# LDFA REPORT 2022 - 2023
## ANN ARBOR/YPSILANTI SMARTZONE

# Q4

**222** COMPANIES SERVED

**80** JOBS CREATED

**9** COMPANIES CREATED

**$23M** FUNDS RAISED

INVESTMENTS & GRANTS

**$461K**

DIRECT SUPPORT

## ANN ARBOR
## SPARK

Ann Arbor SPARK will advance the economy of the Ann Arbor region by establishing it as a desired place for innovation, business location and growth, and for talented people to live and work. The Ann Arbor region will be recognized for its academic, business, and community resources, and its collaborative culture. For more information visit: www.annarborusa.org

## How to Create University-Business Partnerships to Develop Talent and Opportunities in Ann Arbor

Ann Arbor is well known as a "college town" and the companies located here have the chance to develop deep partnerships with our universities and colleges. But what makes strong partnerships? These relationships can drive innovation, attract talent, and create opportunities for collaboration. As research and development and nurturing talent become tougher, organizations that leverage these relationships are better prepared to handle a dynamic market. These are some ways to build effective connections between business and higher education in Ann Arbor. Businesses can offer professional development opportunities to students and faculty to help them learn new skills or stay current with industry trends. As centers of research and technology, universities help companies do research in areas relevant to their business, yielding new products or improving existing ones. Another way to form company-campus ties is by offering student internships. They can attract talent and give students valuable career experience. Internships also bridge relationships with faculty, who may become business advocates. Read More

## New Technology and the Greening of the Supply Chain

Though the movement of goods is a critical component of our modern economy, it also accounts for a significant portion – around 60% – of global greenhouse gas emissions. From manufacturing and production to transportation and distribution, every step in the supply chain contributes to this environmental impact. Fortunately, new technologies are driving a turn toward a greener, more sustainable supply chain, many of which are being developed and tested right here in Michigan. By using unmanned aerial vehicles (UAVs) to transport goods, companies can significantly reduce the carbon footprint of their supply chain operations. Another promising technology in the logistics and supply chain industry is autonomous robot deliveries. 38% of the car trips Americans take are to shop. What if some of these trips were replaced by delivery by autonomous robots? Companies are also leveraging data and analytics to optimize shipping routes and reduce emissions. Read More

# Ann Arbor-Ypsilanti SmartZone

# Local Development Finance Authority

*Ann Arbor SPARK Quarterly Report: April 1, 2023 – June 30, 2023*



64 Requests received this Quarter • Reason for Referral

6 Incomplete or Bot Submission

7 Outside State or Country

0 MI, Outside Service Area

4 Referral

17 MI, Not Tech

1 Otherwise Ineligible

29 Qualified Leads Referred to SPARK Services

## Business Accelerator Intake – Phase I

## Companies Created

Companies in the below tables are marked with the following codes:

M = Mobility company
U = University affiliated
Y = Ypsilanti company
P = Pending Service - Companies that SPARK has provided consulting services for but has yet done a formal engagement with (i.e., BA Grant, EIR, Intern, Incubator, BootCamp, etc.).

**The following companies were created this quarter per the definition listed in the glossary:**

| Uniq ID | Description |
|---|---|
| 16833 | Making real, fun, engaging games that also end up having therapeutic qualities and educate our players about their mental health. |
| 16864U | Develop new synthetic materials composed entirely of plant-derived precursors |
| 16745U | An automated CPT coding algorithm that can accurately predict prior authorization and charge reconciliation in the perioperative space. |
| 17052M | Retrofitting kits that give consumers the opportunity to upgrade their gasoline dirt bikes to electric. |

| Uniq ID | Description | | |
|---|---|---|---|
| **16999** | A platform that leverages the most centralized network of incoming college students across North America to form connections and build community before anyone steps on campus. | | |
| **16656** | Game development studio focused on creating a next generation, free-to-play, live service, social shooter. | | |
| **Total (6 Companies)** | | | |

## Business Acceleration

**The following companies were evaluated through [Phase II] Due Diligence:**

| Uniq ID | Description | FTE's | Billed Support |
|---|---|---|---|
| **10188** | Software that integrates patient genetic information into electronic health records. | 3 | $900.00 |
| **12775** | A SaaS solution providing tracking of follow-up care to ensure no patient falls through the cracks. Along with patient engagement to give patients timely information helping them to stay on plan. | 4 | $1,400.00 |
| **16985U** | An online platform for conversation processing, to provide assistance with the growing number of virtual conversations. | 2.5 | $1,500.00 |
| **Total (3 Companies)** | | **9.5** | **$3,800.00** |

**The following companies received [Phase III] Business Acceleration Grant support:**

| Uniq ID | Description | FTEs | Billed Support |
|---|---|---|---|
| **8806** | | **8** | **$15,000.00** |
| Turnkey passive home entry module. | Prepare utility patent. | 8 | $15,000.00 |
| **7282** | | **2.5** | **$1,500.00** |
| A Think-Work-Together platform. | Licensing agreement and offer letters. | 2.5 | $1,500.00 |
| **16984** | | **2** | **$3,500.00** |
| A product for remotely monitoring a person's respiration rate and ECG. | Delaware corporate formation, shareholders agreement, IP assignment and subscription, option agreement, and NDA/Third Party Contract reviews. | 2 | $3,500.00 |
| **16964U** | | **2** | **$2,517.95** |
| A lifestyle group-based normative message that can be attached to any communications medium by the utility companies such as bills, periodic materials, social media, and online portals, to reduce residential energy consumption without incurring any additional cost. | Licensing agreement and formation. | 2 | $2,517.95 |
| **16886U** | | **1** | **$93.75** |
| Cryo-electron microscopy (cryo-EM) solves 3D structures of biomolecules in their natural states. | Assist client and complete the 83(b) election, assist with setup of company financial tracking for tax purposes, assist with annual filings as needed (LLC), and assist with financial questions related to grants and revenue recognition. | 1 | $93.75 |
| **16864** | | **2** | **$4,750.00** |

| Uniq ID | Description | FTEs | Billed Support |
|---|---|---|---|
| Develop new synthetic materials composed entirely of plant-derived precursors | Delaware corporation incorporation and governance documents, founder stock and technology assignment agreements, and stock option plan and form award agreements. | 2 | $4,750.00 |
| **16846U** | | **2.5** | **$6,450.00** |
| Small molecule drugs to treat a wide range of diseases leveraging a diverse portfolio of RXR agonists with license options. | Company formation documents and support . | 2.5 | $2,625.00 |
| | Patent prosecution, licensing topics, and two IP portfolios/ | 2.5 | $3,825.00 |
| **16833** | | **2** | **$10,320.00** |
| Making real, fun, engaging games that also end up having therapeutic qualities and educate our players about their mental health. | Audio design and composition. | 2 | $500.00 |
| | Animation, artwork, and occasional Unity help. | 2 | $2,000.00 |
| | Sound design and effects, user interface design, 3D assets and general consulting. | 2 | $2,500.00 |
| | Game development and general consulting | 2 | $2,500.00 |
| | Continued animation, refining and revising animation artwork, polishing, and occasional Unity help. | 2 | $1,500.00 |
| | Artwork and design. | 2 | $1,320.00 |
| **16786** | | **2.5** | **$9,536.00** |
| A developer of smartwatch-based software solutions designed to elevate engagement and outcomes in health and wellness. | A feature-complete port of the app already existing for the Apple Watch to the Android platform. | 2.5 | $9,536.00 |
| **16745U** | | **3** | **$908.70** |
| An automated CPT coding algorithm that can accurately predict prior authorization and charge reconciliation in the perioperative space. | Corporate formation, licensing of technology from innovation partnerships, and an advisor agreement. | 3 | $908.70 |
| **16705** | | **5** | **$242.50** |
| In-person eSignatures. | Legal: create company equity split agreements, corporate governance agreements, and a disclosure agreement. | 5 | $242.50 |
| **16682U** | | **2** | **$1,325.00** |
| A transmission electron microscope (TEM) specimen holder that enables stable, ultra-low temperature imaging of specimens. | Legal services - licensing agreement. | 2 | $1,325.00 |
| **16672U** | | **3.5** | **$314.50** |
| A plasma-based water treatment system that can decompose a range of contaminants. | LLC formation and license or option agreement. | 3.5 | $314.50 |
| **16658** | | **4** | **$6,068.00** |
| An options dashboard that will provide useful insights to retail investors at a competitive price. | Review five proposed Term Sheets and offering docs, as well as rendering the deliverable of a legal opinion on each of these offerings. | 4 | $975.00 |

| Uniq ID | Description | FTEs | Billed Support |
|---|---|---|---|
| | Migrating the program to AWS, automating data sourcing & storing, creating customer alert capabilities, and adding chronological interpretation of probabilities. | 4 | $600.00 |
| | Work with a designer; revamping brand, creating messaging and preparation for launch with a landing page. | 4 | $1,575.00 |
| | Review five proposed Term Sheets and offering docs, as well as rendering the deliverable of a legal opinion on each of these offerings. | 4 | $375.00 |
| | Review five proposed Term Sheets and offering docs, as well as rendering the deliverable of a legal opinion on each of these offerings. | 4 | $50.00 |
| | Additional securities and corporate representation. | 4 | $442.50 |
| | Legal services - IP protection and feasibility study. | 4 | $442.50 |
| | Reinforcement training neural network | 4 | $608.00 |
| | Reinforcement training neural network | 4 | $1,000.00 |
| **16643** | | **2** | **$2,960.00** |
| A resale marketplace app. Users can connect with local buyers and sellers and meet in person to reduce shipping cost and carbon emissions. | Assistance to develop a full-stack mobile application system. | 2 | $1,480.00 |
| | Assistance to develop a full-stack mobile application system. | 2 | $925.00 |
| | Assistance to develop a full-stack mobile application system. | 2 | $555.00 |
| **16625** | | **1** | **$6,175.00** |
| A digital platform enabling communication and clinical collaboration across the care continuum with patients/families, providers, and network affiliates. | To develop the functional specification for an MVP. | 1 | $2,150.00 |
| | To develop the functional specification for an MVP. | 1 | $1,825.00 |
| | To develop the functional specification for an MVP. | 1 | $2,200.00 |
| **16613** | | **2** | **$2,000.00** |
| Enables customers to plan amazing trips in a fraction of the time by providing them with hyper-personal recommendations in their upcoming destination. | PR services. | 2 | $2,000.00 |
| **16599** | | **1** | **$3,700.00** |
| Allow users to set up a legally binding contract that only allows funds to be pushed after both sides are 100% confident that the corresponding section of the contract has been fulfilled. | Website design and development and coordination. | 1 | $2,400.00 |
| | SEO and Adwords. | 1 | $1,300.00 |
| **16577** | | **21** | **$3,600.00** |
| | SEO and Adwords. | 21 | $1,500.00 |
| | SEO and Adwords. | 21 | $700.00 |
| An outpatient mental health center. | SEO and Adwords. | 21 | $500.00 |
| | SEO and Adwords. | 21 | $700.00 |
| | SEO and Adwords. | 21 | $200.00 |

| Uniq ID | Description | FTEs | Billed Support |
|---|---|---|---|
| **16563U** | | **3** | **$2,500.00** |
| Aims to develop novel and more effective therapeutics in the areas of cardiovascular, metabolic and infectious diseases. | Formation as a Delaware corporation. | 3 | $2,500.00 |
| **16562U** | | **3** | **$2,250.00** |
| A parent company | Formation and consulting agreement. | 3 | $2,250.00 |
| **16561U** | | **1** | **$2,000.00** |
| An educational technology (edtech) solution that powers engaged learning through multi-player educational role-playing simulations. | Negotiations with regarding company financing; incubation and technology licensing; and founder's arrangement with new entity. | 1 | $2,000.00 |
| **16547** | | **3** | **$3,125.00** |
| Develops novel and more effective therapeutics in the areas of cardiovascular, metabolic, and infectious diseases. | Formation and the master service agreement. | 3 | $3,125.00 |
| **16538** | | **1** | **$1,504.18** |
| | Accounting and bookkeeping assistance. | 1 | $149.85 |
| | Accounting and bookkeeping assistance. | 1 | $168.70 |
| A virtual wellness coaching and support group platform guiding members toward optimal health to support pregnancy. | Managing the Big Boost Marketing platform; communications with potential clients; website design, implementation, and management; managing the virtual assistant and their tasks; managing the CRM; editing marketing materials. | 1 | $820.00 |
| | Accounting and bookkeeping assistance. | 1 | $145.63 |
| | Managing the Big Boost Marketing platform; communications with potential clients; website design, implementation, and management; managing the virtual assistant and their tasks; managing the CRM; editing marketing materials. | 1 | $220.00 |
| **16528** | | **1** | **$5,000.00** |
| A community-based platform that enables instant communication between experienced handymen and self-reliant homeowners to resolve house repair/improvement problems. | Build a B2B version mobile demo, complete the B2B app workflow, and fix bugs. | 1 | $2,500.00 |
| | Build the "community" function in the app to encourage more user activities, implement UI changes based on our UI expert advice, and fix bugs. | 1 | $2,500.00 |
| **16498U** | | **2** | **$8,000.00** |
| A novel medical device enabling rapid, reliable, and accessible point of care allergy testing. | Preliminary quality system. | 2 | $8,000.00 |
| **16483** | | **3** | **$2,200.00** |
| A software platform to enable a nationwide real estate portfolio. | Accounting services: develop legal and tax reporting accounting structure. | 3 | $2,200.00 |
| **16482** | | **2** | **$5,332.78** |
| An online network of interviewed and expert online coaches. | Development of messaging, file-sharing, data storage, miscellaneous website pages, an administrative portal, and profile customizability for both clients and coaches. | 2 | $420.00 |

| Uniq ID | Description | FTEs | Billed Support |
|---|---|---|---|
| | Revisions of bastion website and coaching software high-fidelity wireframing. | 2 | $1,192.78 |
| | Development of messaging, file-sharing, data storage, miscellaneous website pages, an administrative portal, and profile customizability for both clients and coaches. | 2 | $620.00 |
| | Development of messaging, file-sharing, data storage, miscellaneous website pages, an administrative portal, and profile customizability for both clients and coaches. | 2 | $2,080.00 |
| | Development of messaging, file-sharing, data storage, miscellaneous website pages, an administrative portal, and profile customizability for both clients and coaches. | 2 | $1,020.00 |
| **16459** | | **4.5** | **$4,839.83** |
| Offers neuroscience equipment sales, consulting, and commercialization services to support the growth of the neuroscience research community. | 10 bonded 64-channel probes, completion of impedance testing, and probe packaging to support secure shipping. | 4.5 | $4,839.83 |
| **16407Y** | | **1** | **$3,000.00** |
| An all-in-one marketplace and digital platform for end-of-life and after-loss planning. | To develop content for a death archetypes questionnaire with responses. | 1 | $3,000.00 |
| **16351** | | **1** | **$2,500.00** |
| Retrofitting kits that give consumers the opportunity to upgrade their gasoline dirt bikes to electric. | Legal services - trademark application. | 1 | $2,500.00 |
| **16350** | | **2** | **$10,461.00** |
| | | 2 | $5,230.50 |
| An end-to-end project management tool that consolidates all trip planning processes into one place. | LARA registration and amendment; terms and conditions draft; and amended and restated restricted stock purchase agreements. | 2 | $1,318.00 |
| | Terms and conditions. | 2 | $1,600.00 |
| | Vendor agreement and privacy policy. | 2 | $1,500.00 |
| | Vendor agreement and privacy policy. | 2 | $812.50 |
| **15418** | | **1** | **$2,500.00** |
| A new style continuous positive airway pressure (CPAP)/bilevel positive airway pressure (BIPAP) mask/liner. | FDA correspondence, design history file strawman deliverables, and periodic board meetings. | 1 | $2,500.00 |
| **15410M** | | **2** | **$5,025.00** |
| | Develop and manage financial activities. | 2 | $500.00 |
| An "optimized fleet-as-a-service" to commercial fleet managers for multiple, specific purposes/uses. | Image capture and video interviews. | 2 | $1,625.00 |
| | Develop and manage financial activities. | 2 | $2,400.00 |
| | Develop and manage financial activities. | 2 | $500.00 |
| **15408** | | **1** | **$2,500.00** |
| A portable document and photo scanner. | Conducting a trademark search, preparing and filing two trademark applications. | 1 | $2,500.00 |
| **15351** | | **2** | **$3,300.00** |

| Uniq ID | Description | FTEs | Billed Support |
|---|---|---|---|
| An innovative Operating Room Efficiency Platform that enables the healthcare system to reduce stress in the OR, total cost of treatment, and increase patient wellbeing while achieving optimal quality of care. | Write and design two versions of a new company brochure. | 2 | $3,300.00 |
| **15340M** | | **2** | **$1,164.25** |
| A type of Li-ion battery capable of high energy density and extreme fast charging. | Legal services - license agreement. | 2 | $1,164.25 |
| **15339** | | **1** | **$1,488.00** |
| A disruptive process which will revolutionize and cause standardization of Traumatic Brain Injury (TBI) diagnosis and treatment. | Research market segments and sizes, develop initial sales strategies, identify other, similar research and competitive products. | 1 | $720.00 |
| | Research market segments and sizes, develop initial sales strategies, identify other, similar research and competitive products. | 1 | $768.00 |
| **15335U** | | **3** | **$280.00** |
| A frontline psychoeducation program for pregnancy and early parenting. | Legal services - trademark application. | 3 | $280.00 |
| **15288** | | **1** | **$7,000.00** |
| An app aiming to create a life free from sexually transmitted infections. | Build a website and product video. | 1 | $7,000.00 |
| **15282** | | **2** | **$9,900.00** |
| A digital identity and vital information storage and exchange platform. | File patent application and draft equity awards. | 2 | $9,900.00 |
| **15272** | | **5** | **$30,000.00** |
| A prophylactic Pseudomonas aeruginosa (Pa) vaccine created from a proprietary vaccine development platform. | Regulatory and product development plan. | 5 | $30,000.00 |
| **15134U** | | **1** | **$7,350.00** |
| An artificial intelligence tools that allow users to search videos. | Website UI/UX design and discovery. | 1 | $6,500.00 |
| | Accounting services: establish system. | 1 | $850.00 |
| **14794** | | **1.5** | **$10,500.00** |
| A dynamic standing desk aimed at combating sedentariness and promoting physical activity in the office space. | Lean Design and Technology Analysis. | 1.5 | $5,500.00 |
| | IP legal consulting. | 1.5 | $5,000.00 |
| **13622** | | **3** | **$10,950.00** |
| Creation of gaming software and merchandise for female audiences. | Draft a 12 month convertible note extension. | 3 | $350.00 |
| **12840MU** | | **3** | **$350.00** |
| An online peer-to-peer marketplace for parking aimed at solving parking availability and affordability problem on college campuses by using empty driveway space. | Targeted marketing campaigns at three universities. | 3 | $2,400.00 |
| | Marketing strategy & automation of some digital marketing processes | 3 | $2,475.00 |
| | Targeted marketing campaigns at three universities. | 3 | $3,600.00 |
| | Marketing strategy & automation of some digital marketing processes | 3 | $1,237.50 |

| Uniq ID | Description | FTEs | Billed Support |
|---|---|---|---|
| | Marketing strategy & automation of some digital marketing processes | 3 | $1,237.50 |
| **12260** | | **2** | **$1,437.00** |
| To reduce medical supply surplus by providing end-to-end supply tracking and management solutions. | Respond to pending Non-Final Office Action, including Examiner Interview and respond to further USPTO Action, including Examiner Interview. | 2 | $1,437.00 |
| **12190** | | **3** | **$12,077.14** |
| Makes control data easy and accessible to build predictive economic models. | SEO optimization. | 3 | $2,500.00 |
| | SEO optimization. | 3 | $2,500.00 |
| | SEO optimization. | 3 | $3,200.00 |
| | SEO optimization. | 3 | $3,877.14 |
| **12120** | | **5.5** | **$2,400.00** |
| A population health infrastructure and registry tool that aggregates data from external sources to calculate physician and network performance against sets of clinical guidelines and facilitates. | Website design. | 5.5 | $2,400.00 |
| **12031MU** | | **2** | **$3,075.00** |
| Multi-dimensional electromagnetic energy convertor (EMEC) that increases the power density of conventional solar modules. | Formation and organization, advise on U-M patent option or licensing agreement, development of corporate agreements, and pre-seed investor financing agreements and securities compliance. | 2 | $3,075.00 |
| **11986** | | **2** | **$855.00** |
| A cloud-based video studio that allows users to stream live self-produced video content to all the major social media platforms. | Trademark maintenance. | 2 | $427.50 |
| | Trademark maintenance. | 2 | $427.50 |
| **11960** | | **2** | **$5,780.00** |
| Background check for customers who use online services. | Penetration testing. | 2 | $5,780.00 |
| **11893M** | | **5** | **$10,000.00** |
| Developing a level 4 autonomous bus platform for vehicle manufacturers and organizers who plan to operate an autonomous fleet. | Legal support for fund raising and contract creation. | 5 | $10,000.00 |
| **11859** | | **2** | **$400.00** |
| Helps companies make employee decisions connecting and analyzing disparate sets of data, particularly from employee surveys and human resources information technology systems. | Lead generation and social media content. | 2 | $400.00 |
| **11850** | | **1** | **$1,672.50** |
| A cloud based robo-advisory platform for commodity hedging. | Support for equity and advisor-related agreements, reviewing investor term sheets and preparing for financing. | 1 | $1,672.50 |
| **11801U** | | **22** | **$8,619.00** |
| | Produce explainer video. | 22 | $3,239.00 |

| Uniq ID | Description | FTEs | Billed Support |
|---|---|---|---|
| A machine-learning algorithm based on parcel data, historical records, and other data sources to predict service line materials. | SEO copywriting. | 22 | $440.00 |
| | Develop 2 custom website tools. | 22 | $4,500.00 |
| | SEO copywriting. | 22 | $440.00 |
| **11399** | | **2** | **$6,000.00** |
| Non-thermal plasma devices that prevent airborne transmission of infectious diseases to and from livestock. | Review company position, formulate business plan and investor presentation, and Assess commercial potential of adjacent markets. | 2 | $2,000.00 |
| | Review company position, formulate business plan and investor presentation, and Assess commercial potential of adjacent markets. | 2 | $2,000.00 |
| | Review company position, formulate business plan and investor presentation, and Assess commercial potential of adjacent markets. | 2 | $2,000.00 |
| **11252MY** | | **1** | **$1,123.75** |
| Two wheeled 'series hybrid' for developing markets. | Legal support for tax residency certificate. | 1 | $423.75 |
| | Annual report filing with state of Michigan and Delaware. | 1 | $700.00 |
| **10191U** | | **2** | **$5,300.00** |
| Wireless link that offers fiber-like speeds for the back haul and last-mile connection in the network. | New patent application and continuation applications | 2 | $5,300.00 |
| **0585** | | **3.5** | **$25,833.34** |
| Software development with biostatistics and spatial epidemiology. | Marketing campaign. | 3.5 | $5,600.00 |
| | Marketing campaign. | 3.5 | $3,500.00 |
| | Sales consultant. | 3.5 | $3,333.33 |
| | Marketing services. | 3.5 | $1,450.00 |
| | Sales consultant. | 3.5 | $3,333.33 |
| | Marketing campaign. | 3.5 | $2,800.00 |
| | Marketing campaign. | 3.5 | $1,350.00 |
| | Marketing campaign. | 3.5 | $2,800.00 |
| | Sales consultant. | 3.5 | $1,666.68 |
| **Total (60 companies)** | | **180** | **$305,323.67** |

## Talent Programs

## Entrepreneur-In-Residence Program

This quarter, 28 companies utilized the entrepreneur-in-residence program. This program is designed to attract and retain C-level individuals in the community by leveraging their talent and experience to add substantial value to client companies.

| Uniq ID | Description | FTE's | Billed Support |
|---|---|---|---|
| 8255Y | Communications software for business-to-business or business-to-consumer. | 4 | $2,750.00 |
| 11350M | Autonomous last mile delivery trailer. | 5 | $1,950.00 |

| Uniq ID | Description | FTE's | Billed Support |
|---|---|---|---|
| 16833 | Making real, fun, engaging games that also end up having therapeutic qualities and educate our players about their mental health. | 2 | $4,412.50 |
| 0585 | Software development with biostatistics and spatial epidemiology. | 3.5 | $550.00 |
| 16599 | Allow users to set up a legally binding contract that only allows funds to be pushed after both sides are 100% confident that the corresponding section of the contract has been fulfilled. | 1 | $4,500.00 |
| 16625 | A digital platform enabling communication and clinical collaboration across the care continuum with patients/families, providers, and network affiliates. | 1 | $3,462.50 |
| 15159 | Helps healthcare companies know what germs are growing in their clinical environments. | 1 | $9,000.00 |
| 16745U | An automated CPT coding algorithm that can accurately predict prior authorization and charge reconciliation in the perioperative space. | 3 | $1,700.00 |
| 16538 | A virtual wellness coaching and support group platform guiding members toward optimal health to support pregnancy. | 1 | $2,175.00 |
| 15386 | Safe battery collection, transport, and storage for highly combustible batteries. | 1 | $2,250.00 |
| 16351 | Retrofitting kits that give consumers the opportunity to upgrade their gasoline dirt bikes to electric. | 1 | $200.00 |
| 11252YM | Two wheeled 'series hybrid' for developing markets. | 1 | $1050.00 |
| 15335U | A frontline psychoeducation program for pregnancy and early parenting. | 3 | $1,875.00 |
| 15272 | A prophylactic Pseudomonas aeruginosa (Pa) vaccine created from a proprietary vaccine development platform. | 5 | $8,000.00 |
| 12120 | A population health infrastructure and registry tool that aggregates data from external sources to calculate physician and network performance against sets of clinical guidelines and facilitates. | 5.5 | $4,500.00 |
| 16196U | A room-sized augmented reality (AR) system for inclusive play and exercise. | 0.5 | $1,600.00 |
| 15196 | A children's app aimed at fostering social and emotional intelligence for three- to seven-year-olds in the U.S. | 2 | $6,600.00 |
| 16251M | Modular hardware platforms robotics and autonomous vehicle companies to run delivery services. | 2 | $3,312.50 |
| 7282 | A Think-Work-Together platform. | 2.5 | $1,750.00 |
| 12036U | An automated leasing and marketing for any property management firm to book more tours. | 1 | $3,750.00 |
| 11900M | Meteorological technology intelligence that produces connected vehicle sensor data for improved road safety, improved weather forecasting, and for monetization of data for owners. | 3 | $1,900.00 |
| 15418 | A new style continuous positive airway pressure (CPAP)/bilevel positive airway pressure (BIPAP) mask/liner. | 1 | $1,400.00 |
| 16813 | An early-stage drug discovery SaaS that manages drug discovery project data for academic and corporate entities. | 1 | $6,000.00 |
| 16577 | An outpatient mental health center. | 21 | $4,500.00 |
| 16420 | A multi-tiered building-integrated thermometric home energy management system (HEMS) applied at the interior, surface-level of the building envelope. | 1 | $2,500.00 |
| 14685 | A self-writing clinical note for doctors based of patient appointments and interactions for insurance purposes. | 3 | $2,000.00 |
| 14794U | A dynamic standing desk aimed at combating sedentariness and promoting physical activity in the office space. | 1.5 | $625.00 |
| 16561U | An educational technology (edtech) solution that powers engaged learning through multi-player educational role-playing simulations. | 1 | $6,600 |
| **Total (28 Companies)** | | **78.5** | **$90,912.50** |

## Intern Matching Funds Program

The Ann Arbor SPARK internship program provides up to $3,000 of matching funds to a qualified, growing company to support a three-month intern. This frees up additional funds for other purposes and provides a de-risked way to try out a potential permanent addition to the team - an opportunity that is invaluable during the pivotal period of initial hires. Often the talent is retained at the company after the matched period ends. Special consideration is given to applicants who are considering moving to Ann Arbor and Ypsilanti from another tech hub or have skillsets in high demand. While originally conceived as a summer program, it continues to meet the needs of startups year-round. Any amount invoiced or billed above the matching amount is paid in part by the client.

| Uniq ID | Description | FTE's | Billed Support |
|---|---|---|---|
| 12128U | An artificial intelligence software platform that uses real-time in the catheterization lab to process conventional angiograms and automate a quantitative clinical assessment of coronary artery disease (CAD) patients. | 5 | $4,775.00 |
| 11320 | Data analysis functionality for technology products and other digital artifacts. | 2 | $6,509.70 |
| 7876U | Wearable graphene nanoelectronic alcohol sensor for real-time alcohol monitoring. | 4 | $4,320.00 |
| 12840MU | An online peer-to-peer marketplace for parking aimed at solving parking availability and affordability problem on college campuses by using empty driveway space. | 3 | $4,738.75 |
| 16414 | A free-to-use website and mobile platform that uses A.I. to provide personalized gift recommendations. | 3 | $1,800.00 |
| 15351 | An innovative Operating Room Efficiency Platform that enables the healthcare system to reduce stress in the OR, total cost of treatment, and increase patient wellbeing while achieving optimal quality of care. | 2 | $792.00 |
| 14747 | A video game advertising agency that helps businesses and brands promote their products. | 2 | $1,970.00 |
| 16251M | Modular hardware platforms robotics and autonomous vehicle companies to run delivery services. | 2 | $4,559.52 |
| 8658 | Builds and hosts complete, professionally designed, mobile-responsive websites. | 9 | $795.02 |
| 12902Y | A drug formulation to help chronic kidney disease patients. | 2 | $629.42 |
| 11367M | Software for school exit loan counseling guidance process. | 7 | $5,800.00 |
| 16613 | Enables customers to plan amazing trips in a fraction of the time by providing them with hyper-personal recommendations in their upcoming destination. | 2 | $1,577.97 |
| 11335M | Method to evaluate the safety of an autonomous vehicle. | 1 | $354.60 |
| 16371 | Create satellites that can process large SAR collections on orbit to reduce downlink data volume. | 2 | $11,975.00 |
| **Total (14 Companies)** | | **46** | **$50,604.78** |

## Digital Engagement Clinic

| Uniq ID | Description | FTE's | Billed Support |
|---|---|---|---|
| 16289 | The Digital Engagement Clinic at EMU (interns employed directly by the Clinic). | 0 | $1,859.00 |
| 16817 | The Digital Engagement Clinic at EMU (interns employed directly by the Clinic). | 0 | $5,983.00 |
| 4519 | Platform giving independent app publishers technology for customized native ads and access to advertisers. | 67 | $360.00 |
| 12031MU | Multi-dimensional electromagnetic energy convertor (EMEC) that increases the power density of conventional solar modules. | 2 | $108.90 |
| 6828 | Software for the analysis of genetic data. | 7 | $198.00 |
| 009 | Ann Arbor Spark | 0 | $157.50 |

| Uniq ID | Description | FTE's | Billed Support |
|---|---|---|---|
| 15340M | A type of Li-ion battery capable of high energy density and extreme fast charging. | 2 | $261.36 |
| 0585 | Software development with biostatistics and spatial epidemiology. | 3.5 | $60.84 |
| 12840MU | An online peer-to-peer marketplace for parking aimed at solving parking availability and affordability problem on college campuses by using empty driveway space. | 3 | $39.06 |
| 16528 | A community-based platform that enables instant communication between experienced handymen and self-reliant homeowners to resolve house repair/improvement problems. | 1 | $165.96 |
| 17052 | Retrofitting kits that give consumers the opportunity to upgrade their gasoline dirt bikes to electric. | 1 | $153.00 |
| 8393 | Business-to-business marketplace where businesses can easily find quality information technology professionals. | 5 | $108.00 |
| 7117M | Data processing algorithms and curated genetic database software as a service. | 100 | $180.00 |
| 17049 | A smart, screenless learning system that teaches young children how to read while they play, and gives parents peace of mind that they have support watching for the signs of autism and dyslexia. | 1 | $225.00 |
| 17051 | A unique apparel business that combines the passion for dogs and outdoor adventure by offering high-quality, durable, and stylish apparel and accessories for both dog owners and their pets. | 1 | $203.94 |
| 12098M | Indoor positioning technology to provide traffic control and logistics support for hospitals and healthcare systems. | 13 | $203.40 |
| 13622 | Creation of gaming software and merchandise for female audiences. | 3 | $119.70 |
| 12190 | Makes control data easy and accessible to build predictive economic models. | 3 | $18.00 |
| 8479 | University of Michigan School of Information | 0 | $72.00 |
| **Total (19 Companies)** | | **238.5** | **$10,476.66** |

## Boot Camp

| Uniq ID | Account Description | FTEs |
|---|---|---|
| 16786 | A developer of smartwatch-based software solutions designed to elevate engagement and outcomes in health and wellness. | 2.5 |
| 16928 | A cutting-edge all-in-one hydrogen station with AI/ML energy management system designed to make hydrogen refueling easy, smart, and convenient. | 2 |
| 17032 | Solving is inefficiency in the drug discovery pipeline. | 1 |
| 17033 | An online platform that helps teachers find and connect with change-makers in their community | 1 |
| 17049 | A smart, screenless learning system that teaches young children how to read while they play, and gives parents peace of mind that they have support watching for the signs of autism and dyslexia. | 1 |
| 17058 | An app and API service for 1099 contract workers, self employed, and corporate sales workers to automate and estimate their annual withholding. | 0 |
| **Total (6 Companies)** | | |

# SPARK Central Innovation Center

**Lower Level**

Incubator clients are charged a license fee per seat, or person(s) using the space. Exit dates may have passed as some clients have a month-to-month arrangement.

**Virtual Clients**

The Virtual Client program at SPARK Central is ideal for those who need drop-in co-working space and amenities at an affordable rate, with month-to-month terms. Some examples are the earliest "investigative stage" founders looking to network and validate their concept, companies at a later stage of growth who want to remain plugged into the core of the entrepreneurial community, or community partners who leverage the location and flexibility this option allows.

**Third Floor**

The third-floor incubator space is composed of a shared open office environment and two smaller offices complete with a kitchen, conference rooms, phone booths, and controlled entry. Due to the open layout of the space, clients are free to expand as needed while "seats" only correspond to their billed rate. This model is designed for the stage of company building their strategy, product, and team after attaining investment or revenue.

**Fourth Floor**

The 6,000 square foot space is ideal for growth stage companies that are either grown in-house or moving to the area. This workspace has space for over 60 people.

# SPARK East Innovation Center

**Virtual Clients**

The Virtual Client program at SPARK East is ideal for those who need drop-in co-working space and amenities at an affordable rate, with month-to-month terms. Some examples are the earliest "investigative stage" founders looking to network and validate their concept, companies at a later stage of growth who want to remain plugged into the core of the entrepreneurial community, or mission-aligned community partners who leverage the location and flexibility this option allows.

**Seated Clients**

Incubator clients at SPARK East have designated workspaces, and access to the facility 24/7. They are able to use conference rooms and flex spaces freely to have working sessions with remote staff or host client meetings and events.

| Uniq ID | Account Description | Start Date | Exit Date | Seats | FTEs |
|---|---|---|---|---|---|
| **SPARK Central Lower Level: Designated Desk** | | | | 1.6 | 3 |
| **11865** | Advertising technology platform that makes local advertising faster, less expensive, and more accountable. | 11/1/2022 | 5/1/2023 | 1 | 2 |
| **12090** | A sensor, cloud-based data management and analytics system application component for athlete's interaction and communication. | 4/1/2022 | 10/1/2022 | 0.3 | 0.5 |
| **16436** | A software that is intended to deliver programming and track progress of athletes for strength coaches in their gym. | 4/1/2022 | 10/1/2022 | 0.3 | 0.5 |
| **SPARK Central Lower Level: Flex Desk** | | | | 1 | 45 |

| Uniq ID | Account Description | Start Date | Exit Date | Seats | FTEs |
|---|---|---|---|---|---|
| 16662 | Develops and manufactures camera-based Advanced Driver Assistance Systems (ADAS) solutions to make the roads safer today. | 11/7/2022 | 5/7/2023 | 1 | 45 |
| **SPARK Central Lower Level: Virtual Desk** | | | | 2 | 249 |
| 16989 | A web-based, interactive platform to deliver the training. | 6/1/2023 | 6/1/2024 | - | 1 |
| 7754 | Sensors and measurement devices for electromagnetic radiation enabling essential technologies. | 5/16/2023 | 5/16/2024 | 1 | 9 |
| 2203 | Online furniture inventory management that allows targeted retailer interaction. | 5/16/2023 | 5/16/2024 | 0 | 10 |
| 15386 | Safe battery collection, transport, and storage for highly combustible batteries. | 5/16/2023 | 5/16/2024 | - | 1 |
| 16371 | Create satellites that can process large SAR collections on orbit to reduce downlink data volume. | 5/16/2023 | 5/16/2024 | - | 2 |
| 16722 | A search engine for "alternative TLDs" that use gTLDs or Web3 TLDs (such as Handshake). | 5/16/2023 | 5/16/2024 | - | 2.5 |
| 11541 | SaaS platform which allows authenticated revenue generating subscriptions to smart road services. | 5/16/2023 | 5/16/2024 | - | 2 |
| 8189 | Unmanned aerial vehicles (UAVs) to detect methane at solid waste landfills. | 5/16/2023 | 5/16/2024 | 0 | 17 |
| 17008 | Utilizing electronic leak detection devices and existing building materials to can give building owners the opportunity to extend the life cycle of their roof. | 5/12/2023 | 5/12/2024 | - | 1 |
| 15351 | An innovative Operating Room Efficiency Platform that enables the healthcare system to reduce stress in the OR, total cost of treatment, and increase patient wellbeing while achieving optimal quality of care. | 5/11/2023 | 5/11/2024 | 1 | 2 |
| 4803 | An intuitive integrated display that retrieves medical data. | 5/8/2023 | 8/31/2023 | - | 6 |
| 15410 | An "optimized fleet-as-a-service" to commercial fleet managers for multiple, specific purposes/uses. | 5/4/2023 | 8/31/2023 | - | 2 |
| 12128 | An artificial intelligence software platform that uses real-time in the catheterization lab to process conventional angiograms and automate a quantitative clinical assessment of coronary artery disease (CAD) patients. | 5/3/2023 | 8/31/2023 | - | 5 |
| 11900 | Meteorological technology intelligence that produces connected vehicle sensor data for improved road safety, improved weather forecasting, and for monetization of data for owners. | 5/1/2023 | 8/31/2023 | - | 3 |
| 16599 | Allow users to set up a legally binding contract that only allows funds to be pushed after both sides are 100% confident that the corresponding section of the contract has been fulfilled. | 4/24/2023 | 4/24/2024 | 0 | 1 |
| 16625 | A digital platform enabling communication and clinical collaboration across the care continuum with patients/families, providers, and network affiliates. | 4/24/2023 | 4/24/2024 | - | 1 |

| Uniq ID | Account Description | Start Date | Exit Date | Seats | FTEs |
|---|---|---|---|---|---|
| 16928 | A cutting-edge all-in-one hydrogen station with AI/ML energy management system designed to make hydrogen refueling easy, smart, and convenient. | 3/10/2023 | 9/10/2023 | - | 2 |
| 16841 | AI tools to automate the creation of photorealistic, lightweight, intelligent and accurate 3D models for all residential areas of the world, for gaming, simulations, interactive media, digital twinning and metaverse. | 2/6/2023 | 2/6/2024 | - | 0 |
| 16733 | A Hub-to-Hub middle-mile highway driving - eliminates the need to hire more truck drivers while reducing operations' costs. | 2/2/2023 | 8/2/2023 | - | 1 |
| 16563 | Aims to develop novel and more effective therapeutics in the areas of cardiovascular, metabolic and infectious diseases. | 2/1/2023 | 8/1/2023 | - | 3 |
| 16562 | ASKO Holdings is the parent company with ASKO Therapeutics and ASKO Pharma as two entities under it. | 2/1/2023 | 8/1/2023 | - | 3 |
| 16547 | Develops novel and more effective therapeutics in the areas of cardiovascular, metabolic, and infectious diseases. | 2/1/2023 | 8/1/2023 | - | 3 |
| 16813 | An early-stage drug discovery SaaS that manages drug discovery project data for academic and corporate entities. | 12/29/2022 | 12/29/2023 | - | 1 |
| 16464 | A unique electric vehicle thermal management system. | 12/20/2022 | 12/20/2023 | - | 2 |
| 16786 | A developer of smartwatch-based software solutions designed to elevate engagement and outcomes in health and wellness. | 12/5/2022 | 12/5/2023 | - | 2.5 |
| 8476 | Coach startups, help perfect their investor pitches and connect entrepreneurs with investors. | 12/5/2022 | 12/5/2023 | - | 0 |
| 11918 | Health management platform connecting patients, providers, and caregivers to effectively manage patients with chronic conditions. | 11/1/2022 | 11/1/2023 | - | 3 |
| 11540 | Manufacture and sell steel fiber for ultrahigh performance concrete (UHPC). | 10/27/2022 | 10/27/2023 | - | 4 |
| 16739 | Use of artificial Intelligence in the processing of endoscopy videos. | 10/24/2022 | 4/23/2023 | - | 1 |
| 16459 | Offers neuroscience equipment sales, consulting, and commercialization services to support the growth of the neuroscience research community. | 9/20/2022 | 9/20/2023 | - | 4.5 |
| 16658 | An options dashboard that will provide useful insights to retail investors at a competitive price. | 9/19/2022 | 3/19/2023 | - | 4 |
| 16365 | The next generation of eco-friendly, energy-saving ice management systems. | 9/1/2022 | 3/1/2023 | - | 7 |
| 16656 | Game development studio focused on creating a next generation, free-to-play, live service, social shooter. | 8/16/2022 | 2/16/2023 | - | 3 |
| 15264 | A creator financing and NFT marketplace. | 6/15/2022 | 12/15/2022 | - | 5 |
| 16411 | A home-based, over-the counter diagnostic wearable that detects early-stage SARS-CoV-2 and influenza related antigens, ESCoT™. | 4/25/2022 | 10/25/2022 | - | 1 |

| Uniq ID | Account Description | Start Date | Exit Date | Seats | FTEs |
|---|---|---|---|---|---|
| 8384 | Application and cloud service to connect dietitians and their clients for efficient, timely interaction. | 3/19/2022 | 3/19/2023 | - | 3 |
| 16154 | A urinary catheter extension for early UTI detection. | 3/4/2022 | 9/4/2022 | - | 2 |
| 289 | Creating an automotive and security technology portfolio. | 2/21/2022 | 8/21/2022 | - | 2 |
| 16274 | An augmented reality multimedia hardware and software package designed and patented for patient safety. | 11/23/2021 | 5/23/2022 | - | 2 |
| 14242 | A cloud-based computational teaching and learning platform. | 11/23/2021 | 5/23/2022 | - | 1 |
| 12937 | A self-sanitizing door handle by ultraviolet (UV) light. | 11/3/2021 | 5/3/2022 | - | 2 |
| 16184 | A means of improving oral care compliance in mechanically ventilated patients in order to reduce the real-world rates of ventilator associated pneumonia. | 10/21/2021 | 4/21/2022 | - | 2 |
| 15266 | A unified multi-facing ecosystem that handles the entirety of an individual's life. | 10/8/2021 | 10/8/2022 | - | 4 |
| 12911 | Works with organization's cross-functional leadership teams to translate existing (or enhanced) data, insights, and institutional knowledge into a readily actionable experience design strategy that unleashes new sources of revenue in both the near- and longer-term. | 9/14/2021 | 9/14/2022 | - | 1 |
| 8609 | Quotation lifecycle management (QLM) applications focused on managing the interaction between our customer companies and their customers and suppliers. | 9/14/2021 | 9/14/2022 | - | 4 |
| 12842 | Last mile robot delivery solutions. | 9/9/2021 | 3/9/2022 | - | 6 |
| 15418 | A new style continuous positive airway pressure (CPAP)/bilevel positive airway pressure (BIPAP) mask/liner. | 9/1/2021 | 12/1/2021 | - | 1 |
| 15378 | A company that provides a robotics platform for autonomous mobility solutions in a variety of industries. | 8/23/2021 | 2/23/2022 | - | 0.5 |
| 15389 | A pay-it-forward system to purchase gifts of cheer for their friends and family. | 8/19/2021 | 8/19/2022 | - | 2 |
| 14712 | Automatically adjusting the flow of oxygen to patients using a closed-loop system that delivers precisely the right amount of oxygen based on the patient's real-time bio-metric and activity data. | 8/6/2021 | 2/6/2022 | - | 2 |
| 15352 | A venture capital firm. | 8/4/2021 | 8/4/2022 | - | 1 |
| 12112 | An on-farm mycotoxin monitoring system that will allow livestock and dairy farmers to preemptively detect and remove contaminated animal feed. | 6/21/2021 | 6/21/2022 | - | 2 |
| 585 | Software development with biostatistics and spatial epidemiology. | 6/16/2021 | 12/16/2021 | - | 3.5 |
| 15241 | A platform that utilizes biosignals acquired through a third-party wearable device to detect (and eventually anticipate) anxiety and stress in real-time. | 6/1/2021 | 12/1/2021 | - | 2 |

| Uniq ID | Account Description | Start Date | Exit Date | Seats | FTEs |
|---|---|---|---|---|---|
| 15255 | Digitization of an existing professional internal auditing methodology. | 5/27/2021 | 11/27/2021 | - | 2 |
| 15196 | A children's app aimed at fostering social and emotional intelligence for three- to seven-year-olds in the U.S. | 5/20/2021 | 11/20/2021 | - | 2 |
| 15179 | Capital and technology enabled platform that will aid tenants, help them preserve their capital, and win landlords more lease deals. | 4/26/2021 | 4/26/2022 | - | 6 |
| 15159 | Helps healthcare companies know what germs are growing in their clinical environments. | 4/26/2021 | 10/26/2021 | - | 1 |
| 11960 | Background check for customers who use online services. | 4/12/2021 | 10/12/2021 | - | 2 |
| 14794 | A dynamic standing desk aimed at combating sedentariness and promoting physical activity in the office space. | 3/18/2021 | 9/17/2021 | - | 1.5 |
| 15090 | Digital health and education company with a proven program to reduce weight and thus improve non-alcoholic fatty liver disease (NAFLD) for its members. | 3/11/2021 | 9/10/2021 | - | 6 |
| 11895 | A cloud-based platform that enables automotive companies to effectively manage their pre-production operations, meet customer requirements, and collaborate with suppliers in a single platform. | 2/16/2021 | 8/16/2021 | - | 3.5 |
| 8122 | Platform for pharmacies and physician offices to source prescription drugs. | 2/16/2021 | 2/16/2024 | - | 2 |
| 11310 | Continuous, non-invasive, wearable blood pressure monitoring device. | 2/16/2021 | 2/16/2022 | - | 1 |
| 12129 | Uses data signals and historical patterns to provide a high accuracy labor demand forecast and prescribe optimized scheduling to yield reduced labor expense without compromising service quality. | 2/15/2021 | 2/15/2022 | - | 2.5 |
| 8323 | System for recording, displaying, and interpreting human eye movements, and a method for recognizing emotional reactions to visual content. | 2/15/2021 | 8/15/2021 | - | 1 |
| 11850 | A cloud based robo-advisory platform for commodity hedging. | 2/15/2021 | 2/15/2022 | - | 1 |
| 7723 | A research and consulting firm focused on transportation and sustainability. | 2/15/2021 | 2/15/2022 | - | 1 |
| 8769 | Automated legal document generation software. | 2/15/2021 | 2/15/2022 | - | 1 |
| 8543 | Novel video analytics capability for public safety and automotive companies to service their video analytics needs. | 1/22/2021 | 7/21/2021 | - | 9 |
| 11893 | Developing a level 4 autonomous bus platform for vehicle manufacturers and organizers who plan to operate an autonomous fleet. | 12/1/2020 | 5/31/2021 | - | 5 |
| 11691 | Focus on bringing the therapeutic benefits of nitric oxide to market. | 11/6/2020 | 5/5/2021 | - | 8 |
| 12043 | Education platform that allows teachers to upload lessons and projects, monitor progress, and guide students. | 10/21/2020 | 4/20/2021 | - | 3 |

| Uniq ID | Account Description | Start Date | Exit Date | Seats | FTEs |
|---|---|---|---|---|---|
| 11951 | A computer vision platform tool that error-proofs manufacturing processes and tracks body posture and movement to give assembly operators real-time feedback. | 10/19/2020 | 4/18/2021 | - | 9 |
| 12903 | A holistic financial platform tailored to couples for better expense sharing and payments. | 7/29/2020 | 1/28/2021 | - | 2 |
| 11373 | Software development studio with a focus on digital games, entertainment, and tools. | 7/29/2020 | 1/28/2021 | - | 1 |
| 6407 | Home care assistant services for household duties to light non-medical personal care applicants. | 6/26/2020 | 12/25/2020 | - | 1 |
| 12190 | Makes control data easy and accessible to build predictive economic models. | 5/19/2020 | 11/18/2020 | - | 3 |
| 12070 | An automotive clean-tech company from Finland that designs, manufactures, and sells technology that enables the use of biofuel in gasoline and hybrid vehicles and other machinery. | 5/1/2020 | 11/30/2020 | - | 1 |
| 7982 | Drug discovery SaaS product. | 1/1/2019 | 6/30/2019 | - | 4 |
| 8774 | Vehicle-to-everything (V2X) software to make roads and vehicle-to-everything interactions safer. | 1/15/2018 | 7/16/2018 | - | 2 |
| 8591 | Compliance training SaaS platform, primarily focused on safety and security issues, in particular, workplace violence prevention (WPV) and active shooter preparedness. | 7/19/2017 | 1/18/2018 | - | 2 |
| 8393 | Business-to-business marketplace where businesses can easily find quality information technology professionals. | 7/15/2017 | 7/15/2018 | - | 5 |
| 6600 | Medical device for vision enhancement in persons with partial loss of sight. | 6/1/2013 | 12/31/2016 | - | 2 |
| **SPARK Central 1st Floor: Suite** | | | | **0** | **6** |
| 7374 | Augmented reality application for immersive digital experiences based on children's books. | 2/10/2023 | 2/10/2024 | - | 6 |
| **SPARK Central 3rd Floor: Suite** | | | | **13** | **21** |
| 12098 | Indoor positioning technology to provide traffic control and logistics support for hospitals and healthcare systems. | 4/1/2023 | 4/1/2024 | 7 | 13 |
| 8806 | Turnkey passive home entry module. | 10/1/2019 | 9/30/2021 | 6 | 8 |
| **SPARK Central 4th Floor: Designated Desk** | | | | **21** | **3** |
| 7617 | U-M Startup accelerator. | 4/1/2023 | 4/1/2024 | 20 | 2 |
| 16785 | Helps organizations identify and answer illusive entanglements of problems presented by the quickly-churning global information economy. | 12/5/2022 | 6/5/2023 | 1 | 1 |
| **SPARK East: Designated Desk** | | | | **2** | **2** |
| 8912 | Digital offering that seamlessly transitions Instagram users (who express interest in an item), from a viewer position to a shopping position. | 10/22/2021 | 10/22/2022 | 2 | 2 |
| **SPARK East: Flex Desk** | | | | **4** | **21.5** |
| 7591 | Talent consultants, human resource experts, and matchmakers focused on supporting Michigan companies and communities with their talent needs. | 12/8/2021 | 6/8/2022 | 2 | 13 |
| 15281 | Automated small to medium business loan approval process to accelerate loan approval. | 7/22/2021 | 1/22/2022 | 1 | 4.5 |

| Uniq ID | Account Description | Start Date | Exit Date | Seats | FTEs |
|---------|--------------------|-----------|-----------|-------|------|
| 8255 | Communications software for business-to-business or business-to-consumer. | 2/15/2021 | 2/15/2022 | 1 | 4 |
| **SPARK East: Virtual Desk** | | | | 0 | 41.5 |
| 12902 | A drug formulation to help chronic kidney disease patients. | 7/2/2023 | 7/2/2024 | - | 2 |
| 16407 | An all-in-one marketplace and digital platform for end-of-life and after-loss planning. | 6/14/2023 | 6/14/2024 | - | 1 |
| 17030 | A collection of electronic games that, as part of the play experience, require the user to perform speech challenges to engage in speech therapy. | 5/31/2023 | 5/31/2024 | - | 3 |
| 17007 | To provide software services, business consulting services, and import parts and trade. | 5/10/2023 | 11/10/2023 | - | 0 |
| 16775 | A marketplace for discovering, planning, and booking small corporate events and team experiences in a variety of unique spaces. | 3/6/2023 | 11/6/2023 | - | 1 |
| 15107 | An application for peer-to-peer tool and equipment rentals. | 2/20/2023 | 8/20/2023 | - | 2 |
| 16236 | A technology company that provides mobility-as-a-service to individual, retail, and commercial customers in need of last mile delivery. | 2/14/2023 | 8/14/2023 | - | 3 |
| 16653 | A mobile phone application that will serve as the first common platform for parents and families of individuals with cognitive and developmental disabilities. | 9/12/2022 | 9/12/2023 | - | 1 |
| 16642 | An app and platform geared towards interactive solutions for GenZ relating to career, housing, fintech, etc. | 9/6/2022 | 3/6/2023 | - | 1 |
| 16271 | Dedicated to translating the business potential of breakthrough bioscience technologies in targeted geographies. | 5/2/2022 | 11/2/2022 | - | 1 |
| 12260 | To reduce medical supply surplus by providing end-to-end supply tracking and management solutions. | 10/25/2021 | 4/25/2022 | - | 2 |
| 15408 | A portable document and photo scanner. | 9/7/2021 | 3/7/2022 | - | 1 |
| 15282 | A digital identity and vital information storage and exchange platform. | 7/7/2021 | 1/7/2022 | - | 2 |
| 11252 | Two wheeled 'series hybrid' for developing markets. | 2/18/2021 | 2/18/2022 | - | 1 |
| 6977 | Human capital management software optimizing hiring, evaluations, and workflows for education and healthcare. | 2/16/2021 | 2/16/2022 | - | 5 |
| 8132 | DNA and bioinformatics analysis and collaboration platform. | 2/15/2021 | 2/15/2022 | - | 2 |
| 11212 | A personal loan assistant that simplifies terms and guides students through lowering their aid package and automatically paying interest while in school. | 2/12/2021 | 8/11/2021 | - | 4 |
| 11953 | Test technology for color measurement in paint for quality control. | 1/1/2021 | 6/30/2021 | - | 1 |
| 14226 | Web application that tailors to companies in search of qualified technology-based suppliers. | 9/18/2020 | 3/17/2021 | - | 1 |
| 12929 | A platform for car enthusiasts and auto businesses to experience activities like tours, workshops, events, or adventures around individuals or auto | 8/24/2020 | 2/23/2021 | - | 1 |

| Uniq ID | Account Description | Start Date | Exit Date | Seats | FTEs |
|---|---|---|---|---|---|
| | businesses to share their cars, passion, auto skills, or expertise with guests. | | | | |
| 11831 | Provides chronic pain specialists with quantitative evaluations on treatment performance to help optimize the long-term care of patients. | 11/1/2019 | 10/31/2020 | - | 1 |
| 8366 | Physiological performance data analytics company. | 10/10/2019 | 1/9/2020 | - | 2.5 |
| 3549 | Disposable patient lifting system. | 9/7/2010 | 3/31/2016 | - | 3 |
| **SPARK East: Suite** | | | | 7 | 7 |
| 1782 | Laser imaging systems integrator, for combustion diagnostics, materials, and spectroscopic analysis. | 4/14/2022 | 4/14/2024 | 7 | 7 |
| **Total (121 Companies)** | | | | 51.6 | 399 |

## Hosted Networking and Educational Events

This quarter's events are broken down by month in the following table.

| Event Date | Event Name | Location | Attendees | Event Description |
|---|---|---|---|---|
| 4.4.2023 | CEO Masterclass | Virtual | 7 | CEO Masterclass is an eight week course where a cohort of peers create a personalized map of their journey as a startup CEO from where they are now to what they define as success. |
| 4.12.2023 | Inclusive Workplace Series: Inclusive Meetings | Virtual | 27 | The **Inclusive Workplace Series** provides training and guidance to growing companies in the greater Ann Arbor region who want to understand various aspects of diversity, equity, and inclusion (DEI) to consider in the development of their business. The series helps executives, HR professionals, team members, and all champions and allies learn how to build a more inclusive workplace culture that can result in improved hiring, employee retention and engagement, and deliver ROI in terms of innovation, performance, and growth. In this session, participants will: recognize ways to change your mindset about meetings, identify alternative ways to hold meetings given the new normal, demonstrate inclusive and effective facilitation skills to ensure maximum participation and eliminate habits that make meetings unproductive, and ensure all meetings end with action items. |
| 4.13.2023 | Customer Discovery - The Secret to Startup Success (Part One) | Virtual | 24 | Join us for this two-part workshop to learn the fundamentals of customer discovery. Session one will introduce the key customer discovery concepts and ground rules – along with pro tips for framing the right questions and how to conduct an effective interview. After you've had the chance to create your customer discovery plan, the second workshop will provide hands-on practice with guidance from our expert coaches. Working together with SPARK's entrepreneurial team you'll have the opportunity to perfect your interview process and explore what the results mean for your product or business. |
| 4.18.2023 | CEO Masterclass | Virtual | 7 | CEO Masterclass is an eight week course where a cohort of peers create a personalized map of their journey as a startup CEO from where they are now to what they define as success. |

| Event Date | Event Name | Location | Attendees | Event Description |
|---|---|---|---|---|
| 4.18.2023 | Boot Camp Celebration | In-Person at Venue by 4M | 77 | SPARK's Entrepreneur Boot Camp takes over the April A2 NewTech meetup! Cheer on the finalists as they pitch for a chance to win $25,000. On April 18, A2 NewTech hosts the finalists of Ann Arbor SPARK's Entrepreneurial Boot Camp Spring 2023 cohort. EBC is an intensive program to help entrepreneurs of early stage, technology-driven companies quickly determine if they have a viable business opportunity and focus on crucial next steps. Our entrepreneurs have worked tirelessly to validate their business concepts. After countless hours spent developing a business model and finding beta customers, the entrepreneurs are ready to present their progress to the community. |
| 4.19.2023 | Customer Discovery - The Secret to Startup Success (Part Two) | Virtual | 26 | This two-part workshop aims to teach the fundamentals of customer discovery. Session one introduced the key customer discovery concepts and ground rules – along with pro tips for framing the right questions and how to conduct an effective interview. The second workshop will provide hands-on practice with guidance from our expert coaches. Working together with SPARK's entrepreneurial team you'll have the opportunity to perfect your interview process and explore what the results mean for your product or business. |
| 4.25.2023 | Inclusive Workplace Series \| Unconscious Bias Training | Virtual | 40 | The **Inclusive Workplace Series** provides training and guidance to growing companies in the greater Ann Arbor region who want to understand various aspects of diversity, equity, and inclusion (DEI) to consider in the development of their business. The series helps executives, HR professionals, team members, and all champions and allies learn how to build a more inclusive workplace culture that can result in improved hiring, employee retention and engagement, and deliver ROI in terms of innovation, performance, and growth. In this session, participants will: gain an understanding of unconscious bias, identify ways in which certain ideas are learned or taught in society, recognize your own implicit bias and how to address it, learn about micro inequities, microaggressions, and devaluing others, identify strategies to implement inclusive language and actions for working in and building high-performing teams and recognizing key characteristics to promote inclusive workplaces, even in the face of opposition. |
| 4.26.2023 | GEM Entrepreneur in Residence Info. Session | Virtual | 30 | Ann Arbor SPARK is proud to introduce the GEM Entrepreneur in Residence Program as we work to support the collective GEM effort to drive equitable economic growth through the advanced mobility industry. The program is designed to connect highly experienced and skilled talent with innovative startup companies in mobility throughout southeastern Michigan. It will provide financial and administrative support for these placements. We will also be joined by Gus Simiao, a current-serving EIR from Ann Arbor SPARK's local EIR program to shed light on the role of an EIR and the impact they can have. |

| Event Date | Event Name | Location | Attendees | Event Description |
|---|---|---|---|---|
| 4.27.2023 | Founders Fireside with Brenda Jones | Hybrid - Zoom + SCIC | 38 | Join us April 27 for a fireside chat about all things entrepreneurial! Looking to start a new venture, gain access to funding, or simply network and connect to resources in the greater Michigan entrepreneurial ecosystem? Join us to learn from our panel of experts; with their combined decades of experience helping entrepreneurs commercialize and scale successfully – this interactive Q&A on everything entrepreneurship is a can't miss opportunity. |
| 5.2.2023 | CEO Masterclass | Virtual | 7 | CEO Masterclass is an eight week course where a cohort of peers create a personalized map of their journey as a startup CEO from where they are now to what they define as success. |
| 5.4.2023 | Ypsi 9th Hour: SPARK East | SPARK East | 98 | Join us for Ypsi 9th Hour, an after-work social scene of networking and camaraderie! Sponsored and co-created by BOS and Ann Arbor SPARK East Innovation Center, this after-work networking scene is for anyone looking to socialize with like-minded entrepreneurs, business professionals, and independent contractors in a casual, relaxed atmosphere with complimentary refreshments. Whether you own a long-running business in Ypsilanti or are new to the community, come out for our 9th Hour to meet other like-minded folks. Hope to see you there! |
| 5.9.2023 | Inclusive Workplace Series: Cultural Competency | Virtual | 25 | Identify how values and communication styles differ across cultures and develop the skills needed for cultural competence in the workplace. |
| 5.12.2023 | Challenger Sales for Startups & Small Business | Hybrid - SCIC + Zoom | 43 | Level the playing field and eliminate sales frustration with the Challenger approach. We'll teach you how. |
| 5.16.2023 | CEO Masterclass | Virtual | 7 | CEO Masterclass is an eight week course where a cohort of peers create a personalized map of their journey as a startup CEO from where they are now to what they define as success. |
| 5.17.2023 | Inclusive Workplace Series: Inclusive Leadership | Virtual | 40 | What leaders say and do has a huge impact on culture. Build high-performing teams by implementing inclusive language and actions in the workplace. |

| Event Date | Event Name | Location | Attendees | Event Description |
|---|---|---|---|---|
| 5.23.2023 | CEO Masterclass | Virtual | 7 | CEO Masterclass is an eight-week course where a cohort of peers create a personalized map of their journey as a startup CEO from where they are now to what they define as success. |
| 5.25.2023 | SPARK Annual Meeting | In-Person | 388 | Leaders from across the region come together to network, celebrate economic success stories of the past year, and preview key projects driving our community forward. We are pleased to welcome U-M President Dr. Santa J. Ono as our keynote speaker. |
| 6.5.2023 | A2ZERO Lunch & Learn | SCIC | 46 | Ann Arbor SPARK is excited to participate in the City of Ann Arbor's A2ZERO week, June 4 -10, where all things carbon neutral will be explored. Join us for an A2ZERO Lunch & Learn, where the City of Ann Arbor and Ann Arbor SPARK will engage with local startups about the A2ZERO plan, hear a featured business's sustainability success story, learn about local resources available to start building sustainability plans, and participate in breakout sessions to help define what businesses need and can do to begin their sustainability journey. This event is important for outreach and education, as SPARK looks to encourage the adoption of sustainability practices for businesses and employees working and moving around Ann Arbor. A2ZERO week is sure to move the bar forward as we all learn to work together to reach Ann Arbor's goal to be carbon neutral by 2030. |
| 6.15.2023 | Customer Discovery - The Secret to Startup Success (Part 1) | Virtual | 24 | Every successful entrepreneur knows that customer discovery is an essential first (and ongoing) step in creating a new product, service, or business. Understanding who your potential customer is, what keeps them up at night, and what motivates them to solve those challenges, provides the foundation for everything from product development to more effective marketing and sales. |
| 6.20.2023 | SPARK.ed \| Financial Projections Workshop | Hybrid, SCIC + Zoom | 43 | Well-prepared projections are essential for all business plans and critical if you're in search of outside funding. Join Ann Arbor SPARK for an introduction to financial projections workshop, presented by Gary Hessenaur, CPA. This workshop is designed to provide a detailed approach to preparing projected financials. If you're an entrepreneur with a self-funded business or you're looking for investors, this is the workshop for you! Zoom in at your convenience or participate in-person … either way, please come prepared with questions! |
| 6.20.2023 | A2 Mobility Tech Meetup \| Drone Deliveries Advancing Healthcare in Michigan | Hybrid, SCIC + Zoom | 51 | Join Ann Arbor SPARK for an exciting A2Mobility Tech Meetup focused on the Advanced Air Mobility ecosystem. This event will delve into the innovative use of drone technology to advance healthcare. We have gathered industry experts and leading organizations, including blueflite, Spright, Michigan Medicine, and Newlab, for an engaging panel discussion to share their insights and experiences in a discussion exploring how drone delivery can transform healthcare services, patient experiences, accessibility, and affordability. |

| Event Date | Event Name | Location | Attendees | Event Description |
|---|---|---|---|---|
| 6.22.2023 | Customer Discovery - The Secret to Startup Success (Part 2) | Virtual | 27 | Every successful entrepreneur knows that customer discovery is an essential first (and ongoing) step in creating a new product, service, or business. Understanding who your potential customer is, what keeps them up at night, and what motivates them to solve those challenges, provides the foundation for everything from product development to more effective marketing and sales. Join us for this two-part workshop to learn the fundamentals of customer discovery. Session one on January 19 will introduce the key customer discovery concepts and ground rules – along with pro tips for framing the right questions and how to conduct an effective interview. After you've had the chance to create your customer discovery plan, the second workshop on February 2 will provide hands-on practice with guidance from our expert coaches. Working together with SPARK's entrepreneurial team you'll have the opportunity to perfect your interview process and explore what the results mean for your product or business. |
| 6.22.2023 | Ypsi 9th Hour: Riverside Arts Center | Riverside Arts Center | 105 | Join us for Ypsi 9th Hour, an after-work social scene of networking and camaraderie! Sponsored and co-created by BOS and Ann Arbor SPARK East Innovation Center, this after-work networking scene is for anyone looking to socialize with like-minded entrepreneurs, business professionals, and independent contractors in a casual, relaxed atmosphere with complimentary refreshments. Whether you own a long-running business in Ypsilanti or are new to the community, come out for our 9th Hour to meet other like-minded folks. Hope to see you there! |
| **Total (23 Events)** | | | **1187** | |

## Microloans

| | |
|---|---:|
| **Number of loans currently outstanding:** | **4** |
| **Current total loan amount outstanding** | $213,837.74 |
| **Loan amounts repaid this fiscal year** | $0 |
| **Loans written off this fiscal year** | $81,210.54 |
| **Cumulative Jobs retained** | 113.5 |
| **Cumulative net Jobs created** | 88 |
| **Payment made back to LDFA this fiscal year** | $0 |
| **Current balance of the microloan account** | **$10,003.41** |

## Capital Raised

The following table lists transactions reported by companies previously served by LDFA funded programs:

| Uniq ID | Investor Organization | Total Amount ($) |
|---|---|---|
| **Venture Capital** | | **$20,870,000.00** |
| **2203** | BELLE Impact Fund, Capital Midwest Fund, City Side Ventures, Invest Detroit, Invest Detroit Ventures, Michigan Angel Fund, Michigan Rise, Service Provider Capital | $2,710,000.00 |
| **8832** | Ten Eleven Ventures, RPS Ventures, Mercury Fund, HPA, Jon Oberheide | $15,000,000.00 |
| **16313** | Michigan Rise, Red Cedar Ventures, LP West Tech Holdings | $1,200,000.00 |
| **7493** | Undisclosed | $1,960,000.00 |
| **Angels & Foundation** | | **$2,000,000.00** |
| **8189** | Abhishek Desai (Abhishek Desai), Caygan Capital, Michigan Angel Fund(Joseph Simms), Michigan Rise, Microtech Ventures, Naruhisa Nakagawa(Naruhisa Nakagawa), New World Angels | $2,000,000.00 |
| **Corporate/University/Foundation** | | **$20,000.00** |
| **16999** | Techstars | $20,000.00 |
| **Total (6 Companies)** | | **$21,690,000.00** |

## Software

During this quarter, the software line in our budget was used in the following ways:

1. **Zendesk**: $1,125.00 ($375.00/month) – Customer experience tool to help manage the incubators.
2. **PitchBook:** $27,000.00 – Access to in depth private & public capital market data
3. **Robin**: $10,155.00 - Desk booking, room scheduling, and hybrid work software
4. **E-books**: $1,500.00 – e-book hosting software

**Total: $28,125.00**

## Integrated Marketing Plan



## Marketing Performance Metrics | Q4

Using an integrated marketing strategy to increase LDFA brand awareness

| Marketing Communications Tool | | Description | FY 22 – 23, Q3 | Vs. Last Quarter | Vs. Last Year |
|---|---|---|---|---|---|
| Website Visits | | Visits to our website will raise awareness and provide valuable tools and resources. | 99,225 | -4% | +67% |
| Video Views | | Video views on multiple platforms to reach wider audiences. | 105,727 | +13% | -15% |
| Social Media Impressions | | General visibility on a variety of popular social media platforms. | 1,864,564 | +10% | -25% |
| Social Media Interactions | | Direct, positive interactions with people from all over the world. | 100,649 | +21% | -25% |

## Strategic Marketing and Communication Services

The newest addition to the SPARK services for our clients is strategic marketing and communication services. This is an in-house marketing strategy and service for our clients through the LDFA, dedicated to helping clients effectively reach their target audience. A few of the services offered through this expansion are strategy and planning, market targeting, support, and advice on the execution of specific tactics, and connecting clients to additional community resources. This quarter there were a total of 68 sessions with 26 companies; 5 of them were new marketing clients.

| Uniq ID | Marketing Strategy Type | Sessions | New Company |
|---|---|---|---|
| 8255 | Strategic marketing session | 1 | |
| 16482 | Strategic marketing session, content development, marketing resources and educational materials | 4 | |
| 16407 | Strategic marketing session, marketing referral | 5 | |
| 0585 | Strategic marketing session, marketing referral | 10 | |
| 16271 | Strategic marketing session, marketing needs assessment | 2 | 1 |
| 16414 | Strategic marketing session | 1 | |
| 16864 | Strategic marketing session | 1 | |
| 15408 | Strategic marketing session | 1 | |
| 16982 | Strategic marketing session | 1 | |
| 15388 | Marketing referral, strategic marketing session, content development | 2 | |
| 15282 | Strategic marketing session | 2 | |
| 15421 | Strategic marketing session | 1 | |
| 15410 | Strategic marketing session, content review and edits | 6 | |
| 11252 | Strategic marketing session, marketing resources and educational materials | 3 | |
| 11838 | Strategic marketing session, marketing resources and educational materials, content development | 6 | |
| 11110 | Strategic marketing session | 4 | |
| 15288 | Strategic marketing session | 2 | |
| 0486 | Strategic marketing session | 2 | |
| 16236 | Strategic marketing session | 2 | |
| 17057 | Marketing needs assessment | 1 | 1 |
| 6977 | Marketing referral; strategic marketing session | 6 | |
| 16613 | Marketing needs assessment | 1 | 1 |
| 15090 | Strategic marketing session | 1 | |
| 13678 | Marketing needs assessment | 1 | 1 |
| 17008 | Marketing needs assessment | 1 | 1 |
| 11606 | Strategic marketing session | 1 | |
| **Total (26 companies)** | | **68** | **5** |

# Lenawee Now

Our satellite accelerator Lenawee NOW located in Adrian, Michigan has been included on Ann Arbor SPARK's 15-year LDFA extension as a SmartZone. Their office is involved in SPARK's entrepreneur services weekly pipeline meeting, boot camp, MEDC gateway, and our services as a whole. Thus, the following is a few takeaways from their performance over the last quarter.

**Business Accelerator Intake [Phase I]**
8 Total requests received
8 Requests non-tech
0 Qualified leads referred to Lenawee Now

**Company Created**
None during this quarter.

**The following company were evaluated through [Phase II] Due Diligence:**
None during this quarter.

**The following company received [Phase III] Business Acceleration Grant support:**
None during this quarter.

**Talent Programs**
Lenawee Now does not have an official EIR program but utilizes the members of our LION fund to assess early-stage projects.

Lenawee Now does not have an Intern Matching Funds program.

**Hosted Events**
- Economic Luncheon      5/15/2023

**Capital Raised**

Lenawee Now's portfolio companies did not raise any capital private capital this quarter.

**Methodology**

Jobs Created: 0

## Methodology

**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 which 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 is captured of the applicant's needs.

**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 meet with entrepreneurs FTE updates are gathered and recorded in the CRM system. Starting midway through this contract year, written documentation is being 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 Survey Monkey; an online survey tool that synchronizes with Salesforce. Our survey asks for data including current employment and other vital company information. Unfortunately, the response to our surveys has been less than 100%. The response rates for each of the four areas 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.

**Jobs Created**

New FTEs or "Jobs Created" are calculated by subtracting the retained jobs for the particular service we provided from the current job count, which gives us the added jobs since that particular engagement started. Quarterly report values are representative of job growth for all time served companies, as pulled by data given within the quarter. Annual report values are representative of job growth for companies served with the fiscal year, as pulled by data given within the year and the annual survey.

**Capital Raised**

Investments and grants are reported to the LDFA when investment amounts are disclosed. In some cases, SPARK learns of investments that have taken place, but cannot accurately report the exact value of such investments due to lack of disclosure. When this occurs, SPARK reports such investments during the quarter in which investment values are disclosed, which may not correlate to the quarter in which the investment took place.

# 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.