Metrics

Please complete the following chart for each quarterly report. Each line should be in the following format: List the actual number first followed by your goal in parentheses after for each quarter. Each quarter and year should have a specified goal, but the actual is added per quarter. Please color-code each cell such that red indicates below goal performance, yellow at goal performance and green above goal performance. Quarters run with the fiscal year starting on July 1 - June 30. (Example: If the goal is to recruit 3-4 tenants each quarter and 12 per year, and 5 were recruited between July 1 and Sept 30, the report would read as 5/(3-4) in Q1 and would be shaded in green. Q2-Q4 would have (3-4) indicated, and annual would list (12)).

<table>
<thead>
<tr>
<th>METRIC</th>
<th>ANNUAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vacancy rate</td>
<td>74%</td>
</tr>
<tr>
<td>(leased sq. ft./ leasable sq. ft. – does not include common space)</td>
<td></td>
</tr>
<tr>
<td>Total leads generated*</td>
<td>NA</td>
</tr>
<tr>
<td>Total new client tenants</td>
<td>6 (8-12)</td>
</tr>
<tr>
<td>Current number of client tenants</td>
<td>9 (9-10)</td>
</tr>
<tr>
<td>Current number of service providers</td>
<td>6</td>
</tr>
<tr>
<td>Current number of accelerator clients</td>
<td>34</td>
</tr>
<tr>
<td>Conversion rate of leads to client tenants*</td>
<td>NA</td>
</tr>
<tr>
<td>Average number of leads generated by Macomb-OU events and initiatives*</td>
<td>NA</td>
</tr>
<tr>
<td>Jobs created by client tenants</td>
<td>5</td>
</tr>
<tr>
<td>Jobs created by accelerator client</td>
<td>14 (15)</td>
</tr>
<tr>
<td>Jobs retained by client tenants</td>
<td>25</td>
</tr>
<tr>
<td>Jobs retained by accelerator clients</td>
<td>141</td>
</tr>
<tr>
<td>Grants applied for/received</td>
<td>2</td>
</tr>
<tr>
<td>Number of Event Attendees</td>
<td>1977</td>
</tr>
</tbody>
</table>

*Process for capturing is being developed

Additional Information

1. Include a list of current tenants at the Incubator with a brief (1 or 2 line) description of each. Complete the following chart for each tenant. Also, as applicable, list the number of any patents secured or research projects completed through Incubator support.

<table>
<thead>
<tr>
<th>Tenant Client</th>
<th>Company Description</th>
<th>Lease Expiration Date**</th>
<th>Number of FT Employees</th>
<th>Capital Raised</th>
</tr>
</thead>
<tbody>
<tr>
<td>Terra Telesis</td>
<td>Unique low profile, vertical axis wind turbine</td>
<td>August 2014</td>
<td>1</td>
<td>***</td>
</tr>
<tr>
<td>Brar Technology</td>
<td>Real-Time embedded code and sensors that monitor vehicle</td>
<td>November 2013</td>
<td>1</td>
<td>***</td>
</tr>
<tr>
<td>Company</td>
<td>Description</td>
<td>Start Date</td>
<td>Leads</td>
<td>Revenue</td>
</tr>
<tr>
<td>----------------------</td>
<td>------------------------------------------------------------------------------</td>
<td>------------</td>
<td>-------</td>
<td>---------</td>
</tr>
<tr>
<td>Mango Tree</td>
<td>Independent Registered Investment Adviser firm offering investment advice and portfolio management</td>
<td>May 2014</td>
<td>2</td>
<td>***</td>
</tr>
<tr>
<td>Coliant</td>
<td>Makes it convenient to connect electrical devices to power sports industry vehicles and equipment. The company manufactures rugged electrical devices and cables for the cold, wet and high vibration power sport environment</td>
<td>August 2014</td>
<td>16</td>
<td>$0</td>
</tr>
<tr>
<td>Coupon Wallet</td>
<td>Provides a completely digital coupon solution</td>
<td>April 2014</td>
<td>2</td>
<td>$0</td>
</tr>
<tr>
<td>CFOL International</td>
<td>Global management consulting, technology, training, and accounting services firm</td>
<td>November 2013</td>
<td>1</td>
<td>$0</td>
</tr>
<tr>
<td>Golden Products and Services</td>
<td>Continuously variable transmission</td>
<td>December 2013</td>
<td>0</td>
<td>***</td>
</tr>
<tr>
<td>Vidorum</td>
<td>Technology based consultation firm which has enhances the efficiencies of companies by integrating modern technology into their everyday operations</td>
<td>April 2014</td>
<td>1</td>
<td>$0</td>
</tr>
<tr>
<td>KTISIS</td>
<td>Engineering firm that serves the motosport, alternative fuel, and innovative technology industries</td>
<td>December 2014</td>
<td>1</td>
<td>$0</td>
</tr>
</tbody>
</table>

**All leases are renewable**

*** Funding raised and included in the aggregate total

Capital raise activities for accelerator clients in Q2:

**Total capital raised for all client companies: $5,493,050**

This year two tenant companies received grant funding through the Business Accelerator Fund (BAF) program. Terra Telesis received BAF funding to partner with Altair on an initial study of the AWGET Vertical Axis Wind Turbine. Brar Technology received BAF funding to become Defense Contract Audit Agency (DCAA) compliant.

2. **Bulleted list of Incubator driven events or initiatives. For each, identify the following:**
   a. Number of leads generated – NA
   b. Number of any leads converted to tenants. – NA
July 2012
- SBTDC 5 Keys
- Lunch and Launch Do You Really Need Google
- PTAC Government Contracting
- MMTC

August 2012
- Capital Raise Meetup
- SBIR/STTR DoD/DoE training
- SBTDC Fundamentals of Starting a Business
- Lunch and Launch with Sola Obayan
- SBTDC 8(a) Certification

September 2012
- Fireside Growth Josh Linkner
- Lunch and Launch with Charlie Wollborg
- Startup Lean
- Savvy Entrepreneur
- Capital Raise Meetup
- Lunch and Launch with John Carter
- Fast Trac Growth New Venture
- SBTDC Fast Trac New Growth
- MMTC
- Commercialization Panel

October 2012
- Lean Green Belt
- Team SBA Financing Roundtable
- Five Keys to Achieving Fiscal Fitness
- MMTC
- Capital Raise Meetup

November 2012
- Lunch and Launch with Nicole Sunstrum "Social Media: Are You Listening?"
- Michigan's Executive Group for Economic Development Road Show
- Capital Raise Meetup

December 2012
- Entrepreneurial Series - Fundamentals of Starting a Business
- Lunch & Launch Non-Compete and Trade Secrets
- Advicoach 1-Page Strategic Plan 1% Vision 99% Alignment

January 2013
- SBTDC Starting a Business
- Capital Raise Meetup
• Lunch & Launch Lori Bianco: "How to Set Up a Bookkeeping System & Effectively Communicate with Your CPA."
• SBTDC How to Report Small Business Income & Expenses
• Michigan's Department of Transportation Connected Vehicle
• Fireside Jake Sigal: Breaking Rules Is The Path To Success!
• SBTDC Taxes and Your Home Office

February 2013
• Capital Raise Meetup
• SBTDC Starting a Business
• SBTDC Writing a Business Plan
• Advicoach Small Business Forum
• Lean Green Belt

March 2013
• Capital Raise Meetup
• SBTDC Starting a Business
• Commercialization Panel
• Advicoach Small Business Forum
• SBTDC Business Legal Issues
• Advicoach One Page Strategic Plan: 1% Vision 99% Alignment
• Vicki Selve Michigan Defense R & D
• Lunch & Launch Karl Siegert: “7 Cool Business Technologies”
• GLEQ in Collaboration with the MAC OU INC Crowdfunding Workshop and Ask-the-Investors Roundtable

April 2013
• Bookkeeping 411 with Lori Bianco, CPA
• SBTDC Starting a Business
• BBC SBIR/STTR 101
• Capital Raise Meetup
• SBTDC Writing a Business Plan
• Advicoach Small Business Forum
• Advicoach Sellability Presentation
• Bookkeeping 911 with Lori Bianco, CPA
• Social Media Club of Detroit
• SBTDC Reading a Balance Sheet and Income Statement

May 2013
• SBTDC Starting A Business
• Strategic Economic Alignment Meeting-Michigan Defense Center
Lunch & Launch Jim Rosenfeld: 10 Things Every Employer Should Know
Capital Raise Meetup
SBTDC Business Legal Issues
Advicoach Small Business Forum
Lunch & Launch Defense Contractors
SBTDC Writing a Business Plan
BBC - Starting a Business for Woman and Minorities
Social Media Club of Detroit
Bookkeeping 411 with Lori Bianco, CPA

June 2013
Capital Raise Meetup
SBTDC Starting a Business
Lunch & Launch Legal Aspect of Social Media
Bookkeeping 911 with Lori Bianco, CPA
Advicoach One Page Strategic Plan: 1% Vision 99% Alignment
Team SBA Financing Roundtable
Lunch and Launch Michael Schwartz: "Emotional Intelligence: What is it? Why is it important?"
Social Media Club of Detroit

Accelerate Michigan Innovation Competition
The Accelerate Michigan Innovation Competition is an international business competition designed to bring together later stage entrepreneurial companies with local, national and international investors. It showcases the best and brightest new business concepts to investment capital to help foster their growth within Michigan. Targeting entrepreneurs with mid-to-late seed-entrepreneurial businesses — the competition has an immediate and positive impact on Michigan’s economy.

The competition was founded through the New Economy Initiative Grant Fund for the Business Accelerator Network of Southeast Michigan which includes Ann Arbor Spark, Automation Alley, Macomb-OU INCubator, TechTown.

Total event attendees: 1,977
Of the total event attendees 91 were trained in the Lead Diversification program.

3. Bulleted list of current service offerings through the Incubator. Note any changes, additions or deletions since the last report.
   - Business Advisory Board
   - Capital Raise Activities
   - Capital Raise Meetup
   - Lunch and Launch Series
   - Fireside Chats
• Idea Hub (I-Hub)
  o I-Hub Lunch Club
• Diversification Series
  o Lean Black-Belt Certificate Program
  o Lean Green-Belt Certificate Program
• Startup Lean
• Executive in Residence
• Adopt-a-Biz

4. Provide a current budget summary of the sources and uses of funds in general (i.e. personnel***, not specific salaries). Note any newly received grant funds.

5. Provide a current updated staffing list with name, title, and FT/PT.

Executive Director – Julie Gustafson (FT)
Assistant Director – Larry Herriman (FT)
Grant Research and Compliance Officer – Rachel Louzon (FT)
Marketing and Communication Manager – Joan Carleton (FT)
Executive in Residence – Commercialization Advisor – Wayne Blizman (PT)
Senior Capital Advisor and Commercialization Specialist – Mike Brennan (PT)
Market Development Manager – Stacey Frankovich (PT)
Student Interns – John DeFour and David Boni (PT)