



L DFA Board Meeting

October 15, 2013

8:15 am to 10:15 am

City of Ann Arbor

301 E. Huron 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 17, 2013 Regular Board Meeting**
- V. LDFA Chair's Report**
- VI. LDFA Treasurer's Report**
 - a. FY2014 1st quarter financial report
- VII. Reports from Service Providers**
 - a. SPARK FY2014 1st quarter report
- VIII. Other Business**
 - a. Election of Vice-Chair for FY2014
 - b. Committee updates
 - c. SPARK Central Incubator expansion update
- IX. Motion to Adjourn**



Ann Arbor-Ypsilanti Smart Zone Local Development Finance Authority
MINUTES for September 17, 2013 – REGULAR BOARD MEETING

Ann Arbor City Hall Council Chambers
301 E. Huron Street, Ann Arbor, MI 48104

Members Present: Vince Chmielewski, Eric Jacobson, Carrie Leahy, Bilal Saeed, Christopher Taylor, Tom Crawford – Ex-officio, Skip Simms-Accelerator Ex-officio

Members Excused: Richard Beedon, Stephen Rapundalo, Ned Staebler, Paula Sorrell-MEDC Ex-officio

Others Present: Ken Bogan-City of Ann Arbor, Alissa Carpenter-SPARK, Lori Emerson-SPARK, Johnnell LaFreniere-SPARK, Bill Mayer-SPARK, Liz Perpich-SPARK, Rosalyn Zator-MEDC

I. CALL TO ORDER:

Treasurer Jacobson called the meeting to order at 8:22 am. A quorum was present.

II. PUBLIC COMMENT:

There was no public comment.

III. APPROVAL OF THE AGENDA:

Taylor moved, seconded by Leahy, to approve the agenda for this meeting in the form presented at this meeting. Motion approved unanimously.

IV. MOTIONS & RESOLUTIONS:

Minutes of the July 16, 2013 Regular Board Meeting:

Taylor moved, seconded by Leahy, to approve the minutes of the meetings in the form presented at this meeting. Motion approved unanimously.

V. LDFA CHAIR’S REPORT:

None.

VI. LDFA TREASURER’S REPORT:

Treasurer Jacobson stated the FY2014 expenditures were tracking appropriately; and the revised SPARK Central expansion plan was received.

VII. REPORTS FROM SERVICE PROVIDERS:

Simms presented the SPARK FY2013 annual report.

VIII. OTHER BUSINESS:

- a. **Election of officers for FY2014** - Jacobson nominated Carrie Leahy as Chair, seconded by Taylor. Motion approved unanimously. Election of Vice-chair deferred until the next meeting.
- b. **Committee Appointments** – The committee positions are as follows:
 - **Audit** – Jacobson (chair), Rapundalo, Chemielewski, Crawford
 - **Budget/Contract** – Jacobson (chair), Leahy, Taylor, Rapundalo, Simms
 - **Metric** - Beedon (chair), Staebler, Saeed, Crawford, Simms, Sorrell
 - **Strategic Planning** – Staebler (chair), Saeed, Chmielewski, Crawford, Simms
- c. **Discussion on extension of SmartZone term and possible satellite** – Skip asked Roselyn Zator of the MEDC to discuss the draft of the MEDC’s 5 year and 15 year extension requirements. The draft is attached to the agenda packet. The Board held an extensive question and answer session with Ms. Zator. Of particular note is the requirement to create a satellite in order to obtain the 15 year extension.

Simms requested the board approve a proposal for the LDFA to pay up to \$7500 to pay Kuntzsch Business Services to write a proposal for a Blackstone grant. The \$7500 is to be funded from the LDFA Legal & Administration budget line. The grant, of up to \$250,000, would be used to assist in the MEDC required funding for starting a SmartZone satellite.

Jacobson moved, seconded by Taylor to fund the proposal as requested by Simms. Motion passed unanimously.

- d. **SPARK Central Incubator expansion** – Skip provided an update on the incubator expansion remodeling project.

IX. ADJOURNMENT:

Meeting was adjourned at 10:04 am.

Respectfully Submitted,
Ken Bogan, for Recording Secretary Tom Crawford

Smart Zone LDFA
FY 2014 FINANCIAL SUMMARY
September 30, 2013

| | <u>ACTUAL</u> | <u>Estimate</u> | <u>Estimate</u> | <u>Estimate</u> | <u>Full Year</u> | <u>BUDGET</u> | |
|---------------------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|------------------|
| | | | | | | <u>Q1</u> | <u>Q2</u> |
| <u>INCOME STATEMENT</u> | | | | | | | |
| Revenues: | | | | | | | |
| Tax Revenue | \$ 1,197,196 | \$ 149,400 | \$ 149,400 | \$ 149,400 | \$ 1,645,397 | \$ 1,645,397 | \$ - |
| Miscellaneous | - | - | - | - | - | - | \$ - |
| Investment Income | 1,628 | 3,563 | 2,745 | 1,977 | 9,913 | 10,250 | \$ (337) |
| Total Revenues | \$ 1,198,824 | \$ 152,963 | \$ 152,146 | \$ 151,377 | \$ 1,655,310 | \$ 1,655,647 | \$ (337) |
| Expenditures: | | | | | | | |
| <u>Contracted Services</u> | | | | | | | |
| SPARK BA Direct Staffing | \$ 100,000 | \$ 100,000 | \$ 100,000 | \$ 100,000 | \$ 400,000 | \$ 400,000 | \$ 0 |
| Phase II (Due Diligence) | 3,635 | 7,122 | 7,122 | 7,122 | 25,000 | 25,000 | \$ - |
| Phase III (Intensive Service) | 141,199 | 119,600 | 119,600 | 119,600 | 500,000 | 500,000 | \$ - |
| Phase IV (Accelerating Opportunities) | - | 25,000 | 25,000 | 25,000 | 75,000 | 75,000 | \$ - |
| Micro Loan Program for Entrepreneurs | - | - | - | - | - | - | \$ - |
| Business Networking Events | 11,067 | 9,644 | 9,644 | 9,644 | 40,000 | 40,000 | \$ - |
| Entrepreneurial Education | 4,365 | 15,212 | 15,212 | 15,212 | 50,000 | 50,000 | \$ - |
| Entrepreneurs Bootcamp | 22,500 | - | 25,000 | - | 47,500 | 50,000 | \$ 2,500 |
| Cantillon Web Based Education | - | - | - | - | - | - | \$ - |
| Internship Support & Talent Training | 30,400 | 23,200 | 23,200 | 23,200 | 100,000 | 100,000 | \$ - |
| Business Software for Clients | 1,497 | 6,168 | 6,168 | 6,168 | 20,000 | 20,000 | \$ - |
| Total Contracted Services | 314,662 | 305,946 | 330,946 | 305,946 | 1,257,500 | \$ 1,260,000 | \$ 2,500 |
| <u>SPARK Indirect Services</u> | | | | | | | |
| SPARK Central Business Incubator | 41,516 | 42,828 | 42,828 | 42,828 | 170,000 | \$ 170,000 | \$ - |
| SPARK Central Incubator Expansion | 73,945 | 73,945 | 32,110 | - | 180,000 | \$ 180,000 | \$ - |
| SPARK Accounting | 16,750 | 16,750 | 16,750 | 16,750 | 67,000 | 67,000 | \$ 0 |
| SPARK Marketing | 11,453 | 21,182 | 21,182 | 21,182 | 75,000 | 75,000 | \$ - |
| | <u>143,664</u> | <u>154,705</u> | <u>112,871</u> | <u>80,760</u> | <u>492,000</u> | <u>\$ 492,000</u> | <u>\$ 0</u> |
| <u>City of Ann Arbor Services</u> | | | | | | | |
| Legal & Admin. Support | 11,088 | 9,963 | 6,775 | 22,517 | 50,343 | 62,892 | \$ 12,549 |
| Total Expenditures | \$ 469,413 | \$ 470,614 | \$ 450,592 | \$ 409,224 | \$ 1,799,843 | \$ 1,814,892 | \$ 15,049 |
| Net Increase/Decrease | \$ 729,411 | \$ (317,650) | \$ (298,446) | \$ (257,847) | \$ (144,533) | \$ (159,245) | \$ 14,712 |
| Memo: | | | | | | | |
| Fund Balance (6/30/2013) | \$ 654,341 | | | | | | |
| Fund Balance - Operations (Qtr End) | \$ 1,383,752 | \$ 1,066,101 | \$ 767,655 | \$ 509,808 | \$ 509,808 | \$ 495,096 | |

| Category | Mo. | Fiscal Year | | Billed | Measureable | | Amount |
|-------------------------------------|------|-------------|------|--------|--|---------------|--------------|
| | | Qtr | Year | | Qtr | Unit Descrip. | |
| SPARK BA Direct Staffing | July | 1 | 2014 | 1 | Direct Staff | | \$ 33,333.33 |
| Phase II (Due Diligence) | July | 1 | 2014 | 1 | Hours | 11.00 | \$ 1,100.00 |
| Phase III (Intensive Service) | July | 1 | 2014 | 1 | Hours | 412.73 | \$ 43,998.80 |
| SPARK Central Business Incubato | July | 1 | 2014 | 1 | Facility Exp | | \$ 13,159.56 |
| SPARK Accounting | July | 1 | 2014 | 1 | Accting Svc | | \$ 5,583.33 |
| SPARK Marketing | July | 1 | 2014 | 1 | Marketing | | \$ 4,164.38 |
| Entrepreneurial Education | July | 1 | 2014 | 1 | events, class, books | | \$ 2,618.00 |
| Business Networking Events | July | 1 | 2014 | 1 | Events | | \$ 2,702.83 |
| Internship Support & Talent Trainir | July | 1 | 2014 | 1 | | | \$ 7,865.78 |
| SPARK Central Incubator Expansio | July | 1 | 2014 | 1 | | | \$ 14,091.87 |
| SPARK BA Direct Staffing | Aug | 1 | 2014 | 1 | Direct Staff | | \$ 33,333.33 |
| Phase II (Due Diligence) | Aug | 1 | 2014 | 1 | Hours | 24.18 | \$ 2,418.00 |
| Phase III (Intensive Service) | Aug | 1 | 2014 | 1 | Hours | 469.65 | \$ 44,945.00 |
| SPARK Central Business Incubato | Aug | 1 | 2014 | 1 | Facility Exp | | \$ 11,678.60 |
| SPARK Accounting | Aug | 1 | 2014 | 1 | Accting Svc | | \$ 5,583.33 |
| SPARK Marketing | Aug | 1 | 2014 | 1 | Marketing | | \$ 2,003.33 |
| Entrepreneurial Education | Aug | 1 | 2014 | 1 | Events | | \$ 241.97 |
| Business Networking Events | Aug | 1 | 2014 | 1 | Events | | \$ 1,800.85 |
| Internship Support & Talent Trainir | Aug | 1 | 2014 | 1 | | | \$ 14,954.18 |
| Business Software for Clients | Aug | 1 | 2014 | 1 | | | \$ 1,497.00 |
| SPARK Central Incubator Expansio | Aug | 1 | 2014 | 1 | | | \$ 270.00 |
| SPARK BA Direct Staffing | Sept | 1 | 2014 | 2 | Direct Staff | | \$ 33,333.33 |
| Phase II (Due Diligence) | Sept | 1 | 2014 | 2 | Hours | 1.17 | \$ 117.00 |
| Phase III (Intensive Service) | Sept | 1 | 2014 | 2 | Hours | 499.50 | \$ 52,255.11 |
| SPARK Central Business Incubato | Sept | 1 | 2014 | 2 | Facility Exp | | \$ 16,677.83 |
| SPARK Accounting | Sept | 1 | 2014 | 2 | Accting Svc | | \$ 5,583.33 |
| SPARK Marketing | Sept | 1 | 2014 | 2 | Marketing | | \$ 5,285.01 |
| Entrepreneurial Education | Sept | 1 | 2014 | 2 | Events | | \$ 1,504.76 |
| Business Networking Events | Sept | 1 | 2014 | 2 | Events | | \$ 6,562.89 |
| Internship Support & Talent Trainir | Sept | 1 | 2014 | 2 | | | \$ 7,580.00 |
| Entrepreneurs Bootcamp | Sept | 1 | 2014 | 2 | | | \$ 22,500.00 |
| SPARK Central Incubator Expansio | Sept | 1 | 2014 | 2 | | | \$ 59,582.94 |
| Legal & Admin. Support | Sept | 1 | 2014 | 2 | Kuntzsch: Blackstone Grant application | | \$ 4,312.50 |

Ann Arbor-Ypsilanti Smart Zone
Local Development Finance Authority
Ann Arbor SPARK
Quarterly Report
July 1, 2013 – September 30, 2013

Boot Camp

Ann Arbor SPARK held the Kickoff to its 23rd Entrepreneur Boot Camp on September 18th. The actual event will take place on October 16th and 17th, at The Kensington Court in Ann Arbor. Boot Camp integrates the Lean Startup Methodology into its curriculum to help our early stage companies assess and validate the feasibility of their business concept, build their business model, and find beta customers. Companies are guided by a “drill instructor” and are matched with mentors to assist with their pressing start-up needs and to share resources in their industries.

| Uniq ID | Account Description |
|---------|--|
| 4243# | Website for building construction project, repair and supply bids. |
| 6356# | A new marketing-based, platform-agnostic, real-time media alert solution. |
| 6357#* | Exclusive talent based website |
| 6589# | FDA-approved light therapy device to treat pain |
| 6621# | A platform for tool owners to lease their tools to nearby renters in their area. |
| 6710# | Social web app to find and share good campgrounds and camping information |
| 6763# | Collaborative platform designed to modernize intraspecialty collaboration within the field of Otolaryngology (Ear, Nose and Throat). |
| 6764 | Subscription service in the book industry |
| 6769 | Mobile device used to aid in the management of Dysphagia (swallowing disorders) and Xerostomia |
| 6778# | On-line seeker-solver network that allows Startup Teams (Seekers) to access crowd-sourced Product-Market Fit Solutions |
| 6804# | Company management their own proprietary software |
| 6812#* | On-line music competition for undiscovered performers |

*Denotes University of Michigan technology #Received LDFA funding

Work Accomplished

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

12 Phase I companies were referred due to their location or not meeting business type criteria. 6 were located outside the Ann Arbor City limits.

The following companies received Phase II Due Diligence assistance this quarter:

| Uniq ID | Opportunity Description | Account Description |
|---------------------------------|---|---|
| 6355 | Due Diligence | Innovative Marketing platform |
| 6356 | IP Work | A new marketing-based, platform-agnostic, real-time media alert solution. |
| 6514 | Business Consulting | A miniature biometric sensor system for patients discharged following hospitalization for heart failure, pneumonia, and heart attack. |
| 6558 | Due Diligence of hydro power generation | Technical consulting, mechanical analysis, and design services |
| 6684 | Business Assistance | Robotic legged locomotion technology |
| 6710 | Work with Viktor | Social web app to find and share good campgrounds and camping information |
| Grand Totals (6 records) | | |

The following companies received Phase III level support:

| Account | Opportunity Description | Account Description | BA Contract Amount | BA Total Expenditures | Billed Amount |
|-----------------------|---------------------------------|--|--------------------|-----------------------|---------------|
| Uniq ID: 2539 | | | | | |
| | Design Specs and Consulting | Hospital bed communication tablet | \$3,150 | \$1,980 | \$1,980.00 |
| | Marketing, website and SEO | | \$4,000 | \$765 | \$170.00 |
| | Marketing, website and SEO | | \$4,000 | \$765 | \$595.00 |
| Uniq ID: 2752 | | | | | |
| | Business and Legal work | Entry-level neurophysiology (brain signal recording) kits for students to learn about the brain | \$2,500 | \$750 | \$750.00 |
| Uniq ID: 2821 | | | | | |
| | IP Work | A firmware application for collecting/analyzing multiple patient parameters in an ICU in real time | \$1,000 | \$1,000 | \$1,000.00 |
| Uniq ID: 3045 | | | | | |
| | Marketing, PR, Biz Dev work | Online marketplace for food distribution | \$20,000 | \$20,000 | \$7,500.00 |
| | Marketing, PR, Biz Dev work | | \$20,000 | \$20,000 | \$4,950.00 |
| | Marketing, PR, Biz Dev work | | \$20,000 | \$20,000 | \$50.00 |
| Uniq ID: 3151 | | | | | |
| | Business Development assistance | Wireless sensing, analysis and optimization of residential and commercial electricity use. | \$6,200 | \$1,245 | \$1,245.00 |
| Uniq ID: 3476* | | | | | |

| | | | | |
|-----------------------------|--|----------|----------|-------------|
| Design Specs and Consulting | High quality, solid state lighting combining organic and inorganic materials, lower cost than other LEDs. | \$3,000 | \$3,000 | \$1,600.00 |
| Design Specs and Consulting | | \$7,000 | \$7,000 | \$3,200.00 |
| Design Specs and Consulting | | \$7,000 | \$7,000 | \$88.86 |
| Design Specs and Consulting | | \$7,000 | \$7,000 | \$3,500.00 |
| Uniq ID: 4052 | | | | |
| IP Work | Creator of App for the Apple store dealing with children with disabilities | \$1,000 | \$1,000 | \$1,000.00 |
| Uniq ID: 4425 | | | | |
| Website Development | Mobile loyalty system for quick service restaurants which creates a cross promotional platform with customized deals | \$9,900 | \$9,750 | \$9,750.00 |
| Uniq ID: 4471 | | | | |
| PR Campaign | Software that optimizes reward program participants' behaviors. | \$11,910 | \$8,662 | \$2,325.00 |
| PR Campaign | | \$11,910 | \$8,662 | \$1,500.00 |
| Uniq ID: 4519 | | | | |
| Marketing, website and SEO | Ad network for mobile gaming and applications. | \$23,013 | \$7,641 | \$4,000.00 |
| Marketing, website and SEO | | \$23,013 | \$7,641 | \$800.00 |
| Marketing, website and SEO | | \$23,013 | \$7,641 | \$1,585.00 |
| Marketing, website and SEO | | \$23,013 | \$7,641 | \$1,060.00 |
| Marketing, website and SEO | | \$23,013 | \$7,641 | \$196.25 |
| Uniq ID: 4547 | | | | |
| Design Specs and Consulting | Advanced nanofabrication methods and a novel three dimensional (3D) approach to sensor assembly | \$32,500 | \$19,600 | \$7,100.00 |
| Design Specs and Consulting | | \$32,500 | \$19,600 | \$12,500.00 |
| Design Specs and Consulting | | \$6,400 | \$3,675 | \$3,675.00 |
| Uniq ID: 4566 | | | | |
| Development Support | Provides mobile applications for large travel destinations | \$10,000 | \$3,400 | \$1,200.00 |
| Development Support | | \$10,000 | \$3,400 | \$2,200.00 |
| Uniq ID: 4797 | | | | |
| Business Assistance | A "Brain Fitness" assessment tool that includes predictive indices for current and future cognitive function. Recommendations on improvements of cognitive function are enabled as well. | \$3,500 | \$3,500 | \$1,100.00 |
| Business Assistance | | \$6,500 | \$6,500 | \$6,500.00 |
| Uniq ID: 4803* | | | | |
| Branding | An intuitive integrated display that retrieves medical data. | \$10,000 | \$9,115 | \$850.00 |
| Branding | | \$10,000 | \$9,115 | \$950.00 |

| | | | | | |
|-----------------------|----------------------------|--|----------|----------|------------|
| Uniq ID: 4976 | | | | | |
| | Legal Assistance | Low-cost electronic fuel injection system for the small engine market. | \$1,000 | \$195 | \$585.00 |
| | Legal Assistance | | \$1,000 | \$195 | \$195.00 |
| | Business Assistance | | \$5,500 | \$3,700 | \$2,820.00 |
| | Business Assistance | | \$5,500 | \$3,700 | \$880.00 |
| Uniq ID: 5600 | | | | | |
| | Video Production | Interactive flat panel displays and software. | \$4,600 | \$4,475 | \$4,475.00 |
| Uniq ID: 5601 | | | | | |
| | Legal Work | Digital content aggregation and distribution. | \$5,675 | \$3,586 | \$31.95 |
| | Legal Work | | \$5,675 | \$3,586 | \$578.00 |
| | Legal Work | | \$5,675 | \$3,586 | \$36.90 |
| | Legal Work | | \$5,675 | \$3,586 | \$700.00 |
| | Legal Work | | \$5,675 | \$3,586 | \$61.95 |
| | Legal Work | | \$5,675 | \$3,586 | \$1,000.00 |
| Uniq ID: 5645 | | | | | |
| | Business Assistance | Custom digital media content creation and delivery | \$10,000 | \$2,000 | \$1,000.00 |
| | Business Assistance | | \$10,000 | \$2,000 | \$1,000.00 |
| Uniq ID: 6239 | | | | | |
| | Business Assistance | An online collaboration tool for co-creating customized, high quality books. | \$10,000 | \$10,000 | \$3,500.00 |
| Uniq ID: 6253* | | | | | |
| | Business Assistance | Barcode Surgical instruments and sponges | \$5,000 | \$3,550 | \$300.00 |
| | Business Assistance | | \$5,000 | \$3,550 | \$1,200.00 |
| | Business Assistance | | \$5,000 | \$3,550 | \$275.00 |
| Uniq ID: 6301 | | | | | |
| | Website Development | Novel head-mounted display technology | \$9,500 | \$9,500 | \$2,375.00 |
| | Website Development | | \$9,500 | \$9,500 | \$2,375.00 |
| Uniq ID: 6358* | | | | | |
| | Website Design | Developer of a smart phone case that retracts and stores a user's headphones/earbuds within a slim profile case. | \$10,000 | \$2,000 | \$2,000.00 |
| Uniq ID: 6405 | | | | | |
| | Business Strategy | Connects personal digital voice to everyday items. | \$10,000 | \$10,000 | \$2,050.00 |
| Uniq ID: 6511 | | | | | |
| | Marketing and Distribution | Patented learning technology and accessories for smart phones | \$10,000 | \$10,000 | \$1,000.00 |
| | Marketing and Distribution | | \$10,000 | \$10,000 | \$4,000.00 |

| | | | | | |
|----------------------------------|-------------------------------|---|----------|---------|------------|
| Uniq ID: 6514* | | | | | |
| | Legal and Business Assistance | | \$10,000 | \$1,500 | \$1,500.00 |
| Uniq ID: 6518* | | | | | |
| | Legal, IP | Creator of an eye drop assist device. | \$10,000 | \$2,155 | \$720.00 |
| | Legal, IP | | \$10,000 | \$2,155 | \$1,435.00 |
| | Legal, IP | | \$10,000 | \$2,155 | \$480.00 |
| Uniq ID: 6522* | | | | | |
| | Business Development Work | Online legal warrant settlement software. | \$6,000 | \$6,000 | \$3,000.00 |
| Uniq ID: 6545 | | | | | |
| | Business Assistance | Applies predictive analytics to strategic decisions regarding intellectual property management. | \$4,000 | \$2,400 | \$1,050.00 |
| | Business Assistance | | \$4,000 | \$2,400 | \$700.00 |
| | Business Assistance | | \$4,000 | \$2,400 | \$650.00 |
| Uniq ID: 6575 | | | | | |
| | IP Work | Multifunctional antioxidant molecules that have potential as therapeutic drugs for a wide variety of diseases and conditions. | \$9,855 | \$8,140 | \$1,715.00 |
| Uniq ID: 6621 | | | | | |
| | Legal work | A platform for tool owners to lease their tools to nearby renters in their area. | \$1,500 | \$1,500 | \$1,200.00 |
| Uniq ID: 6627 | | | | | |
| | Business Assistance | A product for digitally interacting with fitness equipment. | \$10,000 | \$7,530 | \$2,930.00 |
| Uniq ID: 6634 | | | | | |
| | Business Assistance | A software platform that collects and analyses vehicle operational data obtained from automobiles and delivers actionable marketing information to companies in the automotive aftermarket. | \$10,000 | \$9,700 | \$4,700.00 |
| | Business Assistance | | \$10,000 | \$9,700 | \$250.00 |
| Uniq ID: 6778 | | | | | |
| | Customer Discovery | On-line seeker-solver network that allows Startup Teams (Seekers) to access crowd-sourced Product-Market Fit Solutions | \$5,000 | \$1,910 | \$1,910.00 |
| Grand Totals (33 records) | | | | | |

*Denotes University of Michigan technology or UM Student Team

Phase IV: No companies received Phase IV level support this quarter.

Hosted Networking and Educational Events

| Event Name | Date | Place of Event | Approx. # of attendees | | Purpose of Event | Live-Streaming Views | Archived Views (this month) |
|--|---------------------------|-----------------|------------------------|-----------------|--|----------------------|-----------------------------|
| | | | Entrepreneurs | Total Attendees | | | |
| Michigan Energy Forum | 9/12/13 | SPARK - Central | 5 | 33 | A monthly forum to facilitate collaboration and networking among practitioners, policy makers, investors and talent. | 7 | 10 |
| Michigan Energy Forum Board Luncheon | 8/21/13 | SPARK - Central | 3 | 9 | Annual Advisory Board Meeting of the Michigan Energy Forum whose mission is to facilitate collaboration and networking among practitioners, policy makers, investors and talent. | n/a | n/a |
| Ann Arbor OpenCoffee | 7/9/13, 8/13/13, 9/12/13 | SPARK - Central | 17, 16, 16 | 22, 27, 28 | Networking event for entrepreneurs | n/a | n/a |
| Marketing Roundtable | 9/10/13 | SPARK - Central | 24 | 42 | A monthly series featuring regional marketing professionals who will discuss practical and cost-effective innovation marketing. | 3 | 14 |
| Marketing Roundtable: Summer Workshop | 7/9/13, 8/13/13 | SPARK - Central | 15, 18 | 36, 35 | 1-on-1 sessions to answer marketing questions and networking opportunity to facilitate collaboration among practitioners, policy makers, investors and professionals. | n/a | n/a |
| Business Law & Order | 9/16/13 | SPARK - Central | 11 | 21 | A monthly series for entrepreneurs into some of the most important legal issues they must consider during business formation. | 8 | 2 |
| BA Consultants Meeting | 7/26/13, 9/20/13 | SPARK - Central | 0, 0 | 21, 23 | Monthly Business Accelerator Consultants meeting to update consultants | n/a | n/a |
| Hot Shots Career Connections | 7/30/13, 8/27/13, 9/24/13 | Conor O'Neill's | 0, 0, 0 | 37, 34, 37 | Hot Shots is an event for talent seeking opportunities for themselves. | n/a | n/a |
| Selling Smart Workshop | 7/10/13, 8/7/13, 9/4/13 | SPARK - Central | 7, 14, 8 | 21, 31, 23 | A monthly Sales Workshop | n/a | n/a |
| BioArbor | 9/11/13 | SPARK - Central | 0 | 84 | Educational networking events for the life sciences industry in the greater Ann Arbor area. | 2 | 4 |
| Leading HR When It's Not Your Day Job | 8/22/13, 9/19/13 | SPARK - Central | 2 | 9 | A recurring, three-part series covering pointers and tips required to execute HR duties and responsibilities. | n/a | n/a |

| | | | | | | | |
|--|---------|-----------------|----|----|--|-----|-----|
| Power Lunch | 8/27/13 | SPARK - Central | 6 | 13 | Provide a small group setting for high potential entrepreneurs to learn from experts and to get specific feedback relevant to each company. | n/a | n/a |
| Mingling with Entrepreneurs Mixer | 8/27/13 | SPARK - Central | 23 | 69 | This evening is a unique opportunity for the area's business and local community leaders to mingle with the University's next generation of entrepreneurs. | n/a | n/a |
| New Enterprise Forum Event | 8/27/13 | SPARK - Central | 0 | 37 | Panel discussion for start-ups: org. structure, early financing & record-keeping, deal structures, and how these can impact later growth. NEF presents a Fall session each September at SPARK Central. | 2 | 2 |
| Fall Tenant Mixer | 9/26/13 | SPARK - Central | 35 | 71 | This event was held to give the opportunity for SPARK Staff and Stakeholders to interface with tenants from both incubators. | n/a | n/a |
| Quarterly Totals | | | - | - | | | |

Microloans

| Number of Loans to Date | Total Value of Loans Provided to Date | # of Loans Written Off in Full | # of Loans Partially Written Off | Value of Loans Written Off – Including Interest | Loans Paid Back in Full | Partial Payments of Loans | Loan Amount Repaid to Date – Including Interest |
|-------------------------|---------------------------------------|--------------------------------|----------------------------------|---|-------------------------|---------------------------|---|
| 30 | \$948,460 | 4 | 2 | \$130,429 | 4 | 6 | \$241,917 |

- There were two new loans provided this quarter.
- Total loans due is \$740,323, including interest accrued through 12/31/2012.
- Amount available to lend is \$227,245.

SPARK Central Incubator

Tenants are charged a license fee per seat, or person(s) using the space. Total number of Full Tenants (those in a cubicle with secure space and full privileges) included 9 companies with 13 seats occupied, at the highest peak during this quarter.

The SPARK Central expanded its incubator area in September to an additional floor level in its current building, adding space for additional companies.

As of September 30, there were at least 3 additional companies that were in the pipeline to occupy the newly available seats in the Lower Level of SPARK Central. However, they did not sign leases until October, and thus will not be reported in the subsequent quarter.

| Uniq ID | Account Description | Start Date | Exit Date | Incubator Seats |
|---------------------------------|--|------------|------------|-----------------|
| 2203 | Online clothing inventory management that allows targeted retailer interaction | 7/1/2013 | 8/31/2013 | 1 |
| 3616 | Gasoline systems | 8/8/2010 | 8/31/2013 | 4 |
| 3637 | Therapeutic for treatment of retinal diseases | 10/4/2012 | 7/31/2013 | 1 |
| 4243 | Website for building construction project, repair and supply bids. | 7/18/2011 | 10/17/2013 | 1 |
| 4791 | Event Management Software | 4/1/2013 | 3/25/2014 | 2-4 |
| 5091 | Bird recognition software w/cameras. Used at wind farms. | 11/1/2012 | 9/9/2014 | 3-4 |
| 6358* | Developer of a smart phone case that retracts and stores a user's headphones/earbuds within a slim profile case. | 6/4/2013 | 6/3/2014 | 1 |
| 6545 | Applies predictive analytics to strategic decisions regarding intellectual property management. | 9/3/2013 | 3/2/2014 | 1 |
| 6635 | A VIP lead generation service for the disaster restoration industry. | 6/3/2013 | 7/31/2013 | 1 |
| Grand Totals (9 records) | | | | |

*Denotes University of Michigan technology or UM Student Team

Virtual Tenants

| Uniq ID | Account Description | Start Date | Exit Date |
|---------|--|------------|------------|
| 0271 | Risk Management- IT security, etc. | 7/1/2010 | 12/31/2013 |
| 0338 | Information and news aggregator and filter. | 7/1/2010 | 12/31/2013 |
| 0386 | Vision Technology w/ Sports applications | 8/1/2013 | 8/1/2014 |
| 1282* | Spectral analysis for red blood cells | 7/1/2010 | 12/31/2013 |
| 2539 | Hospital bed communication tablet | 11/1/2010 | 12/31/2013 |
| 2550 | Patent advisor | 7/1/2010 | 6/30/2014 |
| 2821 | A firmware application for collecting/analyzing multiple patient parameters in an ICU in real time | 9/1/2010 | 2/28/2014 |
| 2854 | MI state incubator association | 6/7/2011 | 1/6/2014 |
| 2945 | Energy monitoring technology for residential applications | 7/1/2010 | 7/31/2013 |
| 3045 | Online marketplace for food distribution | 7/24/2012 | 12/23/2013 |
| 3221 | Provider of advanced software solutions for sewer modeling to municipalities and engineering consultants | 3/1/2012 | 6/30/2014 |
| 3637 | Therapeutic for treatment of retinal diseases | 8/1/2013 | 1/31/2014 |
| 4227 | Engineering services, including advanced FEA, CAD, and high-end design solutions | 5/13/2011 | 1/12/2014 |
| 4255 | Developers of physically secure computers | 1/23/2012 | 11/30/2013 |
| 4383* | New material for cooling and power generation applications. | 1/15/2013 | 9/15/2013 |

| | | | |
|----------------------------------|--|------------|------------|
| 4409 | Software solution provides for real-time claims adjudication between the provider and payer and is HIPPA 5010 compliant. | 6/1/2012 | 9/30/2013 |
| 4431* | Assistive technology to allow people with fine motor disabilities to interact with the mobile and touch screen | 8/1/2012 | 10/31/2013 |
| 4566 | Provides mobile applications for large travel destinations | 5/10/2012 | 5/9/2014 |
| 5557 | Digital Marketing Intelligence | 7/1/2012 | 12/31/2013 |
| 5600 | Interactive flat panel displays and software. | 3/21/2013 | 3/20/2014 |
| 5601 | Digital content aggregation and distribution. | 6/10/2013 | 8/9/2013 |
| 6245 | Magnetic motor which is more efficient than current technologies. | 5/1/2013 | 10/31/2013 |
| 6260 | Industrial Cluster | 10/19/2012 | 10/18/2013 |
| 6356 | A new marketing-based, platform-agnostic, real-time media alert solution. | 2/1/2013 | 1/31/2014 |
| 6357 | Exclusive talent based website | 9/3/2013 | 3/3/2014 |
| 6405 | Connects personal digital voice to everyday items. | 2/21/2013 | 10/20/2013 |
| 6464* | A mobile app that allows users to record and share 12-sec sound clips with their networks. | 4/16/2013 | 7/16/2013 |
| 6522* | Online legal warrant settlement software. | 4/1/2013 | 8/31/2013 |
| 6545 | Applies predictive analytics to strategic decisions regarding intellectual property management. | 6/1/2013 | 9/2/2013 |
| 6589 | FDA-approved light therapy device to treat pain | 8/21/2013 | 2/20/2014 |
| 6600 | Medical device for vision enhancement in persons with partial loss of sight | 6/1/2013 | 5/31/2014 |
| 6635 | A VIP lead generation service for the disaster restoration industry. | 8/1/2013 | 2/1/2014 |
| Grand Totals (32 records) | | | |

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Talent

Internship Program

Seven companies had taking advantage of the internship program during the 1st Quarter of 2013-2014. In this program, the LDFA will match up to \$3,000 to pay for an intern's wages.

| Uniq ID | Account Description |
|---------------------------------|--|
| 0106 | Web development, multi-media, database design |
| 0269 | Enables innovative companies to grow quickly and efficiently |
| 1885* | Commercializing dental appliance - mouthguard |
| 3045 | Online marketplace for food distribution |
| 4472* | An online platform that empowers college students to showcase their work and skills to startups. |
| 5601 | Digital content aggregation and distribution. |
| 6721 | Mobile payment solution |
| Grand Totals (7 records) | |

Entrepreneur-In-Residence Program

Four companies are currently engaged in the entrepreneur-in-residence program. This program is designed to attract and retain C-level individuals to add substantial value to our companies, as well as provide to an introduction mechanism to help them achieve significant milestones.

| Uniq ID | Account Description | Billed Amount |
|---------------------------------|--|----------------------|
| 2792 | Advertising tool for mobile platforms | \$1,062.00 |
| 4076* | Ophthalmic pharmaceuticals for vision loss due to photoreceptor cell death | \$12,000.00 |
| 4791 | Event Management Software | \$1,612.50 |
| 5091 | Bird recognition software w/cameras. Used at wind farms. | \$305.00 |
| Grand Totals (4 records) | | |

*Denotes University of Michigan technology

Significant Deviation from Scope of Work

None