

Ann Arbor/Ypsilanti SmartZone

LDFA Final Program Progress Report

Contract period July 1, 2010 through June 30, 2011

August 30, 2011

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. The Final Program Progress Report shall disclose: 1) a census of the annual and cumulative number of jobs created within the Service Area (as defined in Attachment A) as of June 30, 2011 (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 Boot Camp session occurs); 2) a census of the annual and cumulative number of jobs related to Business Accelerator, SPARK Central Incubator, and Boot Camp attendees that have left the Service Area because of relocation, merger, acquisition, or business failure as of June 30, 2011; 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, 2011; 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, 2011. The Contractor shall track companies for a period of five years through an annual survey and make efforts to achieve as high a participation rate as possible. The survey will not only include questions that update standard economic development data but also ask companies who leave the area why.

Annual and cumulative jobs created

The following table lists all companies that received **Business Accelerator** services in FY 2010-11. 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.

Uniq ID	Account Name	Account Description	Retained FTE Jobs	Current FTE Jobs	New FTE Jobs
3600	AutoHarvest Foundation	A web-based, toll-free superhighway for the multidirectional exchange of Intellectual Property, Technology and Products	1	2	1
1646	Avicenna Medical Systems, Inc.	Healthcare IT, AviDocs, to integrate patient data for billing and quality management; and AviTracks, a system for monitoring and managing the use of drugs in patients.	4	3	-1

2752	Backyard Brains	Entry-level neurophysiology (brain signal recording) kits for students to learn about the brain	2	4	2
2742	Baker-Calling, Inc.	New generation of microphone	1	1.5	0.5
3570	Bebaroo LLC	Online rental for baby clothing	2	4	2
1282	Blaze Medical Devices	Spectral analysis for red blood cells	2	2	0
3006	Blue Newt Software	Our core market is customers needing simulation applications for real-world activities	2	2	0
4141	CareCheq	Creator of online portal to connect care consumers and care providers	3	3	0
1471	Estrakon, Inc.	New acrylic sign lighting technology	7	7	0
3418	FamilyMint, Inc.	Children's financial learning program	2	2	0
3724	Hamztec, LLC	Medical technologies to address undesired behaviors	1	1	0
3221	i3D Technologies, LLC	Provider of advanced software solutions for sewer modeling to municipalities and engineering consultants	2	3	1
3118	INOS Technologies, LLC	Joint venture to develop foams using non-petroleum sources, particularly in life science industry	6	6	0
3105	Ix Innovations, LLC	Picoammeters, electrical test and measurement instrumentation	2	2	0
793	LectureTools, Inc	Interactive educational for K-12, college, professional	1	8	7
4052	Mark Bowers, Ph.D., PLLC	Creator of App for the Apple store dealing with children with disabilities	1	1	0
4243	Michael Kaye Holdings, LLC	Website for building construction project, repair and supply bids.	1	1	0
1465	Monarch Antenna Inc.	Self-Structuring Antenna for wireless applications	1	1.5	0.5
3577	MS Bioworks, LLC	State-of-the-art protein mass spectrometry service provider	4	4	0
4237	My Repair Facts	On-line solution for buyers and sellers of used cars access to a vehicle's history	7	7.5	0.5
2159	MySano, Inc.	Online healthcare portal for consumers	2	2	0
3645	NextGen Metabolomics Inc.	IROA, in the application of metabolomics for the purpose of discovering diagnostics biomarkers	2	2	0
2821	Onto-Med	A firmware application for collecting/analyzing multiple patient parameters in an ICU in real time	1	2	1
2578	Openworld Energy LLC	Manufactures and develops solid state lighting systems for commercial and industrial applications	1	1	0
3839	Optime' Supply Chain, Inc.	Producer of healthcare supply chain software products	2	2	0
3995	Pairasight Inc	3D Vision System	1	1	0
2539	Patient Provider Communications	Hospital bed communication tablet	2	1	-1
2712	Popa Enterprises, Inc.	Card system for coupons and receipts	1	1	0

4111	Possibilities for Change	Youth Risk Assessment tool	1	1	0
3637	RetroSense Therapeutics, LLC	Therapeutic for treatment of retinal diseases	2.5	2.5	0
3010	Reveal Design Automation, Inc.	Faster and more effective Integrated Circuit (IC) design quality control software.	1	7	6
2700	Saagara	Interactive/customizable behavioral modification software, for beneficial health outcomes.. Business and technology planning	2	6.5	4.5
1648	Sentry Medical Technologies	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	4	1
4230	Sleep Zones	Scientifically designed night lights which eliminate the pronounced sleep-degrading effects of using conventional night lights.	1	1	0
4186	STigma Free Diagnostics, LLC	point-of-care diagnostic device for the rapid diagnosis of the three most common, curable STDs	3	3	0
3454	Stratus Global	Health device for the prevention of Sexually Transmitted Infections that otherwise are transmitted by oral sex	2	2	0
3051	Supply 55, Inc.	Invented machinery for finishing edges of signs and banners, able to be priced much lower than competition	2	2	0
3074	Synaptin LLC	Synaptin is a system to provide modern hospitals with a modern communications solution.	3	3	0
2880	Therapy Charts, LLC	TherapyCharts serves therapists who are independently practicing with a software as a service (SaaS) platform to manage patient information.	1	1	0
3090	The RepoNetwork	Online forum connecting banks with asset recovery specialists	2	2	0
4000	Transition Edition, LLC	Unique combination of optical character recognition (OCR) and data mining for College Textbook comparisons	2	1	-1
4174	Vinazene, Inc.	Creator of a conducting polymer	1	1	0
3937	WriteSteps	To create a web based, NCCSI compliant WriteSteps, the current WriteSteps videos and PDF materials will be revised to meet the new standards.	1	2	1
Grand Totals (43)			93.5	118.5	25

These BA companies have cumulatively received more than \$4,995,662 million in grants and \$4,458,524 million in private equity funding to date.

The following table lists all companies that attended **Boot Camp** this fiscal year (Nov. 4 & 5 and May 5 & 6). 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	Account Description	Retained FTE Jobs	Current FTE Jobs	New FTE Jobs
3088	EFM Waste Management	Medical waste disposal equipment	2	3	1
3923	Microwave Medical*	The product is a microwave system for breast cancer imaging and therapy. Images are quantitative and diagnostic.	2	2	0
3570	Bebaroo LLC*	Online rental for baby clothing	2	2	0
2156	Vision Solutions International	specializes in vision-assisted robot guidance applications	3	3	0
3920	SMP*	Biodegradable polymer platform for controlled release of macromolecular drugs and vaccine antigens, which is based on self-microencapsulation processes (SMP); solves issue with minimally invasive delivery of this category of drugs.	2	2	0
3644	Fusion Coolant Systems, Inc.	Coolant and lubrication system for metalworking and tooling	3	4.5	1.5
3942	Sunkwa*	We identified the need for a blood salvage device that can be operated by a health care provider to collect blood from a hemorrhaging patient, filter it, and transfuse it back into the body.	2	2	0
3937	WriteSteps	To create a web based, NCCSI compliant WriteSteps, the current WriteSteps videos and PDF materials will be revised to meet the new standards.	1	1	0
3914	401 Systems	Advanced Planning and Scheduling (APS) solutions (adapted from manufacturing) will improve the utilization of doctors, nurses, beds and equipment, thereby lowering costs and improving service	2	2	0
3916	ULTrA*	A home telerehabilitation system using interactive software increases access to quality care tailored to individual needs.	2	2	0
3915	Are You A Human*	The AYaH CAPTCHA applet is more intuitive and secure than the text based applications currently in use. Our design not only offers increased security	2	2	0
1556	ElectroDynamic Applications, Inc.	Research and development with spacecraft systems, plasma systems, and electromagnetic interactions.	7	7	0
1555	Nanosystems, Inc.	Chemical solutions for bio polymer products	1	1	0
4228	H3D*	Advanced gamma ray detection and imaging devices based on wide band-gap semiconductor materials.	1	1	0
4229	Vena*	Contactless reward service	2	2	0
4200	SenseAide	Technology based senior care services	1	1	0

4111	Possibilities for Change*	Youth Risk Assessment tool	1	1	0
4199	ArtJen Complexus USA	Mirafit fbcx® is a soluble dietary fiber in tablet form.	2	2	0
3502	ReGenerate*	Developer of onsite alternative energy, anaerobic digestion of food waste to energy	3	3	0
4167	BRIO DEVICE*	An intubation device (the SmartAirway) that is easy-to-use and improves first-pass success rates for inexperienced practitioners	4	4	0
4086	squaared.im*	The squaredbuddy translates messages between chat networks,	2	2	0
1820	GSE Technologies, LLC	DigiDrive IV provides mobile electronic products and services added to devices owned by the customer.	1	1	0
659	DNA Software	Software for computational biology	12	12	0
4188	Lukacs Newco*	Monoclonal antibody therapy for treatment of lung disease	2	2	0
4185	Xondas*	A device that shapes the electromagnetic near field so as to provide subwavelength focus at a prescribed distance.	2	2	0
4186	STigma Free Diagnostics, LLC*	point-of-care diagnostic device for the rapid diagnosis of the three most common, curable STDs	3	3	0
4067	Qi Analyze	JEE software application	1	1	0
Grand Totals (27 records)			68	70.5	2.5

6 Boot Camp companies received Business Accelerator Phase III engagements. 15 participating teams were out of the University of Michigan*(Center for Entrepreneurship, Medical Innovation Center, Office of Tech Transfer and Zell Laurie Institute/Ross School of Business).

2 companies, ArtJen Complexus USA and SensiAide attended the May 2011 camp on Tech Town grants.

The following table lists all companies that received a **Micro Loan** through the LDFA. 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	Loan Amount	Loan Due Date	Retained FTE Jobs	Current FTE Jobs	New FTE Jobs
1585	Procuit Inc.	Educational software engines	\$30,000	9/8/2011	4	5	1
2804	Allinnova LLC	Assessment tool for determining a corporation's capability to be successful in strategic partnering with another organization	\$10,000	10/22/2011	1	1	0
1982	The Whole Brain Group, LLC	Web site design, social media	\$50,000	11/9/2011	5	13	8

2181	MemCatch	Web-based marketing services for education and related non-profit and government entities	\$25,000	12/14/2011	1	1	0
3045	Local Orbit, LLC	Online marketplace for food distribution	\$10,000	1/8/2012	2	4	2
3105	Ix Innovations, LLC	Picoammeters, electrical test and measurement instrumentation	\$35,000	3/4/2012	3	2	-1
2153	RiserCam, LLC - Out of Business	Specialized video equipment for shooting sports and outdoors industry.	\$25,000	4/13/2012	2	0	-2
1585	Procuit Inc.	Educational software engines	\$20,000	4/27/2012	4	5	1
1885	Akervall Technologies, Inc.	Commercializing dental appliance - mouthguard	\$15,000	5/27/2012	1	2	1
338	Digital Knowledge Corporation	CI for the middle-market, news portal for suppliers - KM Solution	\$29,000	6/17/2012	1	2	1
3176	Road to Rado, LLC	Web-based system that measures confidence behind what students learn	\$25,000	6/22/2012	1	1	0
3045	Local Orbit, LLC	Online marketplace for food distribution	\$40,000	7/20/2012	2	4	2
2868	MyBandStock Corporation - Out of Business	Online community that sells access to musicians in the form of virtual shares	\$45,000	8/13/2012	3	0	-3
3418	FamilyMint, Inc.	Children's financial learning program	\$50,000	9/15/2012	2	2	0
2838	Shepherd Intelligent Systems	Software for tracking vehicles using mobile phone GIS	\$45,000	11/1/2012	2	4	2
3600	AutoHarvest Foundation	A web-based multidirectional exchange of Intellectual Property, Technology and Products	\$25,000	12/20/2011	2	2	0
3105	Ix Innovations, LLC	Picoammeters, electrical test and measurement instrumentation	\$15,000	1/28/2013	2	2	0
2880	Therapy Charts, LLC	Patient information management software for independent therapists.	\$47,000	2/24/2013	3	1	-2
2610	Buycentives, Inc	Online management system for automotive incentives	\$25,000	3/16/2013	3	2	-1

2578	Openworld Energy LLC	Manufactures and develops solid state lighting systems for commercial and industrial applications	\$25,000	5/9/2013	3	1	-2
			Total Loans Issued	Retained FTE Jobs	Current FTE Jobs	New FTE Jobs	
TOTALS			\$591,000	47	41	-6	

These companies have raised \$974,500 in private equity and \$50,000 in grants since receiving loans.

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 they moved into the incubator. The current jobs are those jobs updated through recent contact with the company. New jobs are the difference.

Seated Tenants

Uniq ID	Account Name	Account Description	Retained FTE Jobs	Current FTE Jobs	New FTE Jobs
1787	CVR Global	Medical device to check the carotid artery for build up without invasive measures.	4	25	21
3009	Meadowlark Energy	Fully integrated green building company.	2	1	-1
4243	Michael Kaye Holdings, LLC	Website for building construction project, repair and supply bids.	1	1	0
2578	Openworld Energy LLC	Manufactures and develops solid state lighting systems for commercial and industrial applications	1	1	0
2610	Buycentives, Inc	Online management system for automotive incentives	2	2	0
2159	MySano, Inc.	Online healthcare portal for consumers	2	2	0
2610	Buycentives, Inc	Online management system for automotive incentives	2	2	0
1648	Sentry Medical Technologies	Monitoring, awareness and data logging for patient behavior action.	2	1	-1
3438	Digital Light	LED lighting technology R&D and manufacturing	1	0	-1
4141	CareCheq	Creator of online portal to connect care consumers and care providers	3	3	0
1848	Hygieia, Inc.	Glucose monitor that recommends dosage adjustments for improved glycemic control	1	8	7
3010	Reveal Design Automation, Inc.	Faster and more effective Integrated Circuit (IC) design quality control software.	1	7	6
438	Cyclose Semiconductor	Ultra low power semi-conductor chips	3	5.5	2.5
3221	i3D Technologies, LLC	Provider of advanced software solutions for sewer modeling to municipalities and engineering consultants	2	2	0
3616	Robert Bosch, LLC	Gasoline systems	7*	7*	0
Grand Totals (15 records)			34	67.50	33.50

Two companies, Hygieia & Openworld Energy successfully graduated out of SPARK Central and are both located in the City of Ann Arbor

The Bosch job number reflects only those employees assigned to the collaboration team housed in SPARK Central.

Virtual Tenants

Uniq ID	Account Name	Account Description	Retained FTE Jobs	Current FTE Jobs	New FTE Jobs
2652	Clean Rolling Power	Novel diesel engine system to reduce emissions and improve efficiency	1	1	0
3418	FamilyMint, Inc.	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	2	2	0
206	OTO Medicine - Out of business	Hearing loss prevention pharmaceutical	2	0	-2
1282	Blaze Medical Devices	Spectral analysis for red blood cells	1	4	3
4007	Project 42/Yaccss	Consumer review website for people with disabilities, older adults and their companions and care givers.	1	1	0
4019	Blazing Copy Inc	Marketing Consultant	1	1	0
2156	Vision Solutions International	specializes in vision-assisted robot guidance applications	3	3	0
2550	Jelic Patent Services, LLC	Patent advisor	1	1	0
2634	eChamberConnect, LLC.	Web based applications for Chambers of Commerce	2	10	8
2610	Buycentives, Inc	Online management system for automotive incentives	2	2	0
2634	eChamberConnect, LLC.	Web based applications for Chambers of Commerce	10	10	0
2966	Rock e-commerce	We provide exclusive world class enterprise level internet e-commerce solutions for small to medium sized businesses at breakthrough pricing through relentless innovation and single point of access.	1	1	0
2975	Century Media LLC	Forum to upload, customize, and create mobile multimedia	2	2	0
2821	Onto-Med	A firmware application for collecting/analyzing multiple patient parameters in an ICU in real time	2	2	0
3600	AutoHarvest Foundation	A web-based, toll-free superhighway for the multidirectional exchange of Intellectual Property, Technology and Products	1	3	2
2854	Michigan Business Incubator Association	MI state incubator association	0	1	1
271	GTI Risk Management	risk management- IT security, etc.	1	9	8
2610	Buycentives, Inc	Online management system for automotive incentives	2	2	0
2790	MediQLogix	Software that will provide needed healthcare quality management business solutions for hospitals using SaaS(sw as service).	1	4	3
3575	Creadio	Branded television and radio stations	1	1	0
4227	Preissner Engineering & Consulting, LLC	Engineering srvc's, including advanced FEA, CAD, and high-end design solutions	1	1	0

3645	NextGen Metabolomics Inc.	IROA, in the application of metabolomics for the purpose of discovering diagnostics biomarkers	2	1	-1
3101	Dental Adhesive Products LLC	Dental product: patented time release polymer-based dental adhesive	1	2	1
2539	Patient Provider Communications	Hospital bed communication tablet	1	1	0
3340	Wolverine Energy Solutions & Technology Inc.	Supercapacitor energy storage devices	4	4	0
3088	EFM Waste Management	Medical waste disposal equipment	2	3	1
3914	401 Systems	Advanced Planning and Scheduling (APS) solutions (adapted from manufacturing) will improve the utilization of doctors, nurses, beds and equipment, thereby lowering costs and improving service	2	2	0
338	Digital Knowledge Corporation	CI for the middle-market, news portal for suppliers - KM Solution	1	1	0
3065	Wiseman Engine Group, LLC	The fundamental product is a patented piston/connecting rod/ crankshaft mechanism that results in an internal combustion engine that has up to 50% more fuel efficiency	2	1	-1
3221	i3D Technologies, LLC	Provider of advanced software solutions for sewer modeling to municipalities and engineering consultants	2	2	0
			58	81	23

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%. For this contract year our response rate was 63%. We make calls to non-respondents but with limited success. The survey and phone follow-up is with companies who have received services the past five years.
5. To calculate the number of new hires for a company we 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.