

**Ann Arbor SPARK and Affiliate**

**Financial Statements**

**December 31, 2017  
(With Summarized Comparative  
Information for 2016)**



## Table of Contents

	<b>Page</b>
Independent Auditors' Report	1
Basic Financial Statements	
Consolidated Statement of Financial Position	3
Consolidated Statement of Activities	4
Consolidated Statement of Cash Flows	5
Consolidated Statement of Functional Expenses	6
Notes to the Consolidated Financial Statements	7
Supplementary Information	
Consolidating Statement of Financial Position	21
Consolidating Statement of Activities	22
Consolidating Statement of Cash Flows	23

## **Independent Auditors' Report**

Management and Board of Directors  
Ann Arbor SPARK and Affiliate  
Ann Arbor, MI

We have audited the accompanying consolidated financial statements of Ann Arbor SPARK and Affiliate which comprise the consolidated statement of financial position as of December 31, 2017, and the related consolidated statements of activities, functional expenses, and cash flows for the year then ended, and the related consolidated notes to the financial statements.

### ***Management's Responsibility for the Financial Statements***

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

### ***Auditors' Responsibility***

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## **Opinion**

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of Ann Arbor SPARK and Affiliate as of December 31, 2017, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

## **Report on Summarized Comparative Information**

We have previously audited Ann Arbor SPARK and Affiliate's December 31, 2016, consolidated financial statements, and our report dated April 19, 2017 expressed an unmodified opinion on those consolidated financial statements. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2016 is consistent, in all material respects, with the audited consolidated financial statements from which it has been derived.

## **Report on Supplementary Information**

Our audit was conducted for the purpose of forming an opinion on the 2017 consolidated financial statements as a whole. The 2017 consolidating statement of financial position, consolidating statement of activities and consolidating statement of cash flows is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the 2017 information is fairly stated in all material respects in relation to the consolidated financial statements as a whole.

*Yeo & Yeo, P.C.*

Ann Arbor, Michigan  
April 12, 2018

**Ann Arbor SPARK and Affiliate**  
**Consolidated Statement of Financial Position**  
**December 31, 2017**

(With Summarized Comparative Information for December 31, 2016)

	2017	2016
<b>Assets</b>		
Current assets		
Cash	\$ 1,271,263	\$ 902,299
Restricted cash - capital funding	3,301,754	2,574,860
Accounts receivable, net	492,249	296,567
Prepaid expenses	112,421	113,697
Total current assets	5,177,687	3,887,423
Property and equipment, net	321,720	338,845
Investments		
Michigan Pre-Seed Capital Fund Portfolio Investments, net	6,880,855	8,462,452
Micro loans, net	874,574	1,229,958
Total investments	7,755,429	9,692,410
Other assets		
Deposits	133,968	85,819
<b>Total assets</b>	<b>\$ 13,388,804</b>	<b>\$ 14,004,497</b>
<b>Liabilities and Net Assets</b>		
Current liabilities		
Accounts payable	\$ 268,370	\$ 157,426
Accrued liabilities	428,032	312,852
Deferred revenue	267,528	224,212
Total current liabilities	963,930	694,490
Net assets		
Unrestricted net assets	12,038,914	13,310,007
Temporarily restricted net assets	385,960	-
Total net assets	12,424,874	13,310,007
<b>Total liabilities and net assets</b>	<b>\$ 13,388,804</b>	<b>\$ 14,004,497</b>

See Accompanying Notes to the Consolidated Financial Statements

**Ann Arbor SPARK and Affiliate**  
**Consolidated Statement of Activities**  
**For the Year Ended December 31, 2017**  
**(With Summarized Comparative Information for December 31, 2016)**

	Unrestricted	Temporarily Restricted	2017	2016
<b>Program Service Fee Revenues and Public Support</b>				
Program service fee revenue				
Accelerator grants and revenue	\$ 801,714	\$ 400,000	\$ 1,201,714	\$ 914,494
Local Development Finance Authority revenue	2,753,848	-	2,753,848	2,218,466
Municipal service contracts	932,414	-	932,414	882,264
Facility revenue	588,624	-	588,624	508,796
Total program service fee revenue	<u>5,076,600</u>	<u>400,000</u>	<u>5,476,600</u>	<u>4,524,020</u>
Public support				
Contributions	1,187,500	-	1,187,500	976,700
In-kind	525,887	-	525,887	538,959
Net assets released from restriction	14,040	(14,040)	-	-
Total public support	<u>1,727,427</u>	<u>(14,040)</u>	<u>1,713,387</u>	<u>1,515,659</u>
Total program service fee revenues and public support	<u>6,804,027</u>	<u>385,960</u>	<u>7,189,987</u>	<u>6,039,679</u>
<b>Expenses</b>				
Program services	6,156,975	-	6,156,975	5,347,332
Supporting services				
Management and general	830,862	-	830,862	776,911
Fundraising	146,008	-	146,008	142,856
Total expenses	<u>7,133,845</u>	<u>-</u>	<u>7,133,845</u>	<u>6,267,099</u>
<b>Other Income (Expense)</b>				
Interest income	4,761	-	4,761	11,444
Interest earned on investments	304,760	-	304,760	366,571
Realized gain on investments	-	-	-	1,412,161
Realized loss on investments	(1,327,795)	-	(1,327,795)	(3,498,328)
Unrealized gain (loss) on investments based on company performance	(111,471)	-	(111,471)	145,822
Valuation allowance on investments based on projected performance	(546,132)	-	(546,132)	(71,876)
Return on prior investments	976,824	-	976,824	-
Payment to MEDC	(79,767)	-	(79,767)	(118,884)
Return of funds	(162,455)	-	(162,455)	-
Loss on sale of property and equipment	-	-	-	(1,313)
Total other income (expense)	<u>(941,275)</u>	<u>-</u>	<u>(941,275)</u>	<u>(1,754,403)</u>
Change in net assets	(1,271,093)	385,960	(885,133)	(1,981,823)
Net assets - beginning of year	13,310,007	-	13,310,007	15,291,830
<b>Net assets - end of year</b>	<u>\$ 12,038,914</u>	<u>\$ 385,960</u>	<u>\$ 12,424,874</u>	<u>\$ 13,310,007</u>

See Accompanying Notes to the Consolidated Financial Statements

**Ann Arbor SPARK and Affiliate**  
**Consolidated Statement of Cash Flows**  
**For the Year Ended December 31, 2017**  
**(With Summarized Comparative Information for December 31, 2016)**

	<b>2017</b>	<b>2016</b>
<b>Cash flows from operating activities</b>		
Change in net assets	\$ (885,133)	\$ (1,981,823)
Items not requiring cash		
Depreciation	127,504	120,066
Unrealized and realized interest, (gains) and losses on investments, net	1,134,506	1,573,774
Bad debt expense	250	5,000
Loss on sale of property and equipment	-	1,313
Valuation allowance	546,132	71,876
Changes in operating assets and liabilities		
Restricted cash - capital funding	(726,894)	(630,957)
Accounts receivable	(195,932)	(56,076)
Prepaid expenses	1,276	(23,366)
Deposits	(48,149)	(37,196)
Accounts payable	110,944	(13,206)
Accrued liabilities	115,180	64,865
Deferred revenue	43,316	133,922
	<b>223,000</b>	<b>(771,808)</b>
<b>Cash flows from investing activities</b>		
Redemption of convertible promissory notes	300,000	1,286,829
Redemption of micro loans	206,343	88,094
Purchase of preferred stock	(250,000)	-
Purchase of micro loans	-	(155,000)
Purchase of convertible promissory notes	-	(250,000)
Purchase of property and equipment	(110,379)	(21,720)
	<b>145,964</b>	<b>948,203</b>
Change in cash	<b>368,964</b>	<b>176,395</b>
Cash - beginning of year	<b>902,299</b>	<b>725,904</b>
<b>Cash - end of year</b>	<b>\$ 1,271,263</b>	<b>\$ 902,299</b>

See Accompanying Notes to the Consolidated Financial Statements

**Ann Arbor SPARK and Affiliate**  
**Consolidated Statement of Functional Expenses**  
**For the Year Ended December 31, 2017**  
**(With Summarized Comparative Information for December 31, 2016)**

---

	Supporting Services				<b>2017</b>	2016
	Program	Management and General	Fund- Raising	Subtotal		
Personnel expenses	\$ 2,312,145	\$ 221,511	\$ 138,130	\$ 359,641	<b>\$ 2,671,786</b>	\$ 2,460,079
Professional expenses	1,746,546	117,973	-	117,973	<b>1,864,519</b>	1,439,879
Operating expenses	937,756	310,635	1,938	312,573	<b>1,250,329</b>	1,284,477
Marketing expenses	1,047,060	166,707	5,940	172,647	<b>1,219,707</b>	962,598
Depreciation expense	113,468	14,036	-	14,036	<b>127,504</b>	120,066
	<u>\$ 6,156,975</u>	<u>\$ 830,862</u>	<u>\$ 146,008</u>	<u>\$ 976,870</u>	<b><u>\$ 7,133,845</u></b>	<u>\$ 6,267,099</u>

See Accompanying Notes to the Consolidated Financial Statements



**Ann Arbor SPARK and Affiliate**  
**Notes to the Consolidated Financial Statements**  
**December 31, 2017**  
**(With Summarized Comparative Information for 2016)**

---

**Note 1 - Organization**

Ann Arbor SPARK ("SPARK") is the operating entity and is exempt from income taxes under Section 501(c)(6) of the Internal Revenue Code.

The Ann Arbor SPARK Foundation (the "Foundation") is an affiliated 501(c)(3) nonprofit organization designed to solicit contributions and promote charitable purposes of SPARK. The Foundation is a special purpose entity formed by SPARK. The Foundation primarily provides support to SPARK, and its board of directors consists entirely of the members of SPARK's executive committee.

SPARK and the Foundation are organized to operate a centralized cooperative, publicly and privately supported economic development program that attracts, expands and retains jobs within Washtenaw County and Livingston County, Michigan. The Organization's mission is to advance the economy of the Ann Arbor Region by establishing that 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. Programs and services offered by the Organization are as follows:

- Business incubator services
- Business accelerator services
- Business development – local business expansion, retention & referrals
- Business attraction
- Talent Connections

SPARK has both an economic interest and control that exist through a majority voting interest in the Foundation's board. As a result, SPARK is required to consolidate the results of the Foundation for its financial statements. Contributions to the Foundation qualify as deductible charitable contributions as provided in Section 170(b) (1) (A) (VI) of the Internal Revenue Code. SPARK provides administrative support including staff time, use of facilities and other indirect expenses related to the activities of the Foundation on an ongoing basis.

**Note 2 - Summary of Significant Accounting Policies**

**Basis of Presentation**

The basic consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America and in accordance with the Audit and Accounting Guide for Not-for-Profit Organizations issued by the American Institute of Certified Public Accountants.

**Ann Arbor SPARK and Affiliate**  
**Notes to the Consolidated Financial Statements**  
**December 31, 2017**  
**(With Summarized Comparative Information for 2016)**

---

The Organization's net assets are categorized and reported as follows:

**Unrestricted Net Assets**

These net assets are available for general operations and are not subject to donor-imposed restrictions.

**Temporarily Restricted**

These net assets are limited to uses specified by donor-imposed restrictions. When donor restrictions expire or the nature and purpose of the restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the consolidated statement of activities as net assets released from restrictions.

**Permanently Restricted**

These net assets would include the principal amount accepted by the Organization with the donor's stipulation that the principal be maintained in perpetuity. The Organization does not have permanently restricted net assets.

**Principles of Consolidation**

The 2017 consolidated financial statements include the financial information of SPARK and the Foundation. All inter-entity balances and transactions have been eliminated.

**Revenue Recognition**

Under its business accelerator program, the Organization provides funding for consulting services and other development-stage costs to start-up companies in the greater Ann Arbor region. Revenue is recognized when the companies submit, in writing, that deliverables have been satisfactorily achieved.

**Support Revenue**

Contributions are recognized when the donor makes a promise to give to the Organization that is, in substance, unconditional. Contributions that are restricted by the donor are reported as increases in unrestricted net assets if the restrictions expire in the fiscal year in which the contributions are recognized. All other donor-restricted contributions are reported as increases in temporarily or permanently restricted net assets depending on the restrictions. When a restriction expires, generally with the passage of time, temporarily restricted net assets are reclassified to unrestricted net assets. The Organization accounts for unconditional promises to give at fair value based on the present value of the future cash flows the Organization expects to collect.

The Organization reports gifts and pledges of land, buildings, and equipment as unrestricted support unless explicit donor stipulations specify how the donated assets must be used. Gifts of long-lived assets with explicit restrictions that specify how the assets are to be used and gifts of cash or other assets that must be used to acquire long-lived assets are reported as restricted support. Absent explicit donor stipulations about how long those long-lived assets must be maintained, the Organization reports expirations of donor restrictions when the donated or acquired long-lived assets are placed in service.

**Donated Materials and Services**

Donated services for which the value is clearly measurable and that the Organization would otherwise need to purchase have been recorded in the consolidated financial statements.

**Cash and Restricted Cash**

The Organization considers all highly liquid investments with an initial maturity of three months or less to be cash. Restricted cash is Pre-Seed and Microloan cash that is required to be held in a separate account.

**Ann Arbor SPARK and Affiliate**  
**Notes to the Consolidated Financial Statements**  
**December 31, 2017**  
**(With Summarized Comparative Information for 2016)**

---

**Accounts Receivable**

Accounts receivable consist of amounts that have been expended for intended grant purposes and not yet reimbursed by the granting agency, business incubator rent payments due and donations not yet paid. Grant and other receivables are valued at what is believed to be collected, an allowance of \$7,778 and \$9,521 has been recorded for the year ended December 31, 2017 and 2016, respectively.

**Conditional Promises to Give**

During the year ended December 31, 2017, the Organization received a conditional promise of \$300,000, due in a \$200,000 and \$100,000 increments in December 2018 and 2019, respectively. Payments are contingent upon the Organization's ability to raise matching funds, and therefore not reflected in the financial statements.

**Prepaid Expenses**

Prepaid expenses consist of amounts paid in advance for future expenses. All amounts are expected to be utilized.

**Investments**

**Michigan Pre-Seed Capital Fund**

In January 2007, as part of the State of Michigan's 21st Century Jobs Fund Initiative, the Organization was provided a grant in the amount of \$8,000,000 by The Michigan Strategic Fund ("MSF") in order to start and manage the Michigan Pre-Seed Capital Fund. The term of this grant agreement was January 15, 2007 through December 31, 2009. As of December 31, 2017, the Organization had received \$8,000,000 in payments under the grant and made expenditures and investments in the same amount.

In July 2009, the Organization was provided an additional grant in the amount of \$6,800,000 by the MSF in order to continue to manage the Michigan Pre-Seed Capital Fund. The term of this grant agreement was July 15, 2009 through June 30, 2012. As of December 31, 2017, the Organization had received \$6,800,000 in payments under the grant and made expenditures and investments in the same amount.

In October 2011, the MSF provided another grant in the amount of \$10,170,000 for the same purpose. The term of this agreement was October 1, 2011 through December 31, 2014. The grant had an initial payment of \$2,150,000 and additional payments were received upon the Organization achieving certain milestones and materially complying with requirements as defined in the agreement with the MSF. As of December 31, 2017, the Organization had received payments of \$10,128,000 and made expenditures and investments in the amount of \$10,128,000.

**Microloans**

The Michigan Microloan Fund Program currently includes three distinct microloan funds. Through the Michigan Microloan Fund Program, \$264,000 is available to start-ups via the Eastern Washtenaw Microloan Fund and \$1,050,000 is available for companies located in the City of Ann Arbor via funding from the Ann Arbor/Ypsilanti Local Development Financing Authority (LDFA). Included above in the Michigan Pre-Seed Capital Fund amounts \$1,000,000 of the 2009 funds and \$1,734,800 of the 2011 funds are designated for microloans.

Microloans available through the Michigan Microloan Fund Program range from \$10,000 to \$50,000. To qualify, companies must be a small business located in Michigan, have the rights (ownership or license) to innovative technology, and be privately held.

**Ann Arbor SPARK and Affiliate**  
**Notes to the Consolidated Financial Statements**  
**December 31, 2017**  
**(With Summarized Comparative Information for 2016)**

---

Michigan Pre-Seed Capital Fund microloans have the same requirements as the Michigan Microloan Fund Program, however funding is to be used for the development of a business that is focused on the commercialization of technology of interest to the 21st Century Jobs Fund.

Accrued interest on microloans originated by either program noted above was \$494,258 and \$583,382 at December 31, 2017 and 2016, respectively.

The valuation allowance on the microloans was \$767,651 and \$937,127 at December 31, 2017 and 2016, respectively. The allowance is based on historical collection rates of the microloans over the life of the program.

In the year ending 2017 the LDFA has discontinued the microloan program. Any return of funds received relating to the LDFA microloans held by the Organization at year end, will be remitted back to the LDFA. Previously, any return of funds were reinvested back into the microloan program. This event does not change the value or operations of the microloans or their effect on the financial statements.

**Valuation of Michigan Pre-Seed Capital Fund Investments and Microloans**

Investments are recorded at fair value as determined in good faith by management. Initial transaction cost is used as the best estimate of fair value at inception. Fair value is subsequently adjusted as changes in economic and other performance indicators provide. Since no public market exists for the securities, fair value is determined by taking into consideration factors such as: the cost of the securities; prices of recent significant placements of securities of the same issuer with sophisticated, unrelated new investors; subsequent developments concerning the companies to which the securities relate; any financial data and projections of such companies provided to management; and such other factors as the management may deem relevant. The values determined for these investments are based on available information at the time the good faith valuations are made and may not necessarily represent the amounts that might ultimately be realized, which could be higher or lower than the reported values. These investments are in high-tech start-up companies where the capital market and business environment is highly volatile and performance of such companies vary dramatically over time and performance has a significant effect on valuation. The valuation of these investments can be subject to rapid change due to business and market conditions and the valuation is therefore inherently uncertain. Because of this inherent uncertainty, the estimated fair values of the investments may differ significantly from the values that would have been used had a ready market for the investments existed. Any appreciation or depreciation of an investment's value is reported as an unrealized gain or loss in the financial statements.

Warrants of private companies are not valued due to the inherent uncertainty of such valuation.

Interest on convertible promissory notes is recognized when earned. Collectability is evaluated periodically by management based on the circumstances of each company to which the notes relate and a corresponding reserve established for estimated uncollectible amounts.

Accrued interest earned from convertible notes was \$1,020,207 and \$996,457 at December 31, 2017 and 2016, respectively.

The valuation allowance on the investments was \$7,077,209 and \$6,361,601 at December 31, 2017 and 2016, respectively. The allowance is based on historical collection rates of the investments over the life of the program.

**Ann Arbor SPARK and Affiliate**  
**Notes to the Consolidated Financial Statements**  
**December 31, 2017**  
**(With Summarized Comparative Information for 2016)**

---

**Fair value measurement - definition and hierarchy**

Fair Value Measurements defines fair value as the price that would be received to sell an asset or paid to transfer a liability (i.e. the "exit price") in an orderly transaction between market participants at the measurement date.

In determining fair value, the Organization uses various valuation approaches, including market, income and/or cost approaches. Fair Value Measurements establishes a hierarchy for inputs used in measuring fair value that maximizes the use of observable inputs and minimizes the use of unobservable inputs by requiring that the observable inputs be used when available. Observable inputs are inputs that market participants would use in pricing the asset or liability developed based on market data obtained from independent sources. Unobservable inputs include management's efforts to best reflect the perceptions about the assumptions market participants would use in pricing the asset or liability developed based on the best information available in the circumstances.

The hierarchy is broken down into three levels based on the reliability of inputs as follows:

**Level 1**

Valuations based on quoted prices in active markets for identical assets or liabilities that the Fund managements has the ability to access. Valuation adjustments and block discounts are not applied to Level 1 instruments. Since valuations are based on quoted prices that are readily and regularly available in an active market, valuation of these products does not entail a significant degree of judgment.

**Level 2**

Valuations based on quoted prices in markets that are not active or for which all significant inputs are observable, directly or indirectly.

**Level 3**

Valuations based on inputs that are unobservable and significant to the overall fair value measurement.

The availability of observable inputs can vary from business to business and is affected by a wide variety of factors, including, for example, the type of business, whether the business is new and not yet established in the marketplace, and other characteristics particular to the transaction. To the extent that valuation is based on models or inputs that are less observable or unobservable in the market, the determination of fair value requires more judgment. Accordingly, the degree of judgment exercised by the Fund management in determining fair value is greatest for instruments categorized in level 3. In certain cases, the inputs used to measure fair value may fall into different levels of the fair value hierarchy.

In such cases, for disclosure purposes the level in the fair value hierarchy within which the fair value measurement in its entirety falls is determined based on the lowest level input that is significant to the fair value measurement in its entirety. Fair value is market-based measure liability rather than an entity-specific measure. Therefore, even when market assumptions are not readily available, the Organization's own assumptions are set to reflect those that market participants would use in pricing the asset or liability at the measurement date. Management uses prices and inputs that are current as of the measurement date, including during periods of market dislocation. In periods of market dislocation, the observability of prices and inputs may be reduced for many instruments. This condition could cause an instrument to be reclassified from level 1 to level 2 or Level 2 to Level 3. See Note 5 to the consolidated financial statements for further information about the Organization's fund investments that are accounted for at fair value.

**Ann Arbor SPARK and Affiliate**  
**Notes to the Consolidated Financial Statements**  
**December 31, 2017**  
**(With Summarized Comparative Information for 2016)**

---

**Property and Equipment**

Property and equipment are recorded at cost when purchased, or at fair market value when received as a donation. Depreciation of property placed in service is calculated on a straight-line basis over the estimated useful lives of the assets. Property and equipment are capitalized when the cost exceeds \$1,000. Property and equipment not meeting these criteria are expensed in the period of acquisition. The Organization estimates the useful life of its property and equipment between 3 and 10 years.

**Deferred Revenue**

Deferred revenue represents unearned program service revenues generated from the advance payments received for the Michigan Pre-Seed Capital Fund, Washtenaw County Incentive Program and unearned rental income. These revenues are earned as the terms of the agreements are met.

**Functional Expenses**

Direct identifiable expenses are charged to programs and supporting services accordingly. Occupancy costs and other common costs are allocated among program and supporting service activities on the basis of planned resource usage established by management.

**Marketing Costs**

The Organization expenses marketing production costs as they are incurred and marketing communication costs for programs the first time the marketing takes place. Marketing costs for the years ended December 31, 2017 and 2016, were \$1,707,304 and \$1,448,723, respectively. These totals include in-kind donations of Google Adwords.

**Use of Estimates**

The preparation of consolidated financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

As further discussed above under Investments, there are no readily ascertainable fair values for portfolio investments. In these instances, management estimates fair value using its investment valuation policy as described above. Because of this inherent uncertainty, the estimated fair values of the investments may differ significantly from the values that would have been used had a ready market for the investments existed.

**Comparative Financial Statements**

The amounts shown for the year ended December 31, 2016 in the accompanying financial statements are included to provide a basis for comparison with 2017 and present summarized totals only. Accordingly, the 2016 totals are not intended to present all information necessary for a fair presentation in conformity with accounting principles generally accepted in the United States of America. Such information should be read in conjunction with the Organization's consolidated financial statements for the year ended December 31, 2016, from which the summarized information was derived.

**Income Tax Status**

SPARK, is classified as a Section 501(c)(6) organization under the Federal Internal Revenue Code, and is exempt from federal and state income taxes. The Foundation is classified as a Section 501(c)(3) organization under the Federal Internal Revenue Code, and is exempt from federal and state income taxes.

**Subsequent Events**

Management has evaluated subsequent events through April 12, 2018, which is the date the financial statements were available to be issued.

**Ann Arbor SPARK and Affiliate**  
**Notes to the Consolidated Financial Statements**  
**December 31, 2017**  
**(With Summarized Comparative Information for 2016)**

---

**Note 3 - Concentrations and Credit Risks**

The Organization has cash accounts at various local banks. Accounts at these financial institutions are insured by the FDIC up to \$250,000 per institution. At December 31, 2017, cash account balances that were in excess of the FDIC coverage limit were \$779,058.

The Organization's investments are all in start-up companies located in the State of Michigan.

**Note 4 - Investments**

The Organization received convertible promissory notes, preferred stock or common stock in exchange for its investments in portfolio companies under the Michigan Pre-Seed Capital Fund Program. Unless earlier converted, or converted upon maturity, principal and accrued interest from the promissory notes are due upon the earlier of (a) two to five years after the date of the note, (b) a change in control, or (c) an event of default. The notes will be converted into shares of the portfolio company's preferred stock upon the closing of a qualified financing. A qualified financing is defined as a minimum of \$1 million or \$2 million in new gross proceeds from investors that occurs on or before the maturity date.

Michigan Pre-Seed Capital Fund Portfolio Investments, states at fair value, consist of the following at December 31, 2017 and 2016, respectively:

	<u>2017</u>	<u>2016</u>
Preferred stock	\$ 8,123,777	\$ 8,078,895
Common stock	3,426,581	4,434,452
Convertible promissory notes and accrued interest	2,407,706	2,310,706
Valuation allowance on investments based on projected performance	<u>(7,077,209)</u>	<u>(6,361,601)</u>
	<u>\$ 6,880,855</u>	<u>\$ 8,462,452</u>

**Ann Arbor SPARK and Affiliate**  
**Notes to the Consolidated Financial Statements**  
**December 31, 2017**  
**(With Summarized Comparative Information for 2016)**

---

Portfolio investment loss consists of the following for the years ended December 31, 2017 and 2016:

	<u>2017</u>	<u>2016</u>
Interest earned, convertible promissory notes	\$ 156,375	\$ 177,000
Interest earned, micro loans	148,385	189,571
Realized loss, micro loans	(466,902)	(851,955)
Unrealized loss, micro loans	-	(107,250)
Realized gain, preferred stock	-	1,233,712
Realized loss, preferred stock	(250,000)	(352,902)
Unrealized gain, preferred stock	929,811	316,170
Unrealized loss, preferred stock	(644,304)	(262,967)
Realized gain, common stock	-	178,449
Realized loss, common stock	(610,893)	(814,738)
Unrealized gain, common stock	416,574	324,869
Unrealized loss, common stock	(813,552)	-
Realized loss, convertible promissory notes	-	(1,478,733)
Unrealized loss, convertible promissory notes	-	(125,000)
Change in valuation allowance on investments based on projected performance	<u>(546,132)</u>	<u>(71,876)</u>
 Total portfolio investment loss	 <u>\$ (1,680,638)</u>	 <u>\$ (1,645,650)</u>

**Note 5 - Fair Value Disclosures**

The Organization's Fund investments recorded at fair market value have been categorized based upon a fair value hierarchy. See Note 2 for a discussion of the Organization's policies regarding this hierarchy. The Fund investments of the Organization are all included in the Level 3 of the fair value hierarchy because they trade infrequently or not at all, and therefore, the fair value is unobservable.



**Ann Arbor SPARK and Affiliate**  
**Notes to the Consolidated Financial Statements**  
**December 31, 2017**  
**(With Summarized Comparative Information for 2016)**

---

The following fair value hierarchy table presents information about the Organization's Fund investments measured at fair value on a recurring basis as of December 31, 2017 and 2016:

	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	Balance
<u>December 31, 2017</u>				
Michigan Pre-Seed Capital				
Fund Portfolio Investments, net	\$ -	\$ -	\$ 6,880,855	\$ 6,880,855
Micro loans, net	-	-	874,574	874,574
Total	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 7,755,429</u>	<u>\$ 7,755,429</u>
	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	Balance
<u>December 31, 2016</u>				
Michigan Pre-Seed Capital				
Fund Portfolio Investments, net	\$ -	\$ -	\$ 8,462,452	\$ 8,462,452
Micro loans, net	-	-	1,229,958	1,229,958
Total	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 9,692,410</u>	<u>\$ 9,692,410</u>

**Ann Arbor SPARK and Affiliate**  
**Notes to the Consolidated Financial Statements**  
**December 31, 2017**  
**(With Summarized Comparative Information for 2016)**

---

Total assets at fair value classified within level 3 were \$7,755,429 and \$9,692,410, as of December 31, 2017 and 2016, which consists of Michigan Pre-Seed Capital Fund Portfolio Investments and Microloans. Such amounts were approximately 58% and 69% of total assets on the Organization's consolidated statement of activities available as of December 31, 2017 and 2016, respectively. Michigan Pre-Seed Capital Fund Portfolio Investments and Microloans are recorded at fair value as determined in good faith by the investment committee. Initial cost is used as the best estimate of fair value at inception. Fair value is subsequently adjusted as changes in economic and other performance indicators provide. Since no public market exists for the securities, fair value is determined by taking into consideration factors such as: the cost of the securities; prices of recent significant placements of securities of the same issuer with sophisticated, unrelated new investors; subsequent developments concerning the companies to which the securities relate; any financial data and projections of such companies provided to the investment committee; and such other factors as the committee may deem relevant. The values determined for these investments are based on available information at the time the good faith valuations are made and may not necessarily represent the amounts that might ultimately be realized, which could be higher or lower than the reported values. The valuation of these investments can be subject to rapid change due to business and market conditions and the valuation is therefore inherently uncertain. Because of this inherent uncertainty, the estimated fair values of the investments may differ significantly from the values that would have been used had a ready market for the investments existed.

**Quantitative Information about Level 3 Fair Value Measurements**

	Fair Value at December 31, 2017	Valuation Technique	Unobservable Input	Range (weighted Average)
Michigan Pre-Seed Capital Fund Portfolio Investments, net and Micro loans, net	\$ 7,755,429	Valuation Committee or SPARK Staff Assessments	Recent stock issuance by entity Economic status of entity	50%  50%

**Quantitative Information about Level 3 Fair Value Measurements**

	Fair Value at December 31, 2016	Valuation Technique	Unobservable Input	Range (weighted Average)
Michigan Pre-Seed Capital Fund Portfolio Investments, net and Micro loans, net	\$ 9,692,410	Valuation Committee or SPARK Staff Assessments	Recent stock issuance by entity Economic status of entity	50%  50%

**Ann Arbor SPARK and Affiliate**  
**Notes to the Consolidated Financial Statements**  
**December 31, 2017**  
**(With Summarized Comparative Information for 2016)**

---

Level 3 Gains and Losses

The following table presents changes in Level 3 assets measured at fair value on a recurring basis for the years ended December 31, 2017 and 2016:

	Fair Value Measurements Using Significant Unobservable Inputs (Level 3)	
	2017	2016
Balance at January 1,	\$ 9,692,410	\$ 12,307,983
Invested in promissory notes	-	250,000
Invested in micro loans	-	155,000
Invested in preferred stock	250,000	-
Net investment loss	(1,134,506)	(1,573,774)
Cash received	(506,343)	(1,374,923)
Valuation allowance	(546,132)	(71,876)
Balance at December 31,	\$ 7,755,429	\$ 9,692,410

**Note 6 - Property and Equipment**

The components of property and equipment are as follows at December 31, 2017 and 2016:

	2017	2016
Furniture and fixtures	\$ 350,821	\$ 345,578
Office equipment	304,083	210,988
Leasehold improvements	368,606	368,606
	1,023,510	925,172
Less accumulated depreciation	(701,790)	(586,327)
	\$ 321,720	\$ 338,845

Depreciation expense was \$127,504 and \$120,066 for the years ended December 31, 2017 and 2016, respectively.

**Note 7 - Lines of Credit**

SPARK has a revolving line of credit with a bank and may borrow up to \$400,000 with interest at the bank's prime rate (3.5% at December 31, 2017). Interest accrues and is due monthly. The note is collateralized by substantially all assets of SPARK. This line of credit expires June 5, 2018. At December 31, 2017 and 2016, the line of credit outstanding was \$0.

SPARK has various credit cards with a bank for employee use with a total credit limit of \$177,000 for both the years ended December 31, 2017 and 2016. As of December 31, 2017 and 2016 the credit amount used was \$1,470 and \$5,939, respectively.

**Ann Arbor SPARK and Affiliate**  
**Notes to the Consolidated Financial Statements**  
**December 31, 2017**  
**(With Summarized Comparative Information for 2016)**

---

**Note 8 - Retirement Plan**

The Organization has established a 401(k) defined contribution plan for eligible employees who have attained the age of 21 and completed three months of service. Employees may elect to defer a certain percentage of qualified compensation through voluntary contributions to the 401(k) plan. The Organization may make discretionary contributions to the 401(k) plan as determined by the Board of Directors. In order to be eligible for matching contributions, employees must be making contributions to the Plan. The Organization contributions for the years ended December 31, 2017 and 2016, were \$74,491 and \$72,513, respectively.

The Organization made a contribution to a deferred compensation plan under an employment contract of \$39,125 and \$34,075 for the years ended December 31, 2017 and 2016, respectively. The funds are a prepaid asset to the Organization until the period of performance is complete.

**Note 9 - Commitments**

Total rent paid during the years ended December 31, 2017 and 2016 was \$627,994 and \$599,529, respectively. The Organization leases three office facilities (referred to as "SPARK HQ", "SPARK Central", and "SPARK East"). The SPARK HQ facility has a lease expiring October 31, 2021, with monthly payments of \$9,222 in the first year, increasing by approximately 3% each year thereafter. The SPARK Central facility has a lease expiring December 31, 2021, with monthly payments of \$9,664 in the first year, increasing by approximately 2% each year thereafter. Additional space at SPARK Central facility was rented with a five year lease expiring September 30, 2018, with monthly payments starting of \$6,536 in the first year and increasing by approximately 2% each year thereafter. SPARK Central expanded again in 2015 with a 5 year lease expiring July 31, 2020 with payments of \$13,378 in the first year, increasing approximately 2% each year thereafter. The SPARK East facility has a 5 year lease expiring December 31, 2018, with monthly payments of \$7,841.

**Ann Arbor SPARK and Affiliate**  
**Notes to the Consolidated Financial Statements**  
**December 31, 2017**  
**(With Summarized Comparative Information for 2016)**

---

At December 31, future minimum rentals under these leases are as follows:

For the year ending December 31,	
2018	\$ 521,105
2019	437,761
2020	370,960
2021	221,784
	\$ 1,551,610

**Note 10 - Rental Income**

The Organization subleases space in SPARK Central and SPARK East to various organizations. Currently, the subleases range from month to month to 5 years. Monthly payments range from \$95 to \$1,500. The following is a schedule by years of future minimum rental income under the leases at December 31, 2017.

For the year ending December 31,	
2018	\$ 67,047
2019	5,129
	\$ 72,176

Total rental income under all subleases is included in the facility revenue line on the statement of activities.

**Note 11 - Related Party Transactions**

The Board of Directors, Executive Committee and Finance Committee include management of various municipalities, public institutions, not for profits and for profit companies. The related organizations of these members contribute sponsorship and grant revenues to Ann Arbor SPARK. The total amounts received by Ann Arbor SPARK for the year ended December 31, 2017 and 2016 was \$430,500 and \$682,500 for sponsorships and \$525,000 and \$575,000 for municipal contracts, respectively.

A current officer of the Organization's Board of Directors is also a partner of the firm with which the Organization incurred approximately \$64,646 and \$26,193 of legal fees for the years ended December 31, 2017 and 2016, respectively. A current member of the Organization's Board of Directors is the CEO of the company of which certain rental expenses are incurred. For the years ended December 31, 2017 and 2016 approximately \$90,092 and \$151,277, respectively was paid for rental expenses. A current member of the Organization's Board of Directors is the President of the company of which certain consulting expenses are incurred for SPARK and the investment entities. For the years ended December 31, 2017 and 2016 approximately \$0 and \$9,800, respectively was paid for consulting fees.

Employees of the Organization provide services to the Michigan Angel Fund (1 & 2), Limited Liability Companies. The Michigan Angel Fund's managing member is an entity, MAF, of which the Organization has control of. Revenues are derived from unrelated grant sources specifically designated for the purpose of Michigan Angel Fund administrative expenses. Expenses related to administrative services performed for the Michigan Angel Fund were \$178,368 and \$223,735 for the years ended December 31, 2017 and 2016, respectively.

**Ann Arbor SPARK and Affiliate**  
**Notes to the Consolidated Financial Statements**  
**December 31, 2017**  
**(With Summarized Comparative Information for 2016)**

---

**Note 12 - Restricted Net Assets**

Temporarily restricted net assets are available for the following purposes at December 31:

	<u>2017</u>	<u>2016</u>
Purpose restrictions - grants	<u>\$ 385,960</u>	<u>\$ -</u>

Amounts released from restriction were due to satisfaction of purpose restrictions.

## **Supplementary Information**

**Ann Arbor SPARK and Affiliate**  
**Consolidating Statement of Financial Position**  
**December 31, 2017**

	Ann Arbor SPARK - Operations	SPARK - PreSeed Investment and Microloan	Ann Arbor SPARK - Total	Ann Arbor SPARK Foundation	Eliminations	<b>Total</b>
<b>Assets</b>						
Current assets						
Cash	\$ 849,244	\$ -	\$ 849,244	\$ 422,019	\$ -	\$ 1,271,263
Restricted cash - capital funding	218,331	3,083,423	3,301,754	-	-	3,301,754
Accounts receivable, net	487,249	-	487,249	5,000	-	492,249
Prepaid expenses	112,421	-	112,421	-	-	112,421
<b>Total current assets</b>	<b>1,667,245</b>	<b>3,083,423</b>	<b>4,750,668</b>	<b>427,019</b>	<b>-</b>	<b>5,177,687</b>
Property and equipment, net	321,720	-	321,720	-	-	321,720
Due from (to)	(11,874)	-	(11,874)	11,874	-	-
Investments						
Michigan Pre-Seed Capital Fund Portfolio Investments, net	-	6,880,855	6,880,855	-	-	6,880,855
Micro loans, net	-	874,574	874,574	-	-	874,574
<b>Total investments</b>	<b>-</b>	<b>7,755,429</b>	<b>7,755,429</b>	<b>-</b>	<b>-</b>	<b>7,755,429</b>
Other assets						
Deposits	133,968	-	133,968	-	-	133,968
<b>Total assets</b>	<b>\$ 2,111,059</b>	<b>\$ 10,838,852</b>	<b>\$ 12,949,911</b>	<b>\$ 438,893</b>	<b>\$ -</b>	<b>\$ 13,388,804</b>
<b>Liabilities and Net Assets</b>						
Current liabilities						
Accounts payable	\$ 268,370	\$ -	\$ 268,370	\$ -	\$ -	\$ 268,370
Accrued liabilities	428,032	-	428,032	-	-	428,032
Deferred revenue	267,528	-	267,528	-	-	267,528
<b>Total current liabilities</b>	<b>963,930</b>	<b>-</b>	<b>963,930</b>	<b>-</b>	<b>-</b>	<b>963,930</b>
Net assets						
Unrestricted net assets	1,147,129	10,838,852	11,985,981	52,933	-	12,038,914
Temporarily restricted net assets	-	-	-	385,960	-	385,960
<b>Total net assets</b>	<b>1,147,129</b>	<b>10,838,852</b>	<b>11,985,981</b>	<b>438,893</b>	<b>-</b>	<b>12,424,874</b>
<b>Total liabilities and net assets</b>	<b>\$ 2,111,059</b>	<b>\$ 10,838,852</b>	<b>\$ 12,949,911</b>	<b>\$ 438,893</b>	<b>\$ -</b>	<b>\$ 13,388,804</b>



**Ann Arbor SPARK and Affiliate  
Consolidating Statement of Activities  
For the Year Ended December 31, 2017**

	Ann Arbor SPARK - Operations	SPARK - PreSeed Investment and Microloan Program	Ann Arbor SPARK - Total	Ann Arbor SPARK Foundation	Eliminations	Total
<b>Program Service Fee Revenues and Public Support</b>						
Program service fee revenue						
Accelerator grants and revenue	\$ 862,714	\$ 14,000	\$ 876,714	\$ 450,000	\$ (125,000)	\$ 1,201,714
Local Development Finance Authority revenue	2,728,848	25,000	2,753,848	-	-	2,753,848
Municipal service contracts	882,414	-	882,414	50,000	-	932,414
Facility revenue	588,624	-	588,624	-	-	588,624
Total program service fee revenue	<u>5,062,600</u>	<u>39,000</u>	<u>5,101,600</u>	<u>500,000</u>	<u>(125,000)</u>	<u>5,476,600</u>
Public support						
Contributions	1,005,500	-	1,005,500	182,000	-	1,187,500
In-kind	525,887	-	525,887	-	-	525,887
Total public support	<u>1,531,387</u>	<u>-</u>	<u>1,531,387</u>	<u>182,000</u>	<u>-</u>	<u>1,713,387</u>
Total program service fee revenues and public support	<u>6,593,987</u>	<u>39,000</u>	<u>6,632,987</u>	<u>682,000</u>	<u>(125,000)</u>	<u>7,189,987</u>
<b>Expenses</b>						
Program services	5,579,022	382,134	5,961,156	320,819	(125,000)	6,156,975
Supporting services						
Management and general	830,862	-	830,862	-	-	830,862
Fundraising	146,008	-	146,008	-	-	146,008
Total expenses	<u>6,555,892</u>	<u>382,134</u>	<u>6,938,026</u>	<u>320,819</u>	<u>(125,000)</u>	<u>7,133,845</u>
<b>Other Income (Expense)</b>						
Interest income	125	4,636	4,761	-	-	4,761
Interest earned on investments	-	304,760	304,760	-	-	304,760
Realized loss on investments	-	(1,327,795)	(1,327,795)	-	-	(1,327,795)
Unrealized loss on investments based on company performance	-	(111,471)	(111,471)	-	-	(111,471)
Valuation allowance on investments based on projected performance	-	(546,132)	(546,132)	-	-	(546,132)
Return on prior investments	-	976,824	976,824	-	-	976,824
Payment to MEDC	-	(79,767)	(79,767)	-	-	(79,767)
Return of funds	-	(162,455)	(162,455)	-	-	(162,455)
Total other income (expense)	<u>125</u>	<u>(941,400)</u>	<u>(941,275)</u>	<u>-</u>	<u>-</u>	<u>(941,275)</u>
Change in net assets	38,220	(1,284,534)	(1,246,314)	361,181	-	(885,133)
Net assets - beginning of year	1,108,909	12,123,386	13,232,295	77,712	-	13,310,007
<b>Net assets - end of year</b>	<u>\$ 1,147,129</u>	<u>\$ 10,838,852</u>	<u>\$ 11,985,981</u>	<u>\$ 438,893</u>	<u>\$ -</u>	<u>\$ 12,424,874</u>

**Ann Arbor SPARK and Affiliate  
Consolidating Statement of Cash Flows  
For the Year Ended December 31, 2017**

	Ann Arbor SPARK - Operations	SPARK - PreSeed Investment and Microloan	Ann Arbor SPARK - Total	Ann Arbor SPARK Foundation	Eliminations	Total
<b>Cash flows from operating activities</b>						
Change in net assets	\$ 38,220	\$ (1,284,534)	\$ (1,246,314)	\$ 361,181	\$ -	\$ (885,133)
Items not requiring cash						
Depreciation	127,504	-	127,504	-	-	127,504
Unrealized and realized interest, (gains) and losses on investments, net	-	1,134,506	1,134,506	-	-	1,134,506
Bad debt expense	250	-	250	-	-	250
Valuation allowance	-	546,132	546,132	-	-	546,132
Changes in operating assets and liabilities						
Restricted cash - capital funding	(99,447)	(627,447)	(726,894)	-	-	(726,894)
Accounts receivable	(215,932)	-	(215,932)	20,000	-	(195,932)
Prepaid expenses	1,276	-	1,276	-	-	1,276
Deposits	(48,149)	-	(48,149)	-	-	(48,149)
Due from (to)	47,668	-	47,668	(47,668)	-	-
Accounts payable	110,944	-	110,944	-	-	110,944
Accrued liabilities	115,180	-	115,180	-	-	115,180
Deferred revenue	83,316	(25,000)	58,316	(15,000)	-	43,316
Net cash provided (used) by operating activities	<u>160,830</u>	<u>(256,343)</u>	<u>(95,513)</u>	<u>318,513</u>	<u>-</u>	<u>223,000</u>
<b>Cash flows from investing activities</b>						
Redemption of convertible promissory notes	-	300,000	300,000	-	-	300,000
Redemption of micro loans	-	206,343	206,343	-	-	206,343
Purchase of preferred stock	-	(250,000)	(250,000)	-	-	(250,000)
Purchase of property and equipment	(110,379)	-	(110,379)	-	-	(110,379)
Net cash provided (used) by investing activities	<u>(110,379)</u>	<u>256,343</u>	<u>145,964</u>	<u>-</u>	<u>-</u>	<u>145,964</u>
Change in cash	50,451	-	50,451	318,513	-	368,964
Cash - beginning of year	<u>798,793</u>	<u>-</u>	<u>798,793</u>	<u>103,506</u>	<u>-</u>	<u>902,299</u>
<b>Cash - end of year</b>	<u><u>\$ 849,244</u></u>	<u><u>\$ -</u></u>	<u><u>\$ 849,244</u></u>	<u><u>\$ 422,019</u></u>	<u><u>\$ -</u></u>	<u><u>\$ 1,271,263</u></u>