

**LDFa Board Meeting**  
September 22, 2009  
8:15 am to 10:15 am  
SPARK Central Incubator  
330 E. Liberty Street, Ann Arbor, MI 48104

# Agenda

- I. Call to Order**
- II. Public Comment**  
Public comment shall be allowed at all meetings. An individual may speak for up to three (3) minutes on any item listed on the Agenda. The Chair may extend an individual's speaking time in his/her discretion. Public comment on non-agenda items may be limited in the Chair's discretion.
- III. Approval of the Agenda**
- IV. Approval of the Minutes of the July 28, 2009 Regular Board Meeting**
- V. LDFa Chair's Report**
- VI. Reports from Service Providers**
- VII. Reports from Committees**
  - a. Ann Arbor Angels**
  - b. Cantillon**
    - 1. Committee Executive Summary and Recommendation**
    - 2. Budget Request**
  - c. Micro Loan Plan**
- VIII. Other Business**
  - a. FY 2009 LDFa Annual Report**
  - b. New Board Member recommendation to Ann Arbor and Ypsilanti City Councils**
  - c. Committee Appointments – Nominating Recommendation, Budget/Contract, Audit and By-laws**
- IX. Motion to Adjourn**



**MINUTES – REGULAR BOARD MEETING  
July 28, 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:** Michael Korybalski, Stephen Rapundalo, Theresa Carroll, Mark Maynard, Darryl Daniels, Richard Beedon, Skip Simms-Accelerator Ex-officio, Tom Crawford-Ex-officio, Roselyn Zator-MEDC Ex-officio

**Members Excused:** Richard King, Rob Risser, Lisa Kurek

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

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**CALL TO ORDER:**

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

**APPROVAL OF THE AGENDA:**

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

**MOTIONS & RESOLUTIONS:**

**1. Minutes of the June 16, 2009, Regular Board Meeting:**

Rapundalo moved, seconded by Daniels, to approve the Minutes of the June 16, 2009 regular board meeting in the form presented at this meeting. Motion approved unanimously.

**LDFA CHAIR'S REPORT:**

Korybalski recognized Rob Risser and Richard King for their years of service on the LDFA Board.

**REPORTS FROM SERVICE PROVIDERS:**

**1. Ann Arbor SPARK Business Accelerator Status Report - 4th Quarter:**

Risser moved, seconded by Maynard, to accept The Ann Arbor SPARK Business Accelerator Report for the FY 2009 4th quarter ended June 30, 2009, in the form presented at this meeting and attached hereto and made a part thereof. After discussion and consideration of the report, motion approved unanimously.

**LDFA TREASURER'S REPORT:**

**1. LDFA Financial Report – FY 2009 4th Quarter Ended June 30, 2009:**

Rapundalo moved, seconded by Beedon, to approve the LDFA financial report for the FY 2009 4<sup>th</sup> quarter ended June 30, 2009 in the form presented at this meeting and attached hereto and made a part hereof. After discussion and consideration of the report, motion approved unanimously.

**ELECTION OF OFFICERS:**

**Chair:**

Korybalski moved, seconded by Beedon, to nominate Steven Rapundalo as Chair to serve a one year term. Motion approved unanimously.

**Vice Chair:**

Rapundalo moved, seconded by Daniels, to nominate Richard Beedon as Vice Chair to serve a one year term. Motion approved unanimously.

**Treasurer:**

Maynard moved, seconded by Beedon, to nominate Darryl Daniels as Treasurer to serve a one year term. Motion approved unanimously.

**APPROVAL OF THE FY 2010 BOARD MEETING SCHEDULE:**

Daniels moved, seconded by Maynard, to approve the FY 2010 Board meeting schedule in the form presented at this meeting, and attached hereto and made a part hereof. Motion approved unanimously.

**OTHER BUSINESS:**

**1. Update of FY 2010 LDFA Contract Committee:**

**a. FY 2010 Agreement Between the LDFA and Ann Arbor SPARK:**

Daniels recognized the Contract Committee members: Theresa Carroll, Rob Risser and Skip Simms for their efforts in completing the agreement. The agreement is attached hereto and made a part hereof.

**b. Marketing Plan:**

Carroll moved, seconded by Daniels, to approve the marketing plan in the form presented at this meeting, as amended per discussion, and attached hereto and made a part hereof. Motion approved unanimously.

**c. Cantillon:**

The Board unanimously agreed the Contract Committee should complete an executive summary and recommendation for the LDFA Board to consider at the next meeting.

**d. Micro-loans:**

The Contract Committee reported the plan had been reviewed and this would be sent out for the LDFA Board to consider at the next meeting. The Board unanimously agreed.

**2. Committee Appointments:**

The Board unanimously agreed to postpone until the next meeting.

DRAFT

**MOTION TO ADJOURN:**

Daniels moved, seconded by Rapundalo, to adjourn the meeting at 9:34 am. Motion approved unanimously.

Respectfully Submitted,

Ken Bogan, Recording Secretary for Tom Crawford

ANN ARBOR/YPSILANTI SMARTZONE  
LDFA  
ANGEL INVESTMENT GROUP SUPPORT  
September 22, 2009

Attachment A of the LDFA/SPARK agreement section 1.3

Angel Investment Group Support - Contractor will continue work with an "angel" group to build a robust angel network of investors interested in Business Accelerator clients. Activities will be focused on screening of investment opportunities, early due diligence, facilitate connections between entrepreneurs and investors, organize meetings and build membership. No funds will be used for investment or in support of investor expenses. The total amount of reimbursement per year shall not exceed \$25,000, paid in equal quarterly payments of \$6,250.

Need

A. Companies supported by Ann Arbor Spark Phase III engagements and the LDFA micro-loan recipients are in need of next stage services to provide them with increased access to potential private equity investors. Additionally, other early stage high-growth companies in Ann Arbor need access to potential private equity investors.

B. Individuals which qualify as potential investors, as defined under Regulation D of the Securities Act of 1933, for Ann Arbor based early stage growth companies are not investing at a level which is consistent with Ann Arbor's position as a national leader in research dollar expenditures, located in the center of Michigan's venture capital community, or Michigan's top ten ranking in the number of resident millionaires. In order to support the growth of companies identified in (A) these 'angel' investors need to be identified, encouraged, educated and provided with an opportunity to more actively participate in this unique type of investment process.

Efforts are required to bridge the gap between early stage growth companies in Ann Arbor and "accredited investors" potentially interested in making private investments in these companies. The emergence of local angel groups has occurred over the past decade to address this need on a community by community basis across the country. The Ann Arbor Angels was founded in 2004 to address this need in Ann Arbor. Although considered to be the most successful angel group to date in Ann Arbor, the group has not achieved a self-sustaining operating model.

Work Plan

Ann Arbor SPARK will identify and contract with individuals with the appropriate background to perform the following duties under third party contracts:

- Review company applications submitted to the Ann Arbor Angels through the organization's online application process, including those submitted through Ann Arbor Spark.
- Pre-screen Ann Arbor company requests for funding from both Business Accelerator clients and other Ann Arbor companies.

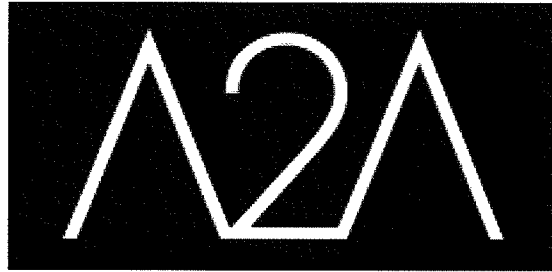
- Work with applicant companies to identify potential angel investors within the Ann Arbor Angels' network to champion the company's request for equity funding.
- Position the company through Ann Arbor Angel network introductions for due diligence discussions with potential angel investors.
- Liaise with the Ann Arbor Angels' Investor Presentation Committee to position the company for presentation at one of the organization's board room investor presentation meetings.
- Retain, recruit, educate and engage angel investors in order to support the activities of those individuals engaged in the above activities and to achieve the milestones below.

### Milestones

- Create a Membership Team of not less than two individuals to work on a contract basis to retain, identify, recruit and educate angel investors.
- Engagement of individuals to work directly with potential angel investors to educate and increase their participation in angel investing.
- Planning of at least four board room investor presentation meeting.
- Schedule at least two investor presentation meetings during the term of this contract.
- Active engagement of at least twenty angel investors in the Ann Arbor Angels group.

Uses of funds specifically excluded under this plan:

- Direct equity investments in any company.
- Cover individual angel investor expenses.
- Direct support of expenses of an angel network organization



ANN ARBOR ANGELS

**FINAL REPORT**  
**JUNE 2009**

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**ANN ARBOR SPARK**  
**PHASE I CONTRACT**

**START DATE: FEBRUARY 1, 2009**  
**END DATE: JUNE 30, 2009**

**CONTRACT AMOUNT: \$12,500**



The Ann Arbor Angels are pleased to provide this Final Report under the terms of our contract.

**Summary**

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

A contract was executed on February 9, 2009. The down-payment under the contract was received on March 3, 2009 at which time the contract was initiated.

Although the contract initiation date (March 3, 2009) was approximately one month beyond the proposed start date (February 1, 2009), A2A successfully achieved the contracted April and June 2009 Milestones.

Based upon successful completion of the June 2009 Milestones, attached please find an invoice for \$3,125 for the third and final payment due under the contract.

**Contract Payment Schedule**

*The Phase I contract payment schedule includes a front-end payment and two milestone based payments as detailed below.*

	<i>Feb 1, 2009</i>	<i>April 7, 2009</i>	<i>June 15, 2009</i>	<i>Total</i>
<i>LDFA Payments</i>	<i>\$ 6,250</i>	<i>\$3,125</i>	<i>\$3,125</i>	<i>\$12,500</i>

*A2A will provide AA Spark with a Milestone Report and payment invoice in April and June 2009. The April and June contract payments will be due and payable upon receipt and subject only to successful execution of the following milestones.*

**April 2009 Milestones**

**1. Filing of Article of Incorporation - Completed**

Articles of Incorporation have been filed with the State of Michigan, establishing A2A as a not-for-profit corporation. *The articles of incorporation identified three officer positions: President, Secretary, and Treasurer. At the time of filing, Michael Cole held all three positions. Based upon the Articles of Incorporation, the board of directors shall consist of at least three members. At the time of filing the board of directors included the following members: Michael Cole, Richard Eidswick, Thomas Kinnear, and Tim Marshall.*

**2. Establishment of Commercial Operating Account – Completed**





A non-profit corporation checking account has been established at Bank of Ann Arbor. *A Tax ID number has been received from the IRS.*

3. **A2A Board Approval of Revised Plan - Completed**

The A2A board of directors met on April 24, 2009. The three phase strategic plan presented to the LDFA board was approved. The board also approved the following officer nominations:

- o Dave Hartmann, Secretary (Founder and CEO, Arbor Blue)
- o Ann Black, Treasurer (Founder and CEO, Renaissance Financial Group). *Pursuant to Ms. Black's appointment as Treasurer she has become a co-signor on the A2A bank account.*

4. **100% Corporate Sponsor (\$12,500) Phase I funding match for Managing Director contract costs – Completed**

Bank of Ann Arbor has committed to match the Phase I support for a part-time Managing Director. *Bank of Ann Arbor has also committed to support costs associated with office space and equipment, including board room availability.*

5. **Additional 50% Corporate Sponsor (\$6,250) match support for other operational costs – Completed**

Additional support in excess of a 50% match has been committed by Arbor Blue and Renaissance Financial Group.

**June 2009 Milestones**

1. **20 registered Angel Investor Members – Completed**

- o A2A currently has 43 registered Angelsoft members, including 27 investors, 4 staff, 9 corporate sponsors and 3 others.
- o The statistics from our June 26, 2009 meeting included: 12 investor attendees, 4 presenter team attendees, 4 staff attendees, 17 investors which responded to the online invitation but were unable to attend due to scheduling conflicts, 6 investors which viewed the online invitation but did not respond, and 23 investors that did not register a click-through review of the online invitation and did not respond.

2. **Development of Angel, Corporate and Venture Capital Membership Agreements, (in draft form) incorporating annual membership fee schedules – Completed**



Initial drafts of membership agreements incorporating potential annual fees schedules ranging from \$1,500 - \$2,500 were completed and reviewed. *A draft version of a VC Affiliate Membership Form is attached.*

**3. Investor Presentation Meeting – Completed**

An investor presentation meeting was held on June 26, 2009. Three companies presented to the group for funding. There were 20 total attendees as detailed above. The feedback from the attendees was positive.

**4. Verbal commitment for 100% match funding for a potential Phase II AA Spark contract totaling \$30,000 to support Managing Director contract costs for the twelve month period July 1, 2009 – June 30, 2010. *Note: the Phase II AA Spark contract currently under review is for a reduced amount of \$25,000.* – Completed**

Bank of Ann Arbor has committed to match the Phase II support for a part-time Managing Director.

**5. Additional 50% Corporate Sponsor verbal commitment match to support other operating costs. – Completed**

Additional support in excess of a 50% match has been committed by Arbor Blue, Renaissance Financial Group, University of Michigan Office of Technology Transfer, and the Michigan Venture Capital Association.

**Conclusion**

A2A has successfully fulfilled its Phase I contract and is well positioned to execute its Phase II plan, pending final execution of a mutually agreeable AA Spark contract.

Our partnership with Ann Arbor Spark to assist in the initial stages of company application screening is achieving its desired goals. Second stage company application screening is being lead by Dave Hartmann. A2A continues to receive new company application requests on at least a weekly basis.

Companies applying for funding are being charged a \$250 application fee. Application fees are collected online through AngelSoft and forwarded periodically to the Ann Arbor Angels. To date, in excess of \$2000 in company application fees have been received.

Our membership recruitment will continue to include the development of a member Advisory Board. We are very pleased to advise that Rick Snyder, Co-Founder and CEO, Ardesta LLC and David Sarns, Partner, 360 Advisors are currently members of the A2A Advisory Board.



## PHASE I CONTRACT – FINAL REPORT

June 2009

The support of our contract and partnership with Ann Arbor Spark has enabled the reigniting of A2A over the past four months. The pending 12-month Phase II contract would provide the supplemental resources needed to rebuild the foundational elements of the organization. This foundation would position A2A to execute its Phase III plan which would be the establishment of either (i) a nationally recognized angel network or (ii) a regionally recognized angel group.

Thank you very much for your support to reignite the Ann Arbor Angels.

A handwritten signature in black ink that reads "Michael A. Cole".

Michael Cole, President  
Ann Arbor Angels

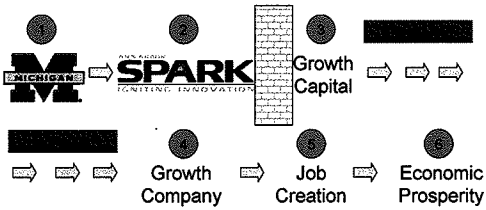
June 29, 2009



January 27, 2009  
LDFA Proposal

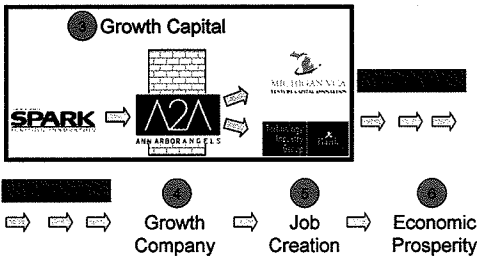
Angel investing is the oldest, largest, and most often used source of outside funds for entrepreneurial firms

Ann Arbor's Central Role in Michigan's 21st Century Economy Roadmap



75% of new job creation is attributed to the nation's fastest growing businesses, not Fortune 500 companies

Ann Arbor's Central Role in the Growth Capital Component of Michigan's 21st Century Economy Roadmap



Angels fund thirty to forty times as many entrepreneurial firms as the formal venture industry, investing three to five times more money.



## Background

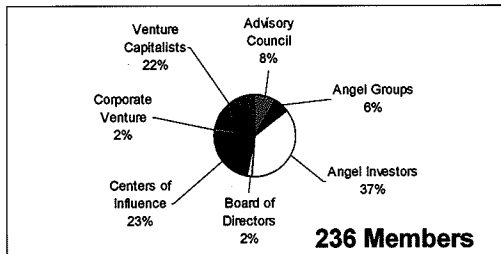
**2002/03 – Concept Development**  
**2004/05 – Beta Stage**  
**2006/08 – Transition Stage**

- Bridge Angel Funding Gap
- Leverage Unique Resources
- Collaborate with Major Players
- Not-For-Profit
- Build Nationally Recognized Angel Community

## Founding Organizations



## Midwest's Premier Angel Investment Network



## 2005 Annual Report

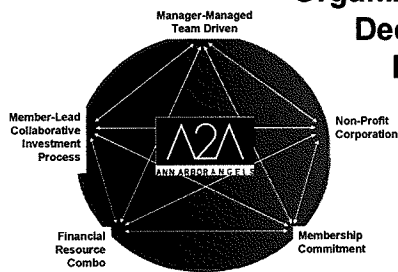


### ANN ARBOR ANGELS LEAD \$82M IN NEW INVESTMENTS

- ❖ 26 Transactions
- ❖ Largest \$32MM
- ❖ Smallest \$115K
- ❖ IT Sector \$46.2MM
- ❖ Life Science Sector \$7.5MM
- ❖ Advanced automotive, consumer products, finance, homeland security/defense, advanced manufacturing and nanotechnology.



## Angel Organization Decision Matrix



## Ann Arbor Angels Development Roadmap

**Phase I** → **Phase II** → **Network**  
**Restart**      **Rebuild**      **Group**  
                          **Foundation**

Time: 5 Months  
 LDFA Funding Proposal  
 FY'08/09

Time: 12 Months  
 LDFA Funding Proposal  
 FY'09/10

**A2A**  
ANN ARBOR ANGELS

### Phase I - Restart

	Feb 2009	April 2009	June 2009	Total
L DFA Payments	\$ 6,250	\$3,125	\$3,125	\$12,500

**April Milestones**

1. Filing of Article of Incorporation
2. Commercial Operating Account
3. Board Approval of Revised Plan
4. 100% LDFA Corporate Match
5. Additional 50% Corporate Sponsorship

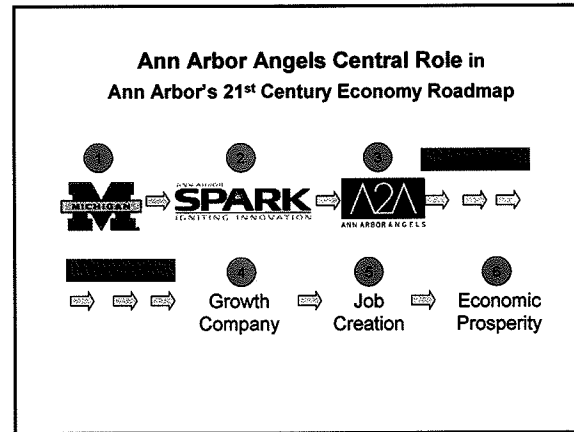
**June Milestones**

1. 20 Registered Members
2. Development of Angel, Corp. and VC Member Agreements
3. Investor Presentation Meeting
4. Commitment for Phase II 100% LDFA Corp. Match
5. Commitment for additional 50% Phase II Corp.Match.

**A2A**  
ANN ARBOR ANGELS

	Phase I FY08/09 5 months	Phase II FY09/10 12 months	Phase III FY10/11 12 months
<b>Minimum Operating Budget</b>			
Managing Director - LDFA	\$ 12,500	\$ 30,000	TBD
Managing Director - Corporate Sponsor(s)	\$ 12,500	\$ 30,000	TBD
Other Operating - Corporate Sponsor(s)	\$ 6,250	\$ 15,000	TBD
<b>Total Minimum Operating Budget</b>	\$ 31,250	\$ 75,000	TBD

Many of this country's most influential companies, such as Ford Motor Company, Apple Computer, Hewlett Packard, Amazon.com, and Google were initially angel-funded



**A2A**  
ANN ARBOR ANGELS

**January 27, 2009**

**LDFA Proposal**

**A.C.A.**  
ANGEL CAPITAL ASSOCIATION  
OF THE MICHIGAN CAPITAL ASSOCIATION

### Budget Guidelines

	Low End	High End	Average
Angel Group	\$175,250	\$621,350	\$398,300



### Phase III

#### Network

- Nationally Recognized Angel Network
- Funding Growth Companies
- Growing Angel Community
- Targeted Marketing of AA Region
  - Talent Attraction
  - Capital Attraction
- Recognized Center of Technology Business

#### Group

- Traditional Angel Group
- Funding Growth Companies

**Ann Arbor/Ypsilanti SmartZone**

**L DFA Final Program Progress Report**

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

August 28, 2009

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

**Annual and cumulative jobs created**

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

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



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

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

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

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

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

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

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

<b>2790</b>	MediQLogix	Software that will provide needed healthcare quality management business solutions for hospitals using SaaS(sw as service).	3	3	0
<b>2666</b>	POWERleap LLC	Pressure sensitive surface that generates power	2	2	0
<b>2771</b>	RB Systems, Inc	Meeting listings that can be searched by topic, and can be filtered by geographic area	1	1	0
<b>1885</b>	Akervall Technologies	Commercializing dental appliance - mouthguard	1	1	0
<b>2823</b>	Wildfire Innovation LLC	User profiles in a social or professional venue to provide real-time insight about the people around them.	1	1	0
<b>1896</b>	EiPon Learning, LLC	SaaS company using proprietary digital recording technology to aid in language learning	1	1	0
<b>1848</b>	Hygieia, Inc.	Glucose monitor that recommends dosage adjustments for improved glycemic control	1	1	0
<b>1793</b>	Daixo	EMR Software for dermatologist clinics	1	1	0
<b>0228</b>	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		
1761	Pharmaceutical Services LLC	and clinical supplies to small pharmaceutical companies	4	Moved out of area
1465	Monarch Antenna Inc.	Self-Structuring Antenna for wireless applications	1	Moved out of area
0410	SensiGen, LLC	Gene based biotechnology diagnostic	1	Company sold and moved 1 employee

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

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

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

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

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

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

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

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

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