

## Ann Arbor/Ypsilanti SmartZone

### LDFA 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.

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

<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>			151	129	22

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.

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

<b>Uniq ID</b>	<b>Account Name</b>	<b>Account Description</b>	<b>Lost FTE Jobs</b>	<b>Reason for lost jobs</b>
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
1761	Velesco Pharmaceutical Services LLC	CRO provides laboratory services 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.