



## **LDFA Board Meeting**

January 26, 2010

8:15 am to 10:15 am

SPARK Central Incubator

330 E. Liberty Street, Ann Arbor, MI 48104

# **Agenda**

- I. Call to Order**
- II. Public Comment**  
Public comment shall be allowed at all meetings. An individual may speak for up to three (3) minutes on any item listed on the Agenda. The Chair may extend an individual's speaking time in his/her discretion. Public comment on non-agenda items may be limited in the Chair's discretion.
- III. Approval of the Agenda**
- IV. Approval of the Minutes of the October 27, 2009 Regular Board Meeting**
- V. LDFA Chair's Report**
- VI. Reports from Service Providers**
  - a. Acceptance of SPARK Report - 2nd Quarter**
- VII. LDFA Treasurer's Report**
  - a. Approval of the LDFA Financial Report – 2nd Quarter**
- VIII. Other Business**
  - a. Cantillon**
  - b. Unfinished Business - Acceptance of SPARK FY 2009 Annual Report**
- IX. Motion to Adjourn**



**MINUTES – REGULAR BOARD MEETING  
October 27, 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, Michael Korybalski, Mark Maynard, Stephen Rapundalo, Phil Tepley, Skip Simms-Accelerator Ex-officio, Tom Crawford-Ex-officio, Ned Staebler-MEDC-Ex-officio

**Members Excused:** Theresa Carroll, Darryl Daniels, Rob Risser, Lisa Kurek,

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

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**CALL TO ORDER:**

Rapundalo called the meeting to order at 8:18am. A quorum was present.

**APPROVAL OF THE AGENDA:**

Rapundalo moved, seconded by Maynard, to approve the Agenda for this meeting in the form presented at this meeting, with one addition. Item for appointment of Ned Staebler as the MEDC-Ex-officio position on the board. Motion approved unanimously.

**MOTIONS & RESOLUTIONS:**

**Minutes of the September 22, 2009 Regular Board Meeting:**

Korybalski moved, seconded by Maynard, to approve the Minutes of the September 22, 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 1<sup>st</sup> Quarter Report:**

Simms provided the 1<sup>st</sup> quarter report of SPARK activities. Beedon moved, seconded by Korybalski to accept the report. Motion approved unanimously.

**LDFA TREASURER'S REPORT:**

Crawford presented the LDFA 1<sup>st</sup> Quarter Financial Report on behalf of Daniels, who was not in attendance. Beedon moved, seconded by Maynard to accept the report. Motion approved unanimously.

D R A F T

**OTHER BUSINESS:**

**a. LDFA budget increase for additional SPARK funding:**

Korybalski moved, seconded by Beedon, to increase the LDFA budget by \$205,000 for additional BA Phase I – III services with the intention of the LDFA to approve funding contingent on the continuation of projected activity, pending the approval of City Council. After discussion the motion passed unanimously on a voice vote.

**b. Cantillon:**

A proposal to amend the contract was discussed for SPARK to keep monies from Cantillon sales for the upkeep of Cantillon. The proposed contract amendment was tabled to until the next meeting.

**c. Appoint of Ned Staebler-MEDC-Ex-officio board member:**

Maynard moved, seconded by Beedon, to approve ex-officio position on the board. Motion approved unanimously.

**d. Unfinished Business – Acceptance of SPARK FY 2009 Annual Report:**

Tabled until the next meeting.

**MOTION TO ADJOURN:**

Member Beedon excused himself from the meeting at 10:10 am. As a quorum was no 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

**October 1, 2009 through December 31, 2009**

**Work Accomplished**

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

44 entrepreneurs with companies or business ideas sought business accelerator services this quarter vs. 35 during the same period last year. 12 of the 44 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**

<b>EFM Waste Management</b>	Medical waste disposal equipment	Expertise on starting up a company in the medical industry
<b>Dental Adhesive Products LLC.</b>	Dental product: patented time release polymer-based dental adhesive	Business planning: identify primary market
<b>RB Systems, Inc</b>	Meeting listings that can be searched by topic, and can be filtered by geographic area	SEO and SEM assistance, preparation for outside investment.
<b>Civionics, LLC</b>	Wireless sensing, analysis and optimization of residential and commercial electricity use.	Market Opportunity and Business Strategy
<b>Blaze Medical Devices</b>	Spectral analysis for red blood cells	IP assistance
<b>Roomations LLC</b>	Home improvement customization software and service company	Market research

<b>Ergun Technology Company</b>	Point of sale software and hardware for coffee shops	Point of sale software and hardware for coffee shops
<b>Century Media LLC</b>	Forum to upload, customize, and create mobile multimedia	Bongotones.com allows users a forum to upload, customize and create mobile multimedia
<b>VocaBeans</b>	Website community and wireless device applications for people that have lost communication abilities due to injury, stroke, or disease.	Funding assistance
<b>Reveal Design Automation, Inc.</b>	Software and services for hardware verification	Business planning, corporate identity
<b>Plumtrail</b>	Product placement incentives for e-commerce	Product to Market
<b>I Miss You</b>	T-shirts w/goof feeling messages and community	Marketing plan

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

18 companies received business accelerator engagements this quarter, vs. 13 last year. 2 engagements were signed but work was not started this quarter.

These companies represented 20 retained jobs.

Company Name	Account Description	Assistance Provided	Amount	Jobs
<b>eVjump Solar, Inc.</b>	Manufacturer of photovoltaic (PV) cells and modules	Market validation and IP strategy	\$3,000	\$2,185
<b>Audiallo</b>	New hearing aid technology	Business planning and market strategy	\$3,000	\$1,805
<b>INOS Technologies, LLC</b>	Joint venture to develop foams using non-petroleum	Patent assistance for healthcare product	\$2,000	\$1,995

sources.				
<b>Innosynth Technologies</b>	Social networking software as a service for internal communities such as companies and organizations	Legal, IP, Assessment of Technology	\$3,000	\$1,900
<b>Nanosystems, Inc.</b>	Chemical solutions for bio polymer products	Patent Prep	\$4,200	0
<b>Akervall Technologies</b>	Commercializing dental appliance – mouth guard	Intern to implement marketing launch plan	\$9,040	\$4,250
<b>AviCenna Medical Systems, Inc.</b>	Healthcare IT, integrates patient data for billing and a system for monitoring and managing the use of drugs in patients.	Sales process development leading to first customer outside of U-M	\$4,000	\$3,000
<b>Allinnova LLC</b>	Assessment tool for determining a corporation's capability to be successful in strategic partnering with another organization	Guidance on pilot and legal/IP	\$1,100	\$90
<b>eNcipient LLC</b>	iPhone case and accessories	Patent Prep, Marketing plan and launch activities	\$9,900	\$3,635
<b>Alluvium Biosciences, Inc</b>	Assist patent litigators in directing the technical evaluation of life sciences, biotech, and pharmaceutical products that are subject of patent infringement lawsuits.	Life science expert familiar with IP infringement	\$3,500	\$3,500
<b>POWERleap LLC</b>	Pressure sensitive surface that generates power	Commercialization and Funding Strategy	\$9,800	\$4,000
<b>Meadowlark Energy</b>	Fully integrated green building company.	Fully integrated green building service company	\$9,800	\$8,516
<b>NanoMag</b>	A new manufacturing process that produces lightweight, ultra high strength magnesium alloy products cost effectively.	Market Research and Financial Model	\$5,000	\$3,000
<b>Supply55, Inc.</b>	Invented machinery for finishing edges of signs and banners, able to be priced	Utility patent	\$4,560	\$3,420

	much lower than competition			
<b>Synthetic Fuel Systems</b>	Enables renewable energy to be converted to methane, transported using the existing natural gas infrastructure.	Renewable energy hydrogen generation and storage	\$7,500	0
<b>Wiseman Engine</b>	Patented piston/connecting rod/ crankshaft mechanism that results in an internal combustion engine up to 50% more fuel efficiency	Assist with funding and incentives for locating the business in MI	\$9,600	\$8,518
<b>Ariscore</b>	Recharging system for electric vehicles	Technology evaluation	\$7,600	\$5,350
<b>BuycentivesTM</b>	Online management system for automotive incentives	Marketing and revenue modeling	\$8,500	\$7,871
<b>CIMple</b>	Smart grid technology targeting utility control systems for residential application	Start up assistance	\$9,000	\$2,309
<b>Clean Rolling Power</b>	Diesel engine system to reduce emissions and improve efficiency	Technology validation for patenting	\$9,950	\$8,701
<b>Hygieia</b>	Glucose monitor device that recommends dosage adjustments	FDA compliant QMS development work	\$17,000	\$17,000
<b>ePack</b>	Vacuum and hermetic packaging of MEMS w/solder	HR issues and funding prep	\$10,000	\$10,000
<b>Magical Pork</b>	Coordinated travel planning for groups	Business modeling and personnel identification	\$7,000	\$6,475
<b>MemCatch</b>	Web-based marketing services for education organizations and non-profits	Fund raising assistance	\$9,000	\$6,800
<b>Mystock Enterprises</b>	Online community sells access to musicians in the form of virtual shares	Legal and marketing assistance	\$9,000	\$6,822
<b>Popa Enterprises</b>	Card system for coupons and receipts	Market assessment and business planning	\$8,500	\$3,500
<b>RiserCam</b>	Camera for a sporting scope	Inventory management and fund raising	\$9,800	\$8,795

<b>Shepherd Intelligent Systems</b>	Software for tracking vehicles using mobile phone GIS	Launch guidance	\$8,800	\$4,700
<b>Therapy Charts</b>	Serve independent therapists w/SaaS platform to manage patient information	Growth strategy	\$9,000	\$6,565
<b>TMJ Pain Solutions</b>	Oral device for treating craniofacial pain	Go to market strategy	\$10,000	\$8,900
<b>Wildfire Innovation</b>	Indoor positioning with user profiles in public venues providing real-time insight	Business development strategies	\$4,000	\$1,675
<b>TOTAL</b>			<b>\$226,150</b>	<b>\$155,277</b>

### **Founding location, current location**

Of the Phase III companies 7 were originally from outside the city of Ann Arbor.

### **Microloans**

<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	\$10,000	10/22/09	1
<b>The Whole Brain Group, LLC</b>	Subscription based product that provides accreditation services to schools and life science research institutions.	\$ 50,000	\$50,000	11/9/09	5
<b>MemCatch</b>	Web-based marketing services for education organizations and related non-profit and government entities	\$ 50,000	\$25,000	12/14/09	1
<b>TOTAL</b>		<b>\$100,000</b>	<b>\$ 85,000</b>		<b>12</b>

### **SPARK Central Incubator**



Total number of Full Tenants (those in a cubicle with secure space and full privileges) totaled ten companies with 12 paid seats in October and November and 9 total companies with 11 paid seats in December. Tenants are charged a license fee per seat, or person(s) using the space.

<b>Full Tenants 10/1/09</b>	<b># of Seats</b>	<b>Full Tenants 11/01/09</b>	<b># of Seats</b>	<b>Full Tenants 12/01/09</b>	<b># of Seats</b>
Hygieia	2	Hygieia	2	Hygieia	2
Gatti, Rich & Associates	1	Gatti, Rich & Associates	1	Gatti, Rich & Associates	1
Openworld Energy	1	Openworld Energy	1	Openworld Energy	1
E-Com Impact	1	E-Com Impact	1	E-Com Impact	1
Mysano	1	Mysano	1	Mysano	1
GTI Risk Management	1	GTI Risk Management	1		
Cyclos Semiconductors	2	Cyclos Semiconductors	2	Cyclos Semiconductors	2
EMF Waste Management	1	EMF Waste Management	1	EMF Waste Management	1
CVR Global	1	CVR Global	1	CVR Global	1
Meadowlark Energy	1	Meadowlark Energy	1	Meadowlark Energy	1
	<b>12</b>		<b>12</b>		<b>11</b>

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

<b>Virtual Tenants 10/01/09</b>	<b>Virtual Tenants 11/01/09</b>	<b>Virtual Tenants 12/01/09</b>
Akervall Technologies	Akervall Technologies	Akervall Technologies
Allinnova	Allinnova	Allinnova
Century Media	Century Media	Century Media
		Dental Adhesive Products
eChamber Connect	eChamber Connect	eChamber Connect
Eipon Learning	Eipon Learning	Eipon Learning
eNcipient	eNcipient	eNcipient
	Evjump	Evjump
Fourth Logic	Fourth Logic	Fourth Logic
	Green Bioworks LLC	Green Bioworks LLC
		GTI Risk Management
Ideamine, LLC	Ideamine, LLC	Ideamine, LLC
Innosynth Technologies	Innosynth Technologies	Innosynth Technologies
In the Groove	In the Groove	In the Groove
Incentives By Demand (BuyCentives)	Incentives By Demand (BuyCentives)	Incentives By Demand (BuyCentives)
Innosynth Technologies	Innosynth Technologies	Innosynth Technologies
Jelic Patent Services	Jelic Patent Services	Jelic Patent Services
Jenco Industries	Jenco Industries	Jenco Industries
	KnowledgeWatch	KnowledgeWatch

Locomatix	Locomatix	Locomatix
MediQLogix	MediQLogix	MediQLogix
Mobatech	Mobatech	Mobatech
MySiz Corporation	MySiz Corporation	MySiz Corporation
Onto-Med/Ontonix	Onto-Med/Ontonix	Onto-Med/Ontonix
		OtoMedicine
PM Engineering (Clean Rolling Power)	PM Engineering (Clean Rolling Power)	PM Engineering (Clean Rolling Power)
Popa Enterprises	Popa Enterprises	Popa Enterprises
PowerLeap	PowerLeap	PowerLeap
Prescription Writer	Prescription Writer	Prescription Writer
RB Systems	RB Systems	RB Systems
Reveal Design Automation	Reveal Design Automation	Reveal Design Automation
Rock E-Commerce	Rock E-Commerce	Rock E-Commerce
Rolling Edge Strategy Partners	Rolling Edge Strategy Partners	Rolling Edge Strategy Partners
Speedraft	Speedraft	Speedraft
Supply55	Supply55	Supply55
TruCost	TruCost	TruCost
Vision Solution International	Vision Solution International	Vision Solution International
VocaBean	VocaBean	VocaBean
Watch-A-Watt	Watch-A-Watt	Watch-A-Watt
Wildfire Innovation LLC	Wildfire Innovation LLC	Wildfire Innovation LLC
Wiseman Engine	Wiseman Engine	Wiseman Engine

Five companies expressed interest in becoming tenants this quarter which were not accepted or decided to locate elsewhere.

### **Cantillon Entrepreneurial Education**

More than 83 hours was spent by 45 entrepreneurs on the Cantillon website learning from the various units offered. Boot Camp usage was the majority of activity, which contributes to an entrepreneurs benefit in Boot Camp.

Entrepreneur Source	Units Reviewed	Users	Average Minutes Using Program
<b>Business Accelerator</b>	90	9	145
<b>Boot Camp</b>	197	20	135
<b>Mentors</b>	31	3	7
<b>Others</b>	61	13	77
<b>Totals</b>	379	45	112

### **Business Services**

The 16<sup>th</sup> Entrepreneur Boot Camp was held November 5 and 6. Fourteen companies attended. Ten of the companies are from Ann Arbor.

<b>Alluvium Biosciences, Inc</b>	Ann Arbor	Assist patent litigators in directing the technical evaluation of life sciences, biotech, and pharmaceutical products that are subject of patent infringement lawsuits
<b>Bio-Nano Power, LLC</b>	Grand Rapids	Convert biomass to fuels
<b>Blue Newt Software</b>	Ann Arbor	Our core market is customers needing simulation applications for real-world activities
<b>Current Motor Company</b>	Ann Arbor	Electric scooter
<b>Handoff Solutions, LLC</b>	Ann Arbor	An easy way for patients to transfer their imaging studies in advance of their appointment, to allow for "one touch" care.
<b>KnowledgeWatch</b>	Ann Arbor	CI for the middle-market, news portal for suppliers - KM Solution **Also operates as Digital Knowledge Corporation
<b>Meadowlark Energy</b>	Ann Arbor	Fully integrated green building company.
<b>New Eagle, LLC</b>	Ypsilanti	Mechatronic controls solutions provider, offering tools, products, service and sales.
<b>Onto-Med/Ontonix</b>	Ann Arbor	A firmware application for collecting/analyzing multiple patient parameters in an ICU in real time
<b>Reveal Design Automation, Inc.</b>	Ann Arbor	Software and services for hardware verification
<b>Structured Microsystems</b>	Ann Arbor	Technology that combines several die-level integrated circuits into a single, compact packaged device. This allows customers to reduce power consumption, increase performance, and reduce size of their product.
<b>Sunapten Therapeutics, Inc.</b>	Ann Arbor	An innovative approach for the production of a therapeutic vaccine for prostate cancer.
<b>Therapy Charts, LLC</b>	Ann Arbor	TherapyCharts serves therapists who are independently practicing with a (SaaS) platform to manage patient information.
<b>Tru-Enamel</b>	Ann Arbor	Currently used titanium dental implant takes about 6 months for healing. We can coat a layer of fluoroapatite on the implant to shorten the healing time to half.

## Hosted Events

Event Name	Date	Place of Event	Approx # of attendees		Purpose of Event
			Entrep reneur s	Service Provider	
<b>Entrepreneur Education 1.0: Entrepreneur Finance</b>	October 7, 2009	SPARK Central	26	2	Create a compelling & well-rehearsed business pitch. Then add a finance plan that explains where your business is going & the milestones that lie ahead.
<b>Marketing Roundtable - Integrated Marketing</b>	October 13, 2009	SPARK Central	12	28	Tim Busche, Interactive Account Director, The Cobalt Group; Jon Heidom, VP Marketing & Business Planning, Siemens Industrial Software; Chad Wiebesick, Interactive Strategy Director, Perich Advertising + Design
<b>Open Coffee - October 2009</b>	October 13, 2009	SPARK Central	14	38	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: Life Science Venture Capital Trends</b>	October 14, 2009	SPARK Central	34	34	Jack K. Ahrens, II - Venture capital investments have been frozen for the majority of 2009 - their thaw has just begun as public markets recover.
<b>NEF - The Devil is in the Details, Part 1: Term Sheets</b>	October 15, 2009	SPARK Central	51	51	Skip Simms, Timothy Damschroder, Chris Rizik, Eric Sieczka; Whats the process for determining valuation, and who sets it? The realities of valuation and how that affects your investment in your business.
<b>BA Consultant Meeting - October 2009</b>	October 16, 2009	SPARK Central	0	19	Monthly Business Accelerator meeting to update consultants on SPARK and review projects.
<b>SIM Entry Level Training Program Information Session #2</b>	October 19, 2009	SPARK Central	3	25	Systems In Motion, a venture-backed application development company, will be hosting an information session about their Entry Level Training Program.
<b>SIM Entry Level Training Program Information Session #3</b>	October 20, 2009	SPARK Central	1	12	Systems In Motion, a venture-backed application development company, will be hosting an information session about their Entry Level Training Program.

<b>November 2009 Boot Camp Kick-Off</b>	October 21, 2009	SPARK Central	28	4	Kick-off event where the campers receive some of their materials, meet with their DI's and mingle with other teams.
<b>Financial Executive Breakfast</b>	October 22, 2009	SPARK Central	0	11	Mike Klein - Ways to Protect Your Most Valuable Asset: Electronic Data. Solutions available for onsite and offsite backup and recovery.
<b>Hot Shots</b>	October 27, 2009	Melange	11	58	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>Boot Camp Mentor Lunch</b>	October 28, 2009	SPARK Central	8	26	Ann Arbor SPARK Entrepreneurial Boot Camp Mentor Appreciation Luncheon.
<b>Energy Technology Forum: Starting &amp; Financing Your Clean Tech Venture</b>	November 4, 2009	SPARK Central	27	28	Panelists: Maria Thompson, A123; Michelle Crumm, Adaptive Materials; Knut Simonsen, DTE Energy; Jim O'Connell, Michigan Venture Center. First of a series of panel discussions and networking events to facilitate collaboration and networking among practitioners, policy makers, investors and talent.
<b>Marketing Roundtable - Internet Search Trends</b>	November 10, 2009	SPARK Central	43	43	Marketing Roundtable - Internet Trends with Linda Girard, Erik Head, Marta Strickland, Megan Zlatos
<b>Open Coffee - November 2009</b>	November 10, 2009	SPARK Central	15	15	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: NIH Comes to Michigan</b>	November 11, 2009	SPARK Central	52	53	As part of their day-long visit to Michigan, BioArbor hosts two National Institutes of Health (NIH) program directors who will describe NIH funding from SBIR/STTR funding, to commercialization assistance programs, and other relevant NIH grant opportunities.
<b>Boot Camp Celebration</b>	November 18, 2009	SPARK Central	25	36	At this networking event we will recognize the completion of the November 2009 Boot Camp and announce the Best of Boot Camp award. (Current Motor)

<b>BA Consultant Meeting - November 2009</b>	November 20, 2009	SPARK Central	0	16	Monthly Business Accelerator meeting to update consultants on SPARK and review projects.
<b>Mingle &amp; Match</b>	December 1, 2009	SPARK Central	20	19	This event is for people that want to join a startup as a co-founder, investor, early employee or advisory board member.
<b>Entrepreneur Education 2.0: The Management Team/Hiring</b>	December 2, 2009	SPARK Central	11	0	The "right people in the right roles" is critical to achieve extraordinary results. This session addresses what your "human capital" team might look like at each stage of the organization's development.
<b>The Smart Grid: Planning Today for Tomorrow's Connections (Energy Technology Forum)</b>	December 3, 2009	SPARK Central	22	25	Scott Phillips, Haukur (Hawk) Asgeirsson, George Caravias, Randy Voss, Justin Sutton. The panel will discuss key issues and strategies associated with the smart grid ranging from infrastructure development to its future capabilities.
<b>Open Coffee - December 2009</b>	December 8, 2009	SPARK Central	14	17	This is a networking event for entrepreneurs, investors and those who work with technology & innovation based businesses, particularly in IT, cleantech and life sciences.
<b>BioArbor: IP Mistakes to Learn From</b>	December 9, 2009	SPARK Central	33	34	Potholes, Speed bumps and Deathtraps - IP Mistakes You Must Avoid at All Costs. Series of war (horror) stories from the life science entrepreneurial front on what can go wrong if you're not careful handling and in-licensing your intellectual property..
<b>Hot Shots - December 2009</b>	December 9, 2009	Melange	7	28	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>Marketing Roundtable - Public Relations</b>	December 15, 2009	SPARK Central	29	21	Sam Fine, Julie Metea, Paula Gardner, Don DeSmith. Few marketers ever have enough advertising budget, so lower cost alternatives can significantly help extend promotional effectiveness. In these financially challenging times, public relations is still one of the most affordable and credible marketing communications options.
<b>Entrepreneur Education 2.0:</b>	December	SPARK	17	1	Kurt Riegger, The Business Model explains how your company will make

<b>Business Model and Key Metrics</b>	16, 2009	Central			money and the strategies for building up your core strengths. Evaluate your business against the elements of a successful model..
<b>Power Lunch - Gary Hessenaur</b>	December 17, 2009	SPARK Central	15	3	Gary Hessenaur discussed key financial documents for startups and pro-forma financial statements, cash flow projections and other key considerations for startups regarding accounting and finance.
<b>BA Consultant Meeting - December 2009</b>	December 18, 2009	SPARK Central	0	18	Monthly Business Accelerator meeting to update consultants on SPARK and review projects.
<b>TOTAL</b>			<b>518</b>	<b>665</b>	

### **Sponsorships/Partnered Events**

We did not sponsor any event this quarter.

### **Angel Network**

SPARK has created a series of three workshops for angels and high net worth individuals interested in learning more about angel investing. The first of these workshops was held December 9. On a day when the weather turned bad ten participants still participated. A seasoned angel investor, attorney and local entrepreneur gave presentations on the personal benefits of angel investing, the many elements of due diligence and how an entrepreneur relates with potential investors.

The second and third workshops will cover terms and conditions of an angel investment, the importance of IP due diligence, another seasoned angels experiences locally, why this type of investment fits into a personal asset allocation, and how to exit an investment.

### **Significant Deviation from Scope of Work**



# **FINANCIAL SUMMARY**

**as of December 31, 2009**



Smart Zone LDFA  
**DELIVERABLES**  
as of December 31, 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	15	15	67
Budget/Proposed	11	11	11	11	44
Actual Over/(Under) Target	11	4	4	4	23
<u>Hours per Client (Avg) (external to SPARK)</u>					
Actual/Forecast	6.8	7.0	2.0	2.0	2.0
Budget/Proposed	10.0	10.0	10.0	10.0	10.0
Actual Over/(Under) Target	(3.2)	(3.0)	(8.0)	(8.0)	(8.0)
Memo: Total Phase II Hours	149	105	30	30	314
<b>Phase III (Intensive Service)</b>					
<u>Number of Client Engagements</u>					
Actual/Forecast	33	33	29	28	123
Budget/Proposed	17	17	17	17	68
Actual Over/(Under) Target	16	16	12	11	55
<u>Hours per Client Engagement (Avg)</u>					
Actual/Forecast	36.3	40.0	40.0	40.0	40.0
Budget/Proposed	40.0	40.0	40.0	40.0	40.0
Actual Over/(Under) Target	(3.7)	-	-	-	-
Memo: Total Phase III Hours	1,197	1,320	1,160	1,120	4,797

Category	Detail	Fiscal Year		Billed Qtr	Measureable		
		Incurred			Unit Descrip.	Number	\$ Amount
		Qtr	Year				
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 & Consulting	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 & Consulting	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)

Category	Detail	Fiscal Year		Billed	Measureable		
		Incurred			Unit Descrip.	Number	\$ Amount
		Qtr	Year	Qtr			
Legal & Admin. Support	Oct. 09	2	2010	2	Meeting Exp.	1.00	\$ (13.77)
SPARK BA Direct Staffing	Oct. 09	2	2010	2	Direct Staff	1.00	\$ (11,916.00)
SPARK BA Direct Staffing	Oct. 09	2	2010	2	Direct Staff	1.00	\$ (4,751.00)
Phase II (Due Diligence)	Oct. 09	2	2010	2	Hours	44.00	\$ (2,400.00)
Phase III (Intensive Service)	Oct. 09	2	2010	2	Hours	322.46	\$ (30,251.00)
Business Incubator	Oct. 09	2	2010	2	Facility Exp	1.00	\$ (12,631.49)
Bus. Network Events-Sponsorship	Oct. 09	2	2010	2	Events	1.00	\$ (3,361.05)
SPARK Accounting	Oct. 09	2	2010	2	Accting Svc	1.00	\$ (3,750.00)
Marketing - P/R, Print, Websites	Oct. 09	2	2010	2	Marketing	1.00	\$ (7,587.75)
Entreprenuer Educ.-Bootcamp & C	Oct. 09	2	2010	2	Bootcamp	1.00	\$ (1,000.00)
Cantillon Web Based Education	Oct. 09	2	2010	2	Consult & Mentors	1.00	\$ (200.00)
Micro Loan Program for Entrepren	Oct. 09	2	2010	2	Micro Loan - Second Tranche	1.00	\$ (137,500.00)
SPARK BA Direct Staffing	Nov. 09	2	2010	2	Direct Staff	1.00	\$ (21,916.00)
SPARK BA Direct Staffing	Nov. 09	2	2010	2	Direct Staff	1.00	\$ (4,751.00)
Phase II (Due Diligence)	Nov. 09	2	2010	2	Hours	17.30	\$ (1,730.00)
Phase III (Intensive Service)	Nov. 09	2	2010	2	Hours	398.83	\$ (30,710.00)
A2 Angels	Nov. 09	2	2010	2	A2 Angels	1.00	\$ (9,000.00)
Business Incubator	Nov. 09	2	2010	2	Facility Exp	1.00	\$ (11,206.90)
Bus. Network Events-Sponsorship	Nov. 09	2	2010	2	Events	1.00	\$ (2,581.85)
SPARK Accounting	Nov. 09	2	2010	2	Accting Svc	1.00	\$ (3,750.00)
Marketing - P/R, Print, Websites	Nov. 09	2	2010	2	Marketing	9.00	\$ (5,924.17)
Tuition Matching	Nov. 09	2	2010	2	Bootcamp	112.81	\$ (10,000.00)
SPARK BA Direct Staffing	Dec. 09	2	2010	2	Direct Staff	1.00	\$ (21,916.00)
SPARK BA Direct Staffing	Dec. 09	2	2010	2	Direct Staff	1.00	\$ (4,751.00)
Phase II (Due Diligence)	Dec. 09	2	2010	2	Hours	12.00	\$ (1,200.00)
Phase III (Intensive Service)	Dec. 09	2	2010	2	Hours	188.58	\$ (17,052.00)
Business Incubator	Dec. 09	2	2010	2	Facility Exp	1.00	\$ (9,404.21)
Bus. Network Events-Sponsorship	Dec. 09	2	2010	2	Events	1.00	\$ (2,342.92)
SPARK Accounting	Dec. 09	2	2010	2	Accting Svc	1.00	\$ (3,750.00)
Marketing - P/R, Print, Websites	Dec. 09	2	2010	2	Marketing	9.00	\$ (10,892.15)

Smart Zone LDFA  
**FY 2010 FINANCIAL SUMMARY**  
as of December 31, 2009

	<u>ACTUAL</u>	<u>ACTUAL</u>	<u>Est</u>	<u>Est</u>		<u>BUDGET</u>	
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>Full Year</u>	<u>Amount</u>	<u>Forecast (Over)/Under Budget</u>
<b><u>INCOME STATEMENT</u></b>							
<b>Revenues:</b>							
Tax Revenue	\$ 58,279	\$ 796,785	\$ 34,967	\$ 469,939	\$ 1,359,970	\$ 1,330,000	\$ 29,970
Miscellaneous	-	-	-	-	-	-	-
Investment Income	4,366	1,458	3,886	2,163	11,873	-	11,873
<b>Total Revenues</b>	<b>\$ 62,645</b>	<b>\$ 798,243</b>	<b>\$ 38,853</b>	<b>\$ 472,102</b>	<b>\$ 1,371,843</b>	<b>\$ 1,330,000</b>	<b>\$ 41,843</b>
<b>Expenditures:</b>							
<b><u>Contracted Services</u></b>							
SPARK BA Direct Staffing	\$ (50,001)	\$ (70,001)	\$ (70,001)	\$ (89,997)	\$ (280,000)	\$ (280,000)	\$ -
Phase II (Due Diligence)	(14,269)	(5,330)	(3,000)	(3,000)	(25,599)	(25,000)	(599)
Phase III (Intensive Service)	(112,593)	(78,013)	(116,000)	(112,000)	(418,606)	(420,000)	1,394
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)	-	-	(17,298)	(20,000)	(20,000)	-
Bus. Network Events-Sponsorships	(1,448)	(8,286)	(8,286)	(1,981)	(20,000)	(20,000)	-
Entrepreneur Educ.-Bootcamp & Grants	(13,000)	(1,000)	(1,000)	(30,000)	(45,000)	(45,000)	-
Tuition Matching	-	(10,000)	-	(10,000)	(20,000)	(20,000)	-
Cantillon Web Based Education	(6,375)	(200)	(200)	(33,225)	(40,000)	(40,000)	-
<b>Total Contracted Services</b>	<b>(337,888)</b>	<b>(319,330)</b>	<b>(207,487)</b>	<b>(304,501)</b>	<b>(1,169,206)</b>	<b>(1,170,000)</b>	<b>795</b>
<b><u>Other Projected Services</u></b>							
Marketing - P/R, Print, Websites	(12,550)	(24,404)	(24,404)	(3,642)	(65,000)	(65,000)	-
Business Incubator	(41,332)	(33,243)	(33,243)	(32,183)	(140,000)	(140,000)	-
SPARK Accounting	(11,250)	(11,250)	(11,250)	(11,250)	(45,000)	(45,000)	-
Legal & Admin. Support	(1,924)	(14)	(14)	(63,049)	(65,000)	(65,000)	-
Other Contingency	-	-	-	-	-	-	-
<b>Total Other Projected Services</b>	<b>\$ (67,055)</b>	<b>\$ (68,910)</b>	<b>\$ (68,910)</b>	<b>\$ (110,124)</b>	<b>\$ (315,000)</b>	<b>\$ (315,000)</b>	<b>\$ -</b>
<b>Total Expenditures</b>	<b>\$ (404,943)</b>	<b>\$ (388,240)</b>	<b>\$ (276,397)</b>	<b>\$ (414,625)</b>	<b>\$ (1,484,206)</b>	<b>\$ (1,485,000)</b>	<b>\$ 795</b>
<b>Net Increase/Decrease</b>	<b>\$ (342,298)</b>	<b>\$ 410,003</b>	<b>\$ (237,544)</b>	<b>\$ 57,478</b>	<b>\$ (112,363)</b>	<b>\$ (155,000)</b>	<b>\$ 42,638</b>
<b>Memo:</b>							
Fund Balance (6/30/2009)	\$ 468,240						
Fund Balance - Operations (Qtr End)	\$ 125,942	\$ 535,945	\$ 298,400	\$ 355,878			

**LDFA 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
Allinnova aka Dralla Group	2804	\$50,000	10/28/2009	\$10,000	1	Operational expenses, including advertising & promotion; various license, certification & registration expenses; and developing & implementing an intellectual property strategy.
The Whole Brain Group	1982	\$50,000	11/6/2009	\$50,000	5	Expand client reach & fund working capital needs
MemCatch	2181	\$25,000	12/14/2009	\$25,000	1	Search engine targeted to users network

**As of December 31, 2009**

**Assets**

**Cash**

Checking	\$250
Money Market Savings	\$158,092

Total Cash \$158,342

**Other Assets**

**Investments**

Investment - Procuit	\$30,000
Investment - Allinnova aka Dralla Group	\$10,000
Investment - The Whole Brain Group	\$50,000
Investment - MemCatch	\$25,000

Total Other Assets \$115,000

**Total Assets**

\$273,342

**Liabilities & Equity**

**Current Liabilities**

\$158,329

**Equity**

\$115,013

**Total Liabilities & Equity**

\$273,342

**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.

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

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

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

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
<b>2742</b>	Baker Calling		1	1	0
<b>2739</b>	Fourth Logic	Fourth Logic is an online tutoring system that functions much like an "eBay" for learning.	3	1	2
<b>2716</b>	MCOMM		2	1	1
<b>2764</b>	Endocutter	Disposable endoscope attachment for removing blood clots from stomachs	1	1	0
<b>2702</b>	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

0815	Michigan Aerospace	Optics, opti-mechanical, 3D, MEMS	40	3	37
2203	C'est Moll		1	1	0
2324	Magic Bio		1	1	0
			Current FTE Jobs	Retained FTE Jobs	New FTE Jobs
<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.

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

2636	RKC Marketing		1	1	0
1496	RollingEdge Strategy Partners	Consulting IT services	6	6	0
2351	Speedraft	Online CAD system for matching tool makers with clients, SaaS model. Toolpax is the product.	7	2	5
2634	eChamberConnect, LLC.	Web based applications for Chambers of Commerce	3	3	0
1563	Locomatix	Middleware software to track objects in real time	6	2	4
2159	MySano, Inc.	Online healthcare portal for consumers	2	2	0
2821	Onto-Med/Ontonix	A firmware application for collecting/analyzing multiple patient parameters in an ICU	2	2	0
2865	Trucost	Environmental research organisation working to understand the impacts companies have on the environment.	3	3	0
2804	Dralla Development International, LLC	Assessment tool for determining a corporation's capability to be successful in strategic partnering with another organization	1	1	0
2917	E-Com Impact		1	1	0
1806	Gatti, Rich and Associates, PLLC	Criminal, Family, Real Estate, Tech business, Civil litigation, Intellectual Property and Arts Law.	3	1	2
2090	UrTurn	Web services and tools for monetizing social network activity	0	1	-1
2610	BuycentivesTM	Online management system for automotive incentives	1	1	0
0271	GTI Risk Management	risk management- IT security, etc.	9	1	8
2323	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
	Velesco	CRO provides laboratory services		
	Pharmaceutical	and clinical supplies to small		Moved out
1761	Services LLC	pharmaceutical companies	4	of area
	Monarch Antenna	Self-Structuring Antenna for		Moved out
1465	Inc.	wireless applications	1	of area
	SensiGen, LLC	Gene based biotechnology		Company
		diagnostic		sold and
0410			1	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 we merely subtract the retained jobs for the particular service we provided from the current job count which gives us the added jobs since that particular engagement.

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