



**MINUTES – REGULAR BOARD MEETING  
March 15, 2011**

**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, Lori Emerson-SPARK, Greg Fronizer-SPARK, Bill Mayer-SPARK, Kurt Riegger-SPARK, Susanna Thomashefski-SPARK

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**CALL TO ORDER:**

Rapundalo called the meeting to order at 8:20 am. A quorum was present.

**PUBLIC COMMENT:**

There was no public comment.

**APPROVAL OF THE AGENDA:**

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

**MOTIONS & RESOLUTIONS:**

**Minutes of the January 25, 2011 Regular Board Meeting:**

Beedon moved, seconded by Daniels, to approve the Minutes of the January 25, 2011 regular board meeting in the form presented at this meeting. Motion approved unanimously.

**LDFA CHAIR'S REPORT:**

Rapundalo asked the Board to submit suggestions for Board replacements to him for consideration, in particular targeting entrepreneurs.

**LDFA TREASURER'S REPORT:**

Treasurer Daniels, along with Member Carroll, presented the contract and budget committee's recommended budget for FY 2012.

Daniels moved, seconded by Beedon, to approve the budget as presented with the following modification: increase expenditures to include Micro Loan reinvestment, equal to Micro Loan

Repayments revenue, which is budgeted as \$68,750 in FY 2012. After discussion the motion approved unanimously. A copy of the approved recommended budget is attached.

**REPORTS FROM SERVICE PROVIDERS:**

Simms provided updates on SPARK and State economic development activity.

**OTHER BUSINESS:**

- a. Cantillon – The Board discussed the need to bring in someone to write a Request for Proposal (RFP), which may require some LDFA funding. Action on this item was tabled until the next meeting.

**MOTION TO ADJOURN:**

Beedon moved, seconded by Daniels, 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

	Actual FY2009	Actual FY2010	Budget FY2011	Forecasted FY2011	Request FY2012	Projected FY2013
<b>REVENUES</b>						
Tax Revenue	\$ 1,059,965	\$ 1,347,498	\$ 1,400,000	\$ 1,478,385	\$ 1,545,181	\$ 1,626,181
Miscellaneous Revenue	30,912	-	-	-	-	-
Microloan Repayments	-	-	-	-	68,750	200,000
Investment Income	6,763	10,012	7,335	12,357	12,357	12,357
<b>Total Revenue</b>	<b>\$ 1,097,640</b>	<b>\$ 1,357,510</b>	<b>\$ 1,407,335</b>	<b>\$ 1,490,742</b>	<b>\$ 1,626,288</b>	<b>\$ 1,838,538</b>
<b>EXPENDITURES</b>						
<b><u>Business Accelerator Support Services</u></b>						
Business Accelerator Support	\$ 157,000	\$ 280,004	\$ 288,400	\$ 288,400	\$ 300,000	\$ 309,000
Phase II - Due Diligence	26,833	20,699	24,000	24,000	50,000	50,000
Phase III - Intensive Service	217,589	361,245	275,000	248,807	400,000	400,000
Phase IV - Accelerating Opportunities	-	-	-	-	120,000	120,000
Sub-Total	<b>401,422</b>	<b>661,948</b>	<b>587,400</b>	<b>561,207</b>	<b>870,000</b>	<b>879,000</b>
<b>Micro Loan Program for Entrepreneurs</b>	<b>-</b>	<b>275,000</b>	<b>400,000</b>	<b>400,000</b>	<b>343,750</b>	<b>475,000</b>
<b>Angel Investment Group Support</b>	<b>12,500</b>	<b>24,987</b>	<b>20,000</b>	<b>20,000</b>	<b>30,000</b>	<b>30,000</b>
<b>Business Networking Events</b>	<b>22,083</b>	<b>23,060</b>	<b>30,000</b>	<b>30,000</b>	<b>30,000</b>	<b>30,000</b>
<b><u>Entrepreneur Education</u></b>						
Education Classes	15,200	42,000	10,000	26,000	40,000	40,000
Bootcamp	39,950	10,000	56,000	40,000	40,000	40,000
Sub-Total	<b>55,150</b>	<b>52,000</b>	<b>66,000</b>	<b>66,000</b>	<b>80,000</b>	<b>80,000</b>
<b>Cantillon Web Based Education</b>	<b>35,375</b>	<b>27,925</b>	<b>5,000</b>	<b>5,000</b>	<b>5,000</b>	<b>5,000</b>
<b>SPARK Central Incubator Operating Exp</b>	<b>153,568</b>	<b>137,950</b>	<b>160,000</b>	<b>160,000</b>	<b>168,000</b>	<b>176,400</b>
<b><u>SPARK Indirect Services</u></b>						
SPARK Accounting	43,000	53,120	61,350	61,350	63,191	65,086
Marketing	50,400	65,000	65,000	65,000	68,250	71,663
Sub-Total	<b>93,400</b>	<b>118,120</b>	<b>126,350</b>	<b>126,350</b>	<b>131,441</b>	<b>136,749</b>
<b><u>City of Ann Arbor Indirect Services</u></b>						
Legal & Admin Support	32,807	28,146	50,000	50,000	50,000	50,000
<b>Total Operating Expenditures</b>	<b>\$ 806,305</b>	<b>\$ 1,349,136</b>	<b>\$ 1,444,750</b>	<b>\$ 1,418,557</b>	<b>\$ 1,708,191</b>	<b>\$ 1,862,149</b>
<b>Net Increase (Use) of Fund Balance</b>	<b>\$ 291,335</b>	<b>\$ 8,374</b>	<b>\$ (37,415)</b>	<b>\$ 72,185</b>	<b>\$ (81,903)</b>	<b>\$ (23,611)</b>