

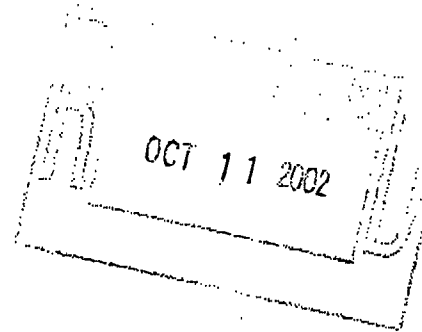
MEMORANDUM

To: Mayor and City Council

From: Susan Pollay, DDA

Date: 1 July 2002

Re: Ann Arbor/Ypsilanti Smart Zone Business Accelerator Grant Application



Attached is a copy of the table of contents from an application to the State of Michigan's Michigan Economic Development Council (MEDC) from the Ann Arbor/Ypsilanti Smart Zone seeking funding for a Business Accelerator program. An inspection copy is available for Council's review.

At their historic joint City Council meeting last week, the Ann Arbor and Ypsilanti City Councils received a brief overview of this grant application, which was drafted by volunteers associated with the I.T. Zone.

If funded the program would significantly expand upon the network of services and support for emerging high tech businesses in our community.

Prepared by: Susan Pollay, DDA
Approved by: Roger Fraser, City Administrator

Xc: DDA Board Packet "R" Nov. 2002

JUL 1 2002

D-13

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R-303-7-02

**RESOLUTION TO APPROVE ANN ARBOR/YPSILANTI SMART ZONE BUSINESS
ACCELERATOR GRANT APPLICATION**

Whereas, The Michigan Economic Development Council (MEDC) has created a Business Accelerator program for the State's SmartZones;

Whereas, The City of Ann Arbor and City of Ypsilanti were selected as one of the eleven Michigan SmartZones and a SmartZone agreement between these communities has been approved;

Whereas, Even before the launch of the SmartZone, a group of nationally-recognized academics, government officials, and business leaders came together in 1999 with the aim of creating a hub for Ann Arbor-area technology companies, a place where innovative ideas could emerge, find support, and grow, which became known as the Ann Arbor IT Zone;

Whereas, Since its inception three years ago, the IT Zone has helped stimulate business development in the area through professional networking events, educational programs, and business accelerator activities, and has delivered more educational and networking programs to its constituents in the last two years than any other entrepreneurial-focused organization in the State of Michigan;

Whereas, A number of IT Zone volunteers have spent a great deal of time drafting a grant application to the MEDC for its Business Accelerator program which needs approval from the City of Ann Arbor;

Whereas, With MEDC grant funding, the Ann Arbor/Ypsilanti SmartZone will create an area Business Accelerator program that expands upon strategic programs currently offered through the Ann Arbor IT Zone, including mentoring, business and strategic planning, market and produce development and access to service providers to support young businesses;

Whereas, With MEDC grant funding the SmartZone will also work to build even stronger relationships with Michigan-based venture capital firms and encourage later stage investors to consider financing companies sooner;

Whereas, The overarching purpose of the Ann Arbor/Ypsilanti SmartZone Business Accelerator will be to help guide entrepreneurs and startup teams through early stage development, and to assist existing small businesses in positioning themselves for growth;

-2-

Whereas, The City of Ann Arbor and Ypsilanti have established a Local Development Finance Authority (LDFA);

RESOLVED, That the City of Ann Arbor resolves to submit a Business Accelerator Grant Application to the Michigan Economic Development Council (MEDC) for the Ann Arbor/Ypsilanti SmartZone.

Downtown Development Authority
July 1, 2002

As Amended
July 1, 2002

APPROVED
BY ANN ARBOR CITY COUNCIL

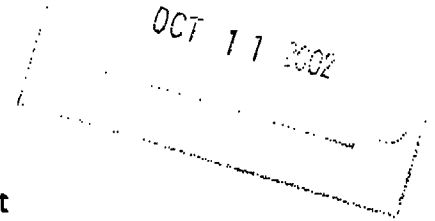
JUL 1 2002

CITY CLERK
ANN ARBOR, MI

D-13

MEMO

To: City Clerk's Ofc.
From: Janet Sweet, City Attorney's Office
Re: Smartzone Business Accelerator Grant Agreement
Date: July 30, 2002



Attached for filing, please find the original signed agreement for above-referenced matter.

js

attach

XC-~~DDA~~ NOV PACKET "L"

Grant No.
Log No.

SMARTZONESM BUSINESS ACCELERATOR GRANT AGREEMENT

This SmartZone Business Accelerator Grant Agreement (hereinafter referred to as the "Agreement") is entered into as of this 26 day of July, 2002, between the Michigan Economic Development Corporation, a public body corporate, with offices at 300 N. Washington Square, Lansing, Michigan 48913, (hereinafter referred to as the "Grantor"), and the City of Ann Arbor, a Municipal Corporation with offices at 100 N. 5th Avenue, Michigan 48107 (hereinafter referred to as the "Grantee"). As used herein, the Grantor and the Grantee are sometimes collectively referred to as the "Parties."

Article I - Purpose

1.1. The purpose of this Agreement is to assist the Grantee in conducting certain activities (hereinafter referred to as the "Project"), as described in the Grantee's related application for a SmartZone Business Accelerator grant, dated June 28, 2002, (hereinafter referred to as the "Application"), which is attached hereto as Attachment A, in support of the Washtenaw Certified Technology Park designated in the Washtenaw SmartZone, pursuant to the Washtenaw SmartZone Agreement (the "SmartZone Agreement") to be executed, between and among the Grantor, the Grantee, the City of Ypsilanti, and the Joint Local Development Finance Authority of the Cities of Ann Arbor and Ypsilanti.

Article II - Term and Funding

2.1. Unless an extension, which will not be unreasonably withheld, is approved by the Grantor, the Grantee shall complete the Project by September 30, 2004. Except as specified elsewhere in this Agreement with respect to the survival of certain rights and obligations of the Parties to this Agreement, this Agreement shall expire September 30, 2004.

2.2. The Grantor hereby commits up to \$500,000.00 (hereinafter referred to as the "Grant") to the Grantee towards the Project. If the actual cost of the Project is less than \$500,000.00, the amount of the Grant shall be reduced to reflect the Project's actual cost. The funds provided by Grantee under this Agreement are expressly dependent upon the Grantor's continued receipt of Business Accelerator fund monies.

2.3. Grant funds will only be made available for the Grantee's expenses set forth in the list of budgeted expenses (hereinafter referred to as the "Project Budget"), as approved by the MEDC; such expenses to occur during the term of this Agreement. Grant funds shall be made available to the Grantee as set forth in the payment schedule (hereinafter referred to as the "Grant Payment Schedule"). The Project Budget and the Grant Payment Schedule are collectively attached hereto as Attachment B, and incorporated herein by this reference.

2.4. The Grantee shall be responsible for payment of any cost in excess of amount set forth in the Project budget. No Grant funds will be payable by the Grantor in respect of any costs

additional to the estimated costs of the Grant, unless the approval of the Grantor has been secured in advance to an increase in the Grant.

2.5. This Grant does not commit the Grantor to approve requests for additional funds during or beyond the term of this Agreement.

2.6. The Parties acknowledge that the Grant is subject to applicable state and federal laws, rules, and policies.

Article III – Scope of Work and Compliance Activities

3.1. Within fifteen (15) business days of execution of this Agreement, the Grantee shall submit to the Grantor, for final approval, a plan detailing the scope of work ("Plan"), including the following:

- (a) The Project's program organizational structure.
- (b) Names and titles of personnel from each resource providing organization assigned to the Project.
- (c) The Project's breakdown showing sub-projects, activities and tasks, and resources required and allocated to each.
- (d) The time-phased plan in the form of a graphic display, showing each event, task, and decision point included in the Plan.

3.2. The Grantee shall complete the Project in accordance with the Plan, which shall be attached hereto as Attachment C and the specifications identified in the Project Budget approved by the Grantor.

3.3. During the term of this Agreement, the Grantee shall provide to the Grantor written monthly summaries of progress which outline the work accomplished during the reporting period; work to be accomplished during the subsequent reporting period; problems, real or anticipated, which should be brought to the attention of the Grant Administrator; and notification of any significant deviation from previously agreed upon work plans.

3.4. The Grantee shall provide the Grantor detailed activity reports at the end of every quarter after the effective date of this Agreement. The activity reports should cover all relevant aspects of commercialization, business services, outreach, investments, and other information that may be requested by the Grantor.

3.5. The Grantee shall provide a written Final Program Progress Report to the Grantor sixty (60) days after completion of the Project or no later than November 30, 2004, whichever comes first.

3.6. The Grantor may require the Grantee to produce receipts for cost(s) incurred and/or itemized accounts of expenditure. If the Grantee is required to produce receipts for

cost(s) incurred, then this should take the form of receipted invoices. If the Grantee is required to produce an itemized account of expenditure, this should take the form of a printed list of each item of expenditure and the costs incurred, certified as an accurate record by the Grantee or an appropriate representative. The Grantor may, on a sample basis, seek further verification of individual transactions, in the form of a receipted invoice or equivalent evidence for that transaction.

Article IV - Administration

4.1. **Grant administrator.** The Grantee must communicate with the following representative or designee of the Grantor in connection with all its obligations under this Agreement.

Mr. Matt Dugener
Managing Director
Targeted Community Initiatives
Michigan Economic Development Corporation
Third Floor
300 N. Washington Square
Lansing, Michigan 48913
Telephone: 517.241.3635
Fax: 517.373.8179
dugenerm@michigan.org

Correspondence from the Grantor to the Grantee shall be sent to the address noted in the preamble to this Agreement.

4.2. Grantee shall secure written approval of the Grant Administrator for the following amendments:

- (a) All changes of substance in the Plan with regard to the scope of work, including new activities or alteration of existing approved activities.
- (b) All extensions of time for performance under this Agreement.
- (c) Changes among approved SmartZone Business Accelerator funded items in the Project Budget approved by the Grantor, which exceed \$10,000.

4.3. Amendment requests made by the Grantee must be submitted in writing to the Grant Administrator by an authorized representative of the Grantee. Approval of amendment requests by the Grantor shall be in writing and signed by the Grant Administrator.

Article V – Breach and Termination

5.1. If the Grantee fails to comply with any provision of this Agreement, the Grantor shall have the option to suspend or restrict Grant payments under this Agreement and shall notify Grantee of the same. Once notice has been sent to Grantee, Grantee agrees that any new obligations incurred during the term of the suspension or restriction will not be funded

by the Grantor or Grant funds; provided however, that Grantor will allow funding under this Agreement for all necessary and proper costs which could not reasonably be avoided during the period of any suspension or restriction.

5.2. The Grantor may terminate this Agreement in whole or in part, at any time, if Grantor determines that Grantee has failed to comply with any material provision of this Agreement and Grantee has not cured said breach within 30 days of notice thereof. In such an event, the Grantor shall notify the Grantee of the termination. Should the Grantor terminate this Agreement because of the Grantee's fraudulent noncompliance or material misconduct, the Grantee shall repay the Grantor any SmartZone Business Accelerator grant funds received under this Agreement.

5.3. The Grantor and the Grantee may terminate this Agreement in whole or in part, if both Parties agree that the continuation of the Project would not produce beneficial results commensurate with the further expenditure of funds. In such event, the Parties shall agree upon the conditions of termination, and amend this Agreement accordingly. In no event, shall the Grantee incur new obligations for any non-terminated portion until after the effective date of termination. The Grantor shall not be obligated to pay any new obligations incurred by the Grantee after the effective date of termination. Termination arrangements will be resolved by both Parties within twenty (20) business days of the initial notice. The Grantee shall use its best efforts to cancel as many outstanding obligations as possible in the event of termination.

Article VI – Effective Date and Miscellaneous Provisions

6.1. This Agreement shall be effective as of September 1, 2002, if Grantee has met all Business Accelerator Program eligibility requirements.

6.2. Should any portion of this Agreement or the attached exhibits be declared void or unenforceable, the remaining portions shall remain in full force and effect.

6.3. The relationship between the Grantor and the Grantee is that of independent contractors. Neither of the Parties nor their respective agents and employees shall under any circumstances be deemed to be agents, representatives, partners or joint venturers of the other party and neither of the Parties shall enter into any contract or commitment on behalf of the other party.

6.4. This Agreement shall be governed and construed in accordance with the laws of the State of Michigan other than its conflict of laws rules, and the Grantee consents to the exclusive jurisdiction of the state courts and federal courts located in Lansing, Michigan for any controversy or cause arising out of or relating to this Agreement or the breach thereof, whether involving remedies at law or in equity.

6.5. The Grantor and the Grantee agree to perform any further acts to execute and deliver any further documents, which may be reasonably necessary to carry out the provisions of this Agreement.

6.6. The Grantee shall not assign, transfer, convey, subcontract, or otherwise dispose of any duties or rights under this Agreement without the prior specific written consent of the Grantor. Any future successors of the Grantee will be bound by the provisions of this Agreement unless the Grantor otherwise agrees in a specific written consent.

6.7. This Agreement, including its Attachments, sets forth the entire agreement between the Parties and supersedes any and all prior agreements or understandings between them in any way related to the subject matter hereof. It is further understood and agreed that the terms and conditions herein are contractual and are not a mere recital and that there are no other agreements, understandings, contracts, or representations between the Parties in any way related to the subject matter hereof, except as expressly stated herein. In the event there is any discrepancy between and among this Agreement, its Appendixes and Exhibits, the following order of documents governs, so that the former prevails over the latter:

- This Agreement
- Attachment B – Project Budget and Grant Payment Schedule
- Attachment C - Plan
- Attachment A - Application

6.8. The rights and remedies of the Grantor specified in this Agreement shall be in addition to all other rights and remedies available to the Grantor. Nothing contained in this Agreement shall be construed as a waiver of the Grantor's rights unless agreed to in writing by the Grant Administrator.

6.9. The Grantee shall maintain reasonable records in connection with the work performed pursuant to the Grant, and shall allow access to those records by the Grantor or its authorized representative.

6.10. The Grantee will not hire any employee of the Grantor to perform any services covered by this Agreement without prior written approval from the Chief Executive Officer or the Chief Operating Officer of the Grantor.

6.11. The Grantee shall not publish or otherwise disclose to third parties, including but not limited to, any officials of Alabama, Arizona, California, Colorado, Connecticut, Georgia, Illinois, Kentucky, Maryland, Massachusetts, Minnesota, New Jersey, New York, North Carolina, Ohio, Oregon, Pennsylvania, Rhode Island, South Carolina, Tennessee, Virginia, Washington, Wisconsin or Ontario, Canada, the Grantor's study "*Technology Business Acceleration*" without the written consent of the Grantor.

6.12. Except as provided at Sections 4.2 and 4.3 herein, this Agreement may be amended or an alternative form of the Agreement adopted only upon written mutual agreement of the Parties.

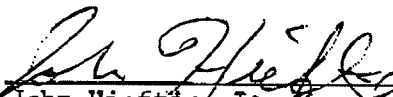
6.13. This Agreement may be signed in counterpart. The counterparts taken together shall constitute a single agreement.

The Parties represent and warrant that they are duly authorized by all necessary corporate or State laws, as the case may be, to execute and perform this agreement.

GRANTEE ACCEPTANCE:

City of Ann Arbor,
A Michigan Municipal Corporation

Dated: 7/25/02

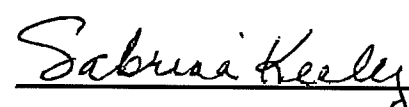
By: 
John Hieftje, Its Mayor

By: 
Yvonne Carl, Its Interim City Clerk 7/25/02

GRANTOR ACCEPTANCE:

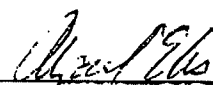
Michigan Economic Development Corporation,
A Public Body Corporate

Dated: 7/22/02

By: 

Sabrina Keeley, Chief Operating Officer

Approved as to Form:

 7-25-02
Abigail Elias, City Attorney
City of Ann Arbor

Approved as to Substance:

 Acting City Administrator
Roger W. Fraser, City Administrator
City of Ann Arbor

Attachment A

Ann Arbor/Ypsilanti Technology Business Accelerator Application

Application dated June 28, 2002, on file with the MEDC and will be attached upon execution.

Attachment B**Ann Arbor/Ypsilanti Business Accelerator Grant Fund Distribution Schedule**

	Maximum Draw Amount
Quarter 1 (September 1, 2002 - December 31, 2002)	\$62,500
Quarter 2 (January 1, 2003 - March 30, 2003)	\$62,500
Quarter 3 (April 1, 2003 - June 30, 2003)	\$62,500
Quarter 4 (July 1, 2003 - September 30, 2003)	\$62,500
Quarter 5 (October 1, 2003 - December 31, 2003)	\$62,500
Quarter 6 (January 1, 2004 - March 30, 2004)	\$62,500
Quarter 7 (April 1, 2004 - June 30, 2004)	\$62,500
Quarter 8 (July 1, 2004 - September 30, 2004)	\$62,500
TOTAL	\$500,000

Once received, the quarterly payments above, must be committed to the Project within six (6) months. Failure to do so, shall constitute "material misconduct" on the part of the Grantee, under Section 5.2 of the SmartZone Business Accelerator Grant Agreement to which this document is serially attached as Attachment B. It is understood that all unexpended Grant funds received by the Grantee, shall be returned forthwith to the Grantor pursuant to Section 2.2 of the SmartZone Business Accelerator Grant Agreement.

Attachment C

Technology Business Accelerator Implementation Plan

To be attached upon completion by the applicant and approval by the MEDC

Attachment C

Technology Business Accelerator Implementation Plan

To be attached upon completion by Applicant and approval by the MEDC

Implementation Plan for the Ann Arbor/Ypsilanti SmartZone Business Accelerator

First Year Highlights:

3Q 2002

- Organization and planning for first two fiscal years Sept 2002 - Sept 2004.
- Initial education events expanding upon existing Ann Arbor IT Zone programs.

4Q 2002

- First client company accepted into SmartZone Business Accelerator.
- Expanded educational schedule including first quarterly Boot Camp.
- Collaborative events delivered with MichBIO and Ardesta.
- Two full time and three part-time staff members hired.

1Q 2003

- Screen and accept two client companies into SmartZone Business Accelerator
- Expanded educational schedule including second quarterly Boot Camp.
- Initiate Angel Investor Forums in collaboration with Arboretum.
- Formal Semi-Annual Review with LDFA Board & MEDC

2Q 2003

- Screen and accept three client companies into SmartZone Business Accelerator.
- Expanded educational schedule including third quarterly Boot Camp.
- First Client company closes Angel Round of Funding
-

3Q 2003

- Screen and accept three client companies into SmartZone Business Accelerator.
- Expanded educational schedule including fourth quarterly Boot Camp.
- Formal Annual Review with LDFA Board & MEDC

Measurable Milestones for First Fiscal Year (Sept 2002 - Sept 2003):

Entrepreneurial Education 100 events 5,000 total attendees

Business Plan Boot Camp 3 events 90 (2.5 people x 36 companies)

Client Companies by Stage:		# of Companies	Jobs
-	Pre-Acceleration	8	20
-	Acceleration	3	12
-	Post-Acceleration	1	10
		12	42

Funding Raised: \$1,350,000 (8 x \$25,000 + 3 x \$100,000 + \$750,000)

Detailed Work Plan by Month

September 2002:

Personnel:

- Hire Champion/Executive Director by Sept. 30, 2002
- Recruit Educational Services Manager by Sept. 30, 2002
- Recruit (3) part-time Program Coordinators by Sept. 30, 2002
- Negotiate MOU's with Preferred Service Providers

Programs:

- Deliver (3) Hi Tech Tuesdays
- Deliver (1) IT Forum
- Collaborate with Ardesta on COMS 2002 Conference
- Collaborate with MichBIO on Bioinformatics Meeting
- Collaborate with UM Zell/Lurie on Entrepalozza 2002
- Review Program calendar and plan Program expansion for 4Q 2002

Governance:

- Establish Advisory Boards
- Recruit Advisory Board Members
- Meet with LDFA Advisory Board to establish Oversight process
- Meet with MEDC to establish Oversight process

Finance:

- Establish Quarterly Payment process with MEDC and City of Ann Arbor.
- Run Membership Drive to raise \$25,000
- Run Sponsorship Campaign to raise \$25,000
- Establish Quarterly Budget

Accelerator Clients:

- Review Best Practices research and establish policies and practices
- Interview candidates for advanced placement

Marketing:

- Evaluate Website expansion needs
- Plan Communication Strategy

Detailed Work Plan by Month

October 2002:

Personnel:

- Establish working relationships with EIR's for Technology Mining
- Work with Tech Transfer teams on processes for Technology Mining
- Negotiate MOU's with additional Preferred Service Providers

Programs:

- Deliver (3) Hi Tech Tuesdays
- Collaborate with MichBIO on Monthly Meeting
- Plan and recruit for Boot Camp 2002
- Review Program calendar and plan Program expansion for 1Q 2003

Governance:

- Hold Initial Advisory Board meetings
- First Monthly MEDC Progress Report

Finance:

- Establish Budget monitoring and reporting process
- Contract for CFO services

Accelerator Clients:

- Establish Accelerator Interview and Screening process
- Interview candidates for advanced placement

Marketing:

- Launch expanded Website
- Implement Expanded IT Zone Communication Strategy
- Launch Boot Camp awareness campaign

Detailed Work Plan by Month

November 2002:

Personnel:

- Establish working relationships with EIR's for Technology Mining
- Work with Tech Transfer teams on processes for Technology Mining
- Negotiate MOU's with additional Preferred Service Providers

Programs:

- Deliver (3) Hi Tech Tuesdays
- Deliver (1) IT Forum
- Collaborate with MichBIO on Monthly Meeting
- Plan and recruit for Boot Camp 2002
- Review Program calendar and plan Program expansion for 1Q 2003

Governance:

- Review Advisory Board communication process
- Review Monthly MEDC Progress Report process

Finance:

- Review Budget monitoring and reporting process
- Establish LDFA Budget for 2003

Accelerator Clients:

- Establish Accelerator Interview and Screening process
- Interview and select first advanced placement candidate

Marketing:

- Boot Camp Solicitation campaign

Detailed Work Plan by Month

December 2002:

Personnel:

- Establish working relationships with EIR's for Technology Mining
- Work with Tech Transfer teams on processes for Technology Mining
- Negotiate MOU's with additional Preferred Service Providers

Programs:

- Deliver (3) Hi Tech Tuesdays
- Collaborate with MichBio on Monthly Meeting
- Collaborate with MichBio on Bioinformatics Symposium
- Deliver Boot Camp 2002

Governance:

- Establish Quarterly Advisory Board communication process
- Establish Quarterly MEDC Progress Report process
- Develop Detailed Work Plans for next Quarter

Finance:

- Review Budget monitoring and reporting process
- Establish LDFA Budget for 2003

Accelerator Clients:

- Establish Accelerator Interview and Screening process
- Interview and select first advanced placement candidate

Marketing:


Boot Camp Solicitation campaign

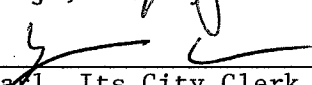
The Parties represent and warrant that they are duly authorized by all necessary corporate or State laws, as the case may be, to execute and perform this agreement.

GRANTEE ACCEPTANCE:

City of Ann Arbor,
A Michigan Municipal Corporation

Dated: 7/25/02

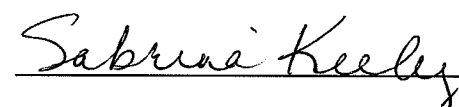
By: 
John Hieftje, Its Mayor

By: 
Yvonne Carl, Its City Clerk 7/25/02


GRANTOR ACCEPTANCE:

Michigan Economic Development Corporation,
A Public Body Corporate

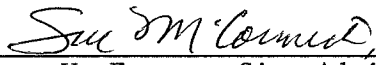
Dated: 7/22/02

By: 
Sabrina Keeley, Chief Operating Officer

Approved as to Form:

 7-25-02
Abigail Elias, City Attorney
City of Ann Arbor

Approved as to Substance:

 Acting City Administrator
Roger W. Fraser, City Administrator
City of Ann Arbor

Business Accelerator Pilot Year 1 & 2 Budget

Appendix 2

	Year 1			Year 2			Total Pilot		
	MEDC	MATCH	TOTAL	MEDC	MATCH	TOTAL	MEDC	MATCH	TOTAL
Expenses									
Salary Expenses									
Champion/Executive Director	44,000	52,000	96,000	44,000	52,000	96,000	88,000	104,000	192,000
Co-Champion/Managing Director	0	72,000	72,000	0	96,000	96,000	0	168,000	168,000
Education Services Manager	48,000	24,000	72,000	48,000	24,000	72,000	96,000	48,000	144,000
Program Coordinator	0	0	0	0	0	0	0	0	0
Contract Employees	46,650	19,850	66,500	45,450	21,050	66,500	92,100	40,900	133,000
Insert Position									
Total Salary Expenses	138,650	167,850	306,500	137,450	193,050	330,500	276,100	360,900	637,000
Fringes	20,000	20,000	40,500	20,000	24,000	44,000	40,000	44,000	84,500
Travel Expenses	3,000	3,000	6,000	3,000	3,000	6,000	6,000	6,000	12,000
Events, Conferences, Seminars	69,000	70,000	139,000	70,000	70,000	140,000	139,000	140,000	279,000
Office Supplies	3,000		3,000	3,000		3,000	6,000	0	6,000
Office Expenses - Telephone	10,800	10,800	21,600	10,800	10,800	21,600	21,600	21,600	43,200
Equipment-Computers, Faxes, Cell Phones	5,000	5,000	10,000	5,000	5,000	10,000	10,000	10,000	20,000
Other Equipment	0		0	0		0	0	0	0
Facility Lease	550	99,600	100,150	750	104,580	105,330	1,300	204,180	205,480
Subcontracts/Consultants									
Biotechnology Business Consultants		50,000	50,000		60,000	60,000	0	110,000	110,000
CompanyCrafters		50,000	50,000		60,000	60,000	0	110,000	110,000
Karen Bantel		0	0		60,000	60,000	0	60,000	60,000
Zorea Consulting		50,000	50,000		60,000	60,000	0	110,000	110,000
Other Partners		50,000	50,000		60,000	60,000	0	110,000	110,000
Insert Subcontract			0			0	0	0	0
Total Subcontracts	0	200,000	200,000	0	300,000	300,000	0	500,000	500,000
Total Expenses	250,000	576,250	826,750	250,000	710,430	960,430	500,000	1,286,680	1,787,180

* If the MATCH is in-kind, estimate the dollar value and include in the table and identify with a footnote.

** Insert Line-items if needed.

*** Indicate if the expenses will not be evenly incurred across the year with a footnote.