



**L DFA Board Meeting**

July 15, 2014

8:15 am to 10:15 am

City of Ann Arbor

301 E. Huron 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 June 17, 2014 Regular Board Meeting**
- V. LDFA Chair's Report**
- VI. LDFA Treasurer's Report**
  - a. LDFA Financial Report – 4<sup>th</sup> quarter FY2014**
- VII. Reports from Service Providers**
  - a. SPARK Report – 4<sup>th</sup> quarter FY2014**
- VIII. Other Business**
  - a. Election of officers for FY2015**
  - b. Committee appointments**
  - c. LDFA extension duration/satellite update**
- IX. Motion to Adjourn**



**Ann Arbor-Ypsilanti Smart Zone Local Development Finance Authority**  
**MINUTES for June 17, 2014 – REGULAR BOARD MEETING**

**Ann Arbor City Hall Council Chambers**  
**301 E. Huron Street, Ann Arbor, MI 48104**

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**Members Present:** Caryn Charter, Eric Jacobson, Carrie Leahy, Stephen Rapundalo, Sally Petersen, Tom Crawford – Ex-officio, Skip Simms-Accelerator Ex-officio, Paula Sorrell-MEDC Ex-officio

**Members Excused:** Richard Beedon, Vince Chmielewski, Bilal Saeed, Ned Staebler

**Others Present:** Ken Bogan - City of Ann Arbor, Lisa Bies - SPARK, Luke Bonner – SPARK, Lori Emerson - SPARK, Ben Harrington – SPARK, Bill Mayer – SPARK, Liz Perpich - SPARK, Alissa Steiner - SPARK, Dave Askins - Ann Arbor Chronicle, Jerry Lax - Pear Sperling Eggen & Daniels PC,

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**I. CALL TO ORDER:**

Chair Leahy called the meeting to order at 8:21 am. A quorum was present.

**II. PUBLIC COMMENT:**

None.

**III. APPROVAL OF THE AGENDA:**

Other Business, item d. LDFA extension duration/satellite update, may be moved up for expediency when Jerry Lax arrives. Also, the infrastructure and audit item, indicated as part of the Chair's report, should be added to Other Business as item e. Motion approved unanimously.

**IV. MOTIONS & RESOLUTIONS:**

**Minutes of the April 15, 2014 Regular Board Meeting:**

Rapundalo moved, seconded by Charter, to approve the minutes of the meeting in the form presented at this meeting. Motion approved unanimously.

**V. LDFA CHAIR'S REPORT:**

Chair Leahy delivered the Chair's report, which included a briefing on the Board members' appearances before the City Councils. It was noted that the Ann Arbor City Council would like to see an independent audit of the job creation numbers and some LDFA investment in infrastructure.

**VI. LDFA TREASURER’S REPORT:**

Treasurer Jacobson presented the Treasurer’s report, and noted positive overall spending variances, with two exceptions (the internship program and the incubator). Those variances are within the flexibility of the contract.

**VII. REPORTS FROM SERVICE PROVIDERS:**

Simms presented the Service Provider report, noting the variances indicated in the Treasurer’s report, and provided an update on the expanded incubator facility.

**VIII. OTHER BUSINESS:**

- a. **Approval of the FY2015 meeting schedule** - Petersen moved, seconded by Charter, to approve the meeting schedule for FY2015 in the form presented at this meeting. Motion approved unanimously.
- b. **Approval of the FY2015 Ann Arbor SPARK contract** - Rapundalo moved, seconded by Jacobson, to approve the FY2015 Ann Arbor SPARK contract in the form presented at this meeting, with one minor revision (remove the brackets from page 2). Motion approved unanimously.
- c. **Approval of the FY2015 Ann Arbor Administrative Services Agreement** - Jacobson moved, seconded by Charter, to approve the FY2015 Ann Arbor Administrative Services Agreement in the form presented at this meeting, with one minor revision (change the word “secretariat” to “secretarial”). Motion approved unanimously.
- d. **LDFA extension duration/satellite update –**
  - Simms updated the board on the status of the potential satellites. Flint is no longer interested, but both Adrian and Brighton are both moving forward a possible satellite. Simms indicated the Board will know in September if it is possible to move forward with the fifteen year extension. Luke Bonner informed the Board of the steps for new satellites.
  - The Board discussed on the steps necessary to move forward with the revised TIF plan. The deadlines for adopting a revised TIF plan are March 2015 for the five year extension and June 2015 for the fifteen year extension.
  - The Contract committee will review and revise the TIF plan.
- e. **Audit of job creation numbers and LDFA Infrastructure investment –**
  - Jerry Lax will look at the enabling legislation for constraints on infrastructure spending.
  - The audit committee will check with the auditors, Abraham Gaffney, to see if they can audit the job numbers when they audit the SPARK contract in FY2015.

**IX. ADJOURNMENT:**

Meeting was adjourned at 10:11 am.

Respectfully Submitted,  
Ken Bogan, for Recording Secretary Tom Crawford

Smart Zone LDFA  
**FY 2014 FINANCIAL SUMMARY**  
 June 30, 2014

	ACTUAL				Full Year	BUDGET	
	Q1	Q2	Q3	Q4		Amount	Forecast vs Budget Good/(Bad)
<b>INCOME STATEMENT</b>							
<b>Revenues:</b>							
Tax Revenue	\$ 1,182,137	\$ 150,543	\$ 601,956	\$ 29,757	\$ 1,964,393	\$ 1,645,397	\$ 318,996
Miscellaneous	-	-	-	-	-	-	\$ -
Investment Income	2,897	2,970	3,317	2,016	11,200	10,250	\$ 950
<b>Total Revenues</b>	<b>\$ 1,185,033</b>	<b>\$ 153,514</b>	<b>\$ 605,273</b>	<b>\$ 31,774</b>	<b>\$ 1,975,593</b>	<b>\$ 1,655,647</b>	<b>\$ 319,946</b>
<b>Expenditures:</b>							
<u>Contracted Services</u>							
SPARK BA Direct Staffing	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 400,000	\$ 400,000	\$ 0
Phase II (Due Diligence)	3,635	1,200	2,000	2,100	8,935	25,000	\$ 16,065
Phase III (Intensive Service)	141,199	111,199	105,666	166,198	524,262	500,000	\$ (24,262)
Phase IV (Accelerating Opportunities)	-	5,426	-	25,000	30,426	75,000	\$ 44,574
Business Networking Events	11,067	7,187	9,798	10,841	38,892	40,000	\$ 1,108
Entrepreneurial Education	4,365	7,953	7,791	13,006	33,115	50,000	\$ 16,885
Entrepreneurs Bootcamp	22,500	-	18,500	-	41,000	50,000	\$ 9,000
Internship Support & Talent Training	30,400	34,663	25,250	23,700	114,012	100,000	\$ (14,012)
Business Software for Clients	1,497	7,500	3,750	3,750	16,497	20,000	\$ 3,503
<b>Total Contracted Services</b>	<b>314,662</b>	<b>275,128</b>	<b>272,755</b>	<b>344,594</b>	<b>1,207,139</b>	<b>\$ 1,260,000</b>	<b>\$ 52,861</b>
<u>SPARK Indirect Services</u>							
SPARK Central Business Incubator	41,516	49,030	49,777	49,790	190,113	\$ 170,000	\$ (20,113)
SPARK Central Incubator Expansion	73,945	45,480	3,780	8,207	131,412	\$ 180,000	\$ 48,588
SPARK Accounting	16,750	16,750	16,750	16,750	67,000	67,000	\$ 0
SPARK Marketing	11,453	23,737	18,854	18,083	72,127	75,000	\$ 2,873
	143,664	134,998	89,161	92,830	460,652	\$ 492,000	\$ 31,348
<u>City of Ann Arbor Services</u>							
Legal & Admin. Support	11,088	8,275	9,625	28,442	57,431	62,892	\$ 5,461
<b>Total Expenditures</b>	<b>\$ 469,413</b>	<b>\$ 418,400</b>	<b>\$ 371,541</b>	<b>\$ 465,867</b>	<b>\$ 1,725,222</b>	<b>\$ 1,814,892</b>	<b>\$ 89,670</b>
<b>Net Increase/Decrease</b>	<b>\$ 715,620</b>	<b>\$ (264,887)</b>	<b>\$ 233,732</b>	<b>\$ (434,093)</b>	<b>\$ 250,372</b>	<b>\$ (159,245)</b>	<b>\$ 409,617</b>
Memo:							
Fund Balance (6/30/2013)	\$ 649,505						
Fund Balance - Operations (Qtr End)	\$ 1,365,125	\$ 1,100,238	\$ 1,333,970	\$ 899,877	\$ 899,877	\$ 490,260	
Microloan: available to be loaned	\$ 237,245	\$ 248,285	\$ 237,374	\$ 164,849			

Category	Mo.	Fiscal Year		Measureable			Amount
		Incurred	Billed	Unit Descrip.	Number		
		Qtr	Year				
SPARK BA Direct Staffing	July	1	2014	1	Direct Staff		\$ 33,333.33
Phase II (Due Diligence)	July	1	2014	1	Hours	11.00	\$ 1,100.00
Phase III (Intensive Service)	July	1	2014	1	Hours	412.73	\$ 43,998.80
SPARK Central Business Incubato	July	1	2014	1	Facility Exp		\$ 13,159.56
SPARK Accounting	July	1	2014	1	Accting Svc		\$ 5,583.33
SPARK Marketing	July	1	2014	1	Marketing		\$ 4,164.38
Entrepreneurial Education	July	1	2014	1	events, class, books		\$ 2,618.00
Business Networking Events	July	1	2014	1	Events		\$ 2,702.83
Internship Support & Talent Trainir	July	1	2014	1			\$ 7,865.78
SPARK Central Incubator Expansi	July	1	2014	1			\$ 14,091.87
SPARK BA Direct Staffing	Aug	1	2014	1	Direct Staff		\$ 33,333.33
Phase II (Due Diligence)	Aug	1	2014	1	Hours	24.18	\$ 2,418.00
Phase III (Intensive Service)	Aug	1	2014	1	Hours	469.65	\$ 44,945.00
SPARK Central Business Incubato	Aug	1	2014	1	Facility Exp		\$ 11,678.60
SPARK Accounting	Aug	1	2014	1	Accting Svc		\$ 5,583.33
SPARK Marketing	Aug	1	2014	1	Marketing		\$ 2,003.33
Entrepreneurial Education	Aug	1	2014	1	Events		\$ 241.97
Business Networking Events	Aug	1	2014	1	Events		\$ 1,800.85
Internship Support & Talent Trainir	Aug	1	2014	1			\$ 14,954.18
Business Software for Clients	Aug	1	2014	1			\$ 1,497.00
SPARK Central Incubator Expansi	Aug	1	2014	1			\$ 270.00
SPARK BA Direct Staffing	Sept	1	2014	2	Direct Staff		\$ 33,333.33
Phase II (Due Diligence)	Sept	1	2014	2	Hours	1.17	\$ 117.00
Phase III (Intensive Service)	Sept	1	2014	2	Hours	499.50	\$ 52,255.11
SPARK Central Business Incubato	Sept	1	2014	2	Facility Exp		\$ 16,677.83
SPARK Accounting	Sept	1	2014	2	Accting Svc		\$ 5,583.33
SPARK Marketing	Sept	1	2014	2	Marketing		\$ 5,285.01
Entrepreneurial Education	Sept	1	2014	2	Events		\$ 1,504.76
Business Networking Events	Sept	1	2014	2	Events		\$ 6,562.89
Internship Support & Talent Trainir	Sept	1	2014	2			\$ 7,580.00
Entrepreneurs Bootcamp	Sept	1	2014	2			\$ 22,500.00
SPARK Central Incubator Expansi	Sept	1	2014	2			\$ 59,582.94
Legal & Admin. Support	Sept	1	2014	2	Kuntzsch: Blackstone Grant application		\$ 4,312.50
Legal & Admin. Support	Oct	2	2014	2	Legal research	0.50	\$ 150.00
SPARK BA Direct Staffing	Oct	2	2014	2	Direct Staff		\$ 33,333.33
Phase III (Intensive Service)	Oct	2	2014	2	Hours	343.82	\$ 34,284.49
SPARK Central Business Incubato	Oct	2	2014	2	Facility Exp		\$ 17,132.43

Category	Mo.	Fiscal Year		Measureable			Amount
		Incurred	Billed	Unit Descrip.	Number		
		Qtr	Year	Qtr			
SPARK Accounting	Oct	2	2014	2	Accting Svc		\$ 5,583.33
SPARK Marketing	Oct	2	2014	2	Marketing		\$ 3,665.77
Entrepreneurial Education	Oct	2	2014	2	Events		\$ 3,553.67
Business Networking Events	Oct	2	2014	2	Events		\$ 2,959.88
Internship Support & Talent Trainir	Oct	2	2014	2			\$ 11,287.50
Business Software for Clients	Oct	2	2014	2			\$ 3,750.00
SPARK Central Incubator Expansi	Oct	2	2014	2	Expansion		\$ 36,140.72
SPARK Central Incubator Expansi	Oct	2	2014	2	Lease subsidy		\$ 1,124.54
Legal & Admin. Support	Nov	2	2014	2	Legal research		\$ 600.00
Legal & Admin. Support	Nov	2	2014	2	Legal research		\$ 150.00
SPARK BA Direct Staffing	Nov	2	2014	2	Direct Staff		\$ 33,333.33
Phase II (Due Diligence)	Nov	2	2014	2	Hours	1.50	\$ 150.00
Phase III (Intensive Service)	Nov	2	2014	2	Hours	261.35	\$ 25,385.00
Phase IV (Accelerating Opportuniti	Nov	2	2014	2	Hours	27.13	\$ 5,426.00
SPARK Central Business Incubato	Nov	2	2014	2	Facility Exp		\$ 15,543.85
SPARK Accounting	Nov	2	2014	2	Accting Svc		\$ 5,583.33
SPARK Marketing	Nov	2	2014	2	Marketing		\$ 4,761.61
Entrepreneurial Education	Nov	2	2014	2	Events		\$ 2,577.94
Business Networking Events	Nov	2	2014	2	Events		\$ 1,860.29
Internship Support & Talent Trainir	Nov	2	2014	2			\$ 11,487.50
SPARK Central Incubator Expansi	Nov	2	2014	2	Expansion		\$ 3,279.30
SPARK Central Incubator Expansi	Nov	2	2014	2	Lease subsidy		\$ 3,959.00
SPARK BA Direct Staffing	Dec	2	2014	3	Direct Staff		\$ 33,333.33
Phase II (Due Diligence)	Dec	2	2014	3	Hours	10.50	\$ 1,050.00
Phase III (Intensive Service)	Dec	2	2014	3	Hours	506.30	\$ 51,530.00
SPARK Central Business Incubato	Dec	2	2014	3	Facility Exp		\$ 16,353.83
SPARK Accounting	Dec	2	2014	3	Accting Svc		\$ 5,583.33
SPARK Marketing	Dec	2	2014	3	Marketing		\$ 15,310.10
Entrepreneurial Education	Dec	2	2014	3	Events		\$ 1,820.94
Business Networking Events	Dec	2	2014	3	Events		\$ 2,366.84
Internship Support & Talent Trainir	Dec	2	2014	3			\$ 11,887.50
Business Software for Clients	Dec	2	2014	3			\$ 3,750.00
SPARK Central Incubator Expansi	Dec	2	2014	3	Lease subsidy		\$ 976.36
Legal & Admin. Support	Dec	2	2014	3	atellite/Extension legal research		\$ 600.00
Legal & Admin. Support	Jan	3	2014	3	atellite/Extension legal research		\$ 2,550.00
SPARK BA Direct Staffing	Jan	3	2014	3	Direct Staff	1.00	\$ 33,333.33

Category	Mo.	Fiscal Year		Measureable			Amount
		Incurred	Billed	Unit Descrip.	Number		
		Qtr	Year	Qtr			
Phase II (Due Diligence)	Jan	3	2014	3	Hours	10.00	\$ 1,000.00
Phase III (Intensive Service)	Jan	3	2014	3	Hours	382.77	\$ 37,931.95
SPARK Central Business Incubato	Jan	3	2014	3	Facility Exp	1.00	\$ 15,386.05
SPARK Accounting	Jan	3	2014	3	Accting Svc	1.00	\$ 5,583.33
SPARK Marketing	Jan	3	2014	3	Marketing	1.00	\$ 9,111.55
Entrepreneurial Education	Jan	3	2014	3	Activities	1.00	\$ 1,628.91
Business Networking Events	Jan	3	2014	3	Events	1.00	\$ 1,610.90
Internship Support & Talent Trainir	Jan	3	2014	3			\$ 9,250.00
SPARK Central Incubator Expansi	Jan	3	2014	3	Lease subsidy		\$ 463.68
SPARK BA Direct Staffing	Feb	3	2014	3	Direct Staff		\$ 33,333.33
Phase II (Due Diligence)	Feb	3	2014	3	Hours	10.00	\$ 1,000.00
Phase III (Intensive Service)	Feb	3	2014	3	Hours	453.40	\$ 39,486.01
SPARK Central Business Incubato	Feb	3	2014	3	Facility Exp		\$ 17,032.70
SPARK Accounting	Feb	3	2014	3	Accting Svc		\$ 5,583.33
SPARK Marketing	Feb	3	2014	3	Marketing		\$ 6,674.96
Entrepreneurial Education	Feb	3	2014	3	Activities		\$ 3,064.88
Business Networking Events	Feb	3	2014	3	Events		\$ 4,433.38
Internship Support & Talent Trainir	Feb	3	2014	3			\$ 8,000.00
Entrepreneurs Bootcamp	Feb	3	2014	3			\$ 12,500.00
SPARK Central Incubator Expansi	Feb	3	2014	3	Lease subsidy		\$ 1,272.00
SPARK BA Direct Staffing	Mar	3	2014	4	Direct Staff		\$ 33,333.33
Phase III (Intensive Service)	Mar	3	2014	4	Hours	291.63	\$ 28,247.86
SPARK Central Business Incubato	Mar	3	2014	4	Facility Exp		\$ 17,357.84
SPARK Accounting	Mar	3	2014	4	Accting Svc		\$ 5,583.33
SPARK Marketing	Mar	3	2014	4	Marketing		\$ 3,067.72
Entrepreneurial Education	Mar	3	2014	4	Activities		\$ 3,097.70
Business Networking Events	Mar	3	2014	4	Events		\$ 3,753.34
Internship Support & Talent Trainir	Mar	3	2014	4			\$ 8,000.00
Entrepreneurs Bootcamp	Mar	3	2014	4			\$ 6,000.00
Business Software for Clients	Mar	3	2014	4			\$ 3,750.00
SPARK Central Incubator Expansi	Mar	3	2014	4	Lease subsidy		\$ 2,044.41
Legal & Admin. Support	Mar	3	2014	4	atellite/Extension legal research		\$ 300.00
SPARK BA Direct Staffing	Apr	4	2014	4	Direct Staff		\$ 33,333.33
Phase II (Due Diligence)	Apr	4	2014	4	Hours	10.00	\$ 1,000.00
Phase III (Intensive Service)	Apr	4	2014	4	Hours	1,045.17	\$ 103,527.00
Phase IV (Accelerating Opportuniti	Apr	4	2014	4	Hours	65.00	\$ 6,500.00
SPARK Central Business Incubato	Apr	4	2014	4	Facility Exp		\$ 15,765.65
SPARK Accounting	Apr	4	2014	4	Accting Svc		\$ 5,583.33

Category	Mo.	Fiscal Year		Measureable			Amount
		Incurred	Billed	Unit Descrip.	Number		
		Qtr	Year	Qtr			
SPARK Marketing	Apr	4	2014	4	Marketing		\$ 4,670.67
Entrepreneurial Education	Apr	4	2014	4			\$ 8,810.58
Business Networking Events	Apr	4	2014	4	Events & sponsorship		\$ 6,225.79
Internship Support & Talent Trainir	Apr	4	2014	4			\$ 8,000.00
SPARK Central Incubator Expansi	Apr	4	2014	4			\$ 3,486.66
Legal & Admin. Support	Aor	4	2014	4	atellite/Extension legal research		\$ 2,925.00
Legal & Admin. Support	May	4	2014	4	atellite/Extension legal research		\$ 1,275.00
SPARK BA Direct Staffing	May	4	2014	4	Direct Staff		\$ 33,333.33
Phase II (Due Diligence)	May	4	2014	4	Hours	7.00	\$ 700.00
Phase III (Intensive Service)	May	4	2014	4	Hours	312.91	\$ 29,691.45
Phase IV (Accelerating Opportuniti	May	4	2014	4	Hours	86.64	\$ 8,664.00
SPARK Central Business Incubato	May	4	2014	4	Facility Exp		\$ 17,889.75
SPARK Accounting	May	4	2014	4	Accting Svc		\$ 5,583.33
SPARK Marketing	May	4	2014	4	Marketing		\$ 12,690.25
Entrepreneurial Education	May	4	2014	4	Activities	5.00	\$ 1,762.08
Business Networking Events	May	4	2014	4	Events & sponsorship	4.00	\$ 1,082.16
Internship Support & Talent Trainir	May	4	2014	4	Companies	2.00	\$ 9,700.00
SPARK Central Incubator Expansi	May	4	2014	4	Lease subsidy		\$ 921.24
Legal & Admin. Support	May	4	2014	4	per agreement		\$ 15,742.00
SPARK BA Direct Staffing	Jun	4	2014	4	Direct Staff		\$ 33,333.33
Phase II (Due Diligence)	Jun	4	2014	4	Hours	4.00	\$ 400.00
Phase III (Intensive Service)	Jun	4	2014	4	Hours	334.09	\$ 32,979.25
Phase IV (Accelerating Opportuniti	Jun	4	2014	4	Hours	98.36	\$ 9,836.00
SPARK Central Business Incubato	Jun	4	2014	4	Facility Exp		\$ 16,134.64
SPARK Accounting	Jun	4	2014	4	Accting Svc		\$ 5,583.33
SPARK Marketing	Jun	4	2014	4	Marketing		\$ 722.09
Entrepreneurial Education	Jun	4	2014	4	Activities	4.00	\$ 2,433.25
Business Networking Events	Jun	4	2014	4	Events & sponsorship	6.00	\$ 3,532.68
Internship Support & Talent Trainir	Jun	4	2014	4	Companies	2.00	\$ 6,000.00
Business Software for Clients	Jun	4	2014	4		1.00	\$ 3,750.00
SPARK Central Incubator Expansi	Jun	4	2014	4	Lease subsidy		\$ 3,799.33
Legal & Admin. Support	Jun	4	2014	4	atellite/Extension legal research		\$ 1,725.00

# Fourth Quarter 2013-2014

**\$193K**  
Support  
for  
companies



**63**  
Companies  
Served



**7**  
Companies  
Created



**17**  
jobs created

**Jobs**

**180**  
current FTEs



**610**  
Event  
Attendees



**Funds  
Raised**  
**\$4.136 M**  
investments & grants

Ann Arbor SPARK works to advance the economy of the Ann Arbor region by establishing the area as a desired place for business expansion and location... by identifying and meeting the needs of business at every stage, from those that are established to those working to successfully commercialize innovations. For more information visit: [www.annarborusa.org](http://www.annarborusa.org)

**SPARK@nn arbor usa**

Ann Arbor-Ypsilanti Smart Zone  
Local Development Finance Authority  
Ann Arbor SPARK  
Quarterly Report  
April 1, 2014 – June 30, 2014

**Boot Camp**

Ann Arbor SPARK held its 24<sup>th</sup> Entrepreneur Boot Camp March 25<sup>th</sup> and 26<sup>th</sup> at The Kensington Court in Ann Arbor. The final celebration and award ceremony was held at SPARK Central on April 23<sup>rd</sup>, 2014. The winner for this session was 6947 (malware detection software). Boot Camp integrates the Lean Startup Methodology into its curriculum to help our early stage companies assess and validate the feasibility of their business concept, build their business model, and find beta customers. Companies are guided by a “drill instructor” and are matched with mentors to assist with their pressing start-up needs and to share resources in their industries.

Uniq ID	Account Description
4115	Creator of distribution algorithm
6338	Provider of software and consulting services to OEM, Tier I & Tier II manufacturing companies.
6829	Mobile app for live audience events and venues
6918*	quenched magnetic nanocolloids
6919#	Internet-based program to manage stress
6940#	An educational class planning tool for students (college) that has shown improved grading scores.
6947#	Malware detection software
6980#*	DC Fast Charging Stations for Electric Vehicles (EVs).
6981#	Wearable heart attack detection device
7003#*	Digital tools to improve market access for the ethical apparel industry

\*Denotes University of Michigan technology      #Received LDFA funding    +Denotes Company created

**Work Accomplished**

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

14 Phase I companies were referred out due to their location or not meeting business type criteria. 11 were located outside the Ann Arbor City limits.

**The following companies received Phase II Due Diligence assistance this quarter:**

Uniq ID	Opportunity Description	Account Description	FTE	Billed support
6589	Funding and Marketing	FDA-approved light therapy device to treat pain	7	\$1100
6976	Business Assistance	Markets APIs to access its hybrid NLP meta tagging service for unstructured social media and archived content.	1	\$1000
<b>Grand Totals (2 records)</b>			<b>8</b>	<b>\$2100</b>

The following companies received Phase III level support:

Account	Opportunity Description	Account Description	Contract Amount	Amount Billed this Quarter	Current FTE
1282*			\$10,000	\$2,800.00	6
			\$6,400	\$800.00	
	IP Work	Spectral analysis for red blood cells	\$3,600	\$1,200.00	
			\$3,600	\$800.00	
3476*			\$6,000	\$600.00	5
	Design Specs and Consulting	High quality LED lighting that mimics sunlight	\$6,000	\$600.00	
4547			\$6,400	\$170.66	6
	Design Specs and Consulting	Advanced nanofabrication methods and a novel three dimensional (3D) approach to sensor assembly	\$6,400	\$170.66	
4791			\$20,000	\$7,250.00	4
			\$20,000	\$4,600.00	
	Ui/Ux Work	Event Management Software	\$20,000	\$2,650.00	
6356			\$5,909	\$1,900.00	1
	Business Assistance	A new marketing-based, platform-agnostic, real-time media alert solution.	\$5,909	\$1,000.00	
			\$5,909	\$900.00	
6358*			\$27,500	\$17,205.45	6
			\$10,000	\$2,500.00	
	Website Design	Developer of a smart phone case that retracts and stores a user's headphones/earbuds within a slim profile case.	\$5,000	\$5,000.00	
	PR Work		\$5,000	\$5,000.00	
	Testing Services		\$7,500	\$4,705.45	
6621			\$7,000	\$4,811.00	1.5
	Legal work		\$1,000	\$536.00	
	Business Assistance	A platform for tool owners to lease their tools to nearby renters in their area.	\$6,000	\$3,025.00	
			\$6,000	\$1,250.00	

Account	Opportunity Description	Account Description	Contract Amount	Amount Billed this Quarter	Current FTE
6680			\$31,150	\$31,150.59	1
	Digital strategic analytics foundation		\$9,100	\$9,100.00	
	Initial build of Pop-Post.com		\$1,500	\$1,500.00	
	Legal work		\$6,143	\$6,143.59	
	Sound Effects Design	Pixar" of interactive ebooks	\$2,000	\$2,000.00	
	Video Creation		\$3,500	\$3,500.00	
	Prep work for funding		\$1,907	\$1,907.00	
	Animation creation		\$7,000	\$7,000.00	
6778			\$15,000	\$6,525.00	1
			\$15,000	\$5,000.00	
	Website Design	On-line seeker-solver network that allows Startup Teams (Seekers) to access crowd-sourced Product-Market Fit Solutions	\$15,000	\$1,525.00	
6800*			\$3,250	\$3,250.00	2
	Legal/Contract work	Smart Bike - Smart Rack	\$3,250	\$3,250.00	
6804			\$10,000	\$3,750.00	2
	Business Assistance	Company management their own proprietary software	\$10,000	\$3,750.00	
6816			\$40,000	\$40,000.00	2
	Website Ui/Ux Design	Cloud based SaaS that provides hourly operational instructions to energy system operators.	\$40,000	\$24,600.00	
			\$40,000	\$15,400.00	
6859			\$21,090	\$7,030.00	2
	Website Development	Campus Software is a proprietary learning platform to sell professional development training courses	\$21,090	\$7,030.00	

Account	Opportunity Description	Account Description	Contract Amount	Amount Billed this Quarter	Current FTE
6867			\$5,000	\$1,200.00	3
	Business and funding assistance	Workstation with waste grinder and proprietary high-pressure waste micronizer, reducing particle size of food waste making it highly digestible to bacteria.	\$5,000	\$1,200.00	
6897			\$10,000	\$7,715.00	1
	Business Assistance	Software for transforming a group of manuscript files	\$10,000	\$4,065.00	
			\$10,000	\$3,650.00	
6941			\$10,000	\$3,800.00	2.5
	Business Assistance	Super-oxygenation system for waste water. It accelerates the growth of the bacteria that consumes organic waste.	\$10,000	\$3,800.00	
6955			\$10,000	\$10,000.00	1
	Business Assistance	Web application tailored for contractors	\$10,000	\$4,000.00	
			\$10,000	\$2,000.00	
6990*			\$2,500	\$2,500.00	3
	IP assistance	Facial gear that targets blood vessels called arteriovenous anastomoses (AVAs) to treat thermoregulation	\$2,500	\$2,500.00	
6996			\$10,000	\$2,500.00	3
	Business Assistance	Management of compliance throughout a patented certificate/Proof-of-Insurance lifecycle	\$10,000	\$2,000.00	
			\$10,000	\$500.00	

Account	Opportunity Description	Account Description	Contract Amount	Amount Billed this Quarter	Current FTE
7032			\$8,000	\$4,200.00	2
	Business Assistance	Technology to isolate cells from complex mixtures.	\$8,000	\$1,150.00	
			\$8,000	\$3,050.00	
7066+			\$12,900	\$5,650.00	1
	Website Design		\$6,400	\$1,050.00	
			\$4,500	\$1,000.00	
	Business Assistance	Platform to accept and manage concussion-tracking data collected from helmet sensors	\$4,500	\$1,600.00	
	Website design and IT infrastructure consulting		\$2,000	\$600.00	
			\$2,000	\$1,400.00	
7147+			\$4,000	\$2,190.00	4
	Go-to-market assistance	Extreme sport and arena creator.	\$4,000	\$2,190.00	
<b>Grand Totals (48 records)</b>			<b>\$275,699</b>	<b>\$166,197.70</b>	<b>60</b>

\*Denotes University of Michigan technology or UM Student Team

+Denotes company created

**Phase IV: 1 company received Phase IV level support this quarter.**

Uniq ID	Opportunity Description	Account Description	FTE	Billed support
6547	Creation of a mobile application that will allow users to collect, manage, and market leads from social media.	Residential real estate organizational software	5	\$25,000
<b>Grand Totals (1 record)</b>			5	\$25,000

## SPARK Central Incubator

Tenants are charged a license fee per seat, or person(s) using the space. Total number of Full Tenants (those in a cubicle with secure space and full privileges) in the Lower Level of SPARK Central include 6 companies with 10 seats occupied, 72% of capacity (14 seats) at the highest peak during this quarter.

The SPARK Central expanded its incubator area in September of 2013 to the 3<sup>rd</sup> Floor of SPARK. There were 3 companies that occupied shared space during Quarter 4, accounting for 16 seats.

Uniq ID	Account Description	Start Date	Exit Date	Incubator Seats	Current FTE
4547	Advanced nanofabrication methods and a novel three dimensional (3D) approach to sensor assembly	2/1/2014	7/31/2014	4	6
6881	Data Quality tools built into Excel for Automation and Cleansing before regular processing tasks	11/18/2013	6/30/2014	1	1
4791	Event Management Software	9/26/2013	9/25/2014	4	4
4243	Website for building construction project, repair and supply bids.	7/18/2011	5/31/2014	1	1
5091	Field survey and data collection software.	9/9/2013	9/9/2015	4	9
6816	Cloud based SaaS that provides hourly operational instructions to energy system operators.	10/4/2013	12/31/2014	2	2
4472*	An online platform that empowers college students to showcase their work and skills to startups.	10/17/2013	5/31/2014	8	15
7070+	Web and mobile platform that allows individuals to find their impact on public health outcomes from fossil fuel pollution.	5/16/2014	9/2/2014	1	1
0428*	Alternate energy from tidal currents	1/1/2014	12/31/2014	1	5
<b>Grand Totals (9 records)</b>				<b>26</b>	<b>44</b>

\*Denotes University of Michigan technology or UM Student Team

## Virtual Tenants

Uniq ID	Account Description	Start Date	Exit Date	Current FTE Jobs
6545	Applies predictive analytics to strategic decisions regarding intellectual property management.	2/1/2014	7/31/2014	2
1282*	Assistive technology to allow people with fine motor disabilities to interact with the mobile and touch screen	8/1/2012	5/31/2014	2.5
0338*	Spectral analysis for red blood cells	7/1/2010	12/31/2014	6
7046	Information and news aggregator and filter.	7/1/2010	12/31/2014	1
3593	DishFish Dollars (\$DF) are "Community Prosperity Coupons" that raise funds for local charities and bring customers to local retailers.	11/6/2013	6/30/2014	2
4566	Provides mobile applications for large travel destinations	5/10/2012	5/9/2014	1
6589	FDA-approved light therapy device to treat pain	8/21/2013	5/31/2014	7
6899	Electronics based metering and power line communication	4/1/2014	9/30/2014	1
0271	A Content Management (CM) solution that allows to edit and publish content	2/1/2014	7/31/2014	1
6941	Risk Management- IT security, etc.	7/1/2010	12/31/2014	3
3221	Super-oxygenation system for waste water. It accelerates the growth of the bacteria that consumes organic waste.	2/1/2014	12/31/2014	2.5
6245	Provider of advanced software solutions for sewer modeling to municipalities and engineering consultants	3/1/2012	12/31/2014	1.5
2550	Magnetic motor which is more efficient than current technologies.	5/1/2013	12/31/2014	2
2854	Patent advisor	7/1/2010	12/31/2014	1
6260	MI state incubator association	6/7/2011	1/6/2015	0.5
5557	Industrial Cluster	10/19/2013	2/18/2015	3
0386	Digital Marketing Intelligence	7/1/2012	12/31/2014	4
4227	Vision Technology w/ Sports applications	8/1/2013	8/1/2014	6
6357	Engineering services, including advanced FEA, CAD, and high-end design solutions	5/13/2011	1/12/2015	1
6600	Medical device for vision enhancement in persons with partial loss of sight	6/1/2013	5/31/2014	2
3637	Therapeutic for treatment of retinal diseases	8/1/2013	5/31/2014	2
6778	Exclusive talent based website	9/3/2013	9/2/2014	3
6405	Connects personal digital voice to everyday items.	2/21/2013	6/30/2014	5
6778	On-line seeker-solver network that allows Startup Teams (Seekers) to access crowd-sourced Product-Market Fit Solutions	6/10/2014	12/10/2014	1
6358*	Developer of a smart phone case that retracts and stores a user's headphones/earbuds within a slim profile case.	6/4/2013	6/3/2014	6
5600	Interactive flat panel displays and software.	3/21/2013	5/31/2014	5
6260	Industrial Cluster	10/19/2013	2/18/2015	3
6356	A new marketing-based, platform-agnostic, real-time media alert solution.	2/1/2013	5/31/2014	1
2821	A firmware application for collecting/analyzing multiple patient parameters in an ICU in real time	9/1/2010	5/31/2014	2.5
<b>Grand Totals (30 records)</b>				<b>78.5</b>

\*Denotes University of Michigan technology or UM Student Team

## Hosted Networking and Educational Events

Event Name	Date	Place of Event	Approx. # of attendees		Purpose of Event	Live-Streaming Views	Archived Views (this month)
			Entrepreneurs	Total Attendees			
<b>BioArbor</b>	4/30/2014, 6/4/2014	SPARK - Central	0,0	46, 67	Speakers: Speakers: Brian Gallagher, SR One; Julia Owens, Atterocor and Mona Patel, Boston Scientific, Stephen Rapundalo, MichBio (moderator); Charles Bisgaier, Michigan Life Ventures; Kevin McLeod, Soccoro Medical and John Freshley, Freshly Ventures /BioArbor hosts educational networking events for the life sciences industry in the Greater Ann Arbor Area. Each monthly meeting features a networking session and an invited speaker(s) followed by a Q&A session.	1,0	1
<b>Michigan Energy Forum</b>	3/31/2014, 5/1/2014, 6/5/2014	SPARK - Central	4,15, 19	32, 49, 44	Speakers: Brindley Byrd, Michigan Energy Efficiency Contractors Association (Moderator); Jamie Scripps, 5 Lakes Energy; John Austin, Michigan Economic Center at Prima Civitas and Nick Shroeck, Wayne Law. Lee Gorman, Tom Lyon, Jeremiah Johnson, and Mike Delaney/Description: This is a monthly panel discussion and networking event to facilitate collaboration and networking among practitioners, policy makers, investors and professionals.	4, 5, 2	10, 48, 10
<b>Ann Arbor OpenCoffee</b>	4/8/2014, 5/13/2014, 6/10/2014	SPARK - Central	14, 12, 8	20, 33, 20	Description: This is a networking event for entrepreneurs, investors and those who work with innovative businesses. Come mingle with fellow community members while enjoying a bagel and coffee. Whether you are looking to meet potential employers, employees, new business partners, or just simply want to expand your networks, this event fosters connections on all levels. OpenCoffee is held monthly on the second Tuesday at SPARK Central.	NA	NA
<b>Michigan Marketing Minds</b>	4/8/2014, 5/13/2014, 6/10/2014	SPARK - Central	23, 21,13	53, 40,28	Speakers: Janice Milhem (moderator); Dave Hile, Hile Creative and Jeanette Gutierrez, Bidlack Creative Group; Jeff Mason, Chelsea Rhone (moderator) ; Jeff Ewald, Optimization Group and Marisa Smith, The Whole Brain Group ;Chris Grindem, The Utmost Group (moderator); Julie Seagraves, The Corner Health Center and Mary Schlitt, Food Gatherers. /Description: This is a monthly panel discussion and networking event to facilitate collaboration and networking among practitioners, policy makers, investors and professionals.	9, 6,0	8, 5

<b>Business Accelerator Consultants Meeting</b>	4/18/2014, 5/16/2014, 6/20/2014	SPARK - Central	9, 11,12	14, 15,19	Description: Monthly Business Accelerator Consultants meeting to update consultants on SPARK and review projects.	NA	NA
<b>Business Law &amp; Order</b>	04/21/14	SPARK - Central	9	16	Speaker: Russ Brown, RD Brown PLC /Description: Business Law & Order Series will give entrepreneurs insight into some of the most important legal issues they must consider during business formation.	3	3
<b>Show &amp; Tell Lunch</b>	04/22/14	SPARK - Central	6	22	Description: This is a networking event for SPARK staff and tenants to share updates, milestones and successes and to make introductions.	NA	NA
<b>Ted Dacko Workshop</b>	04/10/14	SPARK - Central	3	8	Speaker: Ted Dacko, Arbor Dakota/Description: The course will focus on how to establish and move a prospective customer through a formalized buying process that accomplishes specific goals in each step.	NA	NA
<b>Connected Vehicle Hackathon</b>	03/04/14	SPARK - Central	0	40	Description: Combined competition between Ann Arbor SPARK and nestGSV to foster greater relationships between entrepreneurs in the Autonomous Connected Vehicle space.	NA	NA
<b>SPARK Summer Innovation Mixer</b>	06/27/14	Top of the Park (Ingalls Mall, Ann Arbor)	31	90	Description: This event was held to give the opportunity for SPARK Employees, incubator tenants, and Stakeholders (Board of Directors, Executive Board, LDFA, Consultants, Business Development, etc.) to interface with each other.	NA	NA
<b>Totals</b>			210	610		3	4

### Microloans:

#### As of 6/30/14

Micro Loans given out	\$(1,118,461.00)
repayments	\$339,415.00
Misc. expenses	\$(6105.00)
bank balance	<u><u>\$ 164,849.00</u></u>

Number of Loans to Date	Total Value of Loans Provided to Date	# of Loans Written Off in Full	# of Loans Partially Written Off	Value of Loans Written Off – Including Interest	Loans Paid Back in Full	Partial Payments of Loans	Loan Amount Repaid to Date – Including Interest
35	\$1,118,460	4	2	\$130,429	6	5	\$339,412

**Microloan Notes:**

- Total loans due is \$886,635, including interest accrued through 12/31/2013.
- Amount available to lend is \$164,849.
- Total current FTE for microloan companies: 126.5
- During this contract year there were ten applicants; seven were approved for a loan, see attachment A for detail.

**Talent****Entrepreneur-In-Residence Program**

Two companies are currently engaged in the entrepreneur-in-residence program. This program is designed to attract and retain C-level individuals to add substantial value to our companies, as well as provide to an introduction mechanism to help them achieve significant milestones.

Uniq ID	Account Description	Billed Amount	Current FTE
0428*	Alternate energy from tidal currents	\$13,700	5
4076*	Ophthalmic pharmaceuticals for vision loss due to photoreceptor cell death	\$10,000	4
<b>Grand Totals (2 records)</b>		<b>\$23,700</b>	<b>9</b>

\*Denotes University of Michigan technology

**Funds raised:**

Uniq ID	Source of Funds	Amount raised
6358	Private Equity	\$250,000
4558*	Grant-GLEQ	\$2,500
7117+	Grant – GLEQ	\$5,000
4471	Private Equity	\$1,513,301
5091	Private Equity	\$900,000
3637	Private Equity	\$1,300,000
6285*	Grant – NSF Phase 1	\$150,000
6300	Grant – GLEQ	\$15,000
<b>Grand Totals (8 records)</b>		<b>\$4,135,801</b>

\*Denotes University of Michigan technology

**Significant Deviation from Scope of Work:** None

**Ann Arbor/Ypsilanti SmartZone LDFA  
Board of Directors  
FY 2014**

<b>Municipality</b>	<b>Member</b>	<b>LDFA Title</b>	<b>Term Starts</b>		<b>Term Ends</b>
Ann Arbor	Carrie Leahy	Chair	7/1/2012		6/30/2016
Ann Arbor	Sally Petersen	City Council seat	7/1/2012		6/30/2016
Ann Arbor	Richard Beedon		7/1/2013		6/30/2017
Ann Arbor	Eric Jacobson	Treasurer	7/1/2013		6/30/2017
Ann Arbor	Stephen Rapundalo		7/1/2011		6/30/2015
Ann Arbor	Ned Staebler	Vice-Chair	7/1/2011		6/30/2015
Ypsilanti	Bilal Saeed		7/1/2012		6/30/2016
Ypsilanti	Caryn Charter		7/1/2013		6/30/2017
Ypsilanti	Vince Chmielewski		7/1/2011		6/30/2015
Ex-officio	Tom Crawford	Recording Secretary			
Ex-officio	Skip Simms				
Ex-officio	Paula Sorrell				

**Ann Arbor/Ypsilanti SmartZone LDFA  
Board of Directors - Committee Positions  
FY 2014**

<b>Member</b>	<b>Budget/</b>		<b>Metrics</b>	<b>Strategic Planning</b>
	<b>Audit</b>	<b>Contract</b>		
Carrie Leahy		X		
Sally Petersen				
Richard Beedon			XX	X
Stephen Rapundalo	X	X		
Ned Staebler			X	XX
Eric Jacobson	XX	XX		
Bilal Saeed			X	X
Caryn Charter				
Vince Chmielewski	X			X
Tom Crawford	X		X	X
Skip Simms		X	X	X
Paula Sorrell			X	

Note:

XX Chair

X Member