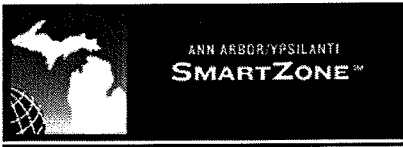


**LDFA Board Meeting**  
April 27, 2010  
8:15 am to 10:15 am  
SPARK Central Incubator  
330 E. Liberty Street, Ann Arbor, MI 48104

# 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 March 16, 2010 Regular Board Meeting**
- V. LDFA Chair's Report**
- VI. LDFA Treasurer's Report**
  - a. Approval of the LDFA Financial Report – 3rd Quarter**
- VII. Reports from Service Providers**
  - a. Acceptance of SPARK Report - 3rd Quarter**
- VIII. Other Business**
- IX. Motion to Adjourn**



**MINUTES – REGULAR BOARD MEETING  
March 16, 2010**

**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, Theresa Carroll, Darryl Daniels, Lisa Kurek, Mark Maynard, Stephen Rapundalo, Phil Tepley, Tom Crawford-Ex-officio, Skip Simms-Accelerator Ex-officio

**Members Excused:** Michael Korybalski, Ned Staebler-MEDC-Ex-officio

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

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**CALL TO ORDER:**

Rapundalo called the meeting to order at 3:05 pm. 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. A resolution in support of "Google Fiber for Communities" was added to Other Business. Motion approved unanimously.

**MOTIONS & RESOLUTIONS:**

**Minutes of the January 26, 2010 Regular Board Meeting:**

Daniels moved, seconded by Maynard, to approve the Minutes of the January 26, 2010 regular board meeting in the form presented at this meeting. Motion approved unanimously.

**LDFA CHAIR'S REPORT:**

Rapundalo had nothing to report.

**LDFA TREASURER'S REPORT:**

Daniels presented the Budget Committee's recommended FY 2011 budget. Crawford recommended changing the estimated tax revenues to \$1,400,000; and eliminating the incubator rent revenue, which will be shown as a credit to the incubator rent subsidy on future SPARK invoices. Daniels moved, seconded by Beedon to approve the budget as revised. Motion approved unanimously. A copy of the approved budget is attached.

**REPORTS FROM SERVICE PROVIDERS:**

Simms presented an update of SPARK activities.

DRAFT

**OTHER BUSINESS:**

**a. Cantillon:**

Nothing to report.

**b. Discussions with SPARK clients:**

Discussions were held following adjournment of the meeting.

**c. Resolution in support of the selection of the City of Ann Arbor as a "Google Fiber for Communities" trial location:**

Rapundalo presented the resolution and recommended some wording changes, and a pledge of \$100,000 in support, for the installation conduit. Crawford stated the City of Ann Arbor may support conduit installation totaling up to \$750,000 and would like the SmartZone LDFA Board to consider a pledge of \$250,000 to bring the total up to a possible \$1,000,000. Maynard moved, seconded by Daniels to approve the amendment. After discussion the Board approved the wording changes and the \$250,000 unanimously.

Maynard moved, seconded by Daniels to approve the amended resolution. The motion was approved unanimously. A copy of the resolution is attached.

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**MOTION TO ADJOURN:**

Daniels moved, seconded by Maynard, to adjourn the meeting at 4:58 pm. Motion approved unanimously.

Respectfully Submitted,

Ken Bogan, Recording Secretary for Tom Crawford

**RESOLUTION IN SUPPORT OF THE SELECTION OF THE CITY OF  
ANN ARBOR AS A "GOOGLE FIBER FOR COMMUNITIES" TRIAL  
LOCATION**

WHEREAS, Google Inc. is planning to build and provide ultra-high speed broadband networks in one or more communities in the United States, which networks would consist of 1 Gbps, fiber-to-the-home ("FTTH") connections and would provide Internet service to residents at a competitive price;

WHEREAS, One of Google's stated criteria for selection is a community which has the resources and trained work force to create new applications which can utilize the higher bandwidth;

WHEREAS, The Ann Arbor/Ypsilanti SmartZone was established, in response to the collaborative efforts of the cities of Ann Arbor and Ypsilanti, and a variety of partners, including the Washtenaw Development Council, University of Michigan, Eastern Michigan University, Ann Arbor and Ypsilanti Downtown Development Authorities, Small Business Development Center and Ann Arbor IT Zone, to enhance existing efforts in high technology business formation and attraction and to foster the development of high technology enterprises in the designated SmartZone;

WHEREAS, The Tax Increment Financing (TIF) Plan funding the SmartZone identified investment in the installation or expansion of public-owned and maintained conduit for telecommunications purposes as one of several approved uses of funds;

WHEREAS, The City of Ann Arbor in partnership with the University of Michigan have announced their intent to respond to the "Google Fiber for Communities" Request For Information (RFI) issued by Google, Inc.;

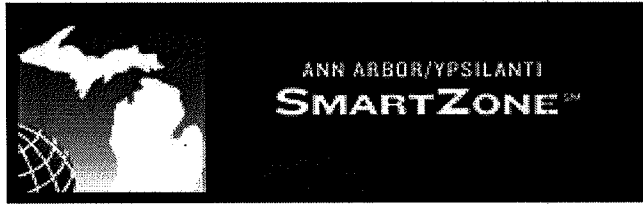
RESOLVED, That the LDFA Board as the governing body of the Ann Arbor/Ypsilanti Smartzone enthusiastically supports the application of the City of Ann Arbor to be selected as a "Google Fiber for Communities" Trial Location;

RESOLVED, That if so selected, the LDFA Board wishes to state its continued interest and support in partnering with the City of Ann Arbor to encourage telecommunication technologies and TIF eligible projects in the designated Smartzone in accordance with PA 281 of 1986.

RESOLVED, that as an expression of support and encouragement for Google to select Ann Arbor for its ultra-fast fiber installation, the LDFA Board will commit \$250,000 towards TIF eligible projects including, but not limited to, technology infrastructure improvements such as installing public conduit.

Sponsored by: Stephen Rapundalo, Chair

Date: March 16, 2010



# **FINANCIAL SUMMARY**

**as of March 31, 2010**

Smart Zone LDFA  
**DELIVERABLES**  
as of March 31, 2010

	<u>ACTUAL</u> <u>Q1</u>	<u>ACTUAL</u> <u>Q2</u>	<u>ACTUAL</u> <u>Q3</u>	<u>Estimate</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	35	15	87
Budget/Proposed	<u>11</u>	<u>11</u>	<u>11</u>	<u>11</u>	<u>44</u>
Actual Over/(Under) Target	11	4	24	4	43
<u>Hours per Client (Avg) (external to SPARK)</u>					
Actual/Forecast	6.8	7.0	1.8	2.0	2.0
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)	(8.2)	(8.0)	(8.0)
Memo: Total Phase II Hours	<b>149</b>	<b>105</b>	<b>64</b>	<b>30</b>	<b>348</b>
<b>Phase III (Intensive Service)</b>					
<u>Number of Client Engagements</u>					
Actual/Forecast	33	33	35	35	136
Budget/Proposed	<u>17</u>	<u>17</u>	<u>17</u>	<u>17</u>	<u>68</u>
Actual Over/(Under) Target	16	16	18	18	68
<u>Hours per Client Engagement (Avg)</u>					
Actual/Forecast	36.3	40.0	21.2	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)	-	(18.8)	-	-
Memo: Total Phase III Hours	<b>1,197</b>	<b>1,320</b>	<b>743</b>	<b>1,400</b>	<b>4,660</b>

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

						<u>BUDGET</u>	
	<u>ACTUAL</u> Q1	<u>ACTUAL</u> Q2	<u>ACTUAL</u> Q3	<u>Est</u> Q4	<u>Full Year</u>	<u>Amount</u>	<u>Forecast (Over)/Under Budget</u>
<b>INCOME STATEMENT</b>							
<b>Revenues:</b>							
Tax Revenue	\$ 58,279	\$ 796,785	\$ 232,902	\$ 146,660	\$ 1,234,626	\$ 1,330,000	\$ (95,374)
Miscellaneous	-	-	-	-	-	-	-
Investment Income	4,366	1,458	2,184	3,770	11,778	-	11,778
<b>Total Revenues</b>	<b>\$ 62,645</b>	<b>\$ 798,243</b>	<b>\$ 235,086</b>	<b>\$ 150,430</b>	<b>\$ 1,246,404</b>	<b>\$ 1,330,000</b>	<b>\$ (83,596)</b>
<b>Expenditures:</b>							
<b>Contracted Services</b>							
SPARK BA Direct Staffing	\$ (50,001)	\$ (70,001)	\$ (80,001)	\$ (79,997)	\$ (280,000)	\$ (280,000)	\$ -
Phase II (Due Diligence)	(14,269)	(5,330)	(1,100)	(3,000)	(23,699)	(25,000)	1,301
Phase III (Intensive Service)	(112,593)	(78,013)	(70,954)	(140,000)	(401,560)	(420,000)	18,440
Micro Loan Program for Entrepreneurs	(137,500)	(137,500)	-	-	(275,000)	(275,000)	-
A2 Angels	-	(9,000)	(15,487)	(514)	(25,000)	(25,000)	-
Bus. Network Events-Hosted	(4,150)	(8,286)	(6,117)	(1,448)	(20,000)	(20,000)	-
Bus. Network Events-Sponsorships	-	-	(500)	(1,000)	(1,500)	(20,000)	18,500
Entrepreneur Educ.-Bootcamp & Grants	(13,000)	(1,000)	(18,000)	(13,000)	(45,000)	(45,000)	-
Tuition Matching	-	(10,000)	-	(10,000)	(20,000)	(20,000)	-
Cantillon Web Based Education	(6,375)	(200)	(2,000)	(10,000)	(18,575)	(40,000)	21,425
<b>Total Contracted Services</b>	<b>(337,888)</b>	<b>(319,330)</b>	<b>(194,158)</b>	<b>(258,959)</b>	<b>(1,110,335)</b>	<b>(1,170,000)</b>	<b>59,666</b>
<b>Other Projected Services</b>							
Marketing - P/R, Print, Websites	(12,550)	(24,404)	(10,703)	(17,343)	(65,000)	(65,000)	-
Business Incubator	(41,332)	(33,243)	(34,916)	(30,509)	(140,000)	(140,000)	-
SPARK Accounting	(11,250)	(11,250)	(11,250)	(11,250)	(45,000)	(45,000)	-
Legal & Admin. Support	(1,924)	(14)	-	(25,500)	(27,438)	(65,000)	37,562
Other Contingency	-	-	-	-	-	-	-
<b>Total Other Projected Services</b>	<b>\$ (67,055)</b>	<b>\$ (68,910)</b>	<b>\$ (56,870)</b>	<b>\$ (84,602)</b>	<b>\$ (277,438)</b>	<b>\$ (315,000)</b>	<b>\$ 37,562</b>
<b>Total Expenditures</b>	<b>\$ (404,943)</b>	<b>\$ (388,240)</b>	<b>\$ (251,028)</b>	<b>\$ (343,560)</b>	<b>\$ (1,387,773)</b>	<b>\$ (1,485,000)</b>	<b>\$ 97,228</b>
<b>Net Increase/Decrease</b>	<b>\$ (342,298)</b>	<b>\$ 410,003</b>	<b>\$ (15,942)</b>	<b>\$ (193,130)</b>	<b>\$ (141,368)</b>	<b>\$ (155,000)</b>	<b>\$ 13,633</b>
<b>Memo:</b>							
Fund Balance (6/30/2009)	\$ 468,240						
Fund Balance - Operations (Qtr End)	\$ 125,942	\$ 535,945	\$ 520,003	\$ 326,873			

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-Hosted	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	Classes	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)

Category	Detail	Fiscal Year			Measureable		
		Incurred		Billed	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-Hosted	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)
Entrepreneur Educ.-Bootcamp & C	Oct. 09	2	2010	2	Classes	1.00	\$ (1,000.00)
Cantillon Web Based Education	Oct. 09	2	2010	2	Consult & Mentors	1.00	\$ (200.00)
Micro Loan Program for Entreprene	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-Hosted	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-Hosted	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)

Category	Detail	Fiscal Year			Measureable		
		Incurred		Billed	Unit Descrip.	Number	\$ Amount
		Qtr	Year	Qtr			
SPARK BA Direct Staffing	Jan 10	3	2010	3	Direct Staff	1.00	\$ (21,916.00)
SPARK BA Direct Staffing	Jan 10	3	2010	3	Direct Staff	1.00	\$ (4,751.00)
Phase II (Due Diligence)	Jan 10	3	2010	3	Hours	11.00	\$ (1,100.00)
Phase III (Intensive Service)	Jan 10	3	2010	3	Hours	367.67	\$ (33,598.00)
A2 Angels	Jan 10	3	2010	3	A2 Angels	1.00	\$ (3,731.00)
Business Incubator	Jan 10	3	2010	3	Facility Exp	1.00	\$ (12,921.62)
Bus. Network Events-Hosted	Jan 10	3	2010	3	Events	1.00	\$ (1,855.03)
SPARK Accounting	Jan 10	3	2010	3	Accting Svc	1.00	\$ (3,750.00)
Marketing - P/R, Print, Websites	Jan 10	3	2010	3	Marketing	1.00	\$ (1,205.63)
Entrepreneur Educ.-Bootcamp & C	Jan 10	3	2010	3	Classes	1.00	\$ (3,000.00)
SPARK BA Direct Staffing	Feb 10	3	2010	3	Direct Staff	1.00	\$ (21,916.00)
SPARK BA Direct Staffing	Feb 10	3	2010	3	Direct Staff	1.00	\$ (4,751.00)
Phase II (Due Diligence)	Feb 10	3	2010	3	Hours	-	\$ -
Phase III (Intensive Service)	Feb 10	3	2010	3	Hours	112.35	\$ (12,335.00)
A2 Angels	Feb 10	3	2010	3	A2 Angels	1.00	\$ (11,400.00)
Business Incubator	Feb 10	3	2010	3	Facility Exp	1.00	\$ (12,312.81)
Bus. Network Events-Hosted	Feb 10	3	2010	3	Events	1.00	\$ (1,775.86)
SPARK Accounting	Feb 10	3	2010	3	Accting Svc	1.00	\$ (3,750.00)
Marketing - P/R, Print, Websites	Feb 10	3	2010	3	Marketing	1.00	\$ (3,463.08)
Entrepreneur Educ.-Bootcamp & C	Feb 10	3	2010	3	Bootcamp	1.00	\$ (3,000.00)
SPARK BA Direct Staffing	Mar 10	3	2010	4	Direct Staff	1.00	\$ (21,916.00)
SPARK BA Direct Staffing	Mar 10	3	2010	4	Direct Staff	1.00	\$ (4,751.00)
Phase II (Due Diligence)	Mar 10	3	2010	4	Hours	-	\$ -
Phase III (Intensive Service)	Mar 10	3	2010	4	Hours	263.45	\$ (25,021.00)
A2 Angels	Mar 10	3	2010	4	A2 Angels	1.00	\$ (355.50)
Business Incubator	Mar 10	3	2010	4	Facility Exp	1.00	\$ (9,681.99)
Bus. Network Events-Hosted	Mar 10	3	2010	4	Events	1.00	\$ (2,485.72)
Bus. Network Events-Sponsorship:	Mar 10	3	2010	4	Events	1.00	\$ (500.00)
SPARK Accounting	Mar 10	3	2010	4	Accting Svc	1.00	\$ (3,750.00)
Marketing - P/R, Print, Websites	Mar 10	3	2010	4	Marketing	1.00	\$ (6,034.77)
Entrepreneur Educ.-Bootcamp & C	Mar 10	3	2010	4	Classes	1.00	\$ (2,000.00)
Cantillon Web Based Education	Mar 10	3	2010	4	Consult & Mentors	1.00	\$ (2,000.00)
Entrepreneur Educ.-Bootcamp & C	Mar 10	3	2010	4	Bootcamp	1.00	\$ (10,000.00)

Ann Arbor-Ypsilanti SmartZone  
Local Development Finance Authority

Ann Arbor SPARK

Quarterly Report

**January 1, 2010 through March 31, 2010**

**Work Accomplished**

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

86 entrepreneurs with companies or business ideas sought business accelerator services this quarter vs. 42 during the same period last year. 22 of the 86 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
Century Media LLC	Forum to upload, customize, and create mobile multimedia	Legal organization review, transactional approach
Dental Adhesive Products LLC	Dental product: patented time release polymer-based dental adhesive	Business planning: identify primary market
EFM Waste Management	Medical waste disposal equipment	Expertise on starting up a company in the medical industry
Monarch Antenna Inc.	Self-Structuring Antenna for wireless applications	Market research
Plumtrail	New kind of e-commerce web site where people can win 10% of the time when they buy from us.	Product to Market
Reveal Design Automation, Inc.	Faster and more effective Integrated Circuit (IC) design quality control software.	Business planning, corporate identity
Roomations LLC	Home improvement customization	Market research

software and service company		
VocaBeans	Wireless device applications for people who have lost communication abilities due to injury, stroke, or disease.	Funding assistance

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

34 companies received business accelerator engagements this quarter, vs. 7 last year.

These companies represented 55 retained FTEs (Full Time Equivalent).

Account Name	Account Description	Opportunity Description	BA Contract Amt	BA Expenditures
Akervall Technologies, Inc.	Commercializing dental appliance – mouth guard	Website redesign	\$6,750	\$6,745
Alluvium Biosciences, Inc	Assist patent litigators in directing the technical evaluation of biotech, and pharmaceutical products subject to patent infringement lawsuits.	Expert consulting help	\$3,500	\$3,500
Audiallo	New hearing aid technology	Investor preparation	\$2,000	\$280
AviCenna Medical Systems, Inc.	Healthcare IT to integrate patient data for billing and quality management; and for monitoring and managing drug use in patients.	Marketing and sales strategy and customer contacts	\$20,000	\$5,200
Better Rehab, LLC	Web based information source for people needing better information about hip replacement therapy and other joint therapy.	Branding, web architecture and IP assistance	\$10,000	\$6,275
Blaze Medical Devices	Spectral analysis for red blood cells	IP assistance	\$2,200	\$2,185
Buycentives, LLC	Online management system for automotive incentives	Business plan preparation for PSF	\$1,200	0
CIMple LLC	Smart grid technology targeting utility control systems for residential application	Business startup assistance	\$9,000	\$2,309

Civionics, LLC	Wireless sensing, analysis and optimization of residential and commercial electricity use.	Market Opportunity and Business Strategy	\$4,500	\$1,800
eChamberConnect, LLC.	Web based applications for Chambers of Commerce	Review business plan, funding sources	\$9,500	\$7,075
eNcipient LLC	iPhone case and accessories	Patent Prep, Marketing plan and launch activities	\$9,900	\$8,635
eVjump Solar, Inc.	Manufacturer of photovoltaic (PV) cells and modules	Market validation and IP strategy	\$3,000	\$2,185
Innosynth Technologies	Social networking software as a service for internal communities such as companies and organizations	Legal, IP, Assessment of Technology	\$3,000	\$1,930
Ix Innovations, LLC	Picoammeters, electrical test and measurement instrumentation	Business planning	\$4,000	\$345
KnowledgeWatch	CI for the middle-market, news portal for suppliers - KM Solution	Branding and Identity Design	\$6,495	\$3,985
Magical Pork	Website that coordinates travel planning for groups traveling from many origins to a single destination	Many Fliers - business model and planning	\$7,000	\$6,475
MarketMonitor HQ	Tool for automating SEO monitoring activities	Financial and technical planning	\$7,000	\$2,100
MemCatch	Web-based marketing services for education organizations and related non-profit and government entities	Support for legal costs of organization, IP	\$3,000	\$3,000
MyBandStock Corporation	Online community that sells access to musicians in the form of virtual shares	Legal & marketing assistance	\$10,500	\$9,182
Nanosystems, Inc.	Chemical solutions for bio polymer products	Business expansion and capital planning	\$5,600	\$5,600
Nudge Them Inc.	Web-based "cloud application", appointment reminders via cell phone	Go-to-market plan and coaching	\$5,600	\$4,100
Off Grid LLC	Home lighting that uses patented (pending) LED technology & solar charging capability.	Corporate identity, web presence	\$7,000	\$3,300
Popa Enterprises,	Card system for coupons and receipts	Market assessment	\$8,500	\$3,500

Inc.		and business planning		
POWERleap LLC	Pressure sensitive surface that generates power	Commercialization and Funding Strategy	\$9,800	\$6,000
Saagara	Interactive/customizable behavioral modification software, for beneficial health outcomes.	Business and technology planning	\$9,800	\$7,180
Shepherd Intelligent Systems	Software for tracking vehicles using mobile phone GIS	RPM Ventures launch assistance	\$8,800	\$8,800
Supply55, Inc.	Machinery for finishing edges of signs and banners, able to be priced much lower than competition	Utility patent	\$4,560	\$3,420
Synthetic Fuel Systems	Synthetic Fuel Systems' (SFS) technology enables renewable energy to be converted to methane.	Renewable energy hydrogen generation and storage	\$7,500	\$7,125
Therapy Charts, LLC	Serves independent therapists who use software as a service (SaaS) platforms to manage patient information.	Launch planning	\$9,000	\$6,560
The Whole Brain Group, LLC	Subscription based product that provides accreditation services to life science research institutions.	Comprehensive marketing plan tied to product launch	\$3,950	0
TMJ Pain Solutions	An oral device for treating craniofacial pain	Go to market for medical device	\$8,900	\$7,745
WattIQ	Signal processing technology to monitor whole house electricity consumption in real time.	Pre-Seed microloan fund	\$3,600	0
Wildfire Innovation LLC	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.	Business planning, IP	\$4,000	\$700
Wiseman Engine Group, LLC	Patented piston/connecting rod/crankshaft mechanism that results in an internal combustion engine with up to 50% more fuel efficiency.	Assist with funding and incentives for locating entire business in MI	\$9,600	\$8,518

TOTAL	\$228,755	\$153,654
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**Founding location, current location**

Of the Phase III companies 6 were originally from outside the city of Ann Arbor.

**Microloans**

To date seven loans totaling \$180,000 have been signed. The three companies below received loans this quarter.

Account Name	Account Description	Funding Request Amount	Loan Amount	Date of Initial Investment	Retained FTE Jobs
<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	\$ 20,000	2/9/10	1
<b>Ix Innovations, LLC</b>	Picoammeters, electrical test and measurement instrumentation.	\$ 35,000	\$ 35,000	3/4/10	3
<b>Local Orbit, LLC</b>	Online marketplace for food distribution	\$ 11,000	\$ 10,000	1/8/10	2
<b>TOTAL</b>		<b>\$96,000</b>	<b>\$ 85,000</b>		<b>6</b>

FTE is Full Time Equivalents which means the number of people working with company on full time basis but not necessarily being paid.

**SPARK Central Incubator**

Total number of Full Tenants (those in a cubicle with secure space and full privileges) totaled nine companies with 12 seats this quarter. Tenants are charged a license fee per seat, or person(s) using the space.

Company	Description	Start Date	Exit Date	# of Seats
EFM Waste Management	Medical waste disposal equipment	10/22/2009	3/21/2010	1
CVR Global	Medical device to check the carotid artery for build up without invasive measures.	4/9/2009	6/30/2010	1
Meadowlark Energy	Fully integrated green building company.	8/18/2009	6/30/2010	1
Openworld Energy	Move world-class free market reforms into practical free and open source eGovernment solutions.	12/15/2008	6/30/2010	2
MySano, Inc.	Online healthcare portal for consumers	6/1/2009	6/30/2010	1

Gatti, Rich and Associates, PLLC	Criminal, Family, Real Estate, Tech business, Civil litigation, Intellectual Property and Arts Law.	4/15/2009	6/30/2010	1
Hygieia, Inc.	Glucose monitor that recommends dosage adjustments for improved glycemic control	9/2/2008	6/30/2010	2
Cyclose Semiconductor	Ultra low power semi-conductor chips	10/6/2009	6/30/2010	2
Reveal Design Automation, Inc.	Faster and more effective Integrated Circuit (IC) design quality control software.	1/1/2010	12/31/2010	1
<b>9</b>				<b>12</b>

Virtual Tenants (those without secure space and secondary access to conference rooms) declined slightly when we started requiring microloan applicants to have a physical presence in the city. Virtual Tenants pay by person.

<b>Company</b>	<b>Description</b>	<b>Start Date</b>	<b>Exit Date</b>
Clean Rolling Power	Novel diesel engine system to reduce emissions and improve efficiency	4/15/2009	5/1/2011
Fourth Logic	Fourth Logic is an online tutoring system that functions much like an "eBay" for learning.	5/1/2009	6/1/2010
Prescription Writer LLC	Hand held prescription creation device and software for medical profession.	4/29/2009	5/1/2010
Popa Enterprises, Inc.	Card system for coupons and receipts	5/1/2009	6/1/2010
Watch-a-Watt LLC	Energy monitoring technology for residential applications	7/17/2009	7/17/2010
eNcipient LLC	iPhone case and accessories	8/18/2009	8/17/2010
OTO Medicine	Hearing loss prevention pharmaceutical	12/1/2009	12/1/2010
Blaze Medical Devices	Spectral analysis for red blood cells	1/5/2010	6/30/2010
Vision Solutions International	Specializes in vision-assisted robot guidance applications	2/10/2008	6/30/2010
Jelic Patent Services, LLC	Patent advisor	2/2/2009	6/30/2010
RollingEdge Strategy Partners	Consulting IT services	8/24/2009	2/26/2010

eChamberConnect, LLC.	Web based applications for Chambers of Commerce	5/4/2009	4/30/2010
uwemp	Web-based system that measures the confidence behind what students learn to increase retention	1/1/2010	7/31/2010
Off Grid LLC	Home lighting that uses patented (pending) LED technology & solar charging capability.	1/1/2010	2/28/2010
Rock e-commerce	World class enterprise level internet e-commerce.	8/18/2009	8/18/2010
Innosynth Technologies	Social networking software as a service for internal communities such as companies and organizations	7/8/2009	1/8/2010
Century Media LLC	Forum to upload, customize, and create mobile multimedia	8/10/2009	8/10/2010
Mobatech, Inc.	Mobile Phone Software	5/28/2008	5/1/2010
Allinnova LLC	Assessment tool for determining a corporation's capability to be successful in strategic partnering.	6/1/2009	6/1/2010
Onto-Med/Ontonix	A firmware application for collecting/analyzing multiple patient parameters in an ICU in real time	6/1/2009	6/1/2010
Buycentives, LLC	Online management system for automotive incentives	3/17/2009	6/30/2010
Akervall Technologies, Inc.	Commercializing dental appliance - mouthguard	5/1/2009	3/1/2010
POWERleap LLC	Pressure sensitive surface that generates power	5/1/2009	6/30/2010
MediQLogix	Software for healthcare quality management business solutions for hospitals.	5/11/2009	6/11/2010
In the Groove	New concept knee orthosis/brace for immediate relief of pain, increased mobility and rehabilitation.	5/26/2009	6/1/2010
Dental Adhesive Products LLC	Dental product: patented time release polymer-based dental adhesive	11/1/2009	5/1/2010
Green BioWorks, LLC	Cost-effective, eco-friendly products and services to lifescience researchers.	10/27/2009	6/30/2010
eVjump Solar, Inc.	Manufacturer of photovoltaic (PV) cells and modules	10/16/2009	10/15/2010
Jenco Industries Inc.	Invent and commercialize electronic traffic safety products	7/3/2008	6/30/2010
Supply55, Inc.	Invented machinery for finishing edges of signs and banners, able to be priced much lower than competition	10/1/2009	3/31/2010
<b>30</b>			

### Cantillon Entrepreneurial Education

<b>Entrepreneur Source</b>	<b>Units Reviewed</b>	<b>Users</b>	<b>Average Minutes Using Program</b>
<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>	<b>379</b>	<b>45</b>	<b>112</b>

### Business Services

Next Entrepreneur Boot Camp is May 6 and 7. Applications were due April 1. 27 applications were received.

## Hosted Events

All of the following events were held at SPARK Central except Hot Shots which is held at Melange in downtown Ann Arbor.

Event Name	Date	Approx # of attendees		Purpose of Event
		Entrep reneur s	Others	
Entrepreneur Education 1.0	March 3, 17 & 31	24	53	<p>Problem, product, market, team, competitors, financials: By describing each element of your business, you will clarify your current position as well as your needs.</p> <p>Focus on defining your customers, their needs and their personas in order to create insights into product strategies for various market segments.</p> <p>The "right people in the right roles" is critical to achieve extraordinary results</p>
Marketing Roundtable	January 12, March 9	43	88	<p>A wide range of marketing and marketing communication leaders will be in attendance, including strategy, branding, online, search, PR, advertising, and other disciplines.</p> <p>The panel assembled provides an array of experience on how companies need to approach their marketing programs.</p>
Open Coffee - October 2009	January 12, February 9, March 9	69	129	<p>This is a networking event for entrepreneurs, investors and those who work with technology &amp; innovation based businesses.</p>
BioArbor: Networking and panel discussions for Life Science companies	January 13, March 10	67	132	<p>Discretionary Funding, Earmarks, . millions of dollars are awarded to all types of organizations every year through the annual appropriations process. How do you begin to navigate this process.</p> <p>Every entrepreneur needs an angel! BioArbor invites you to listen to "What Angels Seek" in start-ups.</p>
BA Consultant Meeting	January 15, February 19, March 19	0	64	<p>Monthly Business Accelerator meeting to update consultants on SPARK and review projects.</p>
CFO Executive Breakfast	January 28	9	18	<p>Overview of the newly-issued International Financial Reporting Standards (IFRS) for Small and Medium Entities.</p>

Hot Shots	January 20, February 23, March 19	27	133	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.
Energy Technology Forum: Networking and presentations for Clean Tech companies	February 4, March 4	54	139	Interactive event to hear from leading policy makers and business leaders about key policy initiatives that are driving business development in the private sector.  Big wind, small wind, on-shore, off-shore, supply chain, etc. Which areas provide the best opportunities for startups?
Mingle & Match	February 11	37	68	This event is for people that want to join a startup as a co-founder, investor, early employee or advisory board member.
Entrepreneur Education 2.0	January 6, January 20, February 3, February 17	46	68	It is never too soon to think about developing business outside of the United States.  Your company is defined by its positioning and the marketing battles it chooses to fight. Identifying your corporate strengths, weaknesses, opportunities and threats.  Develop the habits and mindset that engages customers to learn where they find value and to develop an explicit agreement on the value they will receive.  Ensuring that a raw start-up can mature quickly into a growth company requires the early adoption of disciplines that should evolve with the organization.
Power Lunch for high potential entrepreneurs to learn from experts and get specific feedback	January 19, February 11, March 24	42	56	What venture capitalists look for when evaluating proposals from early stage entrepreneurs.  "Term sheet basics" that can be used as guidelines when drawing up term sheets with angel investors, friends/family, equity employees/consultants and others.  "Boldly Go: Lessons Learned by a technology based company CEO".
Entrepreneur Boot Camp XVI Reunion	February 17	15	35	Opportunity to connect with the recent group of campers and learn about the progress they have made, and about current challenges they are facing.
Cantillon Training	February 24	6	9	Comprehensive training of interested mentors and consultants to learn about this resource for technology entrepreneurs at any stage of business development.

<b>Kettering University TechWorks and Flint SmartZone Trip</b>	March 12, 2010	0	17	Members of the Flint community who are part of the SmartZone proposal development team and are looking to see how a SmartZone functions.
<b>TOTAL</b>		<b>466</b>	<b>1,086</b>	

### Sponsorships/Partnered Events

Event Name	Date	Place of Event	Approx # of attendees	
<b>Women's Exchange of Washtenaw Forum 2010</b>	May 21	Kensington Court, 610 Hilton Blvd., Ann Arbor	300	One day forum for women business leaders. An interactive and lively experience with regional speakers, workshops, breakout sessions, and networking activities. Our mission is to engage the business community and work through the common issues women business leaders face in their efforts to grow and improve their companies
<b>Annual Collaboration for Entrepreneurship 2010</b>	January 21	Skyline High School, Ann Arbor	917	The Annual Collaboration for Entrepreneurship is an event that celebrates and promotes entrepreneurship in the Great Lakes region. ACE brings together entrepreneurs, service providers, investors, students, government agents, and other members of the business community to network, learn, and connect.
<b>TOTAL</b>			<b>1,217</b>	

### Angel Network

SPARK 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. The second and third workshops were held this quarter, in February and March. There were 25 participants attending at least one workshop. We surveyed the attendees and received 16 responses. Here are the highlights from the survey.

<b>1. Pick which one of these statements best describes you</b>		
I have never made any angel investments in start-up companies the past	4	31%
I have made at least one investment	2	15%

