Annual Report
2017-2018

LDFA Report – Ann Arbor/Ypsilanti SmartZone

$1.132 M
Direct
Support *

175
Companies
Served *

199
Jobs
Created *

57
Companies
Created *

Funds
Raised
$47 M
investments & grants

*These figures are representative of a subset of the work Ann Arbor SPARK does to support the entrepreneurial community; only companies within the LDFA contract service boundaries are included.

Ann Arbor SPARK works to advance the economy of the Ann Arbor region by establishing the 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.
For more information visit: www.annarborusa.org

SPARK@nn arbor usa

Ann Arbor-Ypsilanti Smart Zone
Local Development Finance Authority

Ann Arbor SPARK Annual Report: July 1, 2017 – June 30, 2018

Contract Period July 1, 2017 through June 30, 2018

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, 2018 (with jobs defined as the incremental increase in the number of Full Time Equivalent employees (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 a 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, 2018; 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, 2018; 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, 2018. 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.

Groundspeed Raises Record Series B

Groundspeed Analytics, Inc. recently announced a $30 million Series B funding round led by Oak HC/FT. The investment will accelerate efforts to expand products and reach, as well as grow the 40-person data science and engineering team. The company provides a data-pipeline-as-a-service platform to commercial insurance brokers and carriers that uses machine learning to automate a $7 billion manual data process and unlocks billions in trapped value. Ann Arbor SPARK has worked with Groundspeed since it was founded in 2015: It participated in the Entrepreneur Boot Camp, was a tenant at the SPARK Central Innovation Center, took advantage of Business Accelerator Grants, was awarded intern matching funds, received investment from the Michigan Angel Fund, and worked with SPARK's business development team during its search for new office space.

Annual Metrics

This year SPARK served 175 companies with a deliberate, customized combination of accelerator services, incubation, or scholarship to the Boot Camp course. These companies reported the net addition of 199 full-time equivalent employees (FTEs) from the onset of their engagements to the end of contract year. Currently, these companies employ 695 FTEs.

This year, SPARK supported the creation of 57 companies. Through assistance in business model development, management coaching, legal advice, and other critical startup services, SPARK has created strong companies that have the resources and viability to foster our future economy and sustain job growth.

Companies Remaining in the Service Area

- 134 companies that worked with SPARK this year are still operating within the City of Ann Arbor or City of Ypsilanti.
- These companies reported an addition of 152 FTEs from the onset of their engagements to the end of contract year.
- Ann Arbor companies SPARK has worked with over the fiscal year have gained, on average, 1.16 full-time equivalent employees.

Outside Service Area

- Out of the 175 companies that have received LDFA-funded services this year, 20 companies representing 180.5 FTEs are currently located outside the service area.
- Four of the 20 are Boot Camp teams initially from outside of the service area.
- Ten of the 20 are Incubator Clients who have not yet changed their registered address to their respective incubators.
- The remaining six companies relocated from the service area this past year, yet remained in Michigan.
    - Five relocated within southeast Michigan, two of which stayed in Washtenaw county.
    - The final company moved to the west side of the state.

Annual Served
175 Companies

- City of Ann Arbor
- Out of Service Area
- Business Closed
- No Legal Entity
- City of Ypsilanti

75%, 11%, 8%, 4%, 2%

Closed Businesses

Out of the 175 companies served this year, 14 have ceased operations. The termination of these companies represented a decrease of 30 FTEs. The loss of these FTEs due to business closure has already been deducted from the previously stated annual net addition of 199 FTEs.

No Legal Entity

Seven of the companies served this year have not attained legal formation, or Michigan registration, by the time the contract year ended. Entrepreneurial teams at this stage are either still in their idea stage of growth focused on validating their business model, e.g. a Boot Camp team, or they are incubator clients that haven't registered their foreign, e.g. Delaware, entities in Michigan.
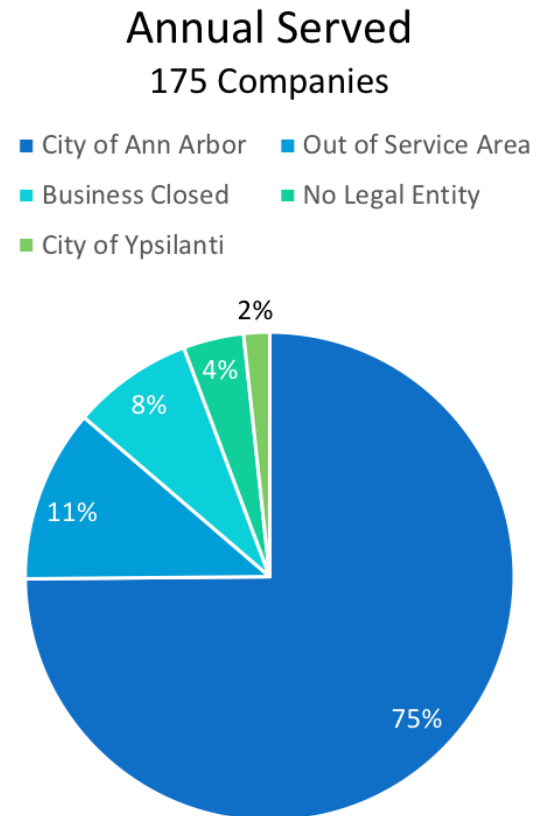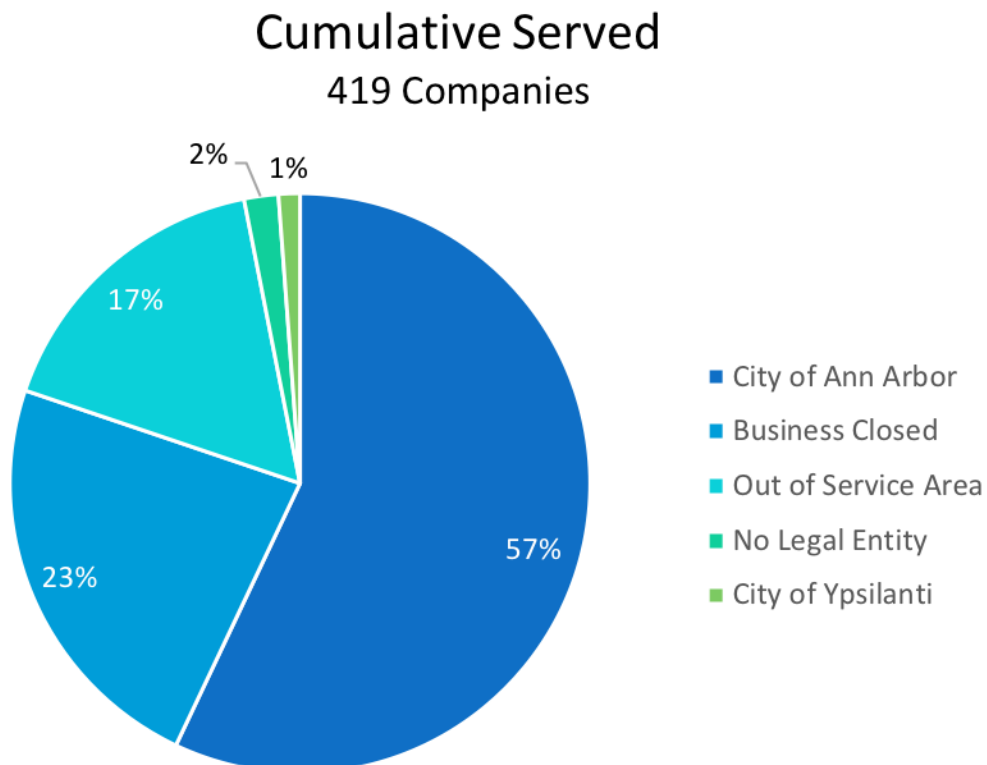
Cumulative Metrics

Cumulatively, in the last five years, SPARK provided services to 419 unique companies. The subset of these companies who either responded to our survey, or remained in contact with SPARK, reported a net increase of 653.5 full-time equivalent employees from the onset of their engagements to the end of this contract year. Currently, these companies employ 2954 FTEs.

This report of jobs created is the net of reported gains and reductions in staffing for companies that received LDFA-funded services within the time period discussed below.

For the purposes of this report, 'cumulative' is defined as a five-year period including this fiscal year. The quality of our data diminishes sharply for companies served before this threshold due to the above-mentioned trend in survey responses; we lack sufficient data to accurately account for the success of our former clients as measured by employment.

Companies Remaining in the Service Area

- 244 companies that worked with SPARK over the past five years are still operating within the City of Ann Arbor or City of Ypsilanti.
- Currently these companies employ 1,095 FTEs.
- These companies reported a net addition of 518 FTEs from the onset of their engagements to the end of contract year.

Cumulative Served
419 Companies

- City of Ann Arbor — 57%
- Business Closed — 23%
- Out of Service Area — 17%
- No Legal Entity — 2%
- City of Ypsilanti — 1%

Outside Service Area

- Seventy companies representing 1,838.5 FTEs are not currently registered within the service area.
  - Robert Bosch Corp. represents 1,300 of these FTEs. As an incubator client who graduated in 2013, this is the last report on which their metrics will be included. A more representative figure for relocated companies' FTEs would be 538.5. Likewise, subtracting the 1,300 from served company employment yields 1,654 FTEs.
- Fourteen of the 70 are Boot Camp teams initially from outside of Ann Arbor.
- Twenty of the 70 are operating inside the service area, but have registered addresses outside the City. All 20 companies are current or former incubator clients.
- The remaining 34 companies have moved from the service area, 10 stated a reason on our survey.
  - Sixteen of the 34 relocated companies are located in southeast Michigan, eight of which are located within Washtenaw County.
  - Six of the 34 relocated outside of southeast Michigan.
  - The remaining four companies relocated out of Michigan.

Outside Service Area
70 Companies

Boot Camp Team from Outside Service Area, 14, 20%
Operating in Service Area, Registered Outside , 20, 29%
Relocated 34, 51%

Did Not Answer Question, 26, 37%
Real Estate Cost, 3, 4%
Personal Reasons, 3, 4%
Acquisition, 2, 3%
EDO Attraction, 1, 1%
Real Estate Options, 1, 1%
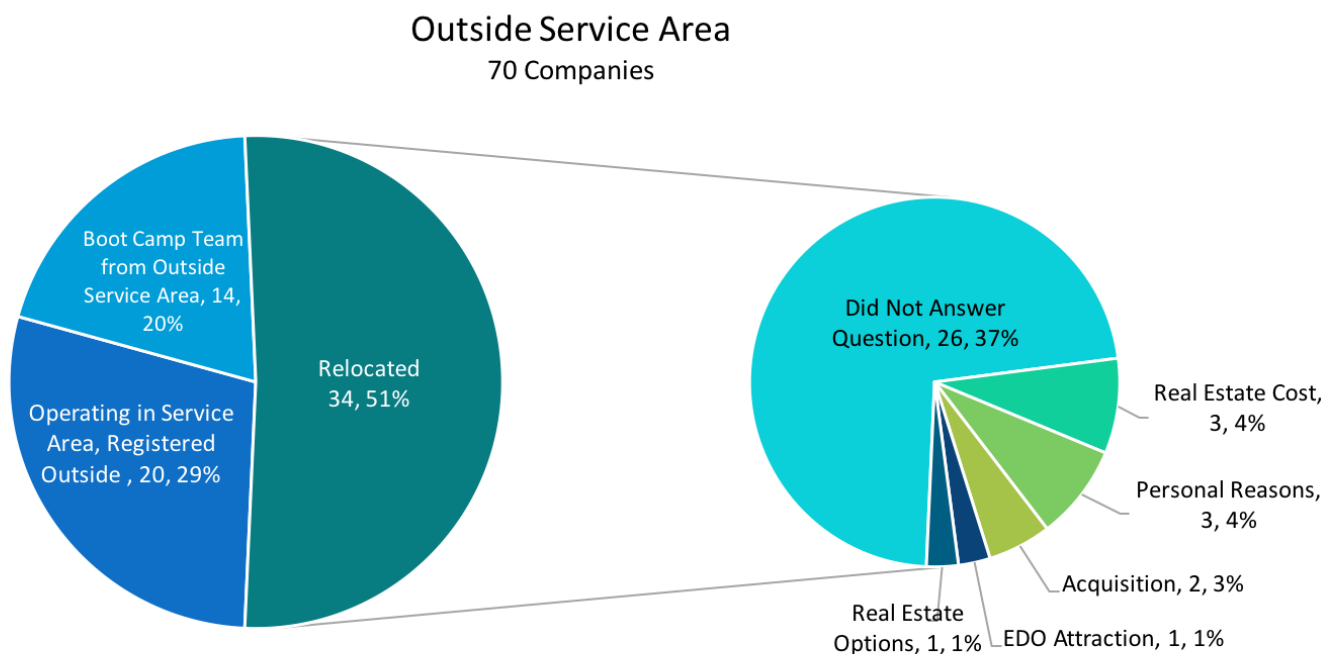
No Legal Entity
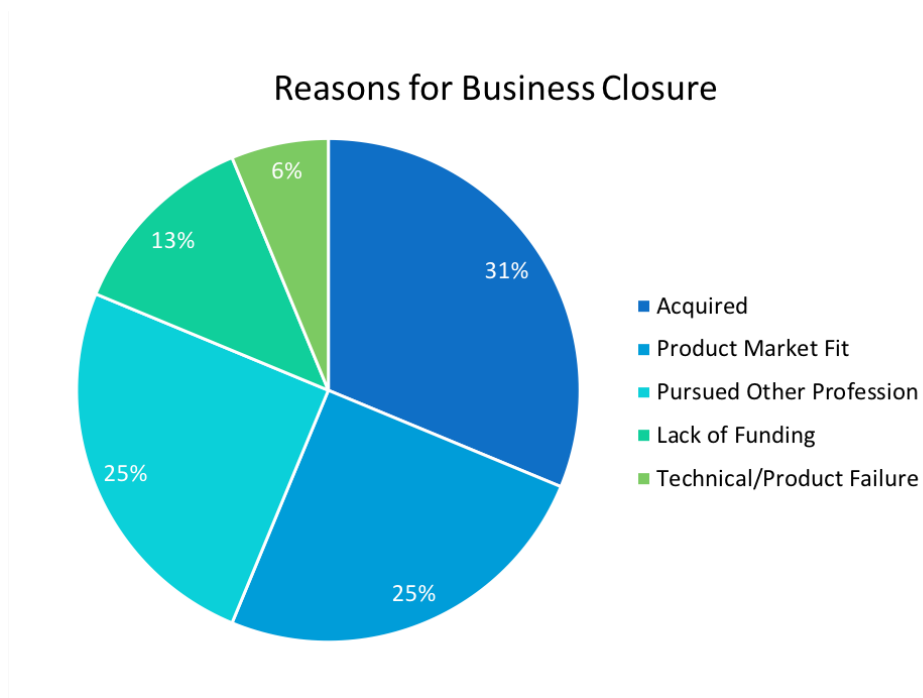
Eight of the companies served this year have not attained legal formation, or Michigan registration, by the time the contract year ended. Entrepreneurial teams at this stage are either still in their idea stage of growth focused on validating their business model, e.g. a Boot Camp team, or they are incubator clients that haven't registered their foreign, e.g. Delaware, entities in Michigan.

Closed Businesses

Ninety-seven of the companies that received LDFA-funded services in the last five years have reported ceasing operations. It is challenging to generate an accurate figure of the jobs lost by these companies, as they do not report their employment figures at the time of their closure. However, at the time of the initiation of their last engagement, they accounted for 180 FTEs in total.

Reasons for Business Closure

31%	■ Acquired
25%	■ Product Market Fit
25%	■ Pursued Other Profession
13%	■ Lack of Funding
6%	■ Technical/Product Failure

Note: Chart data set is composed of companies that answered a specific question on this year's survey.

Geographical Distribution of Served Companies
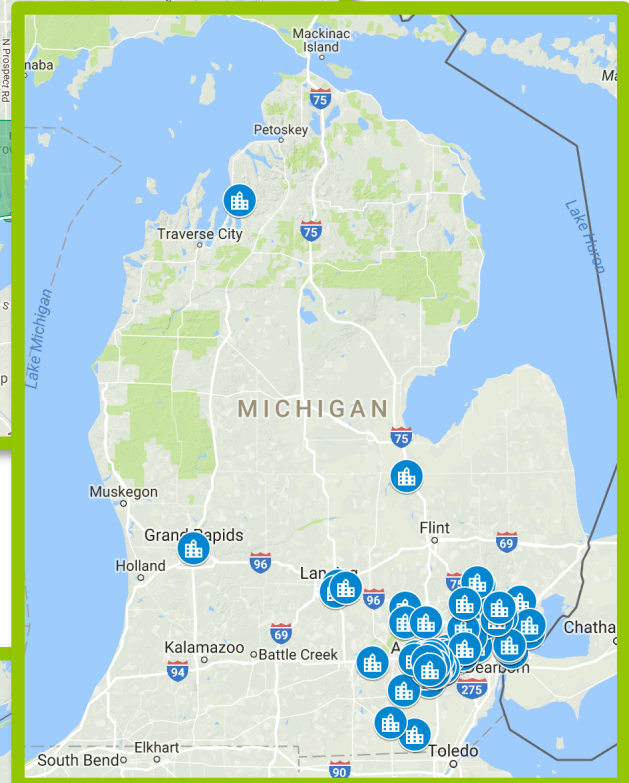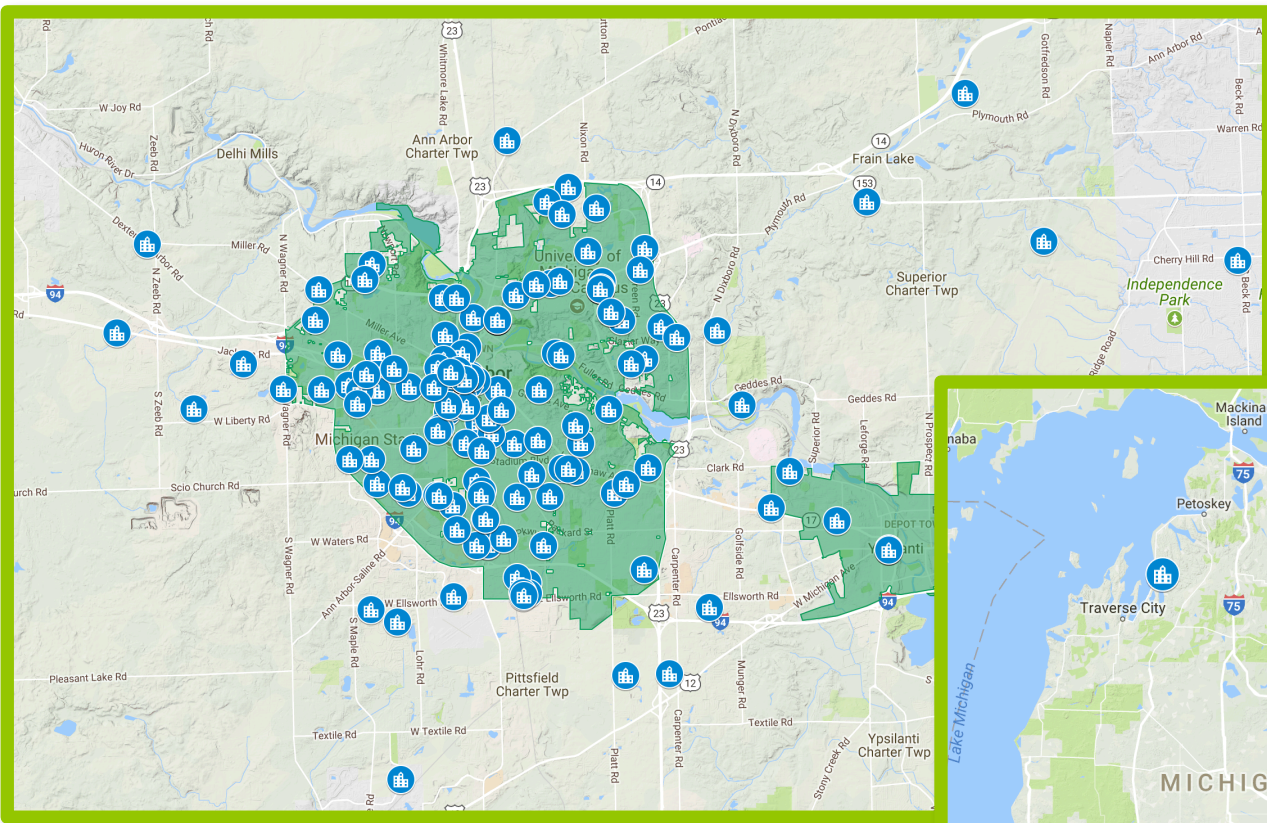
These maps show the distribution of the 322 companies served in the last five years that are still in business.
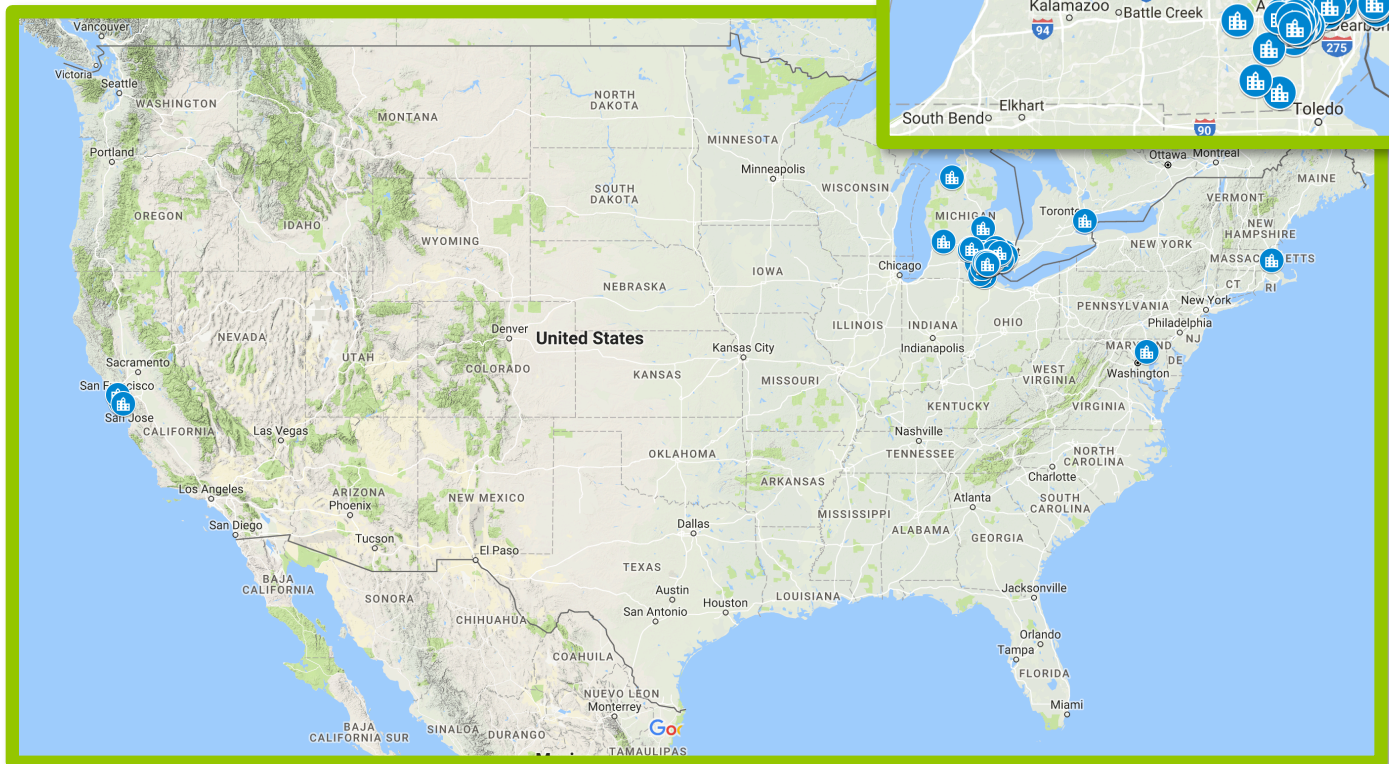
Jobs Created by LDFA Program

The tables in the Appendices serve as a breakdown of services provided during the fiscal year, and the associated job creation reported by the individual clients of each program. Please note the following:

1. There is substantial overlap of programs serving any given company. Many companies receive a variety of services from SPARK as they grow, and therefore they will appear on more than one table. Likewise, their FTE figures will cause the total FTE counts on the below graph to be less than the sum of each program.
2. The 'New' FTEs listed in the below table do not represent the net total of jobs lost due to closed companies. As a result, the total below is 30 more than the 199 jobs created stated on page 2.

We also asked companies about the number of independent contractors with whom they engage. Although this figure is not required to be reported by SPARK, we believe it reflects a more accurate economic impact by the startup business. These 1099 contractors are not represented on the below graph, but they are listed on the tables in the appendices.
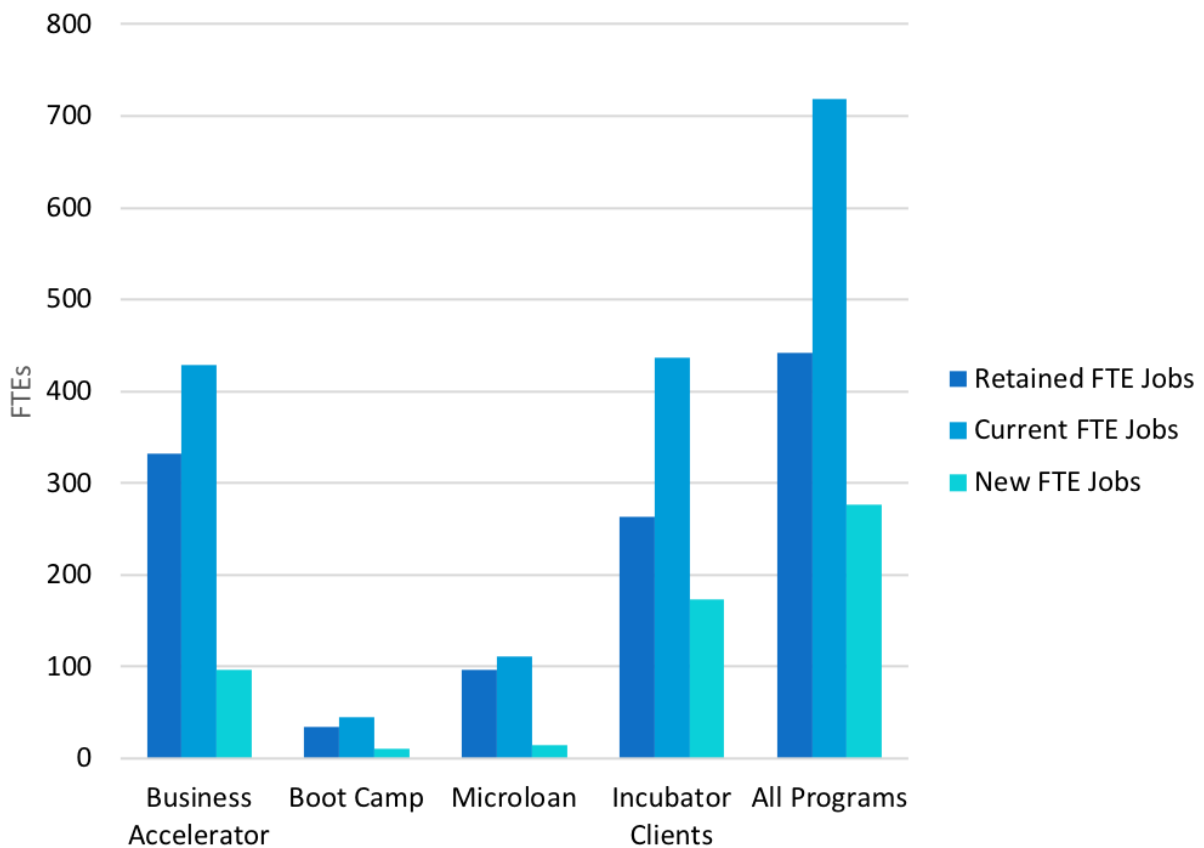
Business Accelerator

The table in Appendix A lists the 130 companies that had Business Accelerator engagements this year; this list comprises all grant support along with the Executive in Residence and Internship programs. Out of the companies that had Business Accelerator engagements this year, 79% responded to our Annual Survey.

Derq Hires SPARK EIR, Finds Success in Michigan

Derq is a Dubai- and Michigan-based MIT spin-off, and a recent Techstars alum. The company's mission is to eliminate road accidents and save lives by using artificial intelligence and V2X technology. After graduating from Techstars this year, Derq completed its seed round of fundraising, and was awarded contracts with Michigan Department of Transportation and PlanetM. In addition to receiving SPARK Business Accelerator grants, Derq utilized the Entrepreneur in Residence program to consult with Chicago-based Will Foss, a former technology consultant and two-time University of Michigan graduate. At the conclusion of the structured EIR program, Derq hired Will resulting in his relocation to Ann Arbor from Chicago. The company also worked with two EMU Digital Engagement Clinic interns this year, focusing on the organization's social media and marketing efforts. Next year they plan to hire 10+ new staff, expand within Michigan, and launch two more U.S. programs.

"Since coming to Michigan, Derq has really benefited from improved access to customers, talent, and partners here in the state. We have leveraged the resources from SPARK and PlanetM to launch live deployments and to showcase how our solutions work on real roads to prospective customers. One thing that really stands out about SPARK and Michigan is the focus on building a mobility ecosystem, and connecting the major participants across the state, as well as bringing in leaders from around the world. We're proud to be growing here in the U.S., and to be doing that with support from our home team here in southeast Michigan!

- Will Foss
Business Development & Partnerships, Derq Inc.

Boot Camp

The table in appendix B lists the 25 teams that attended Boot Camp this fiscal year. Fall Boot Camp was held November 13 – 14. The spring Boot Camp session was held May 7 – 8. Thirteen Boot Camp teams received Business Accelerator services by June 30. Eight teams were affiliated with the University of Michigan, and one with Eastern Michigan University. In all, 18 teams received an LDFA-funded scholarship to attend Boot Camp. This year's annual survey had a 76% response rate among these Boot Camp teams. Two of the teams have subsequently raised capital.

CampGig Wins 'Best of Boot Camp'

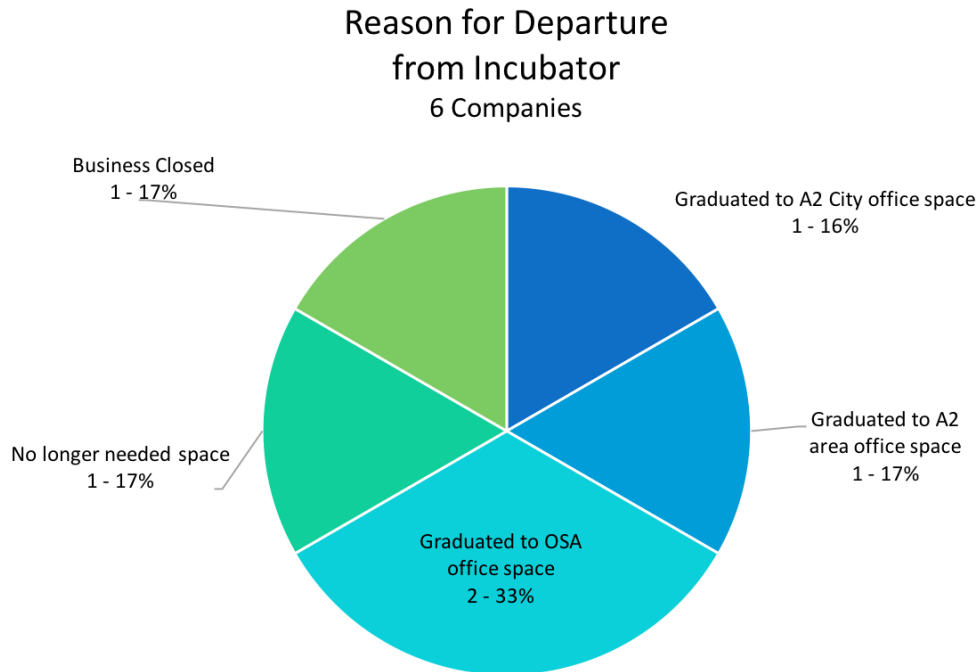CampGig, the premier camp staffing site, launched after its founders participated in Ann Arbor SPARK's Entrepreneur Boot Camp in fall 2017. Now live with users all around the U.S. and Canada, CampGig overshot their revenue goal by nearly 100% in the first year. The company received grants for marketing strategy and campaign design and also benefitted from interns provided by the SPARK Intern Program.

Incubator Clients

The table in Appendix C lists the 81 companies that are or were Incubator clients this year in the SPARK Central Innovation Center, or SPARK East. Of this year's clients, 63% responded to our annual survey.

Reason for Departure from Incubator
6 Companies

- Business Closed 1 - 17%
- Graduated to A2 City office space 1 - 16%
- Graduated to A2 area office space 1 - 17%
- No longer needed space 1 - 17%
- Graduated to OSA office space 2 - 33%

Over the year, six companies have left the incubators. Four have "graduated" to their own office space and continued to grow rapidly. Two of the graduates have settled in the immediate Ann Arbor area and currently employ 46 people.

AlertWatch Excels in Incubator

AlertWatch, Inc. is an Ann Arbor-based spinoff from the University of Michigan Health System. The firm develops and markets patient monitoring software to help hospitals improve safety and quality. AlertWatch integrates, analyzes, and displays hundreds of data points, which allows the software to alert for patient and diagnosis-specific concerns, so providers can act before patient harm occurs. While working in SPARK's incubator this year, they landed a strategic investment and exclusive licensing deal with Qualcomm Life, and attained FDA clearance for AlertWatch:OB, which is focused on improving the safety of childbirth.
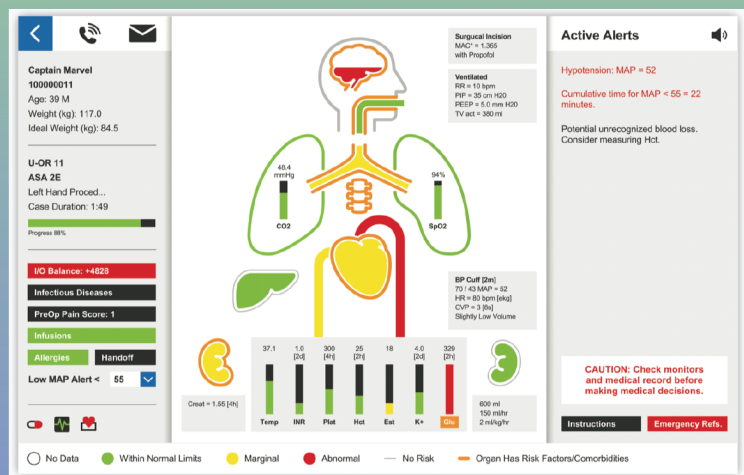
Digital Engagement Clinic

Twelve local startups received a digital marketing boost through a collaborative program between Ann Arbor SPARK and Eastern Michigan University's Center for Digital Engagement this summer. The Digital Engagement Clinic matched undergraduates and recent graduate interns with Ann Arbor SPARK clients to accelerate the startups' digital marketing efforts. The startups received hands-on digital marketing, and clinic interns received valuable work experience that built their resumes.

Interns worked in teams of two for companies housed in Ann Arbor SPARK's high-tech incubator. Projects vary year by year, but examples include: digital advertising, social media, content creation, analytics, web design and development, SEO, video production and graphic design, mobile app development, and project management. The internships were for 10 hours per week and ran from mid-June through the end of August culminating in a graduation ceremony where students who met the criteria were awarded a Digital Media Certificate. For the students to gain their CDE/SPARK Digital Media Certificate, they must complete the 80-hour internship with their assigned local startup, attend weekly panel discussions, and get certified in Google Analytics or AdWords.

One of the main reasons Ann Arbor SPARK and the Center for Digital Engagement continue to grow the summer clinic is to watch students gain insight and experience for jobs in the Ann Arbor area. Local employers find the intern's newly acquired skills and demonstrated proficiency especially valuable, as evidenced by the rate at which the interns are hired post-graduation. Currently, five of the 25 interns from the 2018 cohort have been hired, and another four are in the recruitment process. The 2017 cohort had a 65% placement rate in southeast Michigan.

GENOMENON Corners Market on Hiring DEC graduates

Genomenon powers evidence-based precision medicine by connecting patient DNA with the scientific research used to diagnose and treat cancer and rare diseases. Mastermind, the world's first Genomic Search Engine, has the world's largest index of medical articles, cataloguing the genetic relationships between DNA and human diseases. This year, Genomenon participated in the Digital Marketing Clinic, where they were assigned two student interns who collaborated to plan and execute sales and marketing strategies for the company.

"I'm a big fan of the EMU Digital Engagement Clinic, led by the incomparable Bud Gibson and sponsored by Ann Arbor SPARK. At my past two companies, I have mentored nine EMU interns and hired five! That's an amazing statistic, and I attribute it to the excellent program." - Candace Chapman
Director of Marketing, GENOMENON

Mobility

Mobility is a driving industry in the Ann Arbor region with 197 mobility companies located in Washtenaw County. In this last fiscal year, Ann Arbor SPARK served 25 mobility companies which employ 209.5 FTEs. $207K dollars of Business Accelerator services were awarded to these companies.

To better understand the state of the mobility ecosystem, meetings with 42 startups and meetings with 40 partner organizations took place between November 2017 and June 2018. Based on the feedback, one of the actions taken was to introduce additional programming to help strengthen the growing mobility ecosystem in the Ann Arbor region.

1. A2 Mobility Tech Meetup: A meetup focused on highlighting innovative mobility companies within the Ann Arbor region and creating opportunities for partnerships between local companies to strengthen the mobility ecosystem
2. Mobility Row: 20 innovative mobility companies with physical assets were profiled on Washington Street between Division and Fifth Avenue during Tech Trek. The companies shared their innovative technologies along with the partnerships they have within the ecosystem that helped them with their growth.
3. Ann Arbor Mobility Summit: Meeting of the Minds, in partnership with Ann Arbor SPARK and Ann Arbor-Ypsilanti SmartZone, convened a unique one-day thought leadership summit in Ann Arbor focused on emerging autonomous mobility and smart city solutions. 110 participants had the first-of-its-kind opportunity to tour the recently opened American Center for Mobility (formerly Willow Run) and experience live demos from OEMs and mobility startups on the private track and infrastructure assets, followed by small group discussions and workshops.

Additional effort was made to strengthen cooperation and coordination with partner organizations like AAATA, City of Ann Arbor, Downtown Development Authority, University of Michigan, Mcity, American Center for Mobility, Small Business Development Center, PlanetM, Techstars Mobility and more to help startups better leverage the existing resources and support strategic projects to improve transportation access and efficiency. Some examples are listed below.

- Ann Arbor SPARK along with AAATA, DDA, City of Ann Arbor, and the University of Michigan worked with Ford Motor Company and Deloitte Consulting to use City of Ann Arbor as a living laboratory to create a prototype mobility operating system for cities which would be a platform for new technologies and services to be deployed to solve mobility challenges in Ann Arbor.
- Ann Arbor SPARK provided a letter of support for a Michigan Mobility Challenge grant 2018 for a pilot with Muve to help tackle issues around accessible transportation and social inclusion.
- Movatic and Arbor Automation which are Ann Arbor SPARK Clients have joined the University of Michigan's Desai Accelerator 2018 cohort.
- DERQ and Carmacar from Techstars Mobility 2017 cohort are currently Ann Arbor SPARK clients with their North American offices in Ann Arbor.

May Mobility Achieves National Milestone

This homegrown Ann Arbor company is unlocking a better life today through self-driving transportation. By partnering with urban planners, property managers, developers and municipalities, they are building and deploying self-driving vehicles and mobility services that can transform the landscape of cities to be more green, vibrant, and livable spaces. Ann Arbor SPARK assisted them with leveraging the Business Accelerator grants as well as navigating the unique network of mobility assets and opportunities in the region. Currently, their vehicles are on the streets of Detroit, MI navigating complex downtown scenarios and transporting thousands of people on their daily commute every week. They are establishing a ground game that will propel them into even larger markets in 2019 and beyond.

A2 Tech 360

What started with a single step is now a programmatic collection of events connecting key community actors — innovators, researchers, investors, businesses, academic institutions, non-profits, job seekers, and the general public — in the spirit of tech.

At its annual meeting, Ann Arbor SPARK unveiled a2Tech360, an extension of its popular Tech Trek event, held this past June 15, that included extended programming designed to spotlight the region's innovative people and businesses.

An Ann Arbor SPARK initiative, a2Tech360 dedicates itself to promoting the ecosystem of the Ann Arbor area of innovation. A week of tech-related events, a2Tech360 creates connections between key community actors — innovators, researchers, investors, businesses, education institutions, non-profits, job seekers and the general public — that meaningfully generates discussion, ideas, and new opportunities.

a2TECH360

Meeting of the Minds · FastTrack SPARK FastTrack Award · 2028 What the Future Holds · TECHtalk

MOBILITYROW · LIVE @TECHTREK · A² TECH TREK

13.5M Social Media Reach
6,048 Total Registrations
3.5M Display Ad Reach
500K Social Media Views
40K Web Pageviews
28K Video Views
$644K Earned Media

Marketing Performance Metrics

Using an integrated marketing strategy to increase LDFA brand awareness

Marketing Communications Tool	Description	LDFA FY 17 - 18
Website Visits	Visits to our website will raise awareness and provide valuable tools and resources.	523,890
Video Views	Video views on multiple platforms to reach wider audiences.	158,434
Social Media Impressions	General visibility on a variety of popular social media platforms.	3,735,880
Social Media Interactions	Direct, positive interactions with people from all over the world.	123,996

Software

2.3 Licensed Software. Contractor may obtain licensed software products or services that allows for improved data collection or metric reporting, and/or offer clients improved productivity tools. Contractor shall submit invoices for actual cost to the LDFA on a monthly basis with the annual expense not to exceed a gross amount of $20,000. Contractor shall report the program or service acquired in the next following quarterly report including the type and purpose. A summary of usage shall be included in the Final Program Progress Report consistent with Article 3.3 of the agreement.

Usage

The software line in our budget was used to support ongoing operations, and improvements to data collection and storage infrastructure as detailed below.

1. **Clicktools**: Online survey creation and distribution apparatus that automatically inputs responses into our CRM. We use this instrument to conduct the annual survey.

2. **In4Grants**: Quarterly payment. Grant research, application, and coordination platform available to clients for free.

3. **DocuSign**: Document and signature management software to expedite operations.

4. **Salesforce:** Customer relationship management system used to record and track client relationships.

5. **Zendesk:** Customer experience tool to help manage the incubators.

6. **Arbor Dakota E-Book Subscription**: Educational content for SPARK clients.

7. **Dropbox**: Online file storage system.

8. **TrueJob**: The backend to our job portal.

9. **Survey Monkey**: Survey tool.

10. **YaRooms**: Incubator room reservation software.

11. **Conrin**: Salesforce consulting to improve lead conversion throughput by decreasing time spent conducting manual processes.

12. **Applied Imaging Productivity Module**: Staff productivity software.

Annual Census

The online survey functions as a way of demonstrating programmatic efficacy. The survey produces evidence of job creation and retention, business activity status, as well as company location by capturing employment data through FTE counts and updates on basic profile information. In addition, the survey retrieves insightful explanations and comments regarding these topics.

This year, we achieved an overall response rate of 58.4%. This represents a slight decrease in response rate from last year, which was the record high response rate. The response rate of the last three years' surveys has varied by 2.5 percentage points.

Companies served this year responded at a rate between 57% and 79% by program, significantly higher than the average response rate for all time companies served. A full description of the methodology utilized in conducting the census is included in the next section of this report.

Annual Survey Response Rate by Program

Central Incubator: 72% (2016-2017), 63% (2017-2018)
Microloan: 72% (2016-2017), 57% (2017-2018)
Boot Camp: 91% (2016-2017), 76% (2017-2018)
Business Accelerator: 83% (2016-2017), 79% (2017-2018)

■ 2016-2017   ■ 2017-2018
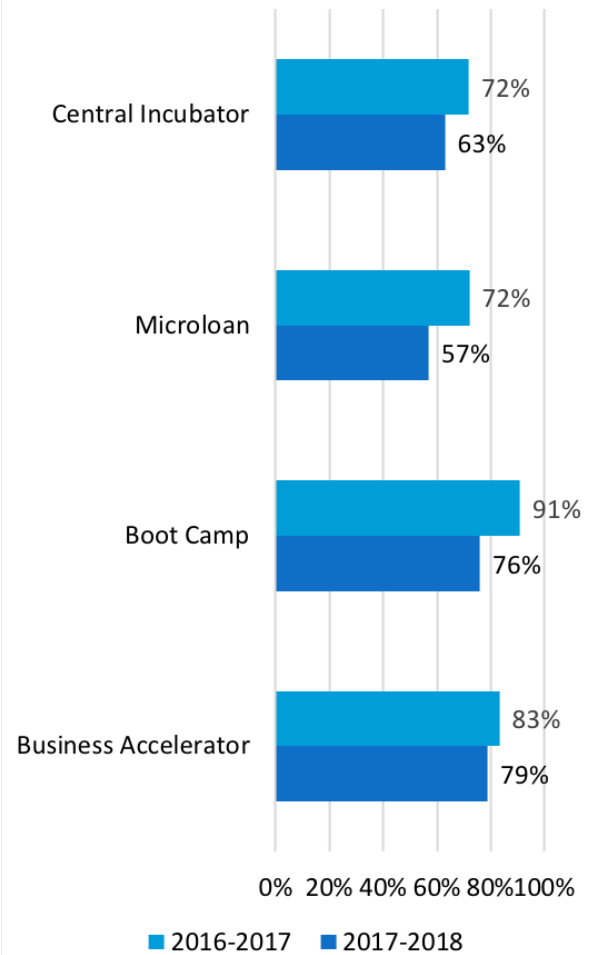
Historical Survey Performance

Year	2013	2014	2015	2016	2017	2018
Response Rate	16%	21%	47%	57%	60%	58%
Survey Pool Size		575	608	414	411	387

■ Response Rate   — Survey Pool Size
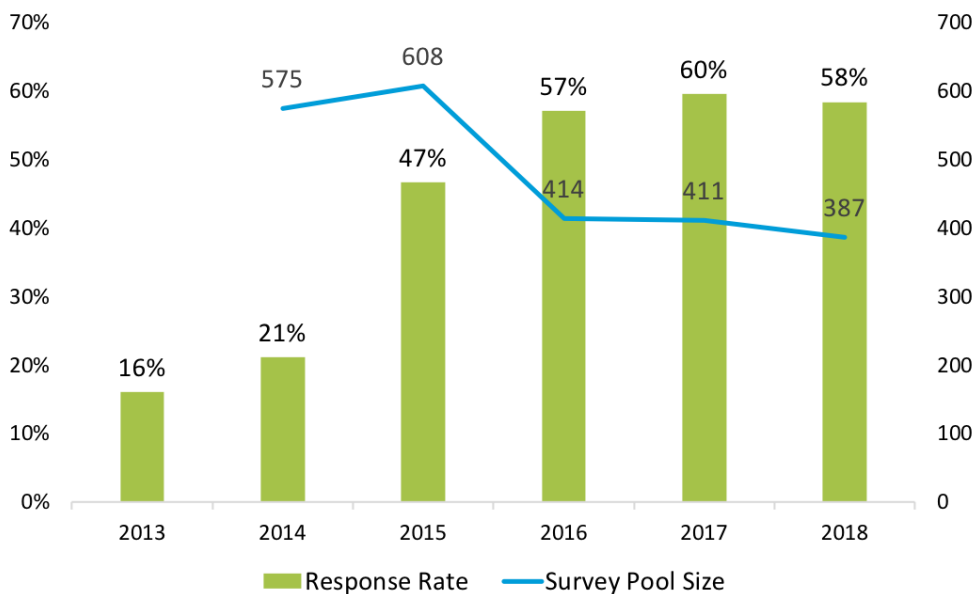
Census Methodology

Ann Arbor SPARK collects and reports data from its clients over and above what is required by the contract. Salesforce.com is employed as our customer relationship management system to record company data. Information about all companies is gathered through several methods as described below. Ann Arbor SPARK continues to refine procedures to capture, store, and report data more efficiently, accurately, and timely.

Initial Data Entry

A procedure was implemented in late 2008 requiring all entrepreneurs requesting assistance of Ann Arbor SPARK for Business Acceleration services, incubator space, or Boot Camp to fill out an online form that could be accessed through the SPARK website. Basic information including name, address, phone, email, and brief description of company are required. This information is automatically fed into Salesforce. An effort is made to connect with all inquiries within 48 hours. In an initial communication, additional data gathered by SPARK personnel determines if the entrepreneur meets minimum criteria to warrant further discussion and assistance. At that time, a better description of the applicant's needs is captured and input.

Retained FTEs

We capture the number of FTEs that a company had at the start 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 team attends Boot Camp there may be only one FTE — the entrepreneur. When that team returns for Business Accelerator services there may be additional FTEs — co-founders or initial hires. When reports are generated on Boot Camp attendees, the team's retained FTE number would be one. When reporting on Business Accelerator clients, the retained FTEs would be more than one.

Current FTEs

Throughout the year 'current jobs' is collected from entrepreneurs through three methods. When SPARK staff meets with entrepreneurs, FTE updates are gathered and recorded in the CRM system. Additionally, written documentation is obtained from every company at the start of each engagement. This document is attached to their file to corroborate the FTE count listed as start of engagement.

Annual Survey

All current and former clients are surveyed annually using Clicktools, an online survey tool that synchronizes with Salesforce. Our survey asks for data including current employment and other vital company information. The response rates for each of the four programs are listed in each section. If an entrepreneur sends SPARK data via the survey that does not pass a visual inspection they are contacted and asked to verify the data. If an adjustment is made to the CRM data, written documentation from the entrepreneur is attached to the file.

Appendix A: Business Accelerator Companies Served

Uniq ID	Company Description	Retained FTEs	Current FTEs	New FTEs	1099s
8422	A new process to manufacture custom orthotic devices by connecting orthotists with 3D printing through the cloud.	1	1	0	2
11212	A personal loan assistant that simplifies terms and guides students through lowering their aid package and automatically paying interest while in school.	1	1	0	1
8793	A portable, 180° rear/side view vision system with no fish eye effect	2	2	0	0
8521	A SaaS platform enabling healthcare providers to better understand their potential patient's decision patterns, language, and preferences.	3	3	0	2
8832	Accurate security breach detection tool with actionable information for IT teams to detect and respond to cyber security events.	3	9	6	1
4228	Advanced gamma ray detection and imaging devices based on wide band-gap semiconductor materials.	9	24	15	1
8424	An augmented reality platform that empowers individuals, and organizations to solve problems, explore, and share with VR/AR.	3	7	4	0
8384	App and cloud service to connect dietitians and their clients for efficient, timely interaction.	2	2	0	0
7816	Application to detect, quantify, and in many cases automatically fix inefficiencies in large-scale, enterprise software systems.	1	1	0	0
7374	Augmented reality app for immersive digital experiences based on children's books.	1	3	2	4
8826	Automated business intelligence (BI) tool providing real time alerts for data quality and reporting issues.	1	1	0	0
8769	Automated legal document generation software.	1	1	0	2
6285	Autonomous aerial vehicle software, enabling drones to work for industrial businesses, autonomously making observations and developing actionable insights on the job.	13	23	10	25
11147	Autonomous drone designed to find a person overboard and to let them know that help is coming.	3	1.3	-1.7	1
8393	B2B marketplace where businesses can easily find quality IT professionals.	1	1	0	2
8007	Bamboo composite materials.	4	4	0	2
7618	Cancer pharmaceuticals research and development company.	2	3	1	1
7772	Cloud computing that runs parallel libraries resulting in large speedup.	2	4	2	0
6835	Combustion cycle and injection technology.	8.5	8	-0.5	0

Uniq ID	Company Description	Retained FTEs	Current FTEs	New FTEs	1099s
8255	Communications software for B2B or B2C.	2	2	0	5
8591	Compliance training SAAS platform, primarily focused on safety and security issues, in particular, workplace violence ("WPV") prevention and active shooter preparedness.	1	1	0	1
7704	Computer vision-based phone or tablet-based application for construction workers' safety and ergonomics monitoring/analysis.	1	1	0	1
4791	Consolidated event planning and management software platform.	8.5	12	3.5	0
11120	Cross-MBA trips for students from several universities before their MBA program begins.	2	2	0	0
8209	Crowd-gifting platform designed specifically for Latin Americans and their families.	2	3	1	9
7117	Data processing algorithms and curated genetic database software as a service.	10	13	3	1
7938	Decision making software that helps users make decisions in a structured, systematic, and dynamic way.	2	2.5	0.5	3
6834	Developer and manufacturer of high-resolution sensors used for near real-time diagnostics in food pathogen testing.	0.5	0.5	0	4
6522	Development and implementation of online negotiation systems for courts and constituents.	10	8	-2	5
8359	Device identification technology to help the digital display advertising more effectively target audiences.	9	7	-2	2
7888	Device which clips onto strength training equipment, capturing and interpreting strength training data in real-time.	5.5	6	0.5	4
7362	Digital content marketplace and book sourced content provider.	2	2	0	4
8657	Digital health predictive analytics company initially targeting critical care and emergency wards in hospitals of all sizes.	1	4.5	3.5	0
9936	Disposable oxygenating technology that can be integrated into existing dressings/therapies.	2	2	0	0
11105	Do it yourself financial planning in a digital platform.	1	1	0	3
7982	Drug discovery SaaS product.	5	5	0	0
8026	E-Commerce universal discount at point of purchase system.	6	6	0	2
8050	Employee engagement SaaS app.	12	12	0	0
7940	Engine technology uses a helical drive to convert the linear motion of a piston into rotary motion.	2	2	0	2
8752	Financial services and technology company utilizing proprietary algorithms and trading strategies for equities and cryptocurrency markets.	8	8	0	-
8302	Global platform to connect, educate, and enable athletes and coaches.	1.5	1.5	0	2
8636	Guided meditation and respiratory biofeedback app.	2	2	0	0

Uniq ID	Company Description	Retained FTEs	Current FTEs	New FTEs	1099s
8522	Healthy eating challenges via mobile app to help users prevent the onset of diet-related disease.	2	2	0	2
4586	Heat technology generates nonelectric, reusable heat on-demand.	2	4	2	9
6977	Human capital management software optimizing hiring, evaluations, and workflows for education and healthcare.	6	2	-4	3
8434	Instruments for single molecule detection of DNA, RNA, and proteins.	0.5	0.5	0	0
8884	Interactive financial education suite of services that seeks to empower young adults and their families.	4	4	0	1
4432	Life Science research recruiting software.	2	4	2	1
8777	Low cost, research-based program designed to enrich people's lives and reduce psychological distress.	0.5	0.5	0	0
8764	Machine learning powered restaurant data insight API.	2.5	2.5	0	-
8520	Makeup that is custom-designed for women of medium skin tones.	1	1	0	2
6947	Malware detection software.	4	5	1	1
8831	Matching hunters with land and lodging to hunt wild game with sponsored hunting outfitters.	1	1	0	0
4821	Medical imaging platform for ophthalmologists.	1	1.5	0.5	0
8228	Medical software for secure storage and artificial intelligence driven retrieval of radiologic images.	1	1	0	0
7885	Mobile and web-based applications providing on-demand lawn care and snow removal services.	11	13	2	0
7375	Mobile app for tracking and analyzing pain data.	1.5	2	0.5	6
8076	Mobile giving app for non-profits.	4	4	0	1
8862	Mobile learning platforms to help young people combat sexual violence and misconduct.	2	2	0	2
7927	Mobile platform for connecting people with the same chronic conditions.	2	1	-1	1
8037	Mobile software which provides reassurance of the safety and wellbeing of aging loved ones living independently.	7	7	0	0
8834	Month-to-Month Car Subscription with insurance, maintenance and roadside assistance included.	2	2	0	2
5634	Multi-sided reviews platform that allows users and restaurants to discover and engage each-other.	3	4	1	20
8534	New chemical entity to treat Metabolic Syndrome and Type II diabetes.	2	2	0	0
8543	Novel video analytics capability for public safety and automotive companies to service their video analytics needs.	2	4	2	15
8797	Off-the-shelf Machine Learning Applications.	2	7	5	10
2203	Online furniture inventory management that allows targeted retailer interaction.	3	11	8	1

Uniq ID	Company Description	Retained FTEs	Current FTEs	New FTEs	1099s
5604	Online language learning platform.	1	1	0	6
7815	Online learning platform for contract lawyers.	1	1	0	1
8028	Online platform for festivals, vendors, and attendees to share data and ideas.	2	2	0	1
8645	Personal protection modular system which will protect a person from pistol shots, knife attacks, and Tasers.	1	2	1	0
8206	Personality testing insights for kids aged 7-13.	3	4	1	1
8771	Photography marketplace to match freelance photographers with clients.	4	4	0	1
8122	Platform for pharmacies and physicians' offices to source prescription drugs.	1	2	1	1
4519	Platform giving independent app publishers technology for customized native ads and access to advertisers.	9	10	1	2
7656	Platform matching corporations and law firms with vendors who provide ancillary legal services.	2	2	0	6
7674	Platform of sensors, software, and analytics that will harvest key data from manufacturing machines, processes, and people and translate it to actionable intelligence.	1	5	4	2
7066	Platform to accept and manage concussion-tracking data collected from helmet sensors.	1	1	0	1
8778	Portable oxygen concentration device.	1	1	0	1
8610	Product to improve Inventory management, waste reduction, foam reduction, and precision carbonation control of draft beverages.	2	0.5	-1.5	0
8364	Programming language for Computer Numeric Control manufacturing.	1	1	0	2
8651	Proprietary chip, camera, and image processing software package, to verify that a tissue sample has enough tissue to make a diagnosis.	3	3	0	3
8041	Proprietary process for joining of dissimilar materials (aluminum-to-advanced high strength steel).	3	4	1	1
8519	Provides manufacturing data analytics and related IT services to small- and medium-size manufacturing firms	2	2	0	3
8205	Quantitative, non-invasive digital knee assessment tool that improves accuracy of traditional subjective tests.	2	2	0	0
8001	Radiation measurement and display enabled by modern technologies.	2	0.5	-1.5	3
8369	Remote gait analysis through a sensor-laden shoe sole to identify gait issues that can lead to injury or decrease performance.	3	3	0	5
8368	Remote PT training, education and tracking solution.	3	2	-1	2
7074	Risk assessment and communication app for surgeons, and pre-surgical intervention programs.	3	3	0	2

Uniq ID	Company Description	Retained FTEs	Current FTEs	New FTEs	1099s
8658	SaaS business that helps small, independent bridal shops become more profitable and deliver the online experience modern bridal parties expect.	1	2	1	1
8624	Safe, low-cost infant sleeping beds.	1	1	0	0
8380	Secure tele-pathology platform for digital microscopy.	5	5	0	0
8143	Secure vehicle data harvesting product.	7	7	0	2
8305	Self-serve ETL platform, which enables data cleansing with no IT involvement.	5	5	0	0
7754	Sensors and measurement devices for electromagnetic radiation enabling essential technologies.	2	4.5	2.5	2
7651	Services to help students act on their passions and interests.	2	3	1	1
8230	Shared mobility on-demand by granting electronic access and multimodal management through smartphone-based platform.	2	2	0	1
7975	Smartphone case with built-in wireless earbuds and 80% extra battery life.	2	3	1	2
7620	Software and simple hardware to integrate, retrieve, and update personal identity information.	2	2	0	0
8343	Software application that allows restaurants to efficiently take customer orders over text message.	3	3	0	2
8794	Software application that guides home buyers by making the transaction steps transparent to all parties.	0.5	0.5	0	0
8394	Software application that will facilitate management and understanding of data provided by wearable technology for sport.	2	2	0	1
8035	Software company combining VR and autonomous vehicles for commercial, industrial, and military applications with precision payloads.	4	4	0	1
6545	Software platform applies predictive analytics to strategic decisions regarding IP management.	2	2	0	1
11112	Software products that enable IBM Security AppScan and IBM QRadar to support advanced capabilities both previously could not.	1	1	0	2
8377	Software to enable companies to detect and respond to ransomware.	2	3	1	0
8574	Specialized disposable toothbrush for people living with motion disorders.	3	1	-2	0
7202	Sports fandom competition, tracking, and social media integration smart phone app.	2	2	0	3
7336	Supply chain software.	9	12	3	7
8054	Synthetic nanodisks which improve vaccine performance.	1	3	2	2

Uniq ID	Company Description	Retained FTEs	Current FTEs	New FTEs	1099s
8761	System that allows companies to understand network attack from the outside-in and discover new threats and assess their global impact.	5.5	9	3.5	1
233	Treatment for the antibiotic-resistant intestinal disease known as Clostridium difficile.	1	1	0	1
8806	Turnkey passive home entry module.	3	3	0	2
8436	Two-sided mobile platform that connects travelers with trusted locals, matching travel interests and personalities.	3.5	3.5	0	0
8189	UAVs to detect methane at solid waste landfills.	2	4	2	3
8774	V2X software to make roads and vehicle-to-everything interactions safer.	4	5	1	0
8845	Virtual reality entertainment business.	5	4	-1	0
7749	Visualization and marketing platform for the event industry.	2	2	0	1
8514	Vulnerability assessment app for the security assessment process.	3	4	1	3
8599	Waste treatment solution that converts organic solids into a sustainable insect-based protein for use in animal feeds.	2	2	0	0
7997	Water bottle that can flip inside-out.	2	2	0	0
8187	We enable our customers to build trusted B2B digital communities using proprietary blockchain technology. Members of our customer's communities are able to conduct commercial activities with one another with no fear of fraud or cybercrime.	1	1.5	0.5	2
7876	Wearable graphene nanoelectronic alcohol sensor for real-time alcohol monitoring.	1	2	1	5
8601	Web browser plug in allowing users and advertisers to express themselves on top of web content in a sharable manner.	2	3	1	0
11110	Web-based software package that allows patients to complete their personal and family history at home.	1	6	5	0
8556	Web-based staffing platform for summer camps and prospective camp staff to find eachother.	1	4	3	1
8286	Website built to match job seekers with startup jobs they are qualified for.	2	2	0	0
3965	Window products that let air in but keep the rain out	1	1	0	-
3151	Wireless sensing, analysis and optimization of residential and commercial electricity use.	2	2	0	0
8453	Wireless wetness detection system with IoT capability.	2	2	0	0
	Grand Totals	**382**	**478.3**	**96.3**	**260**

Appendix B: Entrepreneur Boot Camp Companies Served

Uniq ID	Company Description	Retained FTEs	Current FTEs	New FTEs	1099s
8001	Radiation measurement and display enabled by modern technologies.	0.5	0.5	0	3
8393	B2B marketplace where businesses can easily find quality IT professionals.	1	1	0	2
8440	Web platform to facilitate end of life decisions.	3	3	0	2
8556	Web-based staffing platform for summer camps and prospective camp staff to find eachother.	2	4	2	1
8601	Web browser plug in allowing users and advertisers to express themselves on top of web content in a sharable manner.	3	3	0	0
8620	Software that can take CT scans for a patient with pectus excavatum (concave chest) and create a personalized Nuss Bar, the device used to expand the deformed chest.	0.5	0	-0.5	-
8624	Safe, low-cost infant sleeping beds.	5	1	-4	0
8636	Guided meditation and respiratory biofeedback app.	2	2	0	0
8637	Artificial intelligence for ambulance location and dispatch for EMS activities.	0	0.5	0.5	-
8638	Mobile app that helps people lose weight by building healthy eating habits, one habit at a time.	1	1	0	0
8645	Personal protection modular system which will protect a person from pistol shots, knife attacks, and Tasers.	1	2	1	0
8662	Online platform to help case managers and attorneys manage the healthcare and any associated litigation for those clients that have been injured in an auto accident.	0.5	0.5	0	-
8663	Hourly rentals for five to 15-person vehicles sourced from nearby owners, with or without a driver.	2	2	0	0
8701	E-commerce platform utilizing cryptocurrency.	0.5	0.5	0	-
8769	Automated legal document generation software.	1	1	0	2
8794	Software application that guides home buyers by making the transaction steps transparent to all parties.	0.5	0.5	0	0
8845	Virtual reality entertainment business.	2	4	2	0
8862	Mobile learning platforms to help young people combat sexual violence and misconduct.	2	2	0	2
8889	Products designed to mimic natural predators that protect properties from wildlife damage.	2	1	-1	0
9979	STEM-based drone model kit for educational and general use.	1	2	1	0
10191	Wireless link that offers fiber-like speeds for the backhaul and last-mile connection in the network.	2	2	0	0
11105	Do it yourself financial planning in a digital platform.	1	1	0	3
11110	Web-based software package that allows patients to complete their personal and family history at home.	6	6	0	0
11116	FAA Compliant Drone Swarm Technology.	2	2	0	0
11120	Cross-MBA trips for students from several universities before their MBA program begins.	2	2	0	0
	Grand Totals	**43.5**	**44.5**	**1**	**15**

Appendix C: Incubator Companies Served

Uniq ID	Company Description	Retained FTEs	Current FTEs	New FTEs	1099s
1782	Laser imaging systems integrator, with technology out of Max Planck Inst for combustion diagnostics, spectroscopic techniques in govt, military, education, industrial.	4	7	3	3
2028	Book & videos teaching Chinese to English speaking children.	4	4.5	0.5	3
2203	Online furniture inventory management that allows targeted retailer interaction.	10	11	1	1
3221	Advanced software solutions for sewer modeling to municipalities and engineering consultants.	3	4	1	0
3965	Window products that let air in but keep the rain out	1	1	0	-
4132	A medical device for the field of histology that automates a process used in tissue diagnostics.	1	8	7	3
4472	An online platform that empowers college students to showcase their work and skills to employers.	8	4	-4	0
5604	Online language learning platform.	1	1	0	6
5634	Multi-sided reviews platform that allows users and restaurants to discover and engage each-other.	3	4	1	20
6545	Software platform applies predictive analytics to strategic decisions regarding IP management.	2	2	0	1
6634	A software platform that collects and analyses vehicle operational data obtained from automobiles and delivers actionable marketing information to companies in the automotive aftermarket.	3	3	0	1
6670	Smartphone and cloud base integrated application products for consumers.	1	1	0	0
6680	Digital entertainment company, focused on creating dynamic stories with an emphasis on female characters.	1	2	1	1
6977	Human capital management software optimizing hiring, evaluations, and workflows for education and healthcare.	3	2	-1	3
7374	Augmented reality app for immersive digital experiences based on children's books.	1	3	2	4
7586	Application to track and coordinate IVF procedures to assist patients.	3.5	3.5	0	0
7620	Software and simple hardware to integrate, retrieve and update personal identity information.	2	2	0	0
7651	Services to help students act on their passions and interests.	1	3	2	1
7656	Platform matching corporations and law firms with vendors who provide ancillary legal services.	2	2	0	6
7680	Big data intelligence-as-a-service platform built for credit unions and community banks.	3	3	0	0

Uniq ID	Company Description	Retained FTEs	Current FTEs	New FTEs	1099s
7696	SaaS claim analytics, administrative support and dashboard for insurance brokers.	6	40	34	1
7748	Proprietary web-based reporting platform to build analytical, predictive reporting tools.	23	50	27	4
7754	Sensors and measurement devices for electromagnetic radiation enabling essential technologies.	3.5	4.5	1	2
7982	Drug discovery SaaS product.	2	5	3	0
8001	Radiation measurement and display enabled by modern technologies.	0.5	0.5	0	3
8026	E-Commerce universal discount at point of purchase system.	2	6	4	2
8035	Software company combining VR and autonomous vehicles for commercial, industrial and military applications with precision payloads.	4	4	0	1
8037	Mobile software which provides reassurance of the safety and wellbeing of aging loved ones living independently.	1	7	6	0
8040	Content gaming platform with rewards, recognition, and personal social branding.	1	7	6	1
8047	Industrial Internet of Things software suite.	1	1	0	-
8050	Employee engagement SaaS app.	5.5	12	6.5	0
8060	Renewable electric generation system for large trucks: converts the kinetic energy of a moving vehicle into electricity.	1	6	5	0
8076	Mobile giving app for non-profits.	4	4	0	1
8090	Cell-based assays designed for drug screens for carcinoma drug R&D.	1	3	2	0
8095	Fast, high accuracy speech-to-text API and web platform.	3	3	0	-
8116	Social Media listening and analysis software utilizing machine learning.	9	9	0	0
8122	Platform for pharmacies and physicians' offices to source prescription drugs.	2	2	0	1
8143	Secure vehicle data harvesting product.	4	7	3	2
8187	We enable our customers to build trusted B2B digital communities using proprietary blockchain technology. Members of our customer's communities are able to conduct commercial activities with one another with no fear of fraud or cybercrime.	1	1.5	0.5	2
8189	UAVs to detect methane at solid waste landfills.	1	4	3	3
8196	Website that tracks homework and practice tests for people who are preparing for the LSAT.	1	1.5	0.5	0
8206	Personality testing insights for kids aged 7-13.	2	4	2	1
8209	Crowd-gifting platform designed specifically for Latin Americans and their families.	2	3	1	9
8255	Communications software for B2B or B2C.	2	2	0	5

Uniq ID	Company Description	Retained FTEs	Current FTEs	New FTEs	1099s
8305	Self-serve ETL platform, which enables data cleansing with no IT involvement.	3	5	2	0
8359	Device identification technology to help the digital display advertising more effectively target audiences.	2	7	5	2
8364	Programming language for Computer Numeric Control manufacturing.	1	1	0	2
8366	Commercializer of digital health and sports performance technology from Universities across the U.S. into individual technology firms.	4	6	2	3
8384	App and cloud service to connect dietitians and their clients for efficient, timely interaction.	2	2	0	0
8393	B2B marketplace where businesses can easily find quality IT professionals.	1	1	0	2
8419	Next-Generation Freight Marketplace focused on better user experience, lower freight costs and regulatory compliance.	5	7	2	4
8519	Provides manufacturing data analytics and related IT services to small and medium size manufacturing firms	2	2	0	3
8521	A SaaS platform enabling healthcare providers to better understand their potential patient's decision patterns, language and preferences.	2	3	1	2
8527	We're building the tools and software infrastructure at the center of autonomous vehicle development.	30	30	0	0
8534	New chemical entity to treat Metabolic Syndrome and Type II diabetes.	2	2	0	0
8543	Novel video analytics capability for public safety and automotive companies to service their video analytics needs.	2	4	2	15
8574	Specialized disposable toothbrush for people living with motion disorders.	3	1	-2	0
8588	Search Fund, an investment vehicle to purchase a small business.	1	1	0	0
8591	Compliance training SAAS platform, primarily focused on safety and security issues, in particular, workplace violence ("WPV") prevention and active shooter preparedness.	2	1	-1	1
8603	Runner acquisition platform for race organizers.	2	2	0	2
8609	Quotation Lifecycle Management (QLM) applications focused on managing the interaction between our customer companies and their customers and suppliers.	3	3	0	3
8631	Productizing marketing growth tools.	1	1	0	1
8635	On demand service and platform that connects consumers with certified phone and tablet repair technician.	3.5	3.5	0	0
8645	Personal protection modular system which will protect a person from pistol shots, knife attacks, and Tasers.	1	2	1	0

Uniq ID	Company Description	Retained FTEs	Current FTEs	New FTEs	1099s
8651	Proprietary chip, camera, and image processing software package, to verify that a tissue sample has enough tissue to make a diagnosis.	2.5	3	0.5	3
8769	Automated legal document generation software.	1	1	0	2
8774	V2X software to make roads and vehicle-to-everything interactions safer.	3	5	2	0
8776	Custom computing solutions for genomics applications.	1	1	0	0
8789	Digital health platform that assists patients in navigating through the complex processes before and after surgery.	2	2	0	0
8793	A portable, 180° rear/side view vision system with no fish eye effect	1	2	1	0
8797	Off-the-shelf Machine Learning Applications.	4	7	3	10
8806	Turnkey passive home entry module.	2	3	1	2
8826	Automated business intelligence (BI) tool providing real time alerts for data quality and reporting issues.	1	1	0	0
8862	Mobile learning platforms to help young people combat sexual violence and misconduct.	2	2	0	2
8885	Streetwear clothing company.	3	3	0	-
9924	Mobile imaging unit's rental and brokerage.	2	2	0	1
9936	Disposable oxygenating technology that can be integrated into existing dressings/therapies.	2	2	0	0
9978	End-to-end product development firm.	1	1	0	-
10190	Visual recognition and machine learning technology utilizes a knowledge base that correlates body shape and proportion to silhouette and design to automatically curating clothing assortments into custom boutiques built for each shopper's shape and proportion.	7	7.5	0.5	0
11105	Do-it-yourself financial planning in a digital platform.	1	1	0	3
11164	Low-cost capnography device with continuous remote-monitoring capabilities to improve outcomes and lower the cost of care for cardio-respiratory patients.	3	3	0	-
	Grand Totals	**251**	**389**	**138**	**154**

Appendix D: Microloan Program

The table below lists all companies that received a Microloan from the start of the program through June 30, 2018. As of 6/30/17 the Microloan program was discontinued, and we are only monitoring portfolio returns this year. The total principal of all loans provided to date is $1,498,460.00. The total repayments during the fiscal year were $127,939.44. One company went out of business necessitating a write off of their principal, and one other company had a partial write off. Total write offs for this fiscal year were $22,976.56.

Out of the 42 companies that have received a microloan, 19 are now out of business. Of the 23 remaining companies, 57% responded to the Annual Survey.

Uniq ID	Company Description	Debt at Cost	Initial Investment	Return	Retained FTEs	Current FTEs	New FTEs	1099s
338	Information and news aggregator and filter.	29,000	6/17/10		1	1	0	1
1585	Educational software engines.	30,000	9/8/09		4	0	-4	0
1585	Educational software engines.	20,000	4/27/10					
1885*	Commercializing dental appliance - mouth guard.	15,000	5/27/10	17,195	1	23	22	1
1982	Web site design and social media.	50,000	11/9/09	65,958	5	7	2	5
2153	Designer, manufacturer, sales and marketer of specialized video equipment for shooting sports and outdoors industry.	25,000	4/13/10	17,300	2	0	-2	0
2181	Web-based marketing services for education organizations and related non-profit and government entities.	25,000	12/14/09	-	1	0	-1	0
2578	Manufactures and develops solid state lighting systems for commercial and industrial applications.	25,000	5/9/11		3	0	-3	0
2610	Online management system for automotive incentives.	25,000	3/16/11	-	3	0	-3	0
2679	Development of therapies for treatment of bone-related conditions in animals.	28,000	8/31/11	6,720	3	0	-3	0
2804	Assessment tool for determining a corporation's capability to be successful in strategic partnering with another organization.	10,000	10/22/09		1	0	-1	0

Uniq ID	Company Description	Debt at Cost	Initial Investment	Return	Retained FTEs	Current FTEs	New FTEs	1099s
2838*	Software for tracking vehicles using mobile phone GIS.	45,000	11/1/10	57,600	2	0	-2	0
2868	Online community that sells access to musicians in the form of virtual shares.	45,000	8/13/10	-	3	0	-3	0
2880	SaaS for independently practicing therapists (SaaS).	47,000	2/24/11	72,006	3	2	-1	3
3010*	Faster and more effective Integrated Circuit (IC) design quality control software.	45,000	10/12/11	155	3	8	5	2
3045	Software and business management services connecting buyers and sellers with shorter, transparent supply chains.	10,000	1/8/10	13,326	2	0	-2	0
3045	Software and business management services connecting buyers and sellers with shorter, transparent supply chains.	40,000	7/20/10	50,906			0	
3105*	Electrical test and measurement instrumentation.	35,000	3/4/10	18,400	2	0	-2	0
3105*	Electrical test and measurement instrumentation.	15,000	1/28/11				0	
3151*	Wireless sensing, analysis and optimization of residential and commercial electricity use.	25,000	9/10/15	32,750	2	2	0	0
3176	Web-based system that measures the confidence behind what students learn to increase knowledge retention.	25,000	6/22/10		1	0	-1	0
3418	Children's financial learning program.	50,000	9/15/10	10,000	2	0	-2	0
3476*	High quality, solid state lighting combining organic and inorganic materials, that mimics sunlight; lower cost than other LEDs.	50,000	10/22/14	31,750	2	5	3	15
3600	A web-based, toll-free superhighway for the multidirectional exchange of Intellectual Property, Technology and Products.	25,000	12/20/10	35,842	2	3	1	4

Uniq ID	Company Description	Debt at Cost	Initial Investment	Return	Retained FTEs	Current FTEs	New FTEs	1099s
4141	Creator of online portal to connect care consumers and care providers.	10,237	10/10/11	3,718	4	0	-4	0
4141	Creator of online portal to connect care consumers and care providers.	9,223	12/15/11				0	
4425	Mobile loyalty system for quick service restaurants which creates a cross promotional platform with customized deals.	40,000	1/19/12		1	1	0	0
4472*	An online platform that empowers college students to showcase their work and skills to startups.	50,000	6/11/12	61,448	7	4	-3	0
4519	Platform giving independent app publishers technology for customized native ads and access to advertisers.	50,000	7/26/13	19,767	2	10	8	2
4552	Child Care facility backend and customer facing software.	25,000	9/10/12		3	0	-3	0
4591	Web-based and mobile attendee matchmaking software and mobile conference guide for professional events.	50,000	11/6/12	6,000	1	0	-1	0
4791	Consolidated event planning and management software platform.	50,000	4/18/14	35,000	2	12	10	0
5091	Field survey and data collection software.	50,000	7/23/13	2,000	2	0	-2	0
6287	Quantitative multiplexed protein biomarker analysis kits and services.	30,000	3/10/16	17,183	5	0	-5	0
6358	Developer of a smart phone case that retracts and stores a user's headphones/earbuds within a slim profile case.	30,000	4/18/14		3	0	-3	0
6358	Developer of a smart phone case that retracts and stores a user's headphones/earbuds within a slim profile case.	20,000	10/29/14				0	
6545	Software platform applies predictive analytics to strategic decisions regarding IP management.	25,000	7/26/16		2	2	0	4

Uniq ID	Company Description	Debt at Cost	Initial Investment	Return	Retained FTEs	Current FTEs	New FTEs	1099s
6680	Digital entertainment company, focused on creating dynamic stories with an emphasis on female characters that push far beyond typical stereotypes.	25,000	2/19/14		1	1	0	6
6680	Digital entertainment company, focused on creating dynamic stories with an emphasis on female characters that push far beyond typical stereotypes.	25,000	11/21/14				0	
6778	Network that allows startups to access crowd-sourced Product-Market Fit Solutions.	15,000	4/9/14	4,000	2	1	-1	3
6800	Smart Bike providing bike sharing solutions to communities.	50,000	6/9/14	5,000	2	0	-2	0
6804	Supply Chain Decision Making platform that can visualize and compare supply chain ideas in real-time.	40,000	3/3/15	49,200	2	1	-1	1
7349	Medical Device integrator that is developing solutions to improve surgical safety and productivity.	40,000	5/27/15	43,653	1	1	0	1
7374	Augmented reality app for immersive digital experiences based on children's books.	25,000	9/26/16		1	3	2	4
7448	Private interactive 24-hour assistance to those with substance abuse disorders.	25,000	6/1/16	28,000	2	9	7	11
7466	App for helping millennials create savings plans with banks	25,000	2/1/17		2	5	3	1
7656	Platform matching corporations and law firms with vendors who provide ancillary legal services.	25,000	9/27/16		2	2	0	8
7975	Smartphone case with built-in wireless earbuds and 80% extra battery life.	25,000	12/9/16		2	3	1	2
	Grand Totals	**1,498,460**		**704,877**	**97**	**106**	**9**	**74**

*Denotes UM technology   Blue loans are paid in full   ++ denotes new loan this year

Glossary

In an effort to reduce unnecessary complication, SPARK and the LDFA keep definitions of terms consistent with MEDC. Included for reference are applicable definitions provided by the MEDC:

Companies Served

The number of tech companies that contractor provided services to, including accelerator grants, incubator space, mentoring, consulting, training, etc.

Full-Time Equivalent

All W-2 employees and full-time workers compensated in equity. All part-time employees count as 0.5 FTE. Interns and independent contractors (1099) are not included in this definition.

Jobs Created

Number of jobs created by the companies that contractor served or are incubator clients. Does not include contract positions, only full-time equivalents.

Jobs Retained

Number of jobs retained by the companies that contractor served or are incubator clients. Does not include contract positions. Basically, includes the number of positions or employees at the companies that have been retained because of the funding from the incubator or because of the services that the incubator provided.

New Companies Created

Number of new companies created as a result of contractor's involvement. Companies can be defined as sole proprietorship, LLC, Corp, etc. Involvement can mean: 1) contractor provided services or funding to the company, 2) the company is located in contractor's incubator, 3) the company is a university spin-out, 4) contractor spoke with the newly formed company and provided them help with the next steps in building his/her company for example other resources, training classes, etc., or 5) contractor spoke with the CEO/CTO prior to the company formation. A company is only counted as 'new' if it is incorporated within the subsequent 12 months of the service provided.

Tech Company

A business in which research and development brings forth an innovative product or process. The innovation typically involves intellectual property that contributes to a strong competitive advantage in the marketplace and serves as a foundation for a high rate of growth.