



LDFa Board Meeting

January 26, 2010

8:15 am to 10:15 am

SPARK Central Incubator

330 E. Liberty Street, Ann Arbor, MI 48104

Agenda

- I. Call to Order**
- II. Public Comment**
Public comment shall be allowed at all meetings. An individual may speak for up to three (3) minutes on any item listed on the Agenda. The Chair may extend an individual's speaking time in his/her discretion. Public comment on non-agenda items may be limited in the Chair's discretion.
- III. Approval of the Agenda**
- IV. Approval of the Minutes of the October 27, 2009 Regular Board Meeting**
- V. LDFa Chair's Report**
- VI. Reports from Service Providers**
 - a. Acceptance of SPARK Report - 2nd Quarter**
- VII. LDFa Treasurer's Report**
 - a. Approval of the LDFa Financial Report – 2nd Quarter**
- VIII. Other Business**
 - a. Cantillon**
 - b. Unfinished Business - Acceptance of SPARK FY 2009 Annual Report**
- IX. Motion to Adjourn**



**MINUTES – REGULAR BOARD MEETING
October 27, 2009**

Ann Arbor-Ypsilanti Smart Zone Local Development Finance Authority

**SPARK Central Incubator
330 E. Liberty Street, Ann Arbor, MI 48104**

Members Present: Richard Beedon, Michael Korybalski, Mark Maynard, Stephen Rapundalo, Phil Tepley, Skip Simms-Accelerator Ex-officio, Tom Crawford-Ex-officio, Ned Staebler-MEDC-Ex-officio

Members Excused: Theresa Carroll, Darryl Daniels, Rob Risser, Lisa Kurek,

Others Present: Ken Bogan-City of Ann Arbor-Finance, Amy Cell-SPARK, Greg Fronizer-SPARK, Kurt Riegger-SPARK, Elizabeth Parkinson-SPARK

CALL TO ORDER:

Rapundalo called the meeting to order at 8:18am. A quorum was present.

APPROVAL OF THE AGENDA:

Rapundalo moved, seconded by Maynard, to approve the Agenda for this meeting in the form presented at this meeting, with one addition. Item for appointment of Ned Staebler as the MEDC-Ex-officio position on the board. Motion approved unanimously.

MOTIONS & RESOLUTIONS:

Minutes of the September 22, 2009 Regular Board Meeting:

Korybalski moved, seconded by Maynard, to approve the Minutes of the September 22, 2009 regular board meeting in the form presented at this meeting. Motion approved unanimously.

LDFA CHAIR'S REPORT:

Rapundalo had nothing to report.

REPORTS FROM SERVICE PROVIDERS:

Ann Arbor SPARK 1st Quarter Report:

Simms provided the 1st quarter report of SPARK activities. Beedon moved, seconded by Korybalski to accept the report. Motion approved unanimously.

LDFA TREASURER'S REPORT:

Crawford presented the LDFA 1st Quarter Financial Report on behalf of Daniels, who was not in attendance. Beedon moved, seconded by Maynard to accept the report. Motion approved unanimously.

OTHER BUSINESS:

a. LDFA budget increase for additional SPARK funding:

Korybalski moved, seconded by Beedon, to increase the LDFA budget by \$205,000 for additional BA Phase I – III services with the intention of the LDFA to approve funding contingent on the continuation of projected activity, pending the approval of City Council. After discussion the motion passed unanimously on a voice vote.

b. Cantillon:

A proposal to amend the contract was discussed for SPARK to keep monies from Cantillon sales for the upkeep of Cantillon. The proposed contract amendment was tabled to until the next meeting.

c. Appoint of Ned Staebler-MEDC-Ex-officio board member:

Maynard moved, seconded by Beedon, to approve ex-officio position on the board. Motion approved unanimously.

d. Unfinished Business – Acceptance of SPARK FY 2009 Annual Report:

Tabled until the next meeting.

MOTION TO ADJOURN:

Member Beedon excused himself from the meeting at 10:10 am. As a quorum was no longer present, the meeting was official adjourned.

Respectfully Submitted,

Ken Bogan, Recording Secretary for Tom Crawford

Ann Arbor-Ypsilanti SmartZone
 Local Development Finance Authority
 Ann Arbor SPARK
Quarterly Report

October 1, 2009 through December 31, 2009

Work Accomplished

Number and identity of companies in each phase, plus relevant aspects of commercialization

44 entrepreneurs with companies or business ideas sought business accelerator services this quarter vs. 35 during the same period last year. 12 of the 44 entrepreneurs were outside the city of Ann Arbor.

The following companies were in Phase II Due Diligence this quarter but have not reached Phase III

EFM Waste Management	Medical waste disposal equipment	Expertise on starting up a company in the medical industry
Dental Adhesive Products LLC.	Dental product: patented time release polymer-based dental adhesive	Business planning: identify primary market
RB Systems, Inc	Meeting listings that can be searched by topic, and can be filtered by geographic area	SEO and SEM assistance, preparation for outside investment.
Civionics, LLC	Wireless sensing, analysis and optimization of residential and commercial electricity use.	Market Opportunity and Business Strategy
Blaze Medical Devices	Spectral analysis for red blood cells	IP assistance
Roomations LLC	Home improvement customization software and service company	Market research

Ergun Technology Company	Point of sale software and hardware for coffee shops	Point of sale software and hardware for coffee shops
Century Media LLC	Forum to upload, customize, and create mobile multimedia	Bongotones.com allows users a forum to upload, customize and create mobile multimedia
VocaBeans	Website community and wireless device applications for people that have lost communication abilities due to injury, stroke, or disease.	Funding assistance
Reveal Design Automation, Inc.	Software and services for hardware verification	Business planning, corporate identity
Plumtrail	Product placement incentives for e-commerce	Product to Market
I Miss You	T-shirts w/goof feeling messages and community	Marketing plan

The following companies received Phase III level support

18 companies received business accelerator engagements this quarter, vs. 13 last year. 2 engagements were signed but work was not started this quarter.

These companies represented 20 retained jobs.

Company Name	Account Description	Assistance Provided	Amount	Jobs
eVjump Solar, Inc.	Manufacturer of photovoltaic (PV) cells and modules	Market validation and IP strategy	\$3,000	\$2,185
Audiallo	New hearing aid technology	Business planning and market strategy	\$3,000	\$1,805
INOS Technologies, LLC	Joint venture to develop foams using non-petroleum	Patent assistance for healthcare product	\$2,000	\$1,995

	sources.			
Innosynth Technologies	Social networking software as a service for internal communities such as companies and organizations	Legal, IP, Assessment of Technology	\$3,000	\$1,900
Nanosystems, Inc.	Chemical solutions for bio polymer products	Patent Prep	\$4,200	0
Akervall Technologies	Commercializing dental appliance – mouth guard	Intern to implement marketing launch plan	\$9,040	\$4,250
AviCenna Medical Systems, Inc.	Healthcare IT, integrates patient data for billing and a system for monitoring and managing the use of drugs in patients.	Sales process development leading to first customer outside of U-M	\$4,000	\$3,000
Allinova LLC	Assessment tool for determining a corporation's capability to be successful in strategic partnering with another organization	Guidance on pilot and legal/IP	\$1,100	\$90
eNcipient LLC	iPhone case and accessories	Patent Prep, Marketing plan and launch activities	\$9,900	\$3,635
Alluvium Biosciences, Inc	Assist patent litigators in directing the technical evaluation of life sciences, biotech, and pharmaceutical products that are subject of patent infringement lawsuits.	Life science expert familiar with IP infringement	\$3,500	\$3,500
POWERleap LLC	Pressure sensitive surface that generates power	Commercialization and Funding Strategy	\$9,800	\$4,000
Meadowlark Energy	Fully integrated green building company.	Fully integrated green building service company	\$9,800	\$8,516
NanoMag	A new manufacturing process that produces lightweight, ultra high strength magnesium alloy products cost effectively.	Market Research and Financial Model	\$5,000	\$3,000
Supply55, Inc.	Invented machinery for finishing edges of signs and banners, able to be priced	Utility patent	\$4,560	\$3,420

	much lower than competition			
Synthetic Fuel Systems	Enables renewable energy to be converted to methane, transported using the existing natural gas infrastructure.	Renewable energy hydrogen generation and storage	\$7,500	0
Wiseman Engine	Patented piston/connecting rod/ crankshaft mechanism that results in an internal combustion engine up to 50% more fuel efficiency	Assist with funding and incentives for locating the business in MI	\$9,600	\$8,518
Ariscore	Recharging system for electric vehicles	Technology evaluation	\$7,600	\$5,350
BuycentivesTM	Online management system for automotive incentives	Marketing and revenue modeling	\$8,500	\$7,871
CIMple	Smart grid technology targeting utility control systems for residential application	Start up assistance	\$9,000	\$2,309
Clean Rolling Power	Diesel engine system to reduce emissions and improve efficiency	Technology validation for patenting	\$9,950	\$8,701
Hygieia	Glucose monitor device that recommends dosage adjustments	FDA compliant QMS development work	\$17,000	\$17,000
ePack	Vacuum and hermetic packaging of MEMS w/solder	HR issues and funding prep	\$10,000	\$10,000
Magical Pork	Coordinated travel planning for groups	Business modeling and personnel identification	\$7,000	\$6,475
MemCatch	Web-based marketing services for education organizations and non-profits	Fund raising assistance	\$9,000	\$6,800
Mystock Enterprises	Online community sells access to musicians in the form of virtual shares	Legal and marketing assistance	\$9,000	\$6,822
Popa Enterprises	Card system for coupons and receipts	Market assessment and business planning	\$8,500	\$3,500
RiserCam	Camera for a sporting scope	Inventory management and fund raising	\$9,800	\$8,795

Shepherd Intelligent Systems	Software for tracking vehicles using mobile phone GIS	Launch guidance	\$8,800	\$4,700
Therapy Charts	Serve independent therapists w/SaaS platform to manage patient information	Growth strategy	\$9,000	\$6,565
TMJ Pain Solutions	Oral device for treating craniofacial pain	Go to market strategy	\$10,000	\$8,900
Wildfire Innovation	Indoor positioning with user profiles in public venues providing real-time insight	Business development strategies	\$4,000	\$1,675
TOTAL			\$226,150	\$155,277

Founding location, current location

Of the Phase III companies 7 were originally from outside the city of Ann Arbor.

Microloans

AviCenna Medical Systems, Inc.	Healthcare IT integrates patient data for billing and quality management and a system for monitoring and managing drug use in patients.	\$ 50,000			1
Allinnova LLC	Assessment tool for determining a corporation's capability to be successful in strategic partnering with another organization	\$ 50,000	\$10,000	10/22/09	1
The Whole Brain Group, LLC	Subscription based product that provides accreditation services to schools and life science research institutions.	\$ 50,000	\$50,000	11/9/09	5
MemCatch	Web-based marketing services for education organizations and related non-profit and government entities	\$ 50,000	\$25,000	12/14/09	1
TOTAL		\$100,000	\$ 85,000		12

SPARK Central Incubator

