguard	5/1/2009	6/1/2010

<b>POWERleap LLC</b>	Pressure sensitive surface that generates power	5/1/2009	12/31/2009
<b>eChamberConnect, LLC.</b>	Web based applications for Chambers of Commerce	5/4/2009	4/30/2010
<b>RB Systems, Inc</b>	Meeting listings that can be searched by topic, and can be filtered by geographic area	5/8/2009	11/8/2009
<b>MediQLogix</b>	Software that will provide needed healthcare quality management business solutions for hospitals.	5/11/2009	12/11/2009
<b>In the Groove</b>	Knee orthosis/brace for immediate relief of pain, increased mobility and rehabilitate by wearing during weight bearing activity	5/26/2009	6/1/2010
<b>Trucost</b>	Trucost is an environmental research organisation working with companies, investors and government agencies to understand the impacts companies have on the environment.	6/1/2009	11/30/2009
<b>Allinnova LLC</b>	Assessment tool for determining a corporation's capability to be successful in strategic partnering with another organization	6/1/2009	6/1/2010
<b>Onto-Med/Ontonix</b>	A firmware application for collecting/analyzing multiple patient parameters in an ICU in real time	6/1/2009	6/1/2010
<b>Wildfire Innovation LLC</b>	Use of accurate indoor positioning tied with user profiles in a social or professional venue to provide user with real-time insight about the people around them.	6/1/2009	12/1/2009
<b>Ideamine, LLC</b>	"External Memory" for personal information. Organization and prioritizaion of emails, links, messages, etc for personal customization	7/1/2009	4/1/2010
<b>Innosynth Technologies</b>	Social networking software as a service for internal communities such as companies and organizations	7/8/2009	1/8/2010
<b>Mysiz Corporation</b>	High Tech Family Destination	7/13/2009	7/13/2010
<b>Watch-a-Watt LLC</b>	Energy monitoring technology for residential applications	7/17/2009	7/17/2010
<b>Century Media LLC</b>	Forum to upload, customize, and create mobile multimedia	8/10/2009	8/10/2010
<b>eNcipient LLC</b>	iPhone case and accessories	8/18/2009	8/17/2010

<b>Rock e-commerce</b>	We provide exclusive world class enterprise level internet e-commerce solutions for small to medium sized businesses at breakthrough pricing through relentless innovation and single point of access.	8/18/2009	8/18/2010
<b>RollingEdge Strategy Partners</b>	Consulting IT services	8/24/2009	2/26/2010
<b>Supply55, Inc.</b>	Invented machinery for finishing edges of signs and banners, able to be priced much lower than competition	10/1/2009	3/31/2010
<b>Wiseman Engine</b>	Patented piston/connecting rod/crankshaft mechanism for an internal combustion engine with 50% more fuel efficiency	10/1/2009	3/1/2010
<b>VocaBeans</b>	Website community and wireless device applications for people that have lost communication abilities due to injury, stroke, or disease.	10/6/2009	1/5/2010
<b>Reveal, LLC</b>	Software and services for hardware verification	10/9/2009	4/2/2010

### **Cantillon Entrepreneurial Education**

We are still waiting on the university to provide a report on usage.

- (1) Five Business Accelerator projects
- (2) Three BA consultants registered; 4 community consultants registered
- (3) 25 Entrepreneurs from EE1.0 registered
- (4) 29 Entrepreneurs for Boot Camp (8 attended EE1.0)
- (5) For SPARK BA only, analysis of the usage of Executive Summary for past 2 years shows 704 hrs of usage by 533 entrepreneurs

### **Business Services**

The 16<sup>th</sup> Entrepreneur Boot Camp is scheduled for November 5 and 6. Thirteen companies have been accepted. Ten of the companies are from Ann Arbor.

## Hosted Events

Event Name	Date	Place of Event	Approx # of attendees		Purpose of Event
			Entrepreneurs	Service Provider	
<b>Open Coffee - July 2009</b>	7/14/2009	SPARK Central	28	16	A networking event for entrepreneurs, investors and those who work with technology & innovation businesses, particularly in IT, cleantech and life sciences.
<b>"Show Me the Money" - Michigan Sources of Capital</b>	7/14/2009	SPARK Central	39	21	Skip Simms, Ann Arbor SPARK; Andy McColm, U of M Office of Tech Transfer; Ned Staebler, MEDC, discuss Michigan Sources of Capital. This was a live webcast & is available on our website along with the presentation slides.
<b>Mingle and Match - August 2009</b>	8/5/2009	SPARK Central	58	30	High energy event where you can have 1 minute to tell about your business and what kind of help you are seeking, (advisory board member, co-founder, employee that is willing to work for stock, consultant, etc.) followed by a networking session.
<b>Open Coffee - August 2009</b>	8/11/2009	SPARK Central	14	12	A networking event for entrepreneurs, investors and those who work with technology & innovation businesses, particularly in IT, cleantech and life sciences.
<b>Entrepreneur Education Information Session</b>	8/14/2009	SPARK Central	6	1	Are you an entrepreneur? Are you interested in learning about SPARK's Entrepreneur Education programs, including Entrepreneur Bootcamp, Entrepreneur Education 1.0, Entrepreneur Education 2.0, and Cantillon?
<b>Entrepreneur Education Information Session</b>	8/19/2009	SPARK Central	2	1	Are you an entrepreneur? Are you interested in learning about SPARK's Entrepreneur Education programs, including Entrepreneur Bootcamp, Entrepreneur Education 1.0, Entrepreneur Education 2.0, and Cantillon?
<b>BA Consultant Meeting - August 2009</b>	8/21/2009	SPARK Central	0	17	Monthly Business Accelerator meeting to update consultants on SPARK and review projects.
<b>Entrepreneur Education Information Session</b>	8/24/2009	SPARK Central	8	3	Are you an entrepreneur? Are you interested in learning about SPARK's Entrepreneur Education programs, including Entrepreneur Bootcamp, Entrepreneur Education 1.0, Entrepreneur

<b>August 2009 Power Lunch</b>	8/25/2009	SPARK Central	9	1	Early and middle stage entrepreneurs attend a small luncheon with a seasoned business leader. The benefit to attending is to get connected to a key thought leader, learn more about a key topic, get questions answered specific to your current business challenges/opportunities, and make/strengthen connections to other key entrepreneurs and companies in the Ann Arbor area.
<b>Shifting Gears Information Session 1</b>	8/25/2009	SPARK East	2	8	Shifting Gears is a 5 month intensive program with 3 phases that include a multi-functional small business knowledge base, practical project applications base, and a launching point base.
<b>Hot Shots: Career Connections</b>	8/26/2009	Melange	6	42	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.
<b>Strolling Dinner and Boot Camp Collaboration</b>	8/27/2009	SPARK Central	10	22	Brainstorm meeting with Boot Camp partners and mentors.
<b>Shifting Gears Information Session 2</b>	8/31/2009	SPARK East	4	8	Shifting Gears is a 5 month intensive program with 3 phases that include a multi-functional small business knowledge base, practical project applications base, and a launching point base.
<b>Entrepreneur Education 1.0: The Entrepreneur &amp; Funding</b>	9/2/2009	SPARK Central	14	2	Training 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.

<b>Open Coffee - September 2009</b>	9/8/2009	SPARK Central	13	24	This is a networking event for entrepreneurs, investors and those who work with technology & innovation businesses, particularly in IT, cleantech and life sciences.
<b>BioArbor: Successful Exits</b>	9/10/2009	SPARK Central	65	5	Felix de la Iglesia, MD - Chief Enterprise Officer, Michigan Technology & Research; Listen to serial entrepreneurs discuss their exit strategies and outcomes as they transitioned their start ups to large medical device and pharmaceutical companies.
<b>Marketing Roundtable - Town Hall - Burning Marketing Questions</b>	9/15/2009	SPARK East	10	18	Bring your hottest marketing questions to put to our panel of experts. A wide range of marketing and marketing communication leaders will be in attendance, including strategy, branding, online, search, PR, advertising, and other disciplines.
<b>Shifting Gears Information Session Number 3</b>	9/15/2009	SPARK East	2	7	Shifting Gears is a 5 month intensive program with 3 phases that include a multi-functional small business knowledge base, practical project applications base, and a launching point base.
<b>Entrepreneur Education 1.0: Executive Summary</b>	9/16/2009	SPARK Central	5	19	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.
<b>NEF - The Devil is in the Details, Part 1: Term Sheets</b>	9/17/2009	SPARK Central	51	0	Uzma Ahmed, Tony Grover, Mike Klein, and Skip Simms. When its time to ink a deal for your business, its time to come to terms. Investors and entrepreneurs alike will want to attend this meeting as we explore how term sheets spell out the specifics.
<b>Consultant Meeting - September 2009</b>	9/18/2009	SPARK Central	0	20	Monthly Business Accelerator meeting to update consultants on SPARK and review projects.
<b>Shifting Gears Information Session Number 4</b>	9/22/2009	SPARK East	3	5	Shifting Gears is a 5 month intensive program with 3 phases that include a multi-functional small business knowledge base, practical project applications base, and a launching point base.

<b>Hot Shots: Career Connections at Melange</b>	9/29/2009	Melange	28	49	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.
<b>Entrepreneur Education 1.0: Product Innovations</b>	9/30/2009	SPARK Central	12	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.
<b>TOTAL</b>			<b>389</b>	<b>333</b>	

**Sponsorships/Partnered Events**

We did not sponsor any event this quarter.

**Angel Network**

Initial meetings have been held to discuss the need for a program to use presentations by business accelerator companies to attract angels.

**Significant Deviation from Scope of Work**

Our question of whether or not the surge in activity in June was an anomaly was answered this quarter with a resounding no. Demand for services and subsequent due diligence screening volume shows that entrepreneurs are rushing for support. Our volume is double what we projected. It was about the same as the previous quarter. In the financial packet you will see that if the current level of support is provided going forward we will not have sufficient funding to provide Phase III services past the end of the next quarter.

A separate report will be provided to the LDFA requesting additional funding for business accelerator services.





# **FINANCIAL SUMMARY**

**as of September 30, 2009**

**Smart Zone LDFA**  
**DELIVERABLES**  
as of September 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>					
<u>Number of Clients (external to SPARK)</u>					
Actual/Forecast	22	15	-	-	37
Budget/Proposed	<u>11</u>	<u>11</u>	<u>11</u>	<u>11</u>	<u>44</u>
Actual Over/(Under) Target	11	4	(11)	(11)	(7)
<u>Hours per Client (Avg) (external to SPARK)</u>					
Actual/Forecast	6.8	7.0	7.0	7.0	7.0
Budget/Proposed	<u>10.0</u>	<u>10.0</u>	<u>10.0</u>	<u>10.0</u>	<u>10.0</u>
Actual Over/(Under) Target	(3.2)	(3.0)	(3.0)	(3.0)	(3.0)
Memo: Total Phase II Hours	149	105	-	-	254
<b>Phase III (Intensive Service)</b>					
<u>Number of Client Engagements</u>					
Actual/Forecast	33	33	6	-	72
Budget/Proposed	<u>17</u>	<u>17</u>	<u>17</u>	<u>17</u>	<u>68</u>
Actual Over/(Under) Target	16	16	(11)	(17)	4
<u>Hours per Client Engagement (Avg)</u>					
Actual/Forecast	36.3	40.0	40.0	40.0	40.0
Budget/Proposed	<u>40.0</u>	<u>40.0</u>	<u>40.0</u>	<u>40.0</u>	<u>40.0</u>
Actual Over/(Under) Target	(3.7)	-	-	-	-
Memo: Total Phase III Hours	1,197	1,320	240	-	2,757

Smart Zone LDFA  
**FY 2010 FINANCIAL SUMMARY**  
as of September 30, 2009

	<u>ACTUAL</u>	<u>Est</u>	<u>Est</u>	<u>Est</u>	<u>Full Year</u>	<u>BUDGET</u>	
						<u>Q1</u>	<u>Q2</u>
<b><u>INCOME STATEMENT</u></b>							
<b>Revenues:</b>							
Tax Revenue	\$ 58,279	\$ 724,626	\$ 34,967	\$ 434,776	\$ 1,252,648	\$ 1,330,000	\$ (77,352)
Miscellaneous	-	-	-	-	-	-	-
Investment Income	4,367	941	4,107	2,074	11,489	-	11,489
<b>Total Revenues</b>	<b>\$ 62,646</b>	<b>\$ 725,567</b>	<b>\$ 39,074</b>	<b>\$ 436,849</b>	<b>\$ 1,264,137</b>	<b>\$ 1,330,000</b>	<b>\$ (65,863)</b>
<b>Expenditures:</b>							
<b><u>Contracted Services</u></b>							
SPARK BA Direct Staffing	\$ (50,001)	\$ (50,001)	\$ (50,001)	\$ (49,997)	\$ (200,000)	\$ (200,000)	\$ -
Phase II (Due Diligence)	(14,269)	(10,500)	-	-	(24,769)	(25,000)	231
Phase III (Intensive Service)	(112,593)	(132,000)	(24,000)	-	(268,593)	(295,000)	26,407
Micro Loan Program for Entrepreneurs	(137,500)	-	(137,500)	-	(275,000)	(275,000)	-
A2 Angels	-	(9,000)	(9,000)	(7,000)	(25,000)	(25,000)	-
Bus. Network Events-Hosted	(2,702)	(2,702)	(2,702)	(11,895)	(20,000)	(20,000)	-
Bus. Network Events-Sponsorships	(1,448)	(1,448)	(1,448)	(15,657)	(20,000)	(20,000)	-
Entrepreneur Educ.-Bootcamp & Grants	(13,000)	(13,000)	(13,000)	(6,000)	(45,000)	(45,000)	-
Tuition Matching	-	(10,000)	-	(10,000)	(20,000)	(20,000)	-
Cantillon Web Based Education	(6,375)	(6,375)	(6,375)	(20,875)	(40,000)	(40,000)	-
<b>Total Contracted Services</b>	<b>(337,888)</b>	<b>(235,026)</b>	<b>(244,026)</b>	<b>(121,423)</b>	<b>(938,363)</b>	<b>(965,000)</b>	<b>26,638</b>
<b><u>Other Projected Services</u></b>							
Marketing - P/R, Print, Websites	(12,550)	(12,550)	(12,550)	(27,352)	(65,000)	(65,000)	-
Business Incubator	(41,332)	(41,332)	(41,332)	(16,004)	(140,000)	(140,000)	-
SPARK Accounting	(11,250)	(11,250)	(11,250)	(11,250)	(45,000)	(45,000)	-
Legal & Admin. Support	(1,924)	(1,924)	(1,924)	(59,229)	(65,000)	(65,000)	-
Other Contingency	-	-	-	-	-	-	-
<b>Total Other Projected Services</b>	<b>\$ (67,055)</b>	<b>\$ (67,055)</b>	<b>\$ (67,055)</b>	<b>\$ (113,834)</b>	<b>\$ (315,000)</b>	<b>\$ (315,000)</b>	<b>\$ -</b>
<b>Total Expenditures</b>	<b>\$ (404,943)</b>	<b>\$ (302,081)</b>	<b>\$ (311,081)</b>	<b>\$ (235,257)</b>	<b>\$ (1,253,363)</b>	<b>\$ (1,280,000)</b>	<b>\$ 26,638</b>
<b>Net Increase/Decrease</b>	<b>\$ (342,297)</b>	<b>\$ 423,486</b>	<b>\$ (272,007)</b>	<b>\$ 201,592</b>	<b>\$ 10,774</b>	<b>\$ 50,000</b>	<b>\$ (39,225)</b>
<b>Memo:</b>							
Fund Balance (6/30/2009)	\$ 468,240						
Fund Balance - Operations (Qtr End)	\$ 125,943	\$ 549,430	\$ 277,423	\$ 479,015			

Category	Detail	Fiscal Year			Measureable		
		Incurred		Billed	Unit Descrip.	Number	\$ Amount
		Qtr	Year	Qtr			
Phase III (Intensive Service)	July 09	1	2010	1	Hours	1.00	\$ 100.00
Legal & Admin. Support	July 09	1	2010	1	Meeting Exp.	1.00	\$ (16.98)
Legal & Admin. Support	July 09	1	2010	1	Legal	6.00	\$ (1,893.00)
SPARK BA Direct Staffing	July 09	1	2010	1	Direct Staff	1.00	\$ (16,667.00)
Phase II (Due Diligence)	July 09	1	2010	1	Hours	51.50	\$ (5,150.00)
Phase III (Intensive Service)	July 09	1	2010	1	Hours	479.25	\$ (48,431.00)
Business Incubator	July 09	1	2010	1	Facility Exp	1.00	\$ (12,778.43)
Bus. Network Events-Hosted	July 09	1	2010	1	Events	1.00	\$ (147.94)
SPARK Accounting	July 09	1	2010	1	Accting Svc	1.00	\$ (3,750.00)
Marketing - P/R, Print, Websites	July 09	1	2010	1	Marketing	1.00	\$ (2,573.94)
Cantillon Web Based Education	July 09	1	2010	1	Consult & Mentors	1.00	\$ (1,475.00)
Micro Loan Program for Entrepreneurs	July 09	1	2010	1	Micro Loan - First Tranche	1.00	\$ (137,500.00)
Phase II (Due Diligence)	Aug. 09	1	2010	1	Hours	(2.00)	\$ 200.00
Phase III (Intensive Service)	Aug. 09	1	2010	1	Hours	(24.75)	\$ 2,475.00
SPARK BA Direct Staffing	Aug. 09	1	2010	1	Direct Staff	1.00	\$ (16,667.00)
Phase II (Due Diligence)	Aug. 09	1	2010	1	Hours	50.90	\$ (5,090.00)
Phase III (Intensive Service)	Aug. 09	1	2010	1	Hours	423.31	\$ (38,474.00)
Business Incubator	Aug. 09	1	2010	1	Facility Exp	1.00	\$ (13,720.74)
Bus. Network Events-Hosted	Aug. 09	1	2010	1	Events	1.00	\$ (2,553.79)
SPARK Accounting	Aug. 09	1	2010	1	Accting Svc	1.00	\$ (3,750.00)
Marketing - P/R, Print, Websites	Aug. 09	1	2010	1	Marketing	1.00	\$ (3,220.47)
Cantillon Web Based Education	Aug. 09	1	2010	1	Consult & Mentors	1.00	\$ (2,650.00)
SPARK BA Direct Staffing	Sept. 09	1	2010	1	Direct Staff	1.00	\$ (11,916.00)
SPARK BA Direct Staffing	Sept. 09	1	2010	1	Direct Staff	1.00	\$ (4,751.00)
Phase II (Due Diligence)	Sept. 09	1	2010	1	Hours	45.79	\$ (4,229.00)
Phase III (Intensive Service)	Sept. 09	1	2010	1	Hours	294.96	\$ (28,263.00)
Business Incubator	Sept. 09	1	2010	1	Facility Exp	1.00	\$ (14,832.99)
Bus. Network Events-Sponsorship	Sept. 09	1	2010	1	Events	1.00	\$ (1,447.80)
SPARK Accounting	Sept. 09	1	2010	1	Accting Svc	1.00	\$ (3,750.00)
Marketing - P/R, Print, Websites	Sept. 09	1	2010	1	Marketing	1.00	\$ (6,755.09)
Entrepreneur Educ.-Bootcamp & C	Sept. 09	1	2010	1	Bootcamp	1.00	\$ (3,000.00)
Cantillon Web Based Education	Sept. 09	1	2010	1	Consult & Mentors	1.00	\$ (600.00)
Cantillon Web Based Education	Sept. 09	1	2010	1	Consult & Mentors	1.00	\$ (1,650.00)
Entrepreneur Educ.-Bootcamp & C	Sept. 09	1	2010	1	Bootcamp	1.00	\$ (10,000.00)
Legal & Admin. Support	Sept. 09	1	2010	1	Meeting Exp.	1.00	\$ (13.77)

**L DFA Micro Loan Fund**

<b>Applicant</b>	<b>Salesforce Unique ID</b>	<b>Amount Requested</b>	<b>Application Approved</b>	<b>Loan Amount</b>	<b>Jobs Retained and Created</b>	<b>Use of Loan Proceeds</b>
Procuit Inc.	1585	\$50,000	9/3/2009	\$30,000	4	Sales and Marketing

**As of September 30, 2009**

**Assets**

Cash

Checking \$250

Money Market Savings \$107,206

Total Cash \$107,456

Other Assets

Investments

Investment - Procuit \$30,000

Total Other Assets \$30,000

**Total Assets**

\$137,456

**Liabilities & Equity**

Equity

\$137,456

**Total Liabilities & Equity**

\$137,456

**Ann Arbor/Ypsilanti SmartZone**

**LDFA Final Program Progress Report**

**Contract period July 1, 2008 through June 30, 2009**

August 28, 2009

3.3 The Contractor shall provide a written Final Program Progress Report to the LDFA no later than sixty (60) days after the end of the Project Service Term. In addition to the required quarterly reporting elements, the Final Program Progress Report shall disclose: 1) a census of the annual and cumulative number of jobs created within the LDFA Service Area as of June 30, 2009 (with jobs defined as the incremental increase in the number of FTEs beginning with the date a Business Accelerator engagement letter, or when a SPARK Central Incubator agreement is first executed, or when participation in Bootcamp occurs); 2) a census of the annual and cumulative number of jobs related to Business Accelerator, SPARK Central Incubator, and Bootcamp clients that have left the LDFA Service Area because of relocation, merger, acquisition, or business failure as of June 30, 2009; 3) a census of the number and identity of current and past clients the Contractor deems no longer eligible for LDFA funded services as of June 30, 2009; and 4) a census of the number and identity of clients for which information regarding jobs creation is no longer being collected as of June 30, 2009. The Contractor shall report to the LDFA regarding the methodology utilized in the census.

**Annual and cumulative jobs created**

The following table lists all companies that received Business Accelerator services. Retained jobs are those which the company reported at the time of the initial engagement of services. The current jobs are those jobs updated through recent contact with the company. New jobs is the difference.

<b>Uniq ID</b>	<b>Account Name</b>	<b>Account Description</b>	<b>Current FTE Jobs</b>	<b>Retained FTE Jobs</b>	<b>New FTE Jobs</b>
<b>1851</b>	Accio Energy, Inc.	Alternative energy wind generation for small applications	3	3	0
<b>2181</b>	Adaptive Campus, LLC	Web-based marketing services for education organizations and related non-profit and government entities	2	2	0
<b>1885</b>	Akervall Technologies	Commercializing dental appliance - mouthguard	1	1	0

<b>1487</b>	AlphaCore Pharma, LLC	Drug development of cardiovascular therapy, with compound to be licensed from NIH	3	1	2
<b>2002</b>	Ariscore	Recharging system for electric vehicle	1	1	0
<b>2319</b>	Audiallo	New hearing aid technology	2	2	0
<b>1646</b>	AviCenna Medical Systems, Inc.	Healthcare IT, to integrate patient data for billing and quality management	1	1	0
<b>2130</b>	Better Rehab, LLC	Web based information source for people needing information about hip replacement therapy	2	2	0
<b>1282</b>	Blaze Medical Devices	Spectral analysis for red blood cells	2	2	0
<b>2610</b>	BuycentivesTM	Online management system for automotive incentives	1	1	0
<b>2915</b>	Chem Commerce	Marketing and brokering company for pharmaceutical intermediate chemicals	1	1	0
<b>2851</b>	Current Motor Company	Electric scooter	2	2	0
<b>2880</b>	Dibble Group Inc.	TherapyCharts serves independent therapists with a SaaS platform to manage patient information.	1	1	0
<b>2804</b>	Dralla Development International, LLC	Assessment tool for determining a corporation's capability to be successful in strategic partnering	1	1	0
<b>2634</b>	eChamberConnect, LLC.	Web based applications for Chambers of Commerce	3	3	0
<b>1896</b>	EiPon Learning, LLC	SaaS company using proprietary digital recording technology to aid in language learning	1	1	0
<b>1987</b>	Embedded Advantage	Embedded controls for electric motors	1	1	0
<b>1988</b>	Energy Technology Concepts	Technology and consulting for alternative energy in transportation	1	1	0
<b>0680</b>	Ensure Technologies Inc.	Data and network security devices	25	25	0

2316	ePack, Inc.	Vacuum and hermetic packaging of MEMS using solder.	1	1	0
1989	ExpressByte	Online shopping service to consumers by partnering with neighborhood stores.	1	1	0
1954	Fitness Motivation Online	Online personal support network for exercise programs	1	1	0
2228	Fontis Biotechnologies	Drug discovery	1	1	0
2679	FreeStride Therapeutics Inc.	Development of therapies for treatment of bone-related conditions	1	1	0
1277	GeneVivo, LLC	Create high-value transgenic or genetically modified animal models	2	1	1
1848	Hygieia, Inc.	Glucose monitor that recommends dosage adjustments for improved glycemic control	1	1	0
2818	Interlab, Inc.	End to end video streaming to media and businesses	3	3	0
1697	Jiva Pharmaceuticals	Develop and clinically validate promising small molecule therapies	1	1	0
2141	Kiyo Networks	Network management company providing turnkey wireless data and DSL services	1	1	0
2565	Magical Pork	Website that coordinates travel planning for groups	1	1	0
2144	MarketMonitor HQ	Tool for automating SEO monitoring activities	2	1	1
0268	MedArray, Inc.	Silicone hollow fiber membrane to enable highly efficient blood oxygenators	5	2	3
2036	M-Light	Photonics cluster	1	1	0
1902	Mobatech, Inc.	Mobile Phone Software	1	1	0
2159	MySano, Inc.	Online healthcare portal for consumers	2	2	0
2868	Mystock Enterprises LLC	Online community that sells access to musicians in the form of virtual shares	3	3	0
2134	Nudge Them Inc.	Retail software	1	1	0



2592	Nymirum	Drug discovery platform that reveals the structure of RNA and identifies small molecules that bind to these structures.	1	1	0
1286	OcuSciences, Inc	Ophthalmic device	3	2	1
2652	PM Engineering, LLC	Novel diesel engine system to reduce emissions and improve efficiency	1	1	0
2712	Popa Enterprises, Inc.	Card system for coupons and receipts	1	1	0
2666	POWERleap LLC	Pressure sensitive surface that generates power	2	2	0
1585	Procuit Inc.	Educational software engines	4	1	3
2014	Project Freestyle	Web 2.0 community for soccer players	3	1	2
2738	Ray.Taylor and Associates	Advisory services and technical consulting to public school	5	5	0
2153	RiserCam, LLC	Design and production of a camera for mounting on a bow & arrow	2	1	1
2700	Saagara	Business and technology planning	2	2	0
2076	SeFaire Partners	Provides online training of medical professionals in clinical settings	1	1	0
2015	Sentry Medical Technologies	Medical technologies to address undesired behaviors	1	1	0
2838	Shepherd Intelligent Systems	Software for tracking vehicles using mobile phone GIS	3	3	0
2351	Speedraft	Online CAD system for matching tool makers with clients, SaaS model	7	5	2
2082	Switchback LLC	Website development using open source content management systems	8	2	6
2702	Tangent Medical Technologies, LLC	New catheter &/or catheter securement device (CSD)	4	5	-1
1982	The Whole Brain Group, LLC	Subscription based product that provides accreditation services to life science research institutions.	4	5	-1
2630	TMJ Pain Solutions	An oral device for treating craniofacial pain	2	2	0

0404	Transducing Energy Devices	Fuel-less production of electricity by manipulation of flux from magnets	1	1	0
1761	Velesco Pharmaceutical Services LLC	CRO provides laboratory services and clinical supplies to small pharmaceutical companies	4	2	2
0418	Vision Interface Technologies	Non-contact spatial input/pointing system	2	2	0
1984	WattIQ	Signal processing technology to monitor whole house electricity consumption	2	2	0
1693	WindCatcher LLC	Wind energy company that has designed a vertical-axis turbine	1	1	0
2154	Wizrad	Web-based radiology imaging tool	1	1	0
			Current FTE Jobs	Retained FTE Jobs	New FTE Jobs
<b>BA TOTAL JOBS</b>			151	129	22

The following table lists all companies that attended Boot Camp this year. Retained jobs are those which the company reported at the time of the initial engagement of services. The current jobs are those jobs updated through recent contact with the company. New jobs is the difference.

Note: Michigan Aerospace is an anomaly in that it is a well established profitable company that has been in operation for many years, thus the large job count. They attended Boot Camp in an effort to learn more about starting up a new company as they plan to spin out some developed technology.

Uniq ID	Account Name	Account Description	Current FTE Jobs	Retained FTE Jobs	New FTE Jobs
2742	Baker Calling		1	1	0
2739	Fourth Logic	Fourth Logic is an online tutoring system that functions much like an "eBay" for learning.	3	1	2
2716	MCOMM		2	1	1
2764	Endocutter	Disposable endoscope attachment for removing blood clots from stomachs	1	1	0
2702	Tangent Medical Technologies, LLC	New catheter &/or catheter securement device (CSD)	4	1	3

<b>0418</b>	Vision Interface Technologies	Non-contact spatial input/pointing system	2	1	1
<b>2610</b>	BuycentivesTM	Online management system for automotive incentives	1	1	0
<b>2751</b>	StrideBike LLC	Stand up bicycle design	1	1	0
<b>2138</b>	Magnetic Ventures		1	1	0
<b>2765</b>	Husk Insulation	Insulation created with rice husk	1	1	0
<b>2198</b>	NanoMag		2	1	1
<b>2724</b>	A Company	MComm is a hospital communication system that is designed to replace pagers.	1	1	0
<b>2322</b>	i2 Imagination International		1	1	0
<b>2323</b>	In the Groove	Knee orthosis/brace for immediate relief of pain, increased mobility and rehabilitation	2	1	1
<b>2011</b>	Next Generation Therapeutics		2	1	1
<b>2321</b>	GIDEON		1	1	0
<b>2228</b>	Fontis Biotechnologies		1	1	0
<b>2294</b>	FitFire	Web based Fitness Management	1	1	0
<b>2082</b>	Switchback LLC	Website development using open source content management systems, especially Drupal	8	1	7
<b>2293</b>	Phoenix Technologies		1	1	0
<b>2291</b>	WindStar Energy	Investment broker for alternative energy portfolios	1	1	0
<b>2292</b>	Biomatrix Photonics (BMP)		1	1	0
<b>2290</b>	MKP Structural Design Associates, Inc.	Technologies for simulating, designing, and manufacturing innovative structural and material concepts	1	1	0
<b>2319</b>	Audiallo	New hearing aid technology	2	1	1
<b>2318</b>	Anita GoodBee		1	1	0

<b>0815</b>	Michigan Aerospace	Optics, opti-mechanical, 3D, MEMS	40	3	37
<b>2203</b>	C'est Moi!		1	1	0
<b>2324</b>	Magic Bio		1	1	0
			<b>Current FTE Jobs</b>	<b>Retained FTE Jobs</b>	<b>New FTE Jobs</b>
<b>Boot Camp TOTAL JOBS</b>			85	30	55

The following table lists all companies that are or were incubator tenants this year. Retained jobs are those which the company reported at the time of the initial engagement of services. The current jobs are those jobs updated through recent contact with the company. New jobs is the difference.

<b>Uniq ID</b>	<b>Account Name</b>	<b>Account Description</b>	<b>Current FTE Jobs</b>	<b>Retained FTE Jobs</b>	<b>New FTE Jobs</b>
<b>2706</b>	Prescription Writer LLC	Hand held prescription creation device and software for medical profession.	1	1	0
<b>2712</b>	Popa Enterprises, Inc.	Card system for coupons and receipts	1	1	0
<b>1787</b>	CVR Global	Medical device to check the cotided artery for build up without invasive measures.	5	3	2
<b>2739</b>	Fourth Logic	Fourth Logic is an online tutoring system that functions much like an "eBay" for learning.	3	3	0
<b>2792</b>	Mobtile LLC	Advertising tool for mobile platforms	1	1	0
<b>2652</b>	PM Engineering, LLC	Novel diesel engine system to reduce emissions and improve efficiency	1	1	0
<b>2578</b>	Openworld Institute	Free and open source eGovernment solutions for all levels of government.	1	1	0
<b>2156</b>	Vision Solutions International	Vision-assisted robot guidance applications	3	2	1
<b>1465</b>	Monarch Antenna Inc.	Self-Structuring Antenna for wireless applications	1	1	0
<b>2550</b>	Jelic Patent Services, LLC	Patent advisor	1	1	0

<b>2636</b>	RKC Marketing		1	1	0
<b>1496</b>	RollingEdge Strategy Partners	Consulting IT services	6	6	0
<b>2351</b>	Speedraft	Online CAD system for matching tool makers with clients, SaaS model. Toolpax is the product.	7	2	5
<b>2634</b>	eChamberConnect, LLC.	Web based applications for Chambers of Commerce	3	3	0
<b>1563</b>	Locomatix	Middleware software to track objects in real time	6	2	4
<b>2159</b>	MySano, Inc.	Online healthcare portal for consumers	2	2	0
<b>2821</b>	Onto-Med/Ontonix	A firmware application for collecting/analyzing multiple patient parameters in an ICU	2	2	0
<b>2865</b>	Trucost	Environmental research organisation working to understand the impacts companies have on the environment.	3	3	0
<b>2804</b>	Dralla Development International, LLC	Assessment tool for determining a corporation's capability to be successful in strategic partnering with another organization	1	1	0
<b>2917</b>	E-Com Impact		1	1	0
<b>1806</b>	Gatti, Rich and Associates, PLLC	Criminal, Family, Real Estate, Tech business, Civil litigation, Intellectual Property and Arts Law.	3	1	2
<b>2090</b>	UrTurn	Web services and tools for monetizing social network activity	0	1	-1
<b>2610</b>	BuycentivesTM	Online management system for automotive incentives	1	1	0
<b>0271</b>	GTI Risk Management	risk management- IT security, etc.	9	1	8
<b>2323</b>	In the Groove	Knee orthosis/brace for immediate relief of pain, increased mobility and rehabilitation	2	2	0

2790	MediQLogix	Software that will provide needed healthcare quality management business solutions for hospitals using SaaS(sw as service).	3	3	0
2666	POWERleap LLC	Pressure sensitive surface that generates power	2	2	0
2771	RB Systems, Inc	Meeting listings that can be searched by topic, and can be filtered by geographic area	1	1	0
1885	Akervall Technologies	Commercializing dental appliance - mouthguard	1	1	0
2823	Wildfire Innovation LLC	User profiles in a social or professional venue to provide real-time insight about the people around them.	1	1	0
1896	EiPon Learning, LLC	SaaS company using proprietary digital recording technology to aid in language learning	1	1	0
1848	Hygieia, Inc.	Glucose monitor that recommends dosage adjustments for improved glycemic control	1	1	0
1793	Daixo	EMR Software for dermatologist clinics	1	1	0
0228	Jenco Industries Inc.	Invent and commercialize electronic traffic safety products	1	1	0
			Current FTE Jobs	Retained FTE Jobs	New FTE Jobs
<b>Incubator TOTAL JOBS</b>			<b>77</b>	<b>56</b>	<b>21</b>

**Jobs related to clients that have left the LDFA Service Area because of relocation, merger, acquisition, or business failure.**

Uniq ID	Account Name	Account Description	Lost FTE Jobs	Reason for lost jobs
1277	GeneVivo, LLC	Create high-value transgenic or genetically modified animal models	2	Company closed

1855	Boomdash	Online and mobile advertising	3	Out of business
1761	Velesco Pharmaceutical Services LLC	CRO provides laboratory services and clinical supplies to small pharmaceutical companies	4	Moved out of area
1465	Monarch Antenna Inc.	Self-Structuring Antenna for wireless applications	1	Moved out of area
0410	SensiGen, LLC	Gene based biotechnology diagnostic	1	Company sold and moved 1 employee

**Current and past clients the Contractor deems no longer eligible for LDFA funded services**

Uniq ID	Account Name	Account Description	Reason
2851	Current Motor	Electric Scooter	Outside the area

**Number and identity of clients for which information regarding jobs creation is no longer being collected as of June 30, 2009.**

Only those companies listed above at having moved out of the area or gone out of business are no longer being tracked.

**The Contractor shall report to the LDFA regarding the methodology utilized in the census.**

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

1. Implemented in late 2008 was a procedure requiring all entrepreneurs requesting assistance of Ann Arbor SPARK for Business Acceleration services, incubator space or applying to Boot Camp to fill out an online form which could be accessed through the SPARK website. Basic information including name, address, phone, email and brief description of company is required. This information is automatically fed into our CRM system.
2. An effort is made to connect with all inquiries within 48 hours. In an initial communication additional data is gathered by SPARK personnel to determine if the entrepreneur meets minimum criteria to warrant further discussion and assistance. At that time a better description of the persons needs are captured and put into the system.

3. This year we started capturing for the first time the jobs a company had at the time of an engagement of any kind. This number becomes our retained jobs number and is not altered. However, for reporting purposes it is possible the retained jobs number can change for a company if that company takes advantage of multiple services and their FTE count changes between those services. For example, when a company attends Boot Camp there may be only one employee, the entrepreneur. When that company returns for Business Accelerator services there may be two or three partners/employees. So when reported based on Boot Camp attendees the retained jobs is one. When reporting on BA clients the retained jobs is two or three.
4. Throughout the year 'current jobs' is collected anecdotally. When SPARK employees meet entrepreneurs in the community or in more formal sessions we try to get an FTE update and record that new information in the CRM system. A more formal attempt to capture all companies information is currently being pursued. An annual survey of all SPARK engaged clients is being sent asking for several pieces of data including current employment and new hires the previous year. Unfortunately the response to our surveys has been very poor. We are analyzing new ways to obtain a higher response rate.
5. To calculate the number of new hires for a company were merely subtract the retained jobs for the particular service we provided from the current job count which gives us the added jobs since that particular engagement.

Contractor continues to refine procedures to capture data more efficiently, accurately and timely. It is our desire to also put in place systems that will allow us to track companies for several years.