

Ann Arbor/Ypsilanti SmartZone

LDFA Final Program Progress Report

Contract period July 1, 2011 through June 30, 2012

August 30, 2012

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, 2012 (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, 2012; 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, 2012. 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 2011-12. 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 Description	Retained FTE Jobs	Current FTE Jobs	New FTE Jobs
4581	Company builds devices enabling the blind to use modern touchscreen devices.	2	2	0
297	Software to help foreign nationals reduce their accent and English speakers to understand foreign accents.	4	22	18
4519	Ad network for mobile gaming and applications.	3	3	0
4547	Advanced nanofabrication methods and a novel three dimensional (3D) approach to sensor assembly	2	3	1
3476	High quality, solid state lighting combining organic and inorganic materials, lower cost than other LEDs.	3	3	0

4431	Assistive technology to allow people with fine motor disabilities to interact with the mobile and touch screen	1	1	0
4544	Pharmaceutical for treatment of adrenal cancer.	3	3	0
479	Knowledge management platform for auto vertical	4	4	0
2752	Entry-level neurophysiology (brain signal recording) kits for students to learn about the brain	3	9	6
4517	Innovative electro-mechanically assisted bass drum pedal	2	2	0
1282	Spectral analysis for red blood cells	3	3.5	0.5
3006	Our core market is customers needing simulation applications for real-world activities	2	2	0
4167	An intubation device (the SmartAirway) that is easy-to-use and improves first-pass success rates for inexperienced practitioners	4	4	0
4141	Creator of online portal to connect care consumers and care providers	2	2	0
4552	Child Care facility backend and customer facing software.	5	5	0
4551	The Connect Monitor uses a novel method to assess anesthesia in the OR and sedation in the ICU.	4	4	0
4523	Technology for sorting berries by firmness, applicable to cranberries and blueberries for instance with possible application to sorting other small objects like perhaps tart cherries, or coffee cherries.	1	1	0
4566	Provides mobile applications for large travel destinations	1	1	0
4406	Complete "Recommender System" (RS) for websites built with Drupal Content Management System	3	3	0
4569	Design, assemble, and sell an innovative electric field sensor called the Charge Tracker for the electronic manufacturing sector to warn against electrostatic discharges.	2	2	0
2316	Vacuum and hermetic packaging of MEMS using solder.	2	1	-1
4255	Developers of physically secure computers	2	2	0
4807	Software for cloud-based note taking	3	7	4
481	Portal for graphic arts purchasers	1	1	0
3368	SaaS model software to help companies find and access grants, and collaborate.	15	15	0
3105	Electrical test and measurement instrumentation	2	3	1
4354	A medical device firm that provides foam dressing kits that are used in negative pressure wound therapy.	2	2	0
4471	Product helps consumers get every discount they deserve, membership organizations increase loyalty, and merchants generate business from ta	2	2	0
793	Interactive classroom software and tools to increase student learning.	4	8	4
3045	Online marketplace for food distribution	5	5	0
4052	Creator of App for the Apple store dealing with children with disabilities	2	1	-1

4243	Website for building construction project, repair and supply bids.	1	1	0
4257	Mobile LBS based retail outlet	1	1	0
1465	Self-Structuring Antenna for wireless applications	1	1.5	0.5
3577	State-of-the-art protein mass spectrometry	4	4	0
4913	Technology that encapsulates a drug for delivery in stable per fluorocarbon liquid	1	1	0
3995	3D Vision System	1	1	0
2539	Hospital bed communication tablet	2	6	4
4341	Scheduling/dispatch solutions for rural transit systems	2	2	0
4210	Supply chain software development company	2	2	0
4982	Device for body temperature monitoring	1.5	1.5	0
386	Vision Technology w/ Sports applications	6	6	0
4111	Youth Risk Assessment tool	1	1	0
3614	Next generation Electronic Health Records solution SaaS model.	3	4	1
4067	JEE software application	1	1	0
3502	Developer of onsite alternative energy, anaerobic digestion of food waste to energy	4	4	0
3637	Therapeutic for treatment of retinal diseases	2	2.5	0.5
3010	Faster and more effective Integrated Circuit (IC) design quality control software.	2	7	5
4898	Intravenous formulation for patients with acute decompensated heart failure.	2	2	0
1648	Monitoring, awareness and data logging for patient behavior action.	3	5	2
4383	New material for cooling and power generation applications.	3	5	2
4525	Innovative printing technology coupled with niche advertising.	2	4	2
3454	Health device for the prevention of Sexually Transmitted Infections that otherwise are transmitted by oral sex	2	2	0
1488	Engineering, 3-D design, software consulting	3	4	1
3074	System to provide modern hospitals with an innovative communications solution.	3	3	0
2880	SaaS for serves independently practicing therapists	1	1	0
4501	Design and Mfg. of Innovative Smart-Home accessories.	2	2	0
4472	An online platform that empowers college students to showcase their work and skills to startups.	4	8	4
4174	Creator of a conducting polymer	1	5	4
4407	Digital instruments and software capable of accurately recreating the voices of valuable historic instruments.	4	4	4
4562	Software that enables sports fans to access audio- and text-based commentary provided by other sports fans	1	1	0

4815	Online platform that can be used by anyone to easily create interactive trivia games.	2	2	0
Grand Total		162.5	221	62.5

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 (March 22 &23). 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 Description	Retained FTE Jobs	Current FTE Jobs	New FTE Jobs
4581	Company builds devices enabling the blind to use modern touchscreen devices.	2	2	0
4586	H2eat technology generates nonelectric, reusable heat on demand.	2	7	5
4525	Innovative printing technology coupled with niche advertising.	2	4	2
4522	Tissue Engineered Ligament replacement for dogs	3	3	0
4567	Mobile application for the purpose of connecting electric vehicle (EV) drivers with charging stations.	2	2	0
4558	High-end mechatronic back brace	2	2	0
4551	The Connect Monitor uses a novel method to assess anesthesia in the OR and sedation in the ICU.	4	4	0
4562	Software that enables sports fans to access audio- and text-based commentary provided by other sports fans	1	1	0
4584	Regaingo provides fast volume marketing campaigns, through the use of online coupon deals	2	2	0
4577	Online language learning (Chinese) through virtual environments and game play	2	2	0
4582	Integration of online services into a central location backed by analytics of integrated services to assist in use of the platforms within the system	2	2	0
4588	Resume Software	1	1	0
4583	Software product Euhedra, a program that to creating life-like 3D models of mineral crystals.	2	2	0
4566	Provides mobile applications for large travel destinations	1	1	0
		28	35	7

5 Boot Camp companies received Business Accelerator Phase III engagements. 8 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).

5 companies attended the March 2012 camp on SmartZone Incubator 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.

These companies have raised \$3,404,500 in private equity and \$595,000 in grants since receiving loans.

Uniq ID	Account Name	Account Description	Loaned	Date of Initial Investment	Repaid	Retained FTE Jobs	Current FTE Jobs
1585	Procuit Inc.	Educational software engines	\$30,000	9/8/2009	-	4	5
2804	Allinnova LLC	Assessment tool for determining a corporation's capability to be successful in strategic partnering with another organization	\$10,000	10/22/2009	-	1	1
1982	The Whole Brain Group, LLC	Web site design, social media	\$50,000	11/9/2009	\$50,000	5	15
2181	MemCatch - Out of Business	Web-based marketing services for education organizations and related non-profit and government entities	\$25,000	12/14/2009	\$0	1	0
3045	Local Orbit, LLC	Online marketplace for food distribution	\$10,000	1/8/2010	\$1,000	2	5
3105	Ix Innovations, LLC	Picoammeters, electrical test and measurement instrumentation	\$35,000	3/4/2010	\$18,400		
2153	RiserCam, LLC - Out of Business	Designer, manufacturer, sales and marketer of specialized video equipment for shooting sports and outdoors industry.	\$25,000	4/13/2010	\$17,300	2	0
1585	Procuit Inc.		\$20,000	4/27/2010	-		
1885	Akervall Technologies, Inc.	Commercializing dental appliance - mouthguard	\$15,000	5/27/2010	\$17,195	1	6
338	Digital Knowledge Corporation	Information and news aggregator and filter.	\$29,000	6/17/2010	-	1	3
3176	Road to Rado, LLC	Web-based system that measures the confidence behind what students learn to increase knowledge retention	\$25,000	6/22/2010	-	1	1
3045	Local Orbit, LLC	Online marketplace for food distribution	\$40,000	7/20/2010	-		
2868	MyBandStock Corporation - Out of Business	Online community that sells access to musicians in the form of virtual shares	\$45,000	8/13/2010	\$0	3	0
3418	FamilyMint, Inc.	Children's financial learning program	\$50,000	9/15/2010	-	2	2
2838	Shepherd Intelligent Systems	Software for tracking vehicles using mobile phone GIS	\$45,000	11/1/2010	-	2	10
3600	AutoHarvest Foundation	A web-based, toll-free superhighway for the multidirectional exchange of Intellectual Property, Technology and Products	\$25,000	12/20/2010	-	2	2

3105	Ix Innovations, LLC	Picoammeters, electrical test and measurement instrumentation	\$15,000	1/28/2011	-	2	3
2880	Therapy Charts, LLC	TherapyCharts serves therapists who are independently practicing with a software as a service (SaaS) platform to manage patient information.	\$47,000	2/24/2011	-	3	1
2610	Buycentives, Inc - Out of Business	Online management system for automotive incentives	\$25,000	3/16/2011	\$0	3	0
2578	Openworld Energy LLC	Manufactures and develops solid state lighting systems for commercial and industrial applications	\$25,000	5/9/2011	-	3	1
2679	FreeStride Therapeutics Inc.	Development of therapies for treatment of bone-related conditions	\$28,000	8/31/2011	-	3	1.5
4141	CareCheq, LLC	Creator of online portal to connect care consumers and care providers	\$10,237	10/10/2011	-	4	2
3010	Reveal Design Automation, Inc.	Faster and more effective Integrated Circuit (IC) design quality control software.	\$45,000	10/12/2011	-	3	7
4141	CareCheq, LLC	Creator of online portal to connect care consumers and care providers	\$9,223	12/15/2011	-	4	2
4425	FlockTAG LLC	Mobile loyalty system for quick service restaurants which creates a cross promotional platform with customized deals	\$40,000	1/19/2012	-	1	8
4472	truApp, Inc.	An online platform that empowers college students to showcase their work and skills to startups.	\$50,000	6/11/2012	-	7	8
Totals			\$798,460		\$103,895	60	83.5

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.

Tenants

Uniq ID	Account Description	Retained FTE Jobs	Current FTE Jobs	New FTE Jobs
3914	Advanced Planning and Scheduling solutions for Healthcare Facilities	2	2	0
4431	assistive technology to allow people with fine motor disabilities to interact with the mobile and touch screen	1	1	0
1282	Spectral analysis for red blood cells	1	3.5	2.5
4409	Software solution provides for real-time claims adjudication between the provider and payer and is HIPPA 5010 compliant.	1	1	0
3360	comprehensive, real-time monitoring, management and support for networks, wireless	5	5	0
2610	Online management system for automotive incentives	2	2	0
4141	Creator of online portal to connect care consumers and care providers	3	2	-1
2975	Forum to upload, customize, and create mobile multimedia	2	2	0
438	Ultra low power semi-conductor chips	3	5.5	2.5
4566	Provides mobile applications for large travel destinations	1	1	0
338	Information and news aggregator and filter.	1	3	2
2634	Web based applications for Chambers of Commerce	2	10	8
4464	Software to manage social networks for high schools and colleges.	1	1	0
3418	Children's financial learning program	2	2	0
4255	Developers of physically secure computers	2	2	0
271	risk management- IT security, etc.	1	9	8
3221	Provider of advanced software solutions for sewer modeling to municipalities and engineering consultants	2	3	1
2550	Patent advisor	1	1	0
3045	Online marketplace for food distribution	5	5	0
2790	Software that will provide needed healthcare quality management business solutions for hospitals using SaaS	1	4	3
4791	Event Management Software	1	1	0
4243	Website for building construction project, repair and supply bids.	1	1	0
2854	MI state incubator association	0.5	0.5	0
2159	Online healthcare portal for consumers	2	2	0
3645	Mass Spec results data improvement for the purpose of discovering diagnostic biomarkers	2	2	0
2821	A firmware application for collecting/analyzing multiple patient parameters in an ICU in real time	2	2	0
5557	Digital Marketing Intelligence	1	1	0

3052	On-site Insurance Medical Payment Solution Software	2	2	0
2539	Hospital bed communication tablet	1	6	5
4227	Engineering services, including advanced FEA, CAD, and high-end design solutions	1	1.5	0.5
4790	Technology to support small scale waste-to-energy systems based on anaerobic digestion	1	1.5	0.5
3502	Developer of onsite alternative energy, anaerobic digestion of food waste to energy	4	4	0
3010	Faster and more effective Integrated Circuit (IC) design quality control software.	1	7	6
3616	Gasoline systems	1,300	1,300.00	0
2966	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
4349	Consultant firm focusing on Chinese relations	2	2	0
4772	SalesForce	2	4	2
4346	The e-commerce Company specializing in furniture and appliances.	2	2	0
4472	An online platform that empowers college students to showcase their work and skills to startups.	3	8	5
2156	Specializes in vision-assisted robot guidance applications	3	3	0
2945	Energy monitoring technology for residential applications	1	1	0
Total		1,373	1,417.50	44.5

SPARK Central graduates include: Cyclose Semiconductor, Reveal Design Automation, Inc. and truApp, Inc. All 3 are located in the City of Ann Arbor.

8 jobs were lost this year related to clients that have left the LDFA Service Area because of relocation, merger, acquisition, or business failure.

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 13%. 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.