

TAB 1

Fiscal Year 2016 Quarter 1
September 1, 2015

Financial Performance

CENTER FOR INNOVATIVE TECHNOLOGY
BUDGET ANALYSIS
 For Three Months Ended September 30, 2015

In thousands				Operations Funded by VA Appropriation & Other Revenue				In thousands			
ACTUAL - July to September 2015								FORECASTED - Fiscal Year 2016			
Actual	Budget	Variance	Revenue	Forecast	Budget	Variance		Forecast	Budget	Variance	
\$ 1,953	\$ 1,914	\$ 39	Transfer from IEIA - Virginia Appropriation	\$ 7,656	\$ 7,656	\$ -		\$ 3,944	\$ 2,271	\$ 1,673	
\$ 2,055	\$ 611	\$ 1,444	Interest & Miscellaneous Revenue	\$ 11,600	\$ 9,927	\$ 1,673	Total Revenue	\$ 11,600	\$ 9,927	\$ 1,673	
\$ 4,008	\$ 2,525	\$ 1,483									
Program Expenses											
\$ 15	\$ 18	\$ (3)	R&D - Commonwealth R&T Strategic Roadmap	\$ 58	\$ 58	\$ -		\$ 342	\$ 266	\$ 76	
\$ 85	\$ 71	\$ 14	R&D - CRCF	\$ 62	\$ 61	\$ 1		\$ 256	\$ 275	\$ (19)	
\$ 10	\$ 6	\$ 4	R&D - Innovative Metrics	\$ 8,339	\$ 7,299	\$ 1,040		\$ 13	\$ 16	\$ (3)	
\$ 33	\$ 34	\$ (1)	Entrepreneur - Federal Proposal Assistance	\$ 797	\$ 777	\$ 20		\$ 343	\$ 298	\$ 45	
\$ 611	\$ 1,492	\$ (881)	Entrepreneur - GAP	\$ 226	\$ 124	\$ 102		\$ 450	\$ 287	\$ 163	
\$ 1	\$ 4	\$ (3)	Broadband - Office of Telework Promotion & BB Deployment	\$ 152	\$ 89	\$ 63		\$ 198	\$ 89	\$ 109	
\$ 158	\$ 230	\$ (72)	Broadband Planning and Assistance	\$ 2,347	\$ 2,000	\$ 347		\$ 16	\$ -	\$ 16	
\$ 399	\$ 92	\$ 307	Commonwealth Support - Cyber Security	\$ 13,599	\$ 11,550	\$ 2,049	Total Program Expenses	\$ 13,599	\$ 11,550	\$ 2,049	
\$ 52	\$ 37	\$ 15	Commonwealth Support - Regional Growth								
\$ 29	\$ 84	\$ (55)	Commonwealth Support - Cyber Security Commission								
\$ 1	\$ 22	\$ (21)	Commonwealth Support - Unmanned Systems								
\$ 50	\$ -	\$ 50	Commonwealth Support - Modeling and Simulation								
\$ 374	\$ 539	\$ (165)	Commonwealth Support - MACH37								
\$ 16	\$ -	\$ 16	Other Activities - Innovation Center								
\$ 1,834	\$ 2,629	\$ (795)									
Other Expenses											
\$ 358	\$ 300	\$ 58	Business Development, Marketing, Advocacy, Fundraising, Miscellaneous	\$ 1,156	\$ 1,201	\$ (45)		\$ (1,310)	\$ (883)	\$ (427)	
\$ 506	\$ 219	\$ 287	Indirects Unapplied (Over-applied) to Projects	\$ (154)	\$ 318	\$ (472)	Total Other Expenses	\$ (154)	\$ 318	\$ (472)	
\$ 864	\$ 519	\$ 345									
\$ 1,310	\$ (623)	\$ 1,933	Net Operations Funded by VA Appropriation & Other Revenue	\$ (1,845)	\$ (1,941)	\$ 96					

Operations Funded by Contracts & Grants											
R&D											
\$ 20	\$ 14	\$ 6	Program Revenue - Rutgers - Mid-Atlantic Reg Coastal Observing System	\$ 78	\$ 15	\$ 63		\$ 78	\$ 15	\$ 63	
\$ 20	\$ 14	\$ 6	Program Expense	\$ -	\$ -	\$ -	Profit/(Loss)	\$ -	\$ -	\$ -	
\$ -	\$ -	\$ -									
Entrepreneur											
\$ 456	\$ 347	\$ 109	Program Revenue - State Small Business Credit Initiative Fund	\$ 1,022	\$ 648	\$ 374		\$ 1,274	\$ 811	\$ 463	
\$ 572	\$ 434	\$ 138	Program Expense	\$ (252)	\$ (163)	\$ (89)	Profit/(Loss)	\$ 6	\$ 7	\$ (1)	
\$ (116)	\$ (87)	\$ (29)		\$ 52	\$ 39	\$ 13		\$ (46)	\$ (32)	\$ (14)	
\$ 5	\$ 39	\$ (34)	Program Revenue - SBA FAST V	\$ 294	\$ 294	\$ -		\$ 294	\$ 294	\$ -	
\$ 14	\$ 39	\$ (25)	Program Expense	\$ -	\$ -	\$ -	Profit/(Loss)	\$ -	\$ -	\$ -	
\$ (9)	\$ -	\$ (9)		\$ 294	\$ 294	\$ -		\$ 294	\$ 294	\$ -	
\$ -	\$ 294	\$ (294)	Program Revenue - DMME Commonwealth Energy Fund	\$ -	\$ -	\$ -		\$ -	\$ -	\$ -	
\$ -	\$ 294	\$ (294)	Program Expense	\$ -	\$ -	\$ -	Profit/(Loss)	\$ -	\$ -	\$ -	
\$ -	\$ -	\$ -									
Connect											
\$ 43	\$ 43	\$ -	Program Revenue - Virginia Department of Education	\$ 103	\$ 103	\$ -		\$ 46	\$ 149	\$ (103)	
\$ 28	\$ 116	\$ (88)	Program Expense	\$ 57	\$ (46)	\$ 103	Profit/(Loss)	\$ 33	\$ -	\$ 33	
\$ 15	\$ (73)	\$ 88		\$ 33	\$ -	\$ 33		\$ 33	\$ -	\$ 33	
\$ 29	\$ -	\$ 29	Program Revenue - Alaska Answers Public Website	\$ -	\$ -	\$ -	Profit/(Loss)	\$ -	\$ -	\$ -	
\$ 29	\$ -	\$ 29	Program Expense	\$ 209	\$ 76	\$ 133		\$ 210	\$ 76	\$ 134	
\$ -	\$ -	\$ -		\$ (1)	\$ -	\$ (1)	Profit/(Loss)	\$ 9	\$ 7	\$ 2	
\$ 66	\$ 64	\$ 2	Program Revenue - Virginia Community College System	\$ 9	\$ 7	\$ 2		\$ 9	\$ 7	\$ 2	
\$ 66	\$ 64	\$ 2	Program Expense	\$ -	\$ -	\$ -	Profit/(Loss)	\$ -	\$ -	\$ -	
\$ -	\$ -	\$ -		\$ 350	\$ -	\$ 350		\$ 350	\$ -	\$ 350	
\$ 73	\$ -	\$ 73	Program Revenue - VDEM - Critical Infrastructure Security and Resilience	\$ 350	\$ -	\$ 350	Profit/(Loss)	\$ -	\$ -	\$ -	
\$ 73	\$ -	\$ 73	Program Expense	\$ 433	\$ 403	\$ 30		\$ 433	\$ 403	\$ 30	
\$ -	\$ -	\$ -		\$ 433	\$ 403	\$ 30	Profit/(Loss)	\$ -	\$ -	\$ -	
\$ 282	\$ 247	\$ 35	Program Revenue - Airforce Analytical Discovery	\$ 400	\$ -	\$ 400		\$ 390	\$ -	\$ 390	
\$ 282	\$ 247	\$ 35	Program Expense	\$ 10	\$ -	\$ 10	Profit/(Loss)	\$ 307	\$ 237	\$ 70	
\$ -	\$ -	\$ -		\$ 307	\$ 237	\$ 70		\$ 206	\$ 137	\$ 69	
\$ 93	\$ -	\$ 93	Program Revenue - CAI - VLDS FY16 O&M	\$ 101	\$ 100	\$ 1	Profit/(Loss)	\$ 448	\$ -	\$ 448	
\$ 68	\$ -	\$ 68	Program Expense	\$ 448	\$ -	\$ 448		\$ 448	\$ -	\$ 448	
\$ 25	\$ -	\$ 25		\$ -	\$ -	\$ -	Profit/(Loss)	\$ -	\$ -	\$ -	
\$ 307	\$ 237	\$ 70	Program Revenue - Nevada SLDS Implementation	\$ 463	\$ -	\$ 463		\$ 463	\$ -	\$ 463	
\$ 204	\$ 137	\$ 67	Program Expense	\$ 463	\$ -	\$ 463	Profit/(Loss)	\$ -	\$ -	\$ -	
\$ 103	\$ 100	\$ 3		\$ -	\$ -	\$ -		\$ -	\$ -	\$ -	
\$ 95	\$ -	\$ 95	Program Revenue - Nevada O&M	\$ 463	\$ -	\$ 463		\$ 463	\$ -	\$ 463	
\$ 75	\$ -	\$ 75	Program Expense	\$ -	\$ -	\$ -	Profit/(Loss)	\$ -	\$ -	\$ -	
\$ 20	\$ -	\$ 20									
Broadband											
\$ 61	\$ -	\$ 61	Program Revenue - VDEM 2013 State & Local Implementation Grant Program	\$ 463	\$ -	\$ 463		\$ 463	\$ -	\$ 463	
\$ 62	\$ -	\$ 62	Program Expense	\$ 463	\$ -	\$ 463	Profit/(Loss)	\$ -	\$ -	\$ -	
\$ (1)	\$ -	\$ (1)									
Other Activities											
\$ -	\$ 393	\$ (393)	Program Revenue - New Business	\$ 1,155	\$ 2,100	\$ (945)		\$ 1,184	\$ 2,090	\$ (906)	
\$ -	\$ 393	\$ (393)	Program Expense	\$ (29)	\$ 10	\$ (39)	Profit/(Loss)	\$ (29)	\$ 10	\$ (39)	
\$ -	\$ -	\$ -									
\$ 1,534	\$ 1,681	\$ (147)	Program Revenue	\$ 5,310	\$ 3,890	\$ 1,420		\$ 5,470	\$ 4,021	\$ 1,449	
\$ 1,497	\$ 1,741	\$ (244)	Program Expenses	\$ (160)	\$ (131)	\$ (29)					
\$ 37	\$ (60)	\$ 97	Net Operations Funded by Contracts & Grants								

CONSOLIDATED REVENUE & EXPENSES											
\$ 5,542	\$ 4,206	\$ 1,336	Revenue	\$ 16,910	\$ 13,817	\$ 3,093		\$ 18,915	\$ 15,889	\$ 3,026	
\$ 4,195	\$ 4,889	\$ (694)	Expenses	\$ (2,005)	\$ (2,072)	\$ 67					
\$ 1,347	\$ (683)	\$ 2,030	Change in Net Position								

CHANGE IN NET ASSETS											
\$ 1,347	\$ (683)	\$ 2,030	Change in Net Position	\$ (2,005)	\$ (2,072)	\$ 67		\$ 4,494	\$ 3,553	\$ 941	
\$ 4,494	\$ 3,553	\$ 941	Beginning Net Position at July 1, 2015	\$ 2,489	\$ 1,481	\$ 1,008					
\$ 5,841	\$ 2,870	\$ 2,971	Ending Net Position at September 30, 2015								

INNOVATION AND ENTREPRENEURSHIP INVESTMENT AUTHORITY
BUDGET ANALYSIS FOR BUILDING OPERATIONS ONLY
 For Three Months Ended September 30, 2015

In thousands			In thousands		
<i>ACTUAL - July to September 2015</i>			<i>FORECASTED - Fiscal Year 2016</i>		
<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>Forecast</u>	<u>Budget</u>	<u>Variance</u>
BUILDING ANALYSIS					
REVENUE					
\$ 467	\$ 408	\$ 59	\$ 1,698	\$ 1,684	\$ 14
\$ 467	\$ 408	\$ 59	\$ 1,698	\$ 1,684	\$ 14
BUILDING EXPENSES					
\$ 63	\$ 63	\$ -	\$ 282	\$ 282	\$ -
\$ 99	\$ 95	\$ 4	\$ 435	\$ 432	\$ 3
\$ 33	\$ 35	\$ (2)	\$ 141	\$ 142	\$ (1)
\$ 38	\$ 38	\$ -	\$ 152	\$ 152	\$ -
\$ 99	\$ 97	\$ 2	\$ 418	\$ 414	\$ 4
\$ 25	\$ 25	\$ -	\$ 100	\$ 100	\$ -
\$ 11	\$ 13	\$ (2)	\$ 40	\$ 44	\$ (4)
\$ 9	\$ 9	\$ 4	\$ 37	\$ 34	\$ 3
\$ 377	\$ 375	\$ 6	\$ 1,605	\$ 1,600	\$ 5
Net Income					
\$ 90	\$ 33	\$ 53	\$ 93	\$ 84	\$ 9

TAB 2

Fiscal Year 2016 Quarter 1
September 1, 2015

Investments & Grants

Center for Innovative Technology

GAP Investments closed FY2016 Q1: July - September 2015

	Investments as of Sep 30, 2015	Budget as of Sep 30, 2015	Variance
Axon A1, Inc.	\$ 100,000		
GovTribe, Inc.	75,000		
ITI Health, Inc.	75,000		
Ostendio, Inc.	100,000		
PocketShip, Inc.	100,000		
TearSolutions, LLC	125,000		
	<u>\$ 575,000</u>	<u>\$ 1,097,470</u>	<u>\$ 522,470</u>

Return on Prior GAP Investments FY2016 Q1: July - September 2015

	Amount
Ostendio, Inc. - interest rolled into additional investment	\$ 5,940
Power Supply Collective, Inc. - Interest rolled into additional investment	11,162
WealthEngine, Inc. - repayment of notes plus interest	37,983
	<u>\$ 55,085</u>

CRCF Grants closed FY2016 Q1: July - September 2015

None

TAB 3

Fiscal Year 2016 Quarter 1
September 1, 2015

Financial & Programmatic
MACH37 LLC

**CIT's Analysis
of
MACH37 LLC**

FINANCIAL REPORT
Unaudited

As of September 30, 2015

MACH37 LLC

STATEMENT OF NET POSITION

As of September 30, 2015 and September 30, 2014

	Unaudited 9/30/2015	Unaudited 9/30/2014	Change
ASSETS			
Current assets:			
Cash and cash equivalents	\$ -	\$ -	\$ -
Total current assets	-	-	-
Capital assets:			
Furniture, fixtures, equipment, and trademark	98,704	-	98,704
Less accumulated depreciation and amortization	-	-	-
Total capital assets	98,704	-	98,704
Total assets	98,704	-	98,704
LIABILITIES			
Current liabilities:			
Accounts payable	-	-	-
Total current liabilities	-	-	-
Total liabilities	-	-	-
NET POSITION			
Unrestricted	98,704	-	98,704
Total net position	\$ 98,704	\$ -	\$ 98,704

MACH37 LLC

STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION

For Three Months Ending September 30, 2015 and September 30, 2014

	Unaudited 9/30/2015	Unaudited 9/30/2014	Change
OPERATING REVENUES			
Sponsorship Revenue	\$ -	\$ -	\$ -
Total operating revenue	-	-	-
EXPENSES			
Operating expenses	-	-	-
Depreciation and amortization	-	-	-
Total expenses	-	-	-
Income (Loss)	-	-	-
CHANGE IN NET POSITION			
Net position at August 18, 2015	98,704	-	98,704