

LDFA REPORT 2018 - 2019

ANN ARBOR/YPSILANTI SMARTZONE

ANNUAL REPORT

165 COMPANIES
SERVED

254 JOBS
CREATED

33 COMPANIES
CREATED

\$302 M FUNDS
RAISED
INVESTMENTS & GRANTS

\$1.233 M
DIRECT SUPPORT

Ann Arbor-Ypsilanti Smart Zone Local Development Finance Authority

Ann Arbor SPARK Annual Report: July 1, 2018 – June 30, 2019

Contract Period July 1, 2018 through June 30, 2019

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, 2019 (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, 2019; 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, 2019; 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, 2019. The Contractor shall track companies for a period of five years through an annual survey and make efforts to achieve as high a participation rate as possible. The survey will not only include questions that update standard economic development data but also ask companies who leave the area why.



Annual Metrics

This year SPARK served 165 companies with a deliberate, customized combination of accelerator services, incubation, or scholarship to the Boot Camp course. These companies reported the net addition of 254 full-time equivalent employees (FTEs) from the onset of their engagements to the end of contract year. Currently, these companies employ 761 FTEs (see appendix E:1).

This year, SPARK supported the creation of 33 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

- One hundred thirty-six 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 230 FTEs from the onset of their engagements to the end of contract year.
- Ann Arbor and Ypsilanti companies SPARK has worked with over the fiscal year have gained, on average, 1.84 full-time equivalent employees.

Outside Service Area

- Out of the 165 companies that have received LDFA-funded services this year, 19 companies representing 191.5 FTEs are currently located outside the service area.
- Five of the 19 are Boot Camp teams initially from outside of the service area.
- Seven of the 19 are incubator clients who have not yet changed their registered address to their respective incubators.
- The remaining company relocated from the service area this past year yet remained in Michigan.

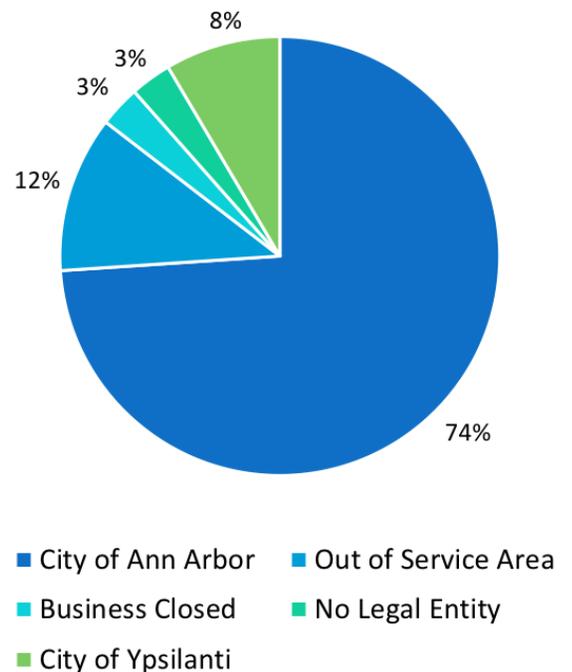
Closed Businesses

Out of the 165 companies served this year, five have ceased operations. The termination of these companies represented a decrease of 15 FTEs, which has already been deducted from the previously stated annual net addition of 254 FTEs.

No Legal Entity

Five of the companies served this year have not attained legal formation or Michigan registration by the end of the contract year. Entrepreneurial teams at this stage are either focused on validating their business model, e.g. a Boot Camp team, or they are incubator clients that haven't registered their out-of-state companies in Michigan.

Annual Served
165 Companies



Cumulative Metrics

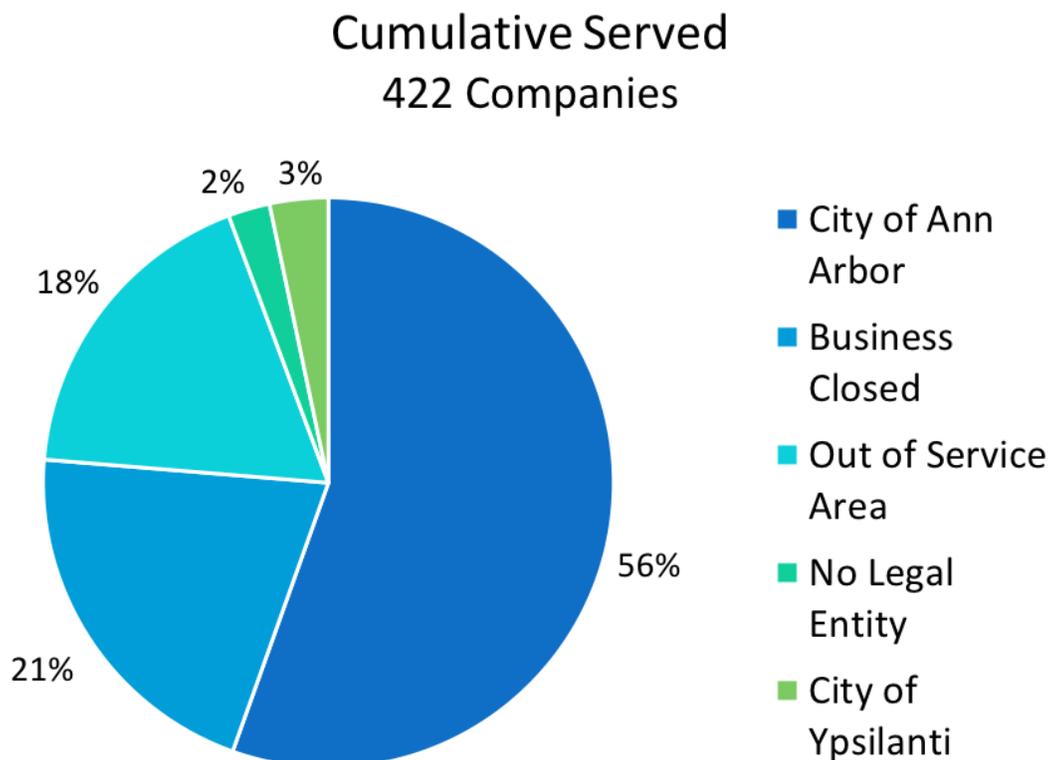
Cumulatively, in the last five years, SPARK provided services to 422 unique companies (see appendix E:2). The subset of these companies who either responded to our survey, or remained in contact with SPARK, reported a net increase of 986.5 full-time equivalent employees from the onset of their engagements to the end of this contract year. Currently, these companies employ 2039.5 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 (2014-2019). 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

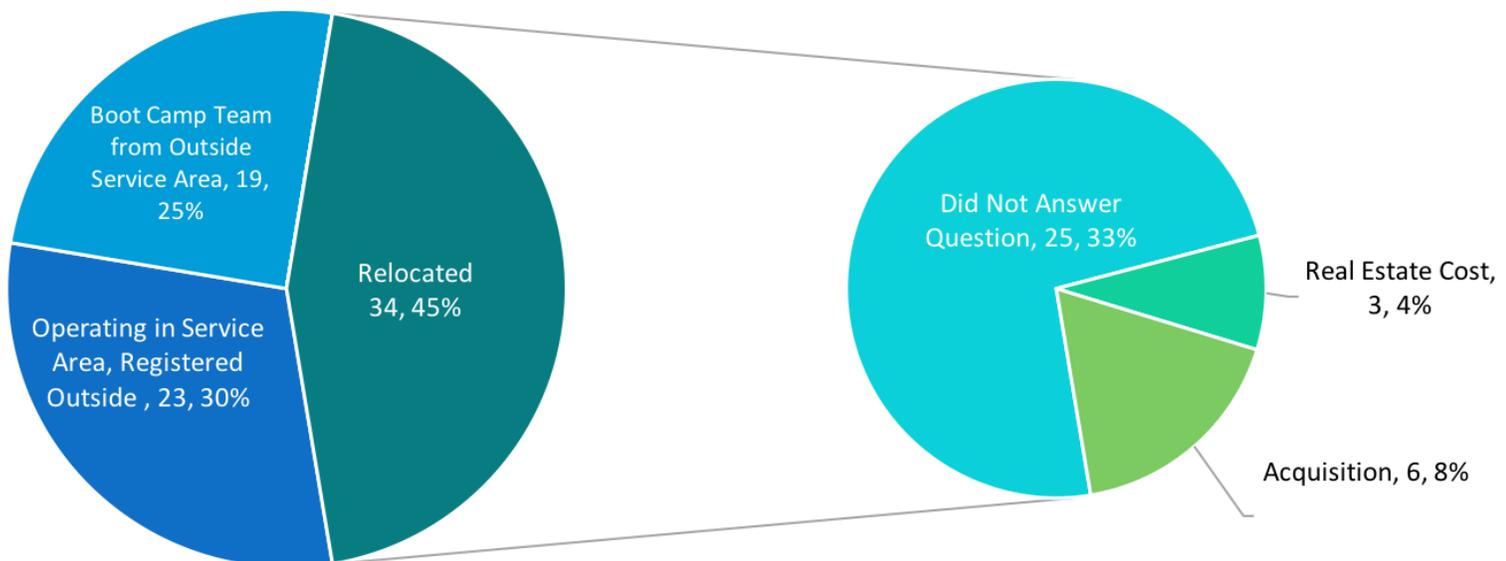
- Two hundred forty-eight companies that worked with SPARK over the past five years are still operating within the City of Ann Arbor or City of Ypsilanti.
- Currently these companies employ 1,179.5 FTEs.
- These companies reported a net addition of 631.5 FTEs from the onset of their engagements to the end of contract year.



Outside Service Area

- Seventy-six out of the 422 companies representing 829.5 FTEs that have received LDFA-funded services over the past five years are not currently registered within the service area.
- Nineteen of the 76 are Boot Camp teams are initially from outside the City of Ann Arbor or City of Ypsilanti.
- Eighteen of the 76 are operating inside the service area but have registered addresses outside the City limits. All eighteen companies are current or former incubator clients.
- The remaining 28 companies have moved from the service area, three stated a reason on our annual survey.
 - Twenty-one of the 28 relocated companies are located in southeast Michigan, eight of which are located within Washtenaw County.
 - Seven of the 28 relocated outside of southeast Michigan.

Outside Service Area 76 Companies



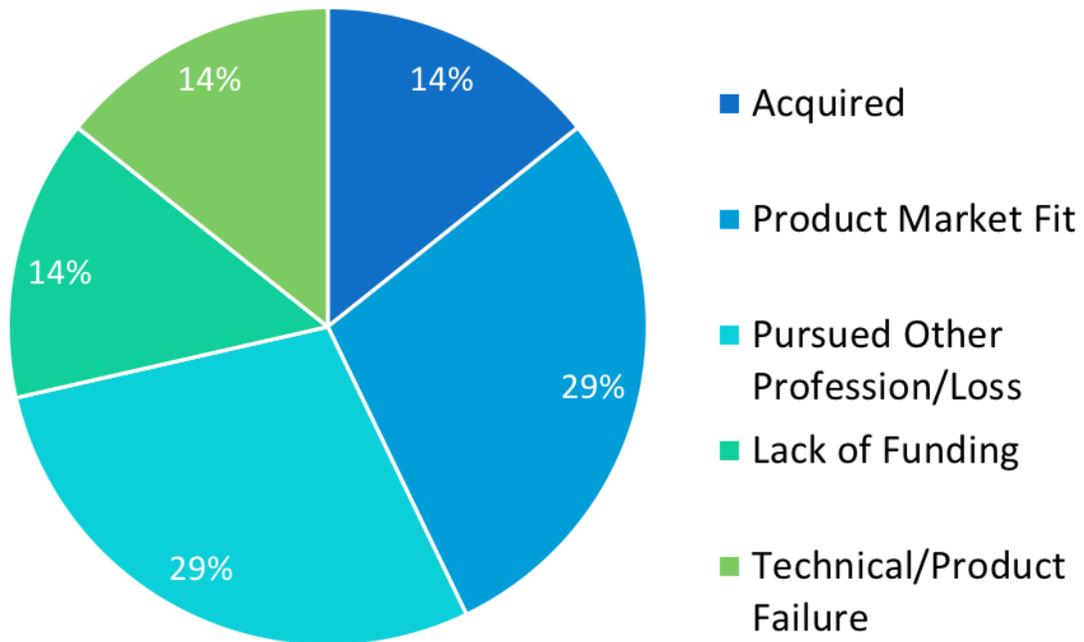
No Legal Entity

Ten of the companies served have not attained legal formation or Michigan registration by the time the contract year ended. Entrepreneurial teams at this stage are either focused on validating their business model, e.g. a Boot Camp team, or they are incubator clients that haven't registered their out-of-state companies in Michigan.

Closed Businesses

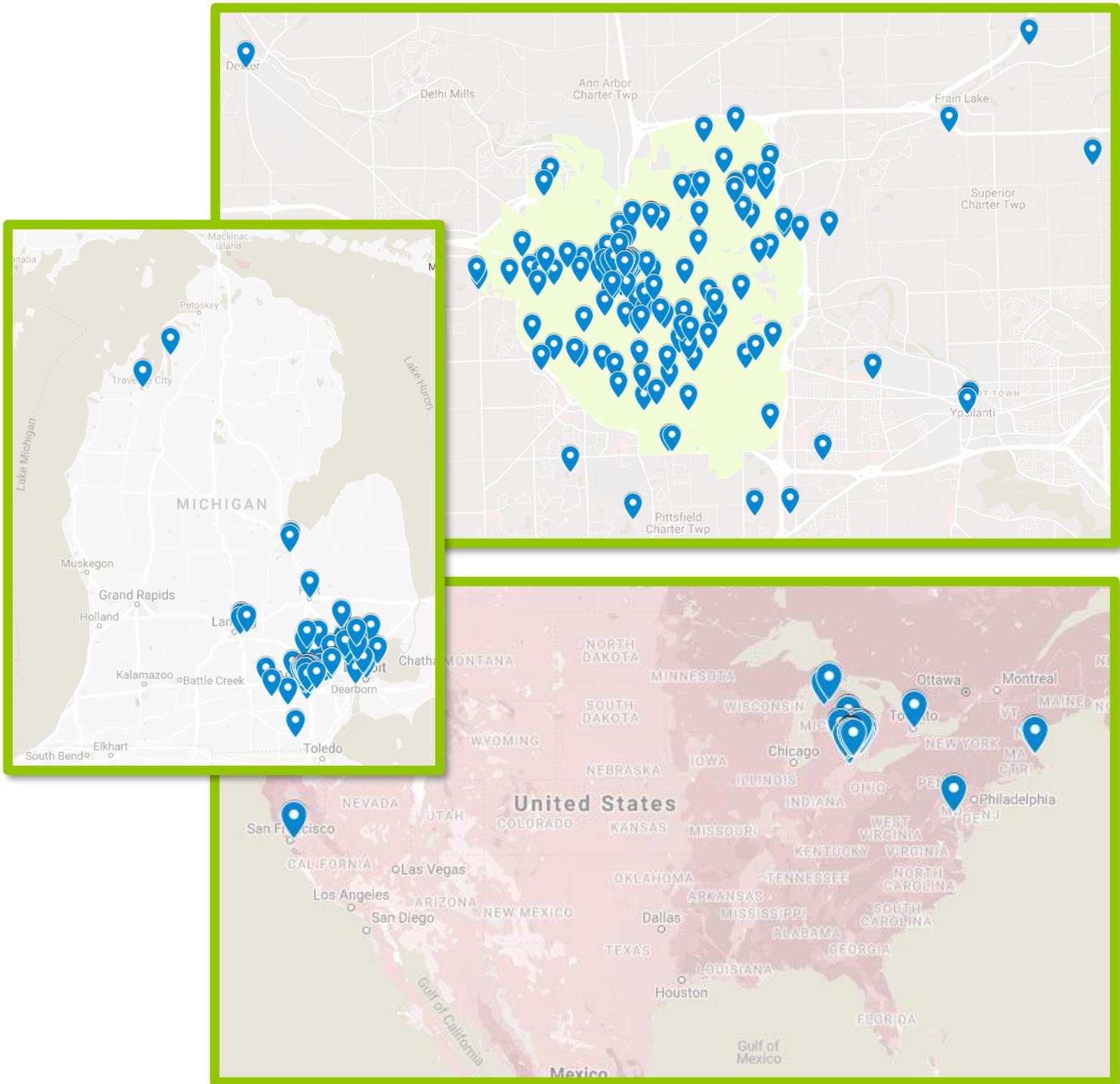
Eighty-eight of the companies that received LDFA-funded services in the last five years have reported ceasing operations. It is challenging to accurately report the FTE count of these companies because they do not report their employment figures when they close. However, at the start of their last SPARK service, they accounted for 177 FTEs in total.

Reasons for Business Closure



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

Geographical Distribution of Served Companies



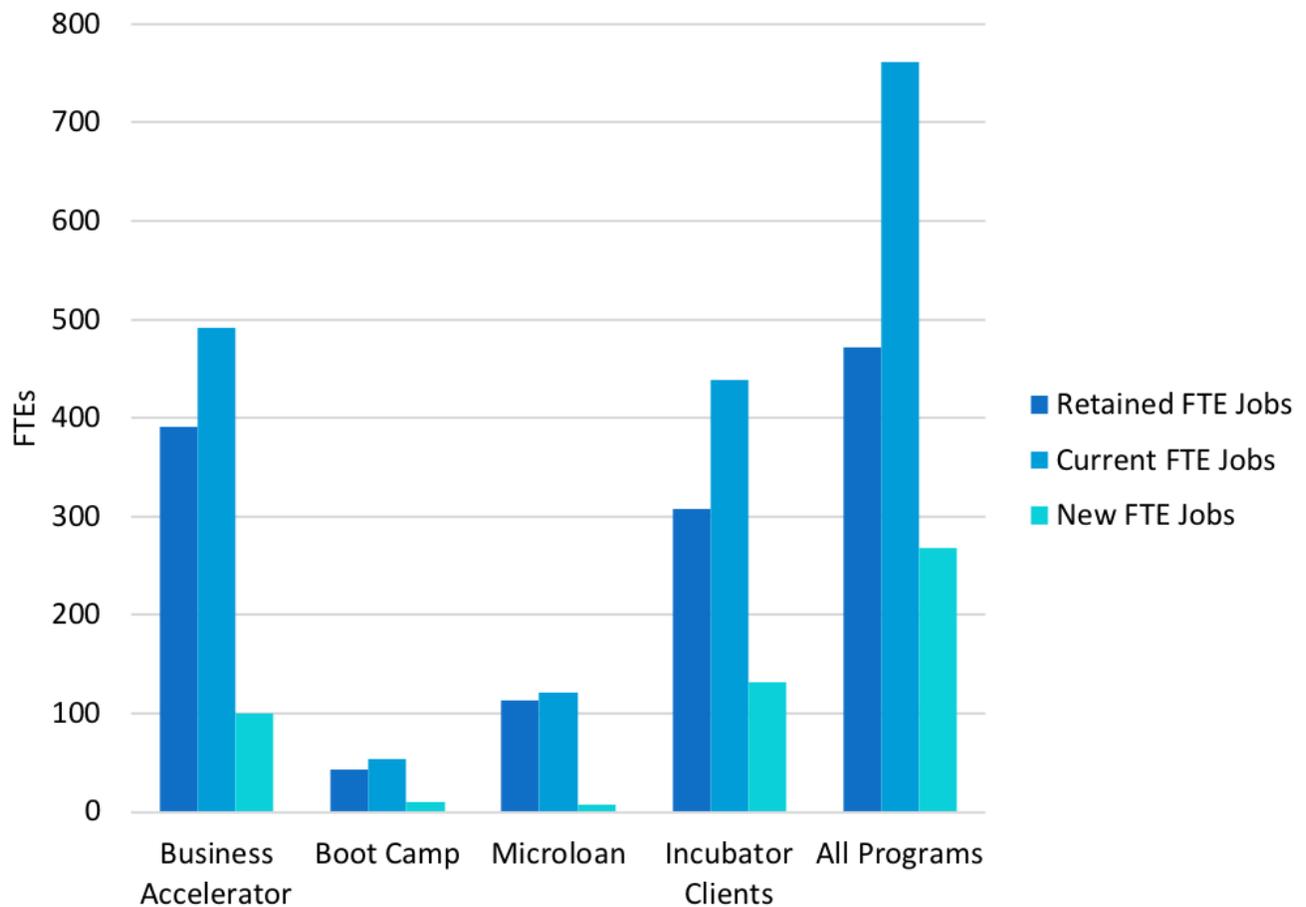
These maps show the distribution of the 334 companies served in the last five years that are still in business.

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 15 more than the 254 jobs created stated on page two.

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 startup businesses. 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 123 companies that received Business Accelerator services this year. The table comprises business accelerator grants along with the Executive in Residence and internship programs. Out of the companies that had Business Accelerator engagements this year, 76% responded to our annual survey.

A Decade of Business Acceleration Services in Ypsilanti



While Ann Arbor SPARK is headquartered in downtown Ann Arbor, for more than 10 years it has also operated a business accelerator in the neighboring city of Ypsilanti. Home to Eastern Michigan

University, the area offers a vibrant blend of creativity, history, and entrepreneurship. Demonstrating a continued investment in the community, the SPARK East Innovation Center recently underwent renovations, incorporating updated features and functionality. Now, this startup incubator and business accelerator features a larger event space, premier tenant seating, small and large conference rooms, and a kitchenette with collaboration area. Ann Arbor SPARK received a 15-year extension of its SmartZone funding in 2017, which allows the organization to fully extend its support for startups in Ypsilanti, replicating services offered to startups in Ann Arbor.

Boot Camp

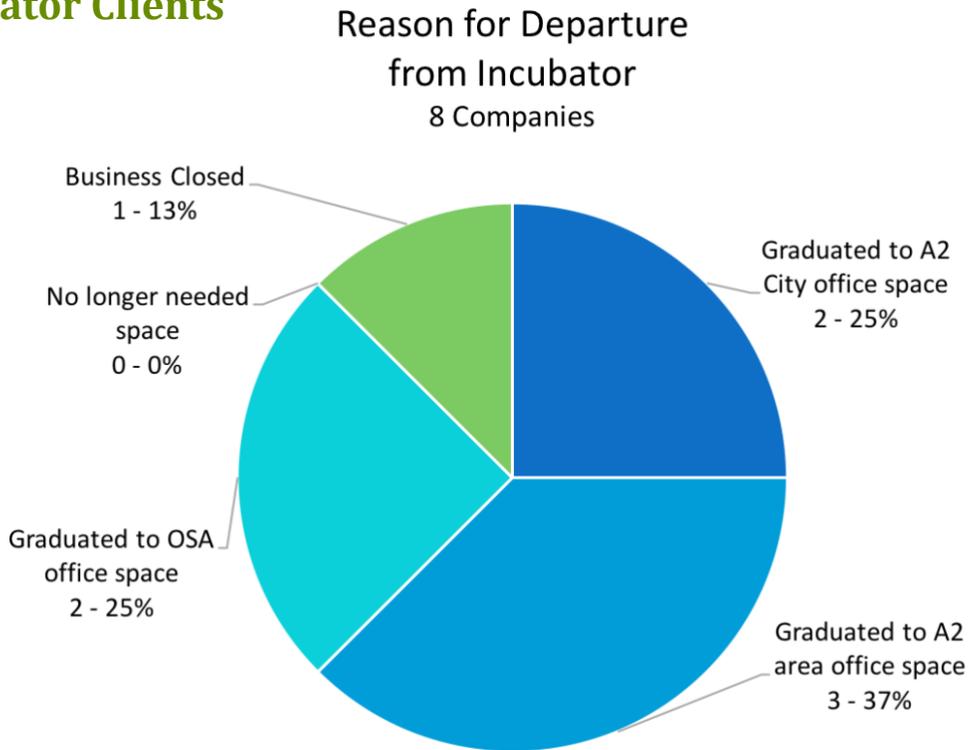
The table in Appendix B lists the 22 teams that attended Boot Camp this fiscal year. Fall Boot Camp was held November 5 - 6. The spring Boot Camp session was held May 6 - 7. Fourteen Boot Camp teams received Business Accelerator services by June 30. Only one team was affiliated with the University of Michigan. In all, 16 teams received an LDFA-funded scholarship to attend Boot Camp. This year's annual survey had a 68% response rate among these Boot Camp teams. Two of the teams have subsequently raised capital.

SafetyBit Wins 'Best of Boot Camp'

SafetyBit LLC, a cryptocurrency exchange management system that is resistant to cyber criminals, participated in Ann Arbor SPARK's fall 2018 Entrepreneur Boot Camp. The company received grants for website development and a provisional patent application, while also benefiting as an incubator client at the SPARK East Innovation Center in Ypsilanti. The prize money will go toward costs for regulatory approval that will bring the company one step closer to launch.



Incubator Clients



The table in Appendix C lists the 84 companies that are or were incubator clients this year in the SPARK Central Innovation Center or SPARK East Innovation Center. Of this year's clients, 58% responded to our annual survey.

Over the year, eight companies have left the incubators. Seven have “graduated” to their own office space and continued to grow rapidly. Five of the graduates have settled in the immediate Ann Arbor area and currently employ 19 people.

Two Companies Graduate from SPARK's Innovation Centers

In March 2019, two growing startups — Spellbound and Revalue — graduated from Ann Arbor SPARK's Central and East Innovation Centers. Both companies outgrew the space available to them in the incubators and had to move offices — both choosing to remain in their respective communities. Spellbound found new office space in downtown Ann Arbor and Revalue renovated an office in downtown Ypsilanti. “It's always a little bittersweet when a company moves up from our incubators, it shows that the work we're doing to support startups is effective at achieving the goal of nurturing these businesses to the point of not just sustainability, but profitability,” said Bill Mayer, Ann Arbor SPARK vice president, entrepreneurial services.



Digital Engagement Clinic

Twenty-four 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 (DEC) matched 45 undergraduates and recent graduate interns out of 205 applicants with Ann Arbor SPARK clients to accelerate the startups' digital marketing efforts. The age range for the interns were from 19 to 43, with 56% male and 44% female. 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 incubators. Example projects 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 mid-August culminating in a graduation ceremony where students were awarded a Digital Media Certificate. For the students to gain their CDE/SPARK Digital Media Certificate, they must complete the 90-hour internship with their assigned local startup, attend weekly panel discussions, and get certified in Google Analytics or AdWords.

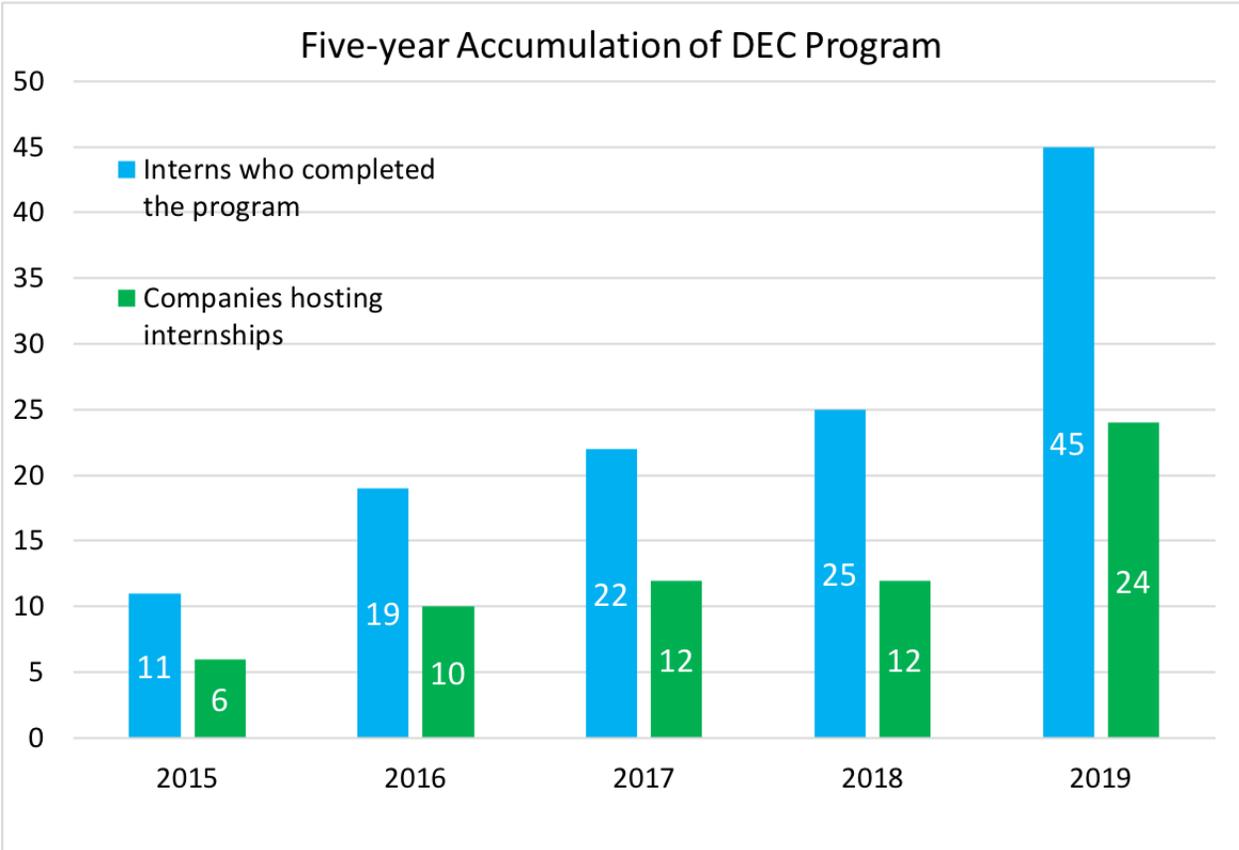
One of the main reasons Ann Arbor SPARK and the Center for Digital Engagement continue to grow the summer clinic is to watch students gain insight and experience for jobs in the Ann Arbor area. Local employers find the interns's newly acquired skills and demonstrated proficiency especially valuable as evidenced by the rate at which the interns are hired post-graduation.

Inaugural Student Tech Trek



The A2 Student Tech Trek, which took place March 22, 2019, was an opportunity for students from all over Washtenaw County to connect with downtown Ann Arbor tech companies. Both groups benefited from this opportunity to discover the true depth and possibilities available right here in the Ann Arbor area of innovation. Students first began at the SPARK Central Innovation Center for lunch and speed networking — five-minute meetings with participating companies. They then went to Barracuda and Pillar Technology for interactive experiences.

Students from the University of Michigan, Eastern Michigan University, and Washtenaw Community College participated in the event, as well as students from Kettering University and Purdue University. Participating companies included Atomic Object, Backyard Brains, BestFoodFeed, Billy, Cahoots, Menlo Innovations, Passivebolt, Shoptelligence, Wacker Chemical Corporation and others.



Mobility

Mobility is a driving industry in the Ann Arbor region with 209 mobility companies located in Washtenaw County. In this last fiscal year, Ann Arbor SPARK served 40 mobility companies which employ 182.5 FTEs. \$106,835 dollars of Business Accelerator services were awarded to these companies and these mobility companies raised a total of \$98,855,000 in capital transactions.

Resources and Programs

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. The group currently has 535 members.

Mobility Row returned in 2019 with 29 innovative mobility companies participating. Their physical assets were profiled on Washington Street between Division and Fifth Avenue during Tech Trek. The companies profiled were purposefully wide-ranging, including Toyota, Ford Smart Mobility, Honda, Navya, Bedestrian, and Voxel51 etc. This year we had multiple joint company booths that highlighted partnerships between mobility companies within the ecosystem. This year we also had representation from Washtenaw Community College, University of Michigan, and Eastern Michigan University on the Mobility Row showcasing innovative technologies and products being developed on their campus.

Building on the success of last year's event, the 2019 Ann Arbor Mobility Summit returned as part of the week-long a2Tech360 program. The summit had 159 registrations and focused on fostering participation and encouraging collaboration among attendees. The agenda included local and national presenters, spotlighting mobility trends along with the groundbreaking projects happening in and around downtown Ann Arbor. After lunch, the attendees had a unique opportunity to visit and tour the American Center for Mobility, a premier facility for testing and validation of connected and automated vehicle technology. The day concluded with a networking reception.

Additional Projects

Additional effort was made to strengthen cooperation and coordination with partner organizations to help startups better leverage the existing resources and support strategic projects to improve transportation access and efficiency in the region. Some examples are listed below.

- Important Safety, a Montreal based startup opened their US office at SPARK Central Innovation Center after attending the mobility programming during a2tech360.

Mobility pilots being deployed by Ann Arbor startups:

- A participant in the spring 2019 Ann Arbor SPARK Entrepreneur Boot Camp and current tenant at Ann Arbor SPARK Central Innovation Center, INTVO received a \$60,000 grant from PlanetM to launch a pilot with UMTRI in Ann Arbor improving pedestrian safety.

- INTVO also launched a pilot with Toledo Area Transit Authority (TARTA) to install their equipment on their buses to help increase the safety for both drivers and pedestrians.
- Bedestrian received a \$100,000 PlanetM grant to deploy an autonomous delivery vehicle onsite at Beaumont Hospital in Dearborn Michigan.
- Capital Area Transportation Authority (CATA) was awarded a \$465,000 Michigan Mobility grant to collaboratively partner with LookingBus, an Ann Arbor-based technology company whose product gives a renewed sense of freedom to individuals with disabilities, a segment of riders that is traditionally limited to advance-reservation transportation services.

Partnerships

Ann Arbor SPARK partners with the Ann Arbor Transportation Authority (TheRide) to provide complimentary bus passes as part of a2Tech360. This was a pilot with TokenTransit to explore the feasibility of digital ticketing. SPARK provided a letter of support for TheRide’s grant proposal to develop a multimodal digital routing and ticketing tool.

Bedestrian awarded \$100,000 for pilot delivery at Beaumont Hospital



Bedestrian’s autonomous vehicle B1 was unveiled at the 2019 North American International Auto Show in Detroit as a solution for last-mile deliveries in urban settings. It can go up to 15 mph and will navigate the hospital at walking speeds. It has three compartments that can be heated and cooled on demand, and microphones and speakers for interaction with people.

BEDESTRIAN

Later that year, through PlanetM’s Mobility Grant Program, Bedestrian’s wheelchair-sized autonomous delivery vehicle was selected for a pilot delivery at Beaumont Hospital to transport pharmaceuticals from the hospital’s pharmacy lab to its cancer center. The startup plans to announce a second pilot by the end of the year that will entail navigating sidewalks and streets at a yet-to-be-named college campus. Bedestrian first became a Ann Arbor SPARK client in September 2018 when they were first awarded Business Accelerator Grants and started working with the American Center for Mobility.

A2 Tech 360

An Ann Arbor SPARK initiative, a2Tech360 dedicates itself to promoting the ecosystem of the Ann Arbor area of innovation. Held June 2-10, a2Tech360 creates connections between key community actors — innovators, researchers, investors, businesses, academic institutions, non-profits, job seekers and the general public — that meaningfully generates discussion, ideas, and new opportunities on all tech-related events. This year the event attracted visitors from 31 states and 15 countries.



List of a2Tech360 Events

SPARK events;

- June 2: Student Demo Day – 21 student participants, 99 registered attendees



- June 3: SPARK East Open House – 202 registered attendees



- June 5: 2029 What the Future Holds – 152 registered attendees



- June 6: Mobility Summit – 158 registered attendees



- June 7: Tech Talk – 1,186 registered attendees



- June 7: Mobility Row - 28 mobility companies



- June 7: Tech Trek – 100+ companies showcased, 3,929 registered attendees



- June 8-9: HACK:A2 – 129 registered attendees



- June 6: WXW Summer Shebang, TensorFlow 2.0 Intro



- June 10: FastTrack Awards – 147 registered attendees



Non-SPARK events;

- June 3-4: Intermitten



- June 4: Women in Tech



- June 6: Tech on the Edge



Marketing



Marketing Performance Metrics | FY 18 – 19

Using an integrated marketing strategy to increase LDFA brand awareness

Marketing Communications Tool	Description	Total LDFA FY 18 – 19
Website Visits 	Visits to our website will raise awareness and provide valuable tools and resources.	239,206
Video Views 	Video views on multiple platforms to reach wider audiences.	231,280
Social Media Impressions 	General visibility on a variety of popular social media platforms.	3,607,504
Social Media Interactions 	Direct, positive interactions with people from all over the world.	113,568

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 \$25,000. 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 with 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. (\$1,497.00)
2. **DocuSign:** Document and signature management software to expedite operations. (\$1,782.86)
3. **Salesforce:** Customer relationship management system used to record and track client relationships. (\$3,097.97)
4. **Zendesk:** Customer experience tool to help manage the incubators. (\$4,224.00)
5. **Calendly:** Meeting schedule tool link within emails. (\$96.00)
6. **TrueJob:** The backend to our job portal. (\$5,550.00)
7. **YARooms:** Incubator room reservation software. (\$2,268.00)
8. **Total:** (\$18,515.83)

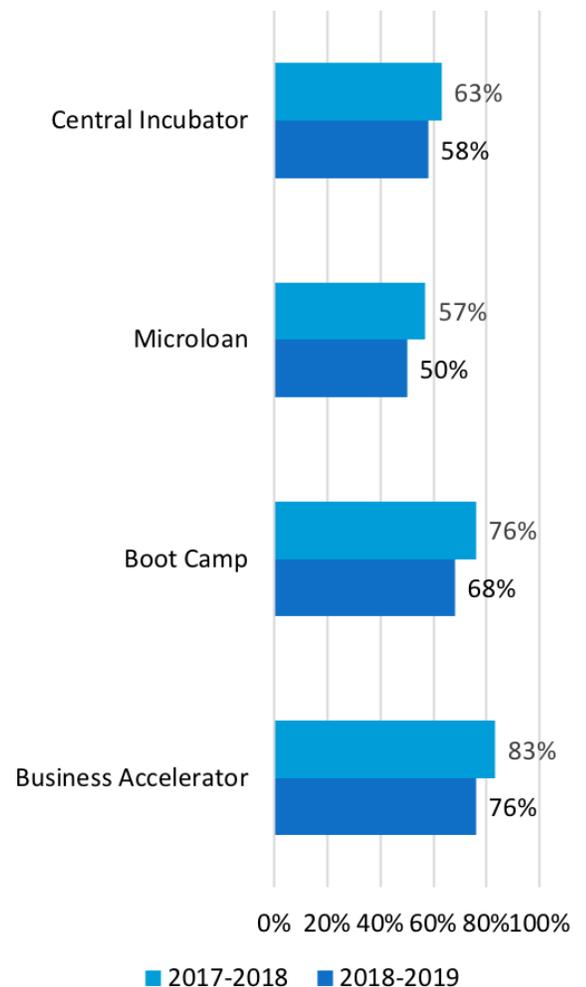
Annual Census

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.

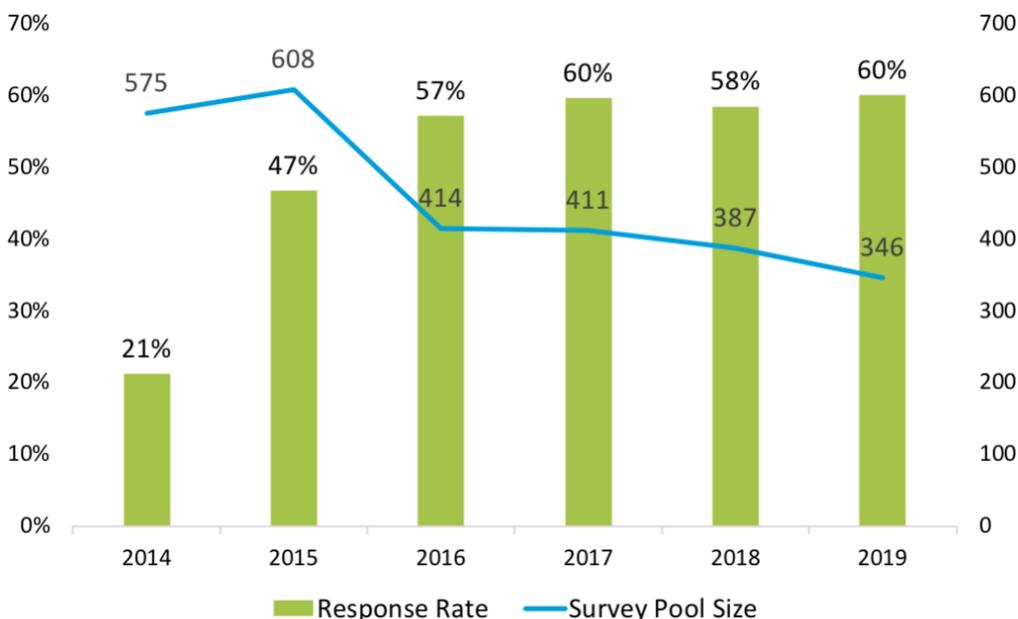
This year, we achieved an overall response rate of 60.1%. This represents a slight increase in response from last year, matching our highest recorded in 2017. The response rate of the last three years' surveys has varied by 2 percentage points.

Companies served this year responded at a rate between 50% and 76% by program, significantly higher than the average response rate for all time companies served. The companies served over the past five years who accessed LDFA funds were targeted for the survey pool. The survey pool has decreased over the years due to dead records being cleaned up and companies that do not fall within the five-year criteria anymore were excluded. 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



Historical Survey Performance



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
11172	Pharmaceutical to treat NASH and vascular anomalies.	0.5	0.5	0	0
8293	Low-cost high-accuracy Micro Electromechanical System (MEMS) gyroscope for space, aviation, and underwater applications.	0.5	4	3.5	0
3965	Window products that let air in but keep the rain out.	0.5	1	0.5	1
11519	Studio producing entertainment content for video games, animation, comics, books, toys, music, apparel and merchandise.	0.5	0.5	0	3
8777	Low cost, research-based program designed to enrich people's lives and reduce psychological distress.	0.5	7	6.5	0
11353	Low-cost full-page tactile display for blind people that would enable true digital access to tactile information.	0.5	1	0.5	0
11308	Electronic platform to deliver communication skills.	0.5	1	0.5	0
8794	Software application that guides home buyers by making the transaction steps transparent to all parties.	0.5	5	4.5	0
6834	Developer and manufacturer of high-resolution sensors used for near real-time diagnostics in food pathogen testing.	0.5	1	0.5	2
11344	Algorithmic water beta platform to directly price and index water risk in financial portfolios.	0.5	4.5	4	0
11564	Provides a vehicle level modeling software with fully populated vehicle data for any company to use the entire automotive supply chain to develop coherent technologies that are more likely to be adopted by the OEM.	1	0	-1	4
7201	Provides quality analytics and initiative programs for improved compliance to accepted standards of clinical care.	1	0	-1	4
8778	Portable oxygen concentration device.	1	1	0	2
11112	Software products that enable IBM Security AppScan and IBM QRadar to support advanced capabilities both previously could not.	1	1	0	2
8364	Programming language for Computer Numeric Control manufacturing.	1	2	1	2
8001	Radiation measurement and display enabled by modern technologies.	1	0.5	-0.5	3
11628	Marketplace for aircraft sales.	1	1	0	0
11560	A subscription platform giving entertainers and bands with large fan bases an outlet to share original content with paying subscribers.	1	1	0	0
11310	Continuous, non-invasive, wearable blood pressure monitoring device.	1	1	0	1
8769	Automated legal document generation software.	1	1	0	4
11478	Management software for snack food distributors.	1	1.5	0.5	0
8862	Mobile learning platforms to help young people combat sexual violence and misconduct.	1	2	1	3
8054	Synthetic nano-disks which improve vaccine performance.	1	3	2	1
8657	Digital health predictive analytics company initially targeting critical care and emergency wards in hospitals of all sizes.	1	5	4	2

Uniq ID	Company Description	Retained FTEs	Current FTEs	New FTEs	1099s
11476	Postmodern ERP, enabling businesses to run more efficiently and eliminate wasteful activities.	1	1	0	3
8393	B2B marketplace where businesses can easily find quality IT professionals.	1	1	0	2
11252	Two wheeled 'series hybrid' for developing markets.	1	1	0	0
11110	Web-based software package that allows patients to complete their personal and family history at home.	1	8.5	7.5	2
7704	Computer vision-based phone or tablet-based application for construction workers' safety, ergonomics monitoring and analysis.	1	1.5	0.5	1
7531	Lactation simulation model and a breastfeeding education app.	1	1.5	0.5	1
8789	Digital health platform that assists patients in navigating through the complex processes before and after surgery.	1	2	1	0
11248	Money transfer service.	1	3	2	0
7674	Platform of sensors, software, and analytics that harvest key data from manufacturing machines, processes, people, and translate it to actionable intelligence.	1	1	0	4
11483	End-to-end e-commerce platform empowering social influencers to take their brand to the next level by creating, marketing and selling exclusively designed products to enable conversion of their loyal and engaged followers and monetize them into customers.	1	1	0	1
7815	Online learning platform for contract lawyers.	1	1	0	2
7954	Diagnostic platform which measures a patient's immune function in less than 30 minutes from one blood drop.	1	2	1	0
11367	Software for school exit loan counseling guidance process.	1	2	1	3
8919	App and computational methods for the analyses of speech to assess and predict mood states in bipolar disorder.	1	2	1	0
5604	Online language learning platform.	1	1	0	2
11148	3D printheads for multi-material and high-resolution printed electronics.	1	1	0	0
11312	Decentralized cryptocurrency exchange.	1	1	0	0
11212	A personal loan assistant that simplifies terms and guides students through lowering their aid package and automatically paying interest while in school.	1	2	1	3
233	Treatment for the antibiotic-resistant intestinal disease known as Clostridium Difficile.	1	1	0	4
7947	Ankle-foot orthotic integrated shoe.	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.	1	1	0	2
11373	Software development studio with a focus on digital games, entertainment, and tools.	1	1	0	4
6977	Human capital management software optimizing hiring, evaluations, and workflows for education and healthcare.	1.5	1.5	0	3
11320	Data analysis functionality for tech products and other digital artifacts.	2	0	-2	5

Uniq ID	Company Description	Retained FTEs	Current FTEs	New FTEs	1099s
9923	Software platform that makes augmented reality and virtual reality enterprise content creation and publishing super easy.	2	0	-2	6
8845	Virtual reality entertainment business.	2	0	-2	0
7202	Sports fandom competition, tracking, and social media integration smart phone app.	2	0	-2	3
11105	Do it yourself financial planning in a digital platform.	2	0	-2	4
11606	An exploration application that allows users to collect locations and attractions visited and be presented in the style of a fun game that lets user earn points, level up in eight different categories, and achieve milestones.	2	0	-2	4
7876	Wearable graphene nanoelectronics alcohol sensor for real-time alcohol monitoring.	2	2	0	6
8636	Guided meditation and respiratory biofeedback app.	2	2	0	0
11350	Autonomous last mile delivery trailer.	2	5	3	3
11536	A budgeting application that offers simple budgeting concepts for someone who is a new budgeter or seasoned budgeting veteran.	2	2	0	0
7656	Platform matching corporations and law firms with vendors who provide ancillary legal services.	2	2	0	10
8534	New chemical entity to treat Metabolic Syndrome and Type II diabetes.	2	2	0	0
8522	Healthy eating challenges via mobile app to help users prevent the onset of diet-related disease.	2	2	0	0
11540	Manufacture and sell steel fiber for Ultrahigh Performance Concrete (UHPC).	2	2	0	0
11351	Harness for snow, surf, and land kiting.	2	2	0	0
11324	Human behavior prediction using Artificial Intelligence.	2	3.5	1.5	0
11590	Increase in-person interaction within the gaming world as well as a marketplace for players to trade surplus.	2	2	0	3
8658	Builds and hosts complete, professionally designed, mobile-responsive websites.	2	3	1	1
8230	Shared mobility on-demand by granting electronic access and multimodal management through smartphone-based platform.	2	3	1	0
9936	Disposable oxygenating technology that can be integrated into existing dressings and therapies.	2	3.5	1.5	0
8384	App and cloud service to connect dietitians and their clients for efficient, timely interaction.	2	2	0	0
11335	Method to evaluate the safety of an autonomous vehicle.	2	1	-1	0
11641	Analyzes organizations against the industry to identify gaps and create an effective communication tool set to inform senior leadership of your organization.	2	2	0	0
8645	Personal protection modular system which will protect a person from pistol shots, knife attacks and tasers.	2	2	0	0
8189	UAVs to detect methane at solid waste landfills.	2	4	2	3

Uniq ID	Company Description	Retained FTEs	Current FTEs	New FTEs	1099s
8286	Website built to match job seekers with startup jobs they are qualified to perform.	2	2	0	0
4586	Heat technology generates nonelectric, reusable heat on demand.	2	4	2	9
6545	Software platform applies predictive analytics to strategic decisions regarding IP management.	2.5	2.5	0	2
8521	A SaaS platform enabling healthcare providers to better understand their potential patient's decision patterns, language and preferences.	2.5	3	0.5	3
8834	Month-to-month car subscription with insurance, maintenance and roadside assistance included.	2.5	2	-0.5	2
8651	Proprietary chip, camera, and image processing software package, to verify that a tissue sample has enough tissue to make a diagnosis.	2.5	4	1.5	7
8440	Web platform to facilitate end of life decisions.	2.5	2.5	0	0
8209	Crowd-gifting platform designed specifically for Latin Americans and their families.	3	0	-3	9
8255	Communications software for B2B or B2C.	3	3	0	5
7374	Augmented reality app for immersive digital experiences based on children's books.	3	3	0	4
11164	Low cost capnography device with continuous remote-monitoring capabilities to improve outcomes and lower the cost of care for cardio-respiratory patients.	3	5	2	2
10188	Software that integrates patient genetic information into electronic health records.	3	3	0	1
11376	Analytics-ready data sets from various government departments at the municipal, county, state, and federal levels. Products include map- and report-based analytics, as well as web-based dashboards and decision tools.	3	6	3	2
11336	Social-discovery platform allowing people to make informed, confident, and, more comfortable crypto-investments.	3	3	0	0
7074	Risk assessment and communication app for surgeons, and pre-surgical intervention programs.	3	3	0	2
11147	Autonomous drone designed to find a person overboard and to let them know that help is coming.	3	1.5	-1.5	0
7754	Sensors and measurement devices for electromagnetic radiation enabling essential technologies.	3.5	5	1.5	3
8774	V2X software to make roads and vehicle-to-everything interactions safer.	4	15	11	0
7814	Commercializing a revolutionary material innovation which enables highly sensitive, rugged, low power, and directional detection of neutron radiation.	4	4	0	5
8076	Mobile giving app for non-profits.	4	4	0	1
11307	3D printing customized, low-risk medical devices, and training simulators.	4	4	0	0

Uniq ID	Company Description	Retained FTEs	Current FTEs	New FTEs	1099s
5634	Multi-sided reviews platform that allows users and restaurants to discover and engage each other.	4	4	0	4
8007	Bamboo composite materials.	4	4	0	1
7772	Cloud computing that runs parallel libraries resulting in large speedup.	4	7	3	3
8543	Novel video analytics capability for public safety and automotive companies to service their video analytics needs.	4	12	8	20
8806	Turnkey passive home entry module.	5	0	-5	10
6828	Software for the analysis of genetic data.	5	6	1	0
7982	Drug discovery SaaS product.	5	5	0	0
8366	Physiological performance data analytics company.	5	4	-1	3
8797	Off-the-shelf machine learning applications.	5	9	4	14
11223	Developmental media for toddlers.	5	0.5	-4.5	0
4803	An intuitive integrated display that retrieves medical data.	6	5	-1	3
4471	Software that optimizes reward program participants' behaviors.	6	6	0	2
11390	New computing chip architecture that allows large amounts of data to be processed in memory and in parallel, thus offering significant power and speed improvements for data-intensive tasks.	6	7	1	2
7888	Device which clips onto strength training equipment, capturing and interpreting strength training data in real-time.	6	6	0	4
8037	Mobile software which provides reassurance of the safety and wellbeing of aging loved ones living independently.	7	16	9	0
8419	Next-generation freight marketplace focused on better user experience, lower freight costs and regulatory compliance.	7	7	0	1
8424	An augmented reality platform that empowers individuals, and organizations to solve problems, explore, and share with VR/AR.	7	7	0	0
8143	Secure vehicle data harvesting product.	7	27	20	0
2203	Online furniture inventory management that allows targeted retailer interaction.	8	0	-8	2
7885	Mobile and web-based applications providing on-demand lawn care and snow removal services.	8	8	0	0
6835	Combustion cycle and injection technology.	8.5	15	6.5	0
4432	Life science research recruiting software.	9	0	-9	8
8832	Accurate security breach detection tool with actionable information for IT teams to detect and respond to cyber security events.	9	10	1	0
11616	Improved visual data representation for storage and data curation.	9	11	2	3
4519	Platform giving independent app publishers technology for customized native ads and access to advertisers.	10	20	10	2
8050	Employee engagement SaaS app.	12	12	0	0
7336	Supply chain software.	12	12	0	1

Uniq ID	Company Description	Retained FTEs	Current FTEs	New FTEs	1099s
7117	Data processing algorithms and curated genetic database software as a service.	13	21	8	2
8761	System that allows companies to understand network attack from the outside-in and discover new threats and assess their global impact.	15.5	15.5	0	1
6345	Ensures proper hand hygiene for hospitals to increase compliance and cut down on infections.	23	23	0	5
Total 123 Companies		390.5	491	100.5	267

Appendix B: Entrepreneur Boot Camp Companies Served

Uniq ID	Company Description	Retained FTEs	Current FTEs	New FTEs	1099s
11320	Data analysis functionality for tech products and other digital artifacts.	2.5	2	-0.5	5
11352	Pediatric Jaundice therapy product suite.	1	1	0	1
11560	A subscription platform giving entertainers and bands with large fan bases an outlet to share original content with paying subscribers.	1	1	0	0
11536	A budgeting application that offers simple budgeting concepts for someone who is a new budgeter or seasoned budgeting veteran.	2	2	0	0
11564	Provides a vehicle level modeling software with fully populated vehicle data for any company to use the entire automotive supply chain to develop coherent technologies that are more likely to be adopted by the OEM.	1	1	0	4
11145	eLearning software solution for deploying quality education.	1	2	1	5
10188	Software that integrates patient genetic information into electronic health records.	1	3	2	1
11513	An online educational tool that allows survivors of sexual assault to disclose their assault for the first time with more assuredness that they will be believed and supported.	1	1	0	1
11476	Postmodern ERP, enabling businesses to run more efficiently and eliminate wasteful activities.	3	1	-2	3
11585	A cross-platform service that breaks down the boundaries between gaming consoles and PC.	5	5	0	0
11252	Two wheeled 'series hybrid' for developing markets.	0	1	1	0
11351	Harness for snow, surf, and land kiting.	1	2	1	0
11324	Human behavior prediction using Artificial Intelligence.	2.5	3.5	1	0
11593	Designs and manufactures advanced automotive test equipment, test benches, and prototyping using augmented reality technology.	11	11	0	2
11527	Conversational artificial intelligence for business services.	4	4	0	0
11563	Dental mirrors providing clinicians with essential indirect vision of treatment sites in all dental procedures from exams to complex surgeries.	1	1	0	0
11562	A national online employment solution for academics seeking research opportunities and labs who need to hire the best talent.	2	5	3	5
11367	Software for school exit loan counseling guidance process.	1	2	1	3
11335	Method to evaluate the safety of an autonomous vehicle.	0	1	1	0
11312	Decentralized cryptocurrency exchange.	0	1	1	0
11308	Electronic platform to deliver communication skills.	1	1	0	0
11343	Platform to facilitate peer-to-peer educational experiences within local communities.	1	2	1	0
Total 22 Companies		43	53.5	10.5	30

Appendix C: Incubator Companies Served

Uniq ID	Company Description	Retained FTEs	Current FTEs	New FTEs	1099s
1782	Laser imaging systems integrator, for combustion diagnostics, materials and spectroscopic analysis.	6	7	1	3
2028	Book and videos teaching Chinese to English speaking children.	2.5	2.5	0	1
2203	Online furniture inventory management that allows targeted retailer interaction.	10	8	-2	2
3965	Window products that let air in but keep the rain out.	1	1	0	1
4519	Platform giving independent app publishers technology for customized native ads and access to advertisers.	10	20	10	2
4803	An intuitive integrated display that retrieves medical data.	3	5	2	3
5557	Digital marketing intelligence.	1	4	3	5
5604	Online language learning platform.	1	1	0	2
6407	Home care assistant services for household duties to light non-medical personal care applicants.	2	1	-1	0
6835	Combustion cycle and injection technology.	0	15	15	0
6977	Human capital management software optimizing hiring, evaluations, and workflows for education and healthcare.	1.5	1.5	0	3
7046	Electronics based metering and power line communication.	1	1	0	0
7153	Brain imaging service for development of medications or devices for the central nervous system.	1	1	0	0
7336	Supply chain software.	1	12	11	1
7374	Augmented reality app for immersive digital experiences based on children's books.	1	3	2	4
7620	Software and simple hardware to integrate, retrieve and update personal identity information.	2	2	0	0
7656	Platform matching corporations and law firms with vendors who provide ancillary legal services.	2	2	0	10
7754	Sensors and measurement devices for electromagnetic radiation enabling essential technologies.	4.5	5	0.5	3
7815	Online learning platform for contract lawyers.	1	1	0	2
7927	Mobile platform for connecting people with the same chronic conditions.	1	1	0	1
7982	Drug discovery SaaS product.	2	5	3	0
8001	Radiation measurement and display enabled by modern technologies.	0.5	0.5	0	3
8007	Bamboo composite materials.	3	4	1	1

Uniq ID	Company Description	Retained FTEs	Current FTEs	New FTEs	1099s
8028	Online platform for festivals, vendors and attendees to share data and ideas.	2	2	0	1
8037	Mobile software which provides reassurance of the safety and wellbeing of aging loved ones living independently.	1	16	15	0
8116	Social Media listening and analysis software utilizing machine learning.	9	9	0	0
8132	DNA/bioinformatics analysis and collaboration platform.	3	3	0	0
8133	Virtual private networking as a service.	3	1	-2	0
8143	Secure vehicle data harvesting product.	4	27	23	0
8187	Technology to build trusted B2B digital communities using proprietary blockchain technology, enabling companies to conduct commercial activities with one another with no fear of fraud or cybercrime.	1.5	1.5	0	2
8189	UAVs to detect methane at solid waste landfills.	1	4	3	3
8206	Personality testing insights for kids aged seven to 13.	4	4	0	1
8230	Shared mobility on-demand by granting electronic access and multimodal management through smartphone-based platform.	3	3	0	0
8255	Communications software for B2B or B2C.	2	3	1	5
8323	System for recording, displaying and interpreting human eye movements, and a method for recognizing emotional reactions to visual content.	27	27	0	0
8359	Device identification technology to help the digital display advertising more effectively target audiences.	9	5	-4	4
8364	Programming language for Computer Numeric Control manufacturing.	1	2	1	2
8366	Physiological performance data analytics company.	5	4	-1	3
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	1
8527	Tools and software infrastructure at the center of autonomous vehicle development.	30	30	0	0
8631	Productizing marketing growth tools.	1	1	0	1
8636	Guided meditation and respiratory biofeedback app.	2	2	0	0
8651	Proprietary chip, camera, and image processing software package to verify that a tissue sample has enough tissue to make a diagnosis.	2.5	4	1.5	7
8769	Automated legal document generation software.	1	1	0	4
8774	V2X software to make roads and vehicle-to-everything interactions safer.	3	15	12	0
8778	Portable oxygen concentration device.	1	1	0	2

Uniq ID	Company Description	Retained FTEs	Current FTEs	New FTEs	1099s
8789	Digital health platform that assists patients in navigating through the complex processes before and after surgery.	2	2	0	0
8795	Supplies process control and yield management systems for the semiconductor industry and other related nanoelectronics industries.	2	35	33	1
8796	Hybrid-powered freight trailer that reduces fuel cost and helps meet increasing regulations.	5	5	0	0
8797	Off-the-shelf machine learning applications.	9	9	0	14
8806	Turnkey passive home entry module.	5	5	0	10
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	3
8885	Streetwear clothing company.	3	3	0	0
8912	Strategic marketing communications agency.	1	1	0	4
9923	Software platform that makes augmented reality and virtual reality enterprise content creation and publishing super easy.	2	2	0	6
9924	Mobile imaging unit rental and brokerage.	2	2	0	1
9936	Disposable oxygenating technology that can be integrated into existing dressings/therapies.	2	3.5	1.5	0
9978	End-to-end product development firm.	1	3	2	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	2	1	4
11172	Pharmaceutical to treat NASH and vascular anomalies.	1	0.5	-0.5	0
11248	Money transfer service.	1	3	2	0
11252	Two wheeled 'series hybrid' for developing markets.	6	1	-5	0
11308	Electronic platform to deliver communication skills.	0	1	1	0
11312	Decentralized cryptocurrency exchange.	1	1	0	0
11323	Recycling process that captures nearly 100% of the intrinsic value of all the metals contained on a circuit board.	3	3	0	0
11324	Human behavior prediction using artificial intelligence.	3.5	3.5	0	0
11335	Method to evaluate the safety of an autonomous vehicle.	1	1	0	0
11343	Platform to facilitate peer-to-peer educational experiences within local communities.	2	2	0	0

Uniq ID	Company Description	Retained FTEs	Current FTEs	New FTEs	1099s
11373	Software development studio with a focus on digital games, entertainment, and tools.	1	1	0	4
11376	Analytics-ready data sets from various government departments at the municipal, county, state, and federal levels. Products include map and report-based analytics, as well as web-based dashboards and decision tools.	6	6	0	2
11476	Postmodern ERP, enabling businesses to run more efficiently and eliminate wasteful activities.	2	1	-1	3
11483	End-to-end e-commerce platform empowering social influencers to take their brand to the next level by creating, marketing and selling exclusively designed products to enable conversion of their loyal and engaged followers and monetize them into customers.	1	1	0	1
11540	Manufacture and sell steel fiber for Ultrahigh Performance Concrete (UHPC).	2	2	0	0
11560	A subscription platform giving entertainers and bands with large fan bases an outlet to share original content with paying subscribers.	1	1	0	0
11601	LIDAR sensor for autonomous vehicles.	3	3	0	0
11606	An exploration application that allows users to collect locations and attractions visited and be presented in the style of a fun game that lets user earn points, level up in eight different categories, and achieve milestones.	2	2	0	4
11640	Mobility digital advertising on electric bike taxi fleets.	3	3	0	24
11661	Industry 4.0, smart inspection for manufacturing	1	1	0	0
11662	Automation and custom panel build industry company.	40	40	0	0
11672	Reduce childhood obesity by developing a classroom fitness app.	0.5	0.5	0	0
11701	Mobile app for autonomous vehicles and pedestrians to help avoid collisions.	1	1	0	0
Total 84 Companies		307	438.5	131.5	166

Appendix D: Microloan Program

The table below lists all companies that received a Microloan from the start of the program through June 30, 2019. The Microloan program was discontinued as of June 30, 2017, and we are only monitoring portfolio returns this year. The total principal of all loans provided to date is \$1,498,460. The total repayments during the fiscal year were \$19,522.81. Two companies went out of business necessitating a write-off in the amount of \$46,625.92.

Out of the 42 companies that have received a microloan, 23 are now out of business. Of the 19 remaining companies, 50% responded to the Annual Survey.

Uniq ID	Opportunity 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	4	3	0
1585	Educational software engines.	\$20,000	4/27/10		4	0	-4	0
1585	Educational software engines.	\$30,000	9/8/09		4	0	-4	0
1885*	Commercializing dental appliance - mouth guard.	\$15,000	5/27/10	\$17,195	1	21	20	10
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 waste 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 other organizations.	\$10,000	10/22/09		1	0	-1	0
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.	\$47,000	2/24/11	\$85,028	3	2	-1	3

Uniq ID	Opportunity Description	Debt at Cost	Initial Investment	Return	Retained FTEs	Current FTEs	New FTEs	1099s
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	2	0	-2	0
3105*	Electrical test and measurement instrumentation.	\$35,000	3/4/10	\$18,400	3	0	-3	0
3105*	Electrical test and measurement instrumentation.	\$15,000	1/28/11		2	0	-2	0
3151*	Wireless sensing, analysis and optimization of residential and commercial electricity use.	\$25,000	9/10/15	\$32,750	2	0	-2	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 mimic sunlight; lower cost than other LEDs.	\$50,000	10/22/14	\$31,750	2	0	-2	0
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
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		4	0	-4	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	20	18	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

Uniq ID	Opportunity Description	Debt at Cost	Initial Investment	Return	Retained FTEs	Current FTEs	New FTEs	1099s
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	4.5	0	-4.5	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		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.	\$30,000	4/18/14		3	0	-3	0
6545	Software platform applies predictive analytics to strategic decisions regarding IP management.	\$25,000	7/26/16	\$1,000	2	2.5	0.5	2
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		1	2	1	1
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	2	1	1
6778	Network that allows startups to access crowd-sourced Product-Market Fit Solutions.	\$15,000	4/9/14	\$9,000	2	0	-2	0
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	2	0	6
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	\$500	1	3	2	4
7448	Private interactive 24-hour assistance to those with substance abuse disorders.	\$25,000	6/1/16	\$28,000	2	13	11	49
7466	App for helping millennials create savings plans with banks.	\$25,000	2/17/17	\$1,500	2	8	6	5
7656	Platform matching corporations and law firms with vendors who provide ancillary legal services.	\$25,000	9/27/16		2	2	0	10

Uniq ID	Opportunity Description	Debt at Cost	Initial Investment	Return	Retained FTEs	Current FTEs	New FTEs	1099s
7975	Smartphone case with built-in wireless earbuds and 80% extra battery life.	\$25,000	12/9/16		2	3	1	2
Total 42 Companies		\$1,498,460		\$725,899	113.5	120.5	7	107

*Denotes UM technology

Blue loans are paid in full

++ denotes new loan this year

Appendix E: Tables

E:1 Annual Served Metrics

FY 2018-2019 LDFA	Companies Served	Retained FTE	Current FTE	New FTE	Average FTE
City of Ann Arbor	122	303.5	528.5	225	1.84
City of Ypsilanti	14	20.5	25.5	5	
Out of Service Area	19	155.5	191.5	36	
Business Closed	5	15			
No Legal Entity	5	13	15.5	2.5	In Business
Total	165	472	761	268.5	160
			Net	253.5	97%

E:2 Cumulative Served Metrics

FY 2014-2019 LDFA	Companies Served	Retained FTE	Current FTE	New FTE	In Business
City of Ann Arbor	234	529.5	1154	624.5	334
City of Ypsilanti	14	18.5	25.5	7	79%
Out of Service Area	76	305	829.5	524.5	
Business Closed	88	177			
No Legal Entity	10	23	30.5	7.5	
Total	422	876	2039.5	1163.5	
			Net	986.5	

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.