

Ann Arbor/Ypsilanti SmartZone

LDFA Final Program Progress Report

Contract period July 1, 2009 through June 30, 2010

August 30, 2010

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, 2010 (with jobs defined as the incremental increase in the number of FTEs beginning with the date a Business Accelerator proposal is signed, or a loan is provided, 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, 2010; 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, 2010; 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, 2010. 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 or the annual survey conducted each July and August. New jobs are the difference. FTE for reporting purposes means Full Time Equivalents. FTEs may or may not be paid and may be working for deferred compensation in cash or stock. Full Time means a 40 hour per week commitment to the company and may include multiple people.

Uniq ID	Account Name	AKA	Account Description	Retained FTE Jobs	Current FTE Jobs	New FTE Jobs
1885	Akervall Technologies, Inc.	-	Commercializing dental appliance - mouthguard	1	1	0
2804	Allinnova LLC	Dralla Group	Assessment tool for determining a corporation's capability to be successful strategic partner	1	1	0
2965	Alluvium Biosciences, Inc	Pharma Forensics	Assist patent litigators in directing the technical evaluation of life sciences, products	1	1	0

2002	Ariscore	Huckestein Newco	Recharging system for electric vehicle	1	1	0
2319	Audiallo	IX Group, LLC	New hearing aid technology	2	0	-2
1646	Avicenna Medical Systems, Inc.	-	Healthcare IT to integrate patient data for billing and quality management; and system for monitoring and managing the use of drugs in patients.	4	1	-3
2130	Better Rehab, LLC		Web based information for hip replacement patients	2	6	4
1282	Blaze Medical Devices	-	Spectral analysis for red blood cells	2	1.5	-.5
2610	Buycentives, LLC	-	Online management system for automotive incentives	1	2	1
2975	Century Media LLC	Bongotones	Forum to upload, customize, and create mobile multimedia	3	1	-2
2766	CIMple LLC	Byle Newco	Smart grid technology targeting utility control systems for residential application	2	2	0
3151	Civionics, LLC	-	Wireless sensing, analysis and optimization of residential and commercial electricity use.	2	1.5	-.5
2652	Clean Rolling Power	PM Engineering, LLC	Novel diesel engine system to reduce emissions and improve efficiency	1	1	-1
338	Digital Knowledge Corporation	Knowledge Watch	CI for the middle-market, news portal for suppliers - KM Solution	1	1	0
2634	eChamberConnect, LLC.	-	Web based applications for Chambers of Commerce	3	10	7
3088	EFM Waste Management	-	Medical waste disposal equipment	3	3	0
2926	eNcipient LLC	-	iPhone case and accessories	1	2	1
2316	Epac, Inc		Vacuum and hermetic packaging of MEMS	1	1	0
2546	eVjump Solar, Inc.	-	Manufacturer of photovoltaic (PV) cells and modules	1	2	1
3418	FamilyMint	-	Children's financial learning program	2	2	0
2679	FreeStride Therapeutics Inc.	-	Development of therapies for treatment of bone-related conditions	1	1.5	0.5

3724	Hammzoco Technologies, LLC	Hamztech	Sensing and monitoring systems which brings awareness of potentially injurious action of patients.	1	1	0
1848	Hygieia, Inc.	-	Glucose monitor that recommends dosage adjustments for improved glycemic control	3	8	5
2910	I Miss You, Inc.	-	Make t-shirts with good feeling messages and sense of community	1	1	0
2897	Innosynth Technologies	-	Social networking software as a service for internal communities	1	2	1
3118	INOS Technologies, LLC	-	Joint venture to develop foams using non-petroleum sources, particularly in life science	2	2	0
3105	Ix Innovations, LLC	PocketPico	Picoammeters, electrical test and measurement instrumentation	1	1	0
2565	Magical Pork	-	Website that coordinates travel planning for groups of individuals	1	1	0
2144	MarketMonitor HQ		Tool for automating SEO monitoring activities	1	1	0
3009	Meadowlark Energy	SHP Consulting LLC	Fully integrated green building company.	1	1	0
268	MedArray, Inc.	-	Silicone hollow fiber membrane to enable highly efficient blood oxygenators	2	5.5	3.5
2181	MemCatch	Adaptive Campus, LLC	Web-based marketing services for education organizations and related non-profit and government entities	1	1	0
1902	Mobatech, Inc.	-	Mobile Phone Software	2	5	3
1465	Monarch Antenna Inc.	-	Self-Structuring Antenna for wireless applications	1	3	2
2868	MyBandStock Corporation	Mystock Enterprises LLC	Online community that sells access to musicians in the form of virtual shares	2	2	0
2159	MySano, Inc.		Online healthcare portal for consumers	2	2	0
2198	NanoMag	-	A new manufacturing process that produces lightweight, ultra high strength magnesium alloy products cost effectively.	2	2	0

1555	Nanosystems, Inc.	-	Chemical solutions for bio polymer products	1	1	0
2134	Nudge Them, Inc.	-	Cloud application for appointment reminders via cell phones	1	1	0
3276	Off Grid LLC	d/b/a Talisman Lighting	Home lighting that uses patented LED technology & solar charging capability.	2	1.5	-.5
2821	Onto-Med	-	A firmware application for collecting/analyzing multiple patient parameters in an ICU in real time	1	1.5	.5
2578	Openworld Energy LLC	-	Manufactures and develops solid state lighting systems for commercial and industrial applications	1	1	0
2539	Patient Provider Communications	-	Hospital bed communication tablet	1	1	0
2947	PharmaForensics Laboratories, LLC	-	Consulting laboratory that performs forensics analysis on products with life science components	1	1	0
2712	Popa Enterprises, Inc.	-	Card system for coupons and receipts	1	1	0
2666	POWERleap LLC	-	Pressure sensitive surface that generates power	2	2	0
1793	Privateer Software, LLC	Dermanaut - Daixo	EMR Software for dermatologist clinics	1	1	0
2738	Ray.Taylor and Associates	-	Advisory services and technical consulting to public school	5	5	0
3010	Reveal Design Automation, Inc.	-	Faster and more effective Integrated Circuit (IC) design quality control software.	4	5	1
2153	RiserCam, LLC - Out of Business	-	Designer, manufacturer, sales and marketer of specialized video equipment for the outdoors sporting industry.	1	2	1
2700	Saagara	-	Interactive/customizable behavioral modification software.	2	2	0
1648	Sentry Medical Technologies	Wound Sentry LLC	Monitoring, awareness and data logging for patient behavior action.	1	1	0
2838	Shepherd Intelligent Systems	-	Software for tracking vehicles using mobile phone GIS	3	3	0

3454	Stratus Global	-	Health device for the prevention of sexually transmitted Infections from oral sex	2	2	0
3051	Supply55, Inc.	-	Invented machinery for finishing edges of signs and banners, able to be priced much lower than competition	2	2	0
3062	Synthetic Fuel Systems	-	Converts energy bi-products to methane, which can then be transported using the existing natural gas infrastructure.	1	0	-1
2702	Tangent Medical Technologies, LLC	-	New catheter &/or catheter securement device (CSD)- reduce complications of peripheral IVs	2	4	2
2880	Therapy Charts, LLC	Dribble Group	Serves therapists who are independently practicing with a software as a service platform to manage patient information.	1	6	5
3090	The RepoNetwork	-	Online forum connecting banks with asset recovery specialists	1	2	1
1982	The Whole Brain Group, LLC	-	Subscription based product that provides accreditation services to life science research institutions.	5	6	1
2630	TMJ Pain Solutions	-	An oral device for treating craniofacial pain	2	2	0
1984	WattIQ	EcoBlade	Signal processing technology to monitor whole house electricity consumption in real time.	3	1.5	-1.5
2823	Wildfire Innovation LLC (Ceased)	-	Use of accurate indoor positioning tied with user profiles to provide real-time insight about people in area.	1	0	-1
3065	Wiseman Engine Group, LLC	-	Patented piston/connecting rod/ crankshaft mechanism that results in an internal combustion engine that has up to 50% more fuel efficiency	2	1	-1
				Retained FTE Jobs	Current FTE Jobs	New FTE Jobs
2009/10 BA Companies- TOTAL JOBS				163	185	22

These BA companies have cumulatively received more than \$4.66 million in grants and \$1.8 million in private equity funding in the past 18 months.

The following table lists all companies that attended Boot Camp this fiscal year (Nov. 4 & 5 and May 6 & 7). Retained jobs are those which the company reported at the time of attendance at Boot Camp. The current jobs are those jobs updated through recent contact with the company. New jobs are the difference.

Uniq ID	Account Name	City	Account Description	Retained FTE Jobs	Current FTE Jobs	New FTE Jobs
3450	Advanced Battery Control	Ann Arbor	Smart battery management system to radically enhance lithium ion battery functionality and utilization.	1	1.5	0.5
1885	Akervall Technologies, Inc.	Ann Arbor	Commercializing dental appliance - mouthguard	1	1	0
2965	Alluvium Biosciences, Inc	Ann Arbor	Assist patent litigators in directing the technical evaluation of	2	1	-1
3476	Arborlight	Ann Arbor	Low-cost, high quality, solid state lighting combining organic and inorganic materials.	1	2	1
2604	Bio-Nano Power, LLC	Grand Rapids	Convert biofuels to electricity in medical devices and other alternative energy needs	1	1	0
3006	Blue Newt Software	Ann Arbor	Our core market is customers needing simulation applications for real-world activities	2	2	0
3006	Blue Newt Software	Ann Arbor	Our core market is customers needing simulation applications for real-world activities	1	2	1
3151	Civionics, LLC	Ann Arbor	Wireless sensing, analysis and optimization of residential and commercial electricity use.	1	2	1
338	Digital Knowledge Corporation	Ann Arbor	CI for the middle-market, news portal for suppliers - KM Solution	1	1	0
3088	EFM Waste Management	Ann Arbor	Medical waste disposal equipment	1	3	2
2851	Electric Vehicle Manufacturing, LLC	Ypsilanti	Electric scooter	3	5	2
2969	Ergun Technology LLC	Ypsilanti	Point of sale software and hardware for coffee shops	1.5	3.5	2
3418	FamilyMint	Ann Arbor	Childrens financial learning program	2	2	0
3081	Handoff Solutions, LLC	Ann Arbor	Easy way for patients to transfer their imaging studies in advance of appointments, to allow for "one touch" care.	1	1	0

3413	IRIZ Technologies	Birmingham	Novel drug screening device (assay) targeted at stopping cancer cell migration	1	1	0
3009	Meadowlark Energy	Ann Arbor	Fully integrated green building company.	2	1	-1
2868	MyBandStock Corporation	Ann Arbor	Online community that sells access to musicians in the form of virtual shares	1	2	1
482	New Eagle, LLC	Ypsilanti	Electronic control module development	2	7	5
3357	NextCAT, Inc.	Detroit	Heterogeneous catalyst technology that allows low cost feedstock use in a simpler biodiesel production process	3	5	2
2821	Onto-Med	Ann Arbor	A firmware application for collecting/analyzing multiple patient parameters in an ICU in real time	2	2	0
3010	Reveal Design Automation, Inc.	Ann Arbor	Faster and more effective Integrated Circuit (IC) design quality control software.	2	5	3
2838	Shepherd Intelligent Systems	Ann Arbor	Software for tracking vehicles using mobile phone GIS	1	3	2
3449	SprayLIB LLC	Northville	Novel manufacturing processes lithium ion battery materials	1	2	1
3097	Structured Microsystems	Ann Arbor	Combines several die-level integrated circuits into a single, compact packaged device.	1	1	0
3043	Sunapten Therapeutics, Inc.	Ann Arbor	An innovative approach for the production of a therapeutic vaccine for prostate cancer.	3	1	-2
3466	SureSecure Lead Anchoring Solutions	Ann Arbor	Medical implant device improves the ease, effectiveness and efficiency of pacemaker lead anchoring	1	6	5
2880	Therapy Charts, LLC	Ann Arbor	Serves therapists who are independently practicing with a software as a service platform to manage patient information.	1	1	0
3082	Tru-Enamel	Ann Arbor	Fluoroapatite coating on dental implants to shorten healing time to half.	1	1	0
				Retained FTE Jobs	Current FTE Jobs	New FTE Jobs
Boot Camp TOTAL JOBS				32.5	55.5	23

Cumulatively these companies have received \$234,700 in grants and \$394,500 in private equity. 15 received Business Accelerator Phase III engagements.

The following table lists all companies that received a microloan the past year. Retained jobs are those which the company reported at the time the loan was received. The current jobs are those jobs updated through recent contact with the company. New jobs are the difference.

Uniq ID	Account Name	Account Description	Retained FTE Jobs	Current FTE Jobs	New FTE Jobs
1885	Akervall Technologies, Inc.	Commercializing dental appliance - mouthguard	1	1	0
2804	Allinnova LLC	Assessment tool for determining a corporation's capability to be successful in strategic partnering	1	1	0
338	Digital Knowledge Corporation	CI for the middle-market, news portal for suppliers - KM Solution	1	1	0
3105	Ix Innovations, LLC	Picoammeters, electrical test and measurement instrumentation	3	1	-2
3045	Local Orbit, LLC	Online marketplace for food distribution	2	4	2
2181	MemCatch	Web-based marketing services for education organizations and related non-profit and government entities	1	1	0
1585	Procuit Inc.	Educational software engines	4	5	1
2153	RiserCam, LLC - Out of Business	Design and manufacture specialized video equipment for outdoor sporting industry	2	2	0
3176	Road to Rado, LLC	Web-based system that measures what students learn to increase knowledge retention	1	1	0
1982	The Whole Brain Group, LLC	Subscription based product that provides accreditation services to life science research institutions.	5	6	1
			Retained FTE Jobs	Current FTE Jobs	New FTE Jobs
Microloans	TOTAL JOBS		21	23	2

These companies have raised more than \$760,000 in private equity.

The following table lists all companies that are or were incubator tenants this year, both seated and virtual tenants. Retained jobs are those which the company reported at the time they moved into the incubator. The current jobs are those jobs updated through recent contact with the company. New jobs are the difference.

Uniq ID	Account Name	Account Description	Retained FTE Jobs	Current FTE Jobs	New FTE Jobs
3438	Digital Light	LED lighting technology R&D and manufacturing	1	1	0
3010	Reveal Design Automation, Inc.	Faster and more effective Integrated Circuit (IC) design quality control software.	1	5	4
2578	Openworld Energy LLC	Manufactures and develops solid state lighting systems for commercial and industrial applications	1	1	0
1787	CVR Global	Medical device to check the carotid artery for build up without invasive measures.	7	17	10
3009	Meadowlark Energy	Fully integrated green building company.	1	1	0
2159	MySano, Inc.	Online healthcare portal for consumers	1	2	1
1806	Gatti, Rich and Associates, PLLC	Criminal, Family, Real Estate, Tech business, Civil litigation, Intellectual Property and Arts Law.	1	3	2
1848	Hygieia, Inc.	Glucose monitor that recommends dosage adjustments for improved glycemic control	1.5	8	6.5
438	Cyclose Semiconductor	Ultra low power semi-conductor chips	2	2	0
3088	EFM Waste Management	Medical waste disposal equipment	1	3	2
271	GTI Risk Management	risk management- IT security, etc.	1	9	8
2792	Mobtile LLC	Advertising tool for mobile platforms	1	1	0
2636	RKC Marketing	Marketing Firm	1	1	0
2652	Clean Rolling Power	Novel diesel engine system to reduce emissions and improve efficiency	1	1	0
2739	Fourth Logic	Online tutoring system that functions much like an "eBay" for learning.	1	3	2
2706	Prescription Writer LLC	Hand held prescription creation device and software for medical profession.	1	1	0
2712	Popa Enterprises, Inc.	Card system for coupons and receipts	1	1	0
3418	FamilyMint	Children's financial learning program	2	2	0

2945	Watch-a-Watt LLC	Energy monitoring technology for residential applications	1	1	0
2926	eNcipient LLC	iPhone case and accessories	1	2	1
206	OTO Medicine	Hearing loss prevention pharmaceutical	2	4	2
1282	Blaze Medical Devices	Spectral analysis for red blood cells	1	1.5	.5
2156	Vision Solutions International	specializes in vision-assisted robot guidance applications	1	3	2
2550	Jelic Patent Services, LLC	Patent advisor	1	1	0
1496	RollingEdge Strategy Partners	Consulting IT services	1	6	5
2634	eChamberConnect, LLC.	Web based applications for Chambers of Commerce	3	10	7
3176	Road to Rado, LLC	Web-based system that measures what students learn and increase knowledge retention	1	1	0
3276	Off Grid LLC	Home lighting that uses patented (pending) LED technology & solar charging capability.	2	1.5	-.5
1563	Locomatix	Middleware software to track objects in real time	1	0	-1
2615	Mysiz Corporation	High Tech Family Destination	1	2	1
2966	Rock e-commerce	Enterprise level e-commerce solutions for small to medium sized businesses through single point of access.	1	1	0
2897	Innosynth Technologies	Social networking software as a service for internal communities such as companies and organizations	1	2	1
2975	Century Media LLC	Forum to upload, customize, and create mobile multimedia	1	1	0
1902	Mobatech, Inc.	Mobile Phone Software	1	5	4
2865	Trucost	Environmental research organisation helping understand corporate environmental impact.	1	3	2
2804	Allinnova LLC	Assessment tool for determining a corporation's capability to be successful in strategic partnering.	1	1	0
2821	Onto-Med	A firmware application for collecting/analyzing multiple patient parameters in an ICU in real time	1	1.5	.5
2892	Ideamine, LLC - Out of Business	External Memory for organization of personal information of emails, links, messages, etc.	1	0	-1

3600	AutoHarvest Foundation	A web-based, toll-free superhighway for the multidirectional exchange of Intellectual Property, Technology and Products	1	1	0
2610	Buycentives, LLC	Online management system for automotive incentives	1	2	1
1885	Akervall Technologies, Inc.	Commercializing dental appliance - mouthguard	1	1	0
2666	POWERleap LLC	Pressure sensitive surface that generates power	1	2	1
2823	Wildfire Innovation LLC (Out of Business)	Use of indoor positioning tied with user profiles to provide user with real-time insight about the people around them.	1	0	-1
2790	MediQLogix	Software that will provide needed healthcare quality management business solutions for hospitals.	1	3	2
2323	In the Groove, LLC	New concept knee orthosis/brace for immediate relief of pain, increased mobility and rehabilitation.	1	2	1
2771	RB Systems, Inc	Meeting listings that can be searched by topic, and can be filtered by geographic area	1	1	0
3575	Creadio	Branded television and radio stations	1	1	0
1896	EiPon Learning, LLC	SaaS company using proprietary digital recording technology to aid in language learning	1	1	0
3101	Dental Adhesive Products LLC	Dental product: patented time release polymer-based dental adhesive	1	2	1
1793	Privateer Software, LLC	EMR Software for dermatologist clinics	1	1	0
3127	Green BioWorks, LLC	Developing and delivering cost-effective, eco-friendly products and services to lifescience researchers.	1	1	0
2546	eVjump Solar, Inc.	Manufacturer of photovoltaic (PV) cells and modules	1	2	1
228	Jenco Industries Inc.	Invent and commercialize electronic traffic safety products	1	1	0
3051	Supply55, Inc.	Invented machinery for finishing edges of signs and banners, able to be priced much lower than competition	1	2	1
338	Digital Knowledge Corporation	CI for the middle-market, news portal for suppliers - KM Solution	1	1	0
3065	Wiseman Engine Group, LLC	Piston/connecting rod/ crankshaft mechanism that results in an internal combustion engine with 50% fuel efficiency	2	1	-1
3058	VocaBeans	Website community and wireless device applications for people that have lost communication abilities due to injury, stroke, or disease.	1	1	0

	Retained FTE Jobs	Current FTE Jobs	New FTE Jobs
Incubator TOTAL JOBS	70.5	135.5	65

51.5 jobs were lost this year 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
1115	Global Energy Conversions, LLC	Convert plastic to gasoline	2	Moved outside service area
2851	Electric Vehicle Manufacturing, LLC	Electric scooter	5	Moved outside service area
2138	Magnetic Ventures	U-M student run company developing artificial joint	2	Moved outside service area
1563	Locomatix	Middleware software to track objects in real time	6	Business Failure
308	Edge 3D Microscope	Portable3D microscope using PC for visual use	0.5	Business Failure
400	Unitech Pharmaceuticals, Inc. - Closed	Family of compounds to control inflammation & cancer ** Company sold to GeneBlue (Los Angeles CA)	1	Acquisition
680	Ensure Technologies Inc.	Data and network security devices	25	Relocation
1573	P&H Therapeutics	Cardiovascular therapeutics	1	Relocation
2011	Next Generation Therapeutics	biotechnology company that focuses on novel Nano and Micro platforms for drug delivery	2	Relocation
2351	Speedraft	Online CAD system for matching tool makers w/ clients.	7	Business Failure

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. We capture for the first time the jobs or full time equivalent workers that 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 are 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 company information is done through an annual survey. This survey of all SPARK engaged clients is sent asking for several pieces of data including current employment and new hires the previous year. Unfortunately the response to our surveys has been less than 100%. We make calls to non-respondents but with limited success.
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.