

LDFA REPORT 2024 - 2025

ANN ARBOR/YPSILANTI SMARTZONE

Q4

235 COMPANIES
SERVED

15 JOBS
CREATED

10 COMPANIES
CREATED

\$23.1M FUNDS
RAISED
INVESTMENTS & GRANTS

\$339K
DIRECT SUPPORT

Kidou Systems Secures \$1M in Seed Funding to Launch Michigan Operations

Ann Arbor SPARK's entrepreneurial support services continue to play a pivotal role in advancing high-growth startups in Southeast Michigan. A recent success story comes from Kidou Systems, a robotics startup co-founded by Dr. Bogdan Epureanu, a distinguished University of Michigan mechanical engineering faculty member, and CEO Koji Shiono. Through a collaborative pipeline from UM Innovation Partnerships to SPARK, Kidou Systems successfully raised an initial \$1 million in seed funding, with the potential to increase to \$1.3 million due to investor interest. With this capital secured, Kidou Systems is now preparing to launch full operations and establish its presence in Michigan.

SPARK's continued support has been instrumental in helping Kidou Systems navigate early-stage challenges—providing key connections, fundraising guidance, and workspace resources as they expand their team and local footprint. This success underscores the impact of our mission: bridging university innovation to Michigan's entrepreneurial ecosystem and fueling the growth of cutting-edge companies. Throughout their engagement with SPARK, Kidou has leveraged the Business Accelerator Program for support with work authorization and financial forecasting, as well as the Intern Matching Program to fund and retain talent in the region.



Entrepreneur Boot Camp: Turning Early-Stage Ideas into High-Growth Companies

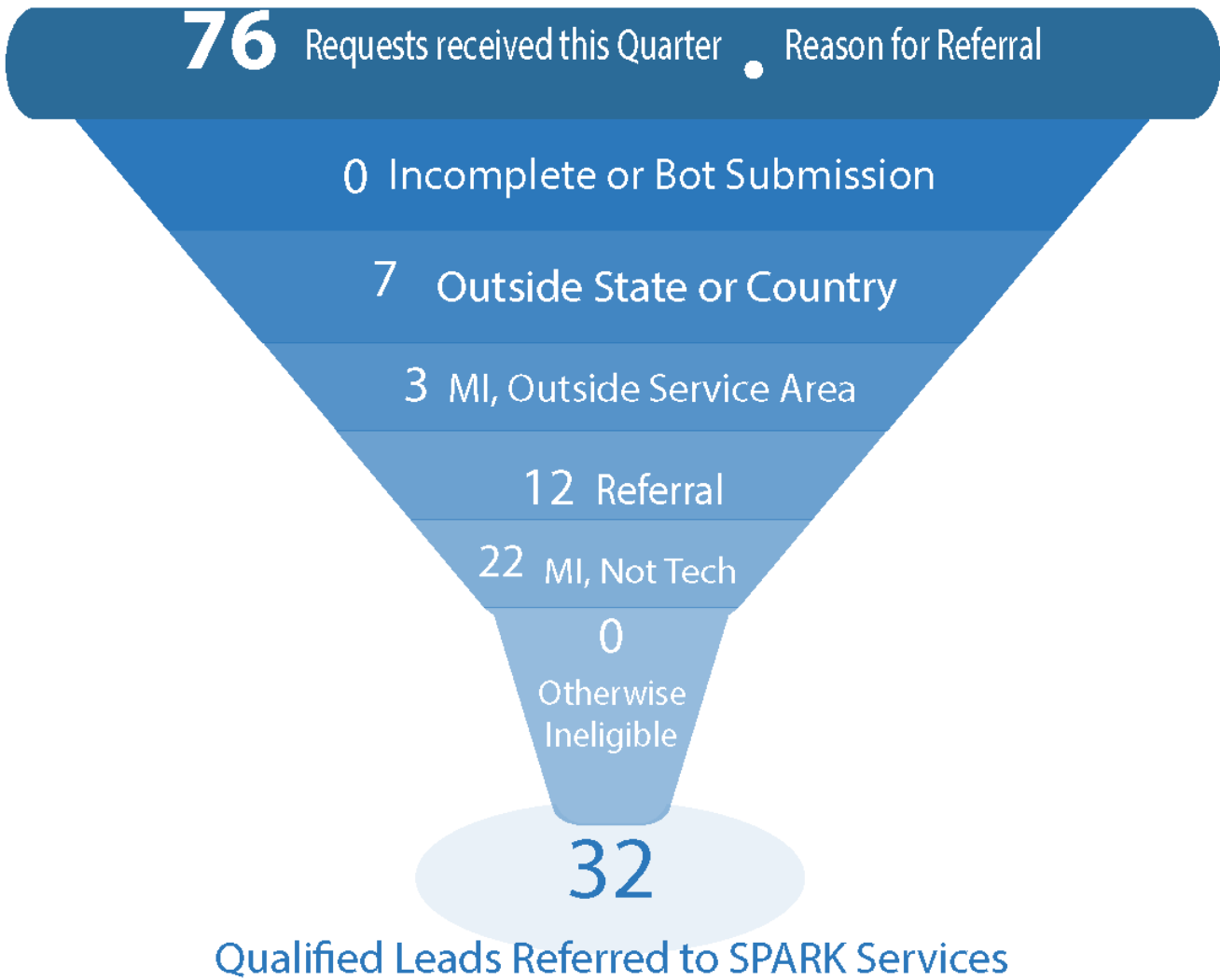


Ann Arbor SPARK's **Entrepreneur Boot Camp** delivers measurable results in building Michigan's startup economy. Thanks to critical support from our funding partners, this intensive, mentor-driven program helps first-time entrepreneurs validate business concepts, develop investor-ready pitches, and lay the foundation for growth.

Boot Camp is more than classroom instruction—it's a structured, hands-on experience that drives real market engagement. Over seven weeks, participating teams conduct direct customer discovery, receive expert coaching, and rapidly refine their business models. The outcomes speak for themselves: dozens of Boot Camp graduates have secured follow-on funding, created high-paying jobs, and established headquarters in Michigan.

This program remains one of our most effective tools for accelerating early-stage ventures and generating long-term economic impact—made possible by the continued investment of the LDFA. [Read more about the program here.](#)

Ann Arbor SPARK Quarterly Report: April 1, 2025 –June 30, 2025



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
17954	Provides an affordable, innovative solution to address the global pressure ulcer crisis.
18036	AI-driven open-source intelligence and narrative correlation across multi-format media.
18024	Providing a network of mobile, portable charging stations.
18022	Offering a localized, skill-based hiring platform that makes it easy for businesses to post gig opportunities and for workers to find and apply for relevant jobs in real-time.
17874	A platform technology to measure disease-specific molecular signatures within individual patient samples.
17831U	Developing an MR-based, interactive coding platform that transforms coding education into a hands-on, spatially engaging experience.
18087MU	Developing a technology capable of mitigating car sickness by employing predictive algorithms that anticipate vehicle maneuvers and preemptively activating mechatronic systems to alert and/or modify the passenger posture before inertial events happen.
17859U	Creating bio printed innovative bone grafts.
18035U	Developing a Battery Separator technology that addresses the Problem of Fires and safety.
17860	Mobile app for children aged 2–5 uses AI-powered animated avatars and engaging videos. The app helps children develop communication skills and compassion through conversations.
Total (10 Companies)	

Business Acceleration

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

Uniq ID	Description	FTEs	Billed Support
17644U	Creating a generative AI tool that helps streamline the production of 2D animation.	8	\$700.00

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

Uniq ID	Description	FTEs	Billed Support
11350M		3	\$19,905.00
Autonomous last mile delivery trailer.	Website strategy and content	3	\$8,400.00
	Design for assembly of new manufacturing of Shell and modular frame expansion verification. Wheel Lift Mechanism with new material and modular study and mockups.	3	\$11,505.00
11708U		5	\$5,000.00
Software innovations for advanced manufacturing automation with our current product being vibration compensation software.	Marketing and Sales consulting services.	5	\$5,000.00
11850		2	\$6,000.00
A cloud based robo-advisory platform for commodity hedging.	Actuarial and pricing model analysis.	2	\$6,000.00

Uniq ID	Description	FTEs	Billed Support
11986		0	\$750.00
A cloud-based video studio that allows users to stream live self-produced video content to all the major social media platforms.	Explainer Video.	0	\$750.00
12840MU		1	\$15,075.00
An online peer-to-peer marketplace for parking aimed at solving parking availability and affordability problem on college campuses by using empty driveway space.	Ancillary product feature enhancements	1	\$3,225.00
	Create and Manage marketing campaigns	1	\$2,875.00
	Create and Manage marketing campaigns	1	\$2,875.00
	Ancillary product feature enhancements	1	\$3,225.00
	Create and Manage marketing campaigns	1	\$2,875.00
12902Y		3	\$1,000.00
A drug formulation to help chronic kidney disease patients.	Financial Consulting and part-time CFO Services. Yearend Accounting. Tax returns.	3	\$1,000.00
15134U		5	\$9,067.70
Creates a database of indexed video content which allows creation of multiple applications to meet the needs of different content creators, including colleges, universities, government and industry.	Marketing strategy and campaign.	5	\$3,000.00
	Legal Services.	5	\$1,067.70
	Marketing strategy and campaign.	5	\$2,500.00
	Marketing strategy and campaign.	5	\$2,500.00
15410M		2	\$270.00
An “optimized fleet-as-a-service” to commercial fleet managers for multiple, specific purposes/uses.	Accounting Services	2	\$270.00
16420		4	\$4,200.00
A multi-tiered building-integrated thermometric home energy management system (HEMS) applied at the interior, surface-level of the building envelope.	Legal: Patent work.	4	\$4,200.00
16538		2	\$900.00
A virtual wellness coaching and support group platform guiding members toward optimal health to support pregnancy.	Accounting and bookkeeping assistance.	2	\$145.63
	Accounting and bookkeeping assistance.	2	\$154.37
	Accounting and bookkeeping assistance.	2	\$300.00
	Accounting and bookkeeping assistance.	2	\$300.00
16542		8.5	\$2,355.00
Works with organizations to implement innovative, equitable, and sustainable climate solutions that make an impact.	GHG Data Collection Tool	8.5	\$425.00
	GHG Data Collection Tool	8.5	\$1,355.00
	GHG Data Collection Tool	8.5	\$575.00
16603MU		2	\$2,900.00

Uniq ID	Description	FTEs	Billed Support	
	A novel direct injection, fuel injection system, that permits the operation of an internal combustion engine on a variety of low carbon intensity and "carbon free" fuels including: dimethyl ether (focus of initial efforts), ammonia, methanol and others.	Accounting system set up and training; invoice prep, reconciliation, reports, and tax compliances	2	\$2,900.00
16625		1	\$1,878.50	
		Legal: Advisor Agreement and Equity Grant agreement.	1	\$122.50
	A digital platform enabling communication and clinical collaboration across the care continuum with patients/families, providers, and network affiliates.	Assistance with negotiation of financing, partnership and intellectual property-related agreements	1	\$1,248.50
		Assistance with negotiation of financing, partnership and intellectual property-related agreements	1	\$507.50
16640M		2	\$2,700.00	
	Universal Seat-Mounted Airbag for passenger automobiles.	IP analysis, strategy and prep	2	\$1,400.00
		IP analysis, strategy and prep	2	\$1,300.00
16672U		2.5	\$7,500.00	
	A plasma-based water treatment system that can decompose a range of contaminants.	Legal: Redemption and Cross-Purchase, Amendment to Operating Agreement, Subscription Agreement, - Consulting Agreement and Confidentiality and Intellectual Property Assignment Agreement.	2.5	\$3,500.00
		Legal: Conversion, stockholders agreement, employee incentive plan & agreements.	2.5	\$4,000.00
16745U		3	\$1,252.50	
	An automated CPT coding algorithm that can accurately predict prior authorization and charge reconciliation in the perioperative space.	Legal: Customer contracting, Venture raise, Employee & equity agreements, Vendor contracts.	3	\$1,252.50
16813		2	\$10,000.00	
	An early-stage drug discovery SaaS that manages drug discovery project data for academic and corporate entities.	refine brand identity and enhance website	2	\$10,000.00
16833		2	\$2,250.00	
	Making real, fun, engaging games that also end up having therapeutic qualities and educate our players about their mental health.	Ancillary product development to improve the design of the survey tool	2	\$250.00
		Ancillary product development to improve the design of the survey tool	2	\$2,000.00
16969		7	\$5,000.00	
	An integration platform as a service (iPaaS) where users can locate and start the process of leasing everything from residential real estate to furniture and vehicles.	Legal Services: IP. Revive patent application, respond to office action.	7	\$5,000.00
16985U		4	\$2,000.00	
		Legal: SaaS agreement	4	\$1,933.75

Uniq ID	Description	FTEs	Billed Support
An online platform for conversation processing, to provide assistance with the growing number of virtual conversations.	Legal: SaaS agreement	4	\$66.25
16999U		6	\$17,702.50
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.	P&L, BS, CF, Payroll, Sales tax and compliance, Cash flow planning and forecasting, Management of accounting and bookkeeping processes	6	\$202.50
	Strategy development and implementation.	6	\$5,000.00
	Strategy development and implementation.	6	\$5,000.00
	Strategy development and implementation.	6	\$5,000.00
	Creating a whitepaper, developing a go-to-market strategy for the whitepaper, generating leads and demos, and building capacity for future projects through the creation of a voice and style guide and a research content calendar.	6	\$2,500.00
17033U		0	\$3,000.00
An online platform that helps teachers find and connect with change-makers in their community	Development and testing of an integrated partner matching and recommendation algorithm.	0	\$600.00
	Beta testing and refinement of custom webscraping algorithm.	0	\$1,000.00
	Development and testing a custom code solution to support the identification and emailing of potential community partners	0	\$1,400.00
17036		1	\$3,500.00
A device to capture CO2 emissions from train exhaust.	Legal Services: Corporate Documents	1	\$3,500.00
17053YU		2	\$6,960.00
An innovative platform for the large-scale screening of small molecule-target interactions that significantly accelerates drug-repurposing efforts.	Legal Services: Patent work.	2	\$6,960.00
17057Y		0	\$1,447.50
An AI-powered teaching assistant that helps students learn more effectively and efficiently.	Accounting and tax services	0	\$1,447.50
17174Y		1	\$2,700.00
Remote job board	Enhance existing software platform with features	1	\$2,700.00
17181		5	\$650.00

Uniq ID	Description	FTEs	Billed Support
Providing real time values of CO2 build up within the patient and automated CO2 removal from patients as needed	Preparation of Organizational Documents. Preparation of Business NDAs, Employee/Contractor PIAs. Preparation of Employee Stock Options Plan. Advise on and Negotiate License Agreement with the University of Michigan.	5	\$650.00
17280		2	\$424.18
Supervised Clinical Practice software	accounting advice on setting up quickbooks in accordance to GAAP and get some tax advice for its filing.	2	\$424.18
17290		1	\$2,945.00
A certified organic, animal free, plant-based water soluble fertilizer designed for commercial and non-commercial use.	Legal: Trademark. Preparation of documentation.	1	\$2,945.00
17296		2	\$6,250.00
Provides expertly-curated templates for agreements commonly-used by entrepreneurs, businesses and lawyers.	UX/UI work.	2	\$6,250.00
17302U		2	\$14,000.00
A K-8 digital platform that helps teachers deliver engaging curriculum with fidelity.	Accounting services.	2	\$2,000.00
	Government consulting services.	2	\$4,000.00
	Government consulting services.	2	\$4,000.00
	Government consulting services.	2	\$4,000.00
17342		0.5	\$200.00
Developing anti-caries probiotics.	Development of a product stability plan. Product development including packaging and formulation specifications. Advising on claim development and substantiation.	0.5	\$200.00
17368M		2	\$1,000.00
Developing a patented driver alerting solution to reduce collisions between vehicles and nearby cyclists, motorcyclists, and scooters.	Accounting Services	2	\$1,000.00
17382U		4	\$2,500.00
Creating a vitreous biopsy device.	Legal services: formation.	4	\$2,500.00
17400		1	\$216.00
Online Courses in the Computational Sciences.	Updating their privacy policy and terms of service to comply with the latest laws.	1	\$216.00
17406		6	\$7,000.00
Redefine the assessment of student athletes' potential using a cutting-edge AI algorithmic and machine learning platform.	Legal – General corporate work. Including but not limited to agreements & stock issuance.	6	\$7,000.00
17416U		1.5	\$8,134.00

Uniq ID	Description	FTEs	Billed Support
Detects manipulated images, audio, and video, including deepfakes, propounding trust in the integrity of the markets where it is deployed.	Legal- license negotiation with U-M.	1.5	\$4,038.00
	Legal- license negotiation with U-M.	1.5	\$696.00
	Website development.	1.5	\$3,400.00
17421MU		0	\$2,000.00
Developing a modular unmanned surface vessel robot, with state-of-the-art autonomous capabilities, that can be customized depending on the applications need.	Engineering Advising Services	0	\$2,000.00
17434MU		4	\$2,000.00
An efficient autonomous mobility system.	Accounting system setup & training using Quickbooks Online. Quarterly check-ins to review accounting transactions and touch on forward looking plans. Year-end accounting and tax compliance – Federal and state. Miscellaneous consulting as needed.	4	\$2,000.00
17487		1.5	\$270.00
Improve the standard treatment for hydrocephalus, a neurological disorder.	Marketing: Content Writing	1.5	\$270.00
17508U		3	\$3,600.00
Provides professional services in the design optimization of shapes for minimum drag, such as aircraft, hydrofoils, and cars. Aims to sell a product in the form of software for the optimization of shapes in various transportation vehicles to automatically reduce aerodynamic drag.	Accounting system setup & training using Quickbooks Online. New entity tax strategy & formation. Payroll setup.	3	\$3,600.00
17533U		0.5	\$5,500.00
Solves the inconvenience, cost, and uncertainty associated with acquiring or making high quality molten salts for experimental and commercial uses by applying our decades of process expertise to produce and test salt of consistently high quality and provide it for the energy research community.	Website & logo development.	0.5	\$5,500.00
17609		1	\$1,000.00
An educational video game that teaches anatomy, physiology, and some biochemistry in an integrated and interactive way.	Financial Consulting & part-time CFO. Yearend accounting. Tax returns.	1	\$1,000.00
17667		5	\$3,308.00
Developing a keychain which both allows the user to find their keys like a Tile or AirTag, and to communicate using instant messaging through a companion smartphone app with other users of the keychain.	Legal: Equity updates, Employee/consultant agreements, Loan documents, Draft commercial terms, Due diligence, privacy policy.	5	\$96.00

Uniq ID	Description	FTEs	Billed Support
	Financial statements, tax prep.	5	\$2,300.00
	Legal: Equity updates, Employee/consultant agreements, Loan documents, Draft commercial terms, Due diligence, privacy policy.	5	\$912.00
17677		1	\$1,241.00
Developing a system to put fires out externally on a house to protect them from wildfires.	Legal services for formation	1	\$1,241.00
17717M		3	\$3,250.00
Designs and builds reliable Battery Energy Storage Systems (BESS) using low-cost, used EV batteries.	Legal Services: IP negotiation, equity plan, consulting agreements, term sheet.	3	\$3,250.00
17787		2	\$9,500.00
Lets sales people define arbitrary signals & triggers and then scans their prospect list to surface actionable intelligence related to those triggers.	Legal Services: operating agreement complete with vesting clauses & all other necessary features.	2	\$6,000.00
	Accounting setup, transaction & entry assistance, Quickbooks consulting and training.	2	\$3,500.00
17788		1	\$3,500.00
Developing a device that allows customers to pull their sacrum back into its healthy position via a 3D print piece. This solves a common ergonomic issue.	Product video & two marketing reels.	1	\$2,475.00
	Product video & two marketing reels.	1	\$1,025.00
17826		3	\$7,500.00
Uses AI to help apartment owners connect with renters and offer best in class pricing, resulting in more leases.	Marketing video (script, filming, production, etc), developing cohesive branding strategy and design for collateral	3	\$7,500.00
17830U		1.2	\$4,375.00
A gamified sleep and screen time management device designed to improve bedtime routines for smartphone users of all ages.	Legal Services: Patent Application. No filing fees included.	1.2	\$4,375.00
17831U		3	\$4,250.00
Developing an MR-based, interactive coding platform that transforms coding education into a hands-on, spatially engaging experience.	Legal Services: Formation and assistance with immigration strategy.	3	\$3,535.00
	Legal Services: Formation and assistance with immigration strategy.	3	\$715.00
17859U		0.5	\$1,001.50
Creating bio printed innovative bone grafts.	Legal: Formation & related agreements, licensing agreement.	0.5	\$858.50
	Legal: Formation & related agreements, licensing agreement.	0.5	\$143.00

Uniq ID	Description	FTEs	Billed Support
17864		1	\$3,000.00
A comprehensive platform that offers end-to-end solutions for businesses seeking custom-branded merchandise and apparel. The platform addresses the complexities and inefficiencies often associated with sourcing, designing, producing, and distributing branded products.	Updated Sales Strategy & Playbook, Pipeline Framework, ICP Contacts	1	\$1,500.00
	Updated Sales Strategy & Playbook, Pipeline Framework, ICP Contacts	1	\$1,500.00
17865Y		1	\$3,250.00
A comprehensive solution for property management and tenant engagement, tailored for landlords, property managers, and syndicators	Legal: Formation Package.	1	\$3,250.00
17953U		0	\$2,500.00
AI-Powered Surgical Guidance Systems	Legal: Formation & negotiations.	0	\$2,500.00
17980U		2	\$4,135.50
Bone targeting therapeutics.	Legal services: formation and license negotiation with UM.	2	\$731.50
	Legal services: formation and license negotiation with UM.	2	\$1,396.50
	Legal services: formation and license negotiation with UM.	2	\$2,007.50
18087MU		5	\$3,724.76
Developing a technology capable of mitigating car sickness by employing predictive algorithms that anticipate vehicle maneuvers and preemptively activating mechatronic systems to alert and/or modify the passenger posture before inertial events happen.	Accounting/book keeping set up	5	\$3,724.76
8806		7	\$5,475.00
Turnkey passive home entry module.	Legal: Patent.	7	\$5,475.00
Total (58 Companies)		143.7	\$253,013.64

Talent Programs

Entrepreneur-In-Residence Program

This quarter, 10 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	FTEs	Billed Support
17383	Enhancing the performance of AI algorithms.	2	\$2,500.00

16989U	A web-based, interactive platform to deliver implicit bias training.	1	\$500.00
17408	Helps customers secure their cloud applications and services by discovering their attack surface, visualizing relationships between critical resources and the attack pathways (attack path modeling), and helping prioritize and automate their defense to the growing surface of cloud threats.	2	\$1,500.00
17174Y	Remote job board	1	\$775.00
16745U	An automated CPT coding algorithm that can accurately predict prior authorization and charge reconciliation in the perioperative space.	3	\$1,000.00
17826	Uses AI to help apartment owners connect with renters and offer best in class pricing, resulting in more leases.	3	\$10,750.00
17031U	Help more patients survive breast cancer and other types of cancers that are treated through surgical removal and radiation by helping their physicians provide the highest level of care and treatment.	5	\$1,387.50
17763Y	A life science tools company developing novel reagents for molecular biology and molecular diagnostics.	4	\$6,000.00
14794U	A dynamic standing desk aimed at combating sedentariness and promoting physical activity in the office space.	2	\$1,300.00
16928M	A cutting-edge all-in-one hydrogen station with AI/ML energy management system designed to make hydrogen refueling easy, smart, and convenient.	2	\$900.00
Total (10 Companies)		25	\$26,612.50

Intern Matching Funds Program

The Ann Arbor SPARK internship program provides up to \$6,000 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 by the client.

Uniq ID	Description	FTEs	Billed Support
17788	Developing a device that allows customers to pull their sacrum back into its healthy position via a 3D print piece. This solves a common ergonomic issue.	1	\$629.00
12031MU	Multi-dimensional electromagnetic energy convertor (EMEC) that increases the power density of conventional solar modules.	0	\$999.00
17659	Developing an optical structure integrated into a fiber, which itself can be interlaced directly into fabrics and apparel using standard textile manufacturing processes.	1.5	\$1,883.55
14747	A video game advertising agency that helps businesses and brands promote their products.	2	\$818.72
16985U	An online platform for conversation processing, to provide assistance with the growing number of virtual conversations.	4	\$2,575.00
17874	A platform technology to measure disease-specific molecular signatures within individual patient samples.	3	\$4,569.20

Uniq ID	Description	FTEs	Billed Support
16999U	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.	6	\$3,376.25
12030	English as a Second Language (ESL) educational technology platform that includes business culture training.	23	\$150.00
11353	Low-cost full-page tactile display for blind people that would enable true digital access to tactile information.	6.5	\$2,240.00
17951	Creating a solution that will convert a static process flow diagram into a discrete event simulation model.	2	\$2,452.92
11335M	Method to evaluate the safety of an autonomous vehicle.	2	\$3,497.77
16171	Virtual cybersecurity officer services to small and medium-size organizations.	15	\$1,925.00
17864	A comprehensive platform that offers end-to-end solutions for businesses seeking custom-branded merchandise and apparel. The platform addresses the complexities and inefficiencies often associated with sourcing, designing, producing, and distributing branded products.	1	\$6,819.59
16420	A multi-tiered building-integrated thermometric home energy management system (HEMS) applied at the interior, surface-level of the building envelope.	4	\$8,960.00
16928M	A cutting-edge all-in-one hydrogen station with AI/ML energy management system designed to make hydrogen refueling easy, smart, and convenient.	2	\$1,643.00
11606Y	An exploration application that allows users to collect locations and attractions visited and be presented in the style of a fun game that lets user earn points, level up in eight different categories, and achieve milestones.	2	\$2,360.00
Total (16 Companies)		75	\$44,899.00

Digital Engagement Clinic

Uniq ID	Description	FTEs	Billed Support
17358	The Digital Engagement Clinic at EMU (interns employed directly by the Clinic).	0	\$8,088.46
4519	Platform giving independent app publishers technology for customized native ads and access to advertisers.	58	\$380.80
6828	Software for the analysis of genetic data.	9	\$380.80
17788	Developing a device that allows customers to pull their sacrum back into its healthy position via a 3D print piece. This solves a common ergonomic issue.	1	\$190.40
12031MU	Multi-dimensional electromagnetic energy convertor (EMEC) that increases the power density of conventional solar modules.	0	\$190.40
16833	Making real, fun, engaging games that also end up having therapeutic qualities and educate our players about their mental health.	2	\$380.80

Uniq ID	Description	FTEs	Billed Support
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.	1	\$171.36
17871	An innovative solution for individuals facing stability and mobility challenges when getting in and out of vehicles	2	\$272.65
16538	A virtual wellness coaching and support group platform guiding members toward optimal health to support pregnancy.	2	\$280.84
17659	Developing an optical structure integrated into a fiber, which itself can be interlaced directly into fabrics and apparel using standard textile manufacturing processes.	1.5	\$238.00
18022	Offering a localized, skill-based hiring platform that makes it easy for businesses to post gig opportunities and for workers to find and apply for relevant jobs in real-time.	1	\$304.64
17627U	Developing a high-efficiency thermo-photovoltaic (TPV) technology for on-demand generation of electricity from thermal sources.	5	\$227.32
16251M	Modular hardware platforms robotics and autonomous vehicle companies to run delivery services.	4	\$190.40
15288	An app aiming to create a life free from sexually transmitted infections.	1	\$190.40
17826	Uses AI to help apartment owners connect with renters and offer best in class pricing, resulting in more leases.	3	\$380.80
16236M	A technology company that provides mobility-as-a-service to individual, retail, and commercial customers in need of last mile delivery.	2	\$190.40
11791U	Addresses disruptive CO2 emissions convert into hydrocarbon fuels.	4	\$418.88
16733M	A Hub-to-Hub middle-mile highway driving - eliminates the need to hire more truck drivers while reducing operations' costs.	1	\$380.80
16813	An early-stage drug discovery SaaS that manages drug discovery project data for academic and corporate entities.	2	\$285.60
16534	Software as a service to provide ongoing recommended supply chain "plays" that reduce costs and maximize impact.	1	\$323.68
17327	An Artificial Intelligence SaaS platform that empowers organizations to transform their business by providing easy to use but deep AI capabilities and an ecosystem.	6	\$109.48
16420	A multi-tiered building-integrated thermometric home energy management system (HEMS) applied at the interior, surface-level of the building envelope.	4	\$190.40
17667	Developing a keychain which both allows the user to find their keys like a Tile or AirTag, and to communicate using instant messaging through a companion smartphone app with other users of the keychain.	5	\$380.80
Total (23 Companies)		115.5	\$14,148.11

Boot Camp

None this Quarter.

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	Desks	FTEs
SPARK Central Lower Level: Dedicated Desk (4 Companies)			6	18
17522	A software solution to deploy development and test virtual infrastructure.	6/2/2025	1	2
12098M	Indoor positioning technology to provide traffic control and logistics support for hospitals and healthcare systems.	2/24/2025	1	8

Uniq ID	Account Description	Start Date	Desks	FTEs
13622	Creation of gaming software and merchandise for female audiences.	2/12/2025	3	3
11541M	SaaS platform which allows authenticated revenue generating subscriptions to smart road services.	5/22/2024	1	5
SPARK Central Lower Level: Virtual Desk (89 Companies)			0	314.5
16600	A small rocket for small and cube sat launches and a rocket system that launches a payload into space without using chemical propulsion and only using renewables to power the system (non-nuclear).	7/1/2025	-	5
18095	A predictive subscription defense engine that empowers consumers to take control of recurring charges before they happen.	6/9/2025	-	2
12098M	Indoor positioning technology to provide traffic control and logistics support for hospitals and healthcare systems.	6/1/2025	-	8
15134U	Creates a database of indexed video content which allows creation of multiple applications to meet the needs of different content creators, including colleges, universities, government and industry.	5/19/2025	-	5
17860	Mobile app for children aged 2–5 uses AI-powered animated avatars and engaging videos. The app helps children develop communication skills and compassion through conversations.	5/7/2025	-	1
17831U	Developing an MR-based, interactive coding platform that transforms coding education into a hands-on, spatially engaging experience.	4/22/2025	-	3
17902U	An AI-driven SaaS platform that revolutionizes how research institutions evaluate innovations for commercialization.	2/17/2025	-	1
17951	Creating a solution that will convert a static process flow diagram into a discrete event simulation model.	2/17/2025	-	2
17382U	Creating a vitreous biopsy device.	2/13/2025	-	4
17900	Empower users with a reliable, easy-to-use tool for reliable, robust deepfake detection and content authentication with insightful explanations.	2/3/2025	-	2
17934M	An AI-powered platform that automates compliance and usability evaluations for Human-Machine Interfaces (HMI) in industries with stringent regulatory requirements, starting with the automotive sector.	2/1/2025	-	2
17817M	Design and development of optoelectronic devices. Addresses the need for low-cost, easily integrated vehicular wireless communications hardware for line-of-sight communications.	1/28/2025	-	1
17858	Creating a new kind of game series and development platform that supports non-clinical therapy. Leveraging a unique fusion of engaging, narrative video games with mental health tools personally designed and vetted by our team's therapists' real-world practices.	1/17/2025	-	1.5
8774M	Vehicle-to-everything (V2X) software to make roads and vehicle-to-everything interactions safer.	1/1/2025	-	6.5
17522	A software solution to deploy development and test virtual infrastructure.	12/20/2024	-	2

Uniq ID	Account Description	Start Date	Desks	FTEs
17457U	Improves election security by offering a major innovation in the way test decks are chosen.	10/28/2024	-	3
15159	Helps healthcare companies know what germs are growing in their clinical environments.	10/26/2024	-	5
16657	Automating the Pacemaker and Implantable Cardiac Defibrillator (ICD) remote monitoring workflow.	10/15/2024	-	2
17712	A global, multi-lingual sales enablement platform that supports the healthcare continuum.	10/11/2024	-	1
17787	Lets sales people define arbitrary signals & triggers and then scans their prospect list to surface actionable intelligence related to those triggers.	10/1/2024	-	2
17667	Developing a keychain which both allows the user to find their keys like a Tile or AirTag, and to communicate using instant messaging through a companion smartphone app with other users of the keychain.	9/9/2024	-	5
17603	Creating preventative telecom solutions to bolster network reliability and reduce associated costs.	8/14/2024	-	4
17669MU	A state-of-the-art simulation toolchain designed to improve the safety performance of autonomous vehicles.	8/12/2024	-	1
16542	Works with organizations to implement innovative, equitable, and sustainable climate solutions that make an impact.	8/9/2024	-	8.5
17533U	Solves the inconvenience, cost, and uncertainty associated with acquiring or making high quality molten salts for experimental and commercial uses by applying our decades of process expertise to produce and test salt of consistently high quality and provide it for the energy research community.	8/1/2024	-	0.5
17359	SaaS product that uses AI to generate interactive video.	7/11/2024	-	15
17629M	Develops new-age automotive technologies in the suspension & chassis segment tailored to the up and coming EV market.	7/10/2024	-	3
17542U	Developing a unique adsorbent for both PFOS and PFOA.	7/1/2024	-	1
7046	Electronics based metering and power line communication.	6/21/2024	-	1
17522	A software solution to deploy development and test virtual infrastructure.	6/20/2024	-	2
17468	Developing a targeted anti-cancer drug designed to prevent, or significantly delay, metastasis in patients diagnosed with triple-negative breast cancer.	6/17/2024	-	2
17424	A sophisticated tool automating business plans, financial models, and forecasts.	6/15/2024	-	1
17494	Contractor portal for HVAC contractors.	6/4/2024	-	0
16587	AI-Powered Video Analytics For Manufacturing Plants To improve operational efficiency	5/1/2024	-	8

Uniq ID	Account Description	Start Date	Desks	FTEs
17440	Develops carbon-sequestering technical applications to alleviate environmental stressors from various industries.	4/16/2024	-	14
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.	4/1/2024	-	9
17306	Provides eDNA-based biodiversity assessments and monitoring, along with a suite of novel analytical tools to help nonprofits and industry to accurately report on their biodiversity-related impacts	3/13/2024	-	1
17434MU	An efficient autonomous mobility system.	3/1/2024	-	4
17403U	A health education program for patients who have chronic kidney disease and renal dietitians.	2/12/2024	-	1
17368M	Developing a patented driver alerting solution to reduce collisions between vehicles and nearby cyclists, motorcyclists, and scooters.	2/1/2024	-	2
17327	An Artificial Intelligence SaaS platform that empowers organizations to transform their business by providing easy to use but deep AI capabilities and an ecosystem.	1/15/2024	-	6
17323M	A solar-powered mobility platform designed to provide renewable energy and a 50-mile daily driving range.	1/8/2024	-	1
17353M	A comprehensive suite of solutions in the electric vehicle (EV) charging industry, consisting of Surge Plug and Surge Trip.	1/1/2024	-	2
16739U	Use of artificial Intelligence in the processing of endoscopy videos.	12/14/2023	-	5
585	Software development with biostatistics and spatial epidemiology.	11/30/2023	-	3.5
17291	A marketplace for holistic solutions.	11/13/2023	-	2
17296	Provides expertly-curated templates for agreements commonly-used by entrepreneurs, businesses and lawyers.	11/10/2023	-	2
11540MU	Manufacture and sell steel fiber for ultrahigh performance concrete (UHPC).	10/27/2023	-	3
17242	Chronic Illness Counseling, mental health services, clinical social work	9/7/2023	-	1
17172	Providing structured finance solutions for the space industry through closed-end funds and developing quantitative analysis tools to determine valuations for space-asset debt transactions	8/9/2023	-	1
17173MU	A cloud-based software designed to mitigate cyber risks in the automotive industry's complex supply chains.	8/1/2023	-	0
17181	Providing real time values of CO2 build up within the patient and automated CO2 removal from patients as needed	8/1/2023	-	5
17031U	Help more patients survive breast cancer and other types of cancers that are treated through surgical removal and radiation by helping their physicians provide the highest level of care and treatment.	7/12/2023	-	5
16989U	A web-based, interactive platform to deliver implicit bias training.	6/1/2023	-	1

Uniq ID	Account Description	Start Date	Desks	FTEs
8419M	Next-generation freight marketplace focused on better user experience, lower freight costs, and regulatory compliance.	5/16/2023	-	4
7754U	Sensors and measurement devices for electromagnetic radiation enabling essential technologies.	5/16/2023	-	9
2203	Online furniture inventory management that allows targeted retailer interaction.	5/16/2023	-	8
8189M	Unmanned aerial vehicles (UAVs) to detect methane at solid waste landfills.	5/16/2023	-	20
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	-	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	-	2
15410M	An "optimized fleet-as-a-service" to commercial fleet managers for multiple, specific purposes/uses.	5/4/2023	-	2
11900M	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	-	2.5
16928M	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	-	2
16841M	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	-	0
16733M	A Hub-to-Hub middle-mile highway driving - eliminates the need to hire more truck drivers while reducing operations' costs.	2/2/2023	-	1
16563U	Aims to develop novel and more effective therapeutics in the areas of cardiovascular, metabolic and infectious diseases.	2/1/2023	-	3
16562U	ASKO Holdings is the parent company with ASKO Therapeutics and ASKO Pharma as two entities under it.	2/1/2023	-	3
16547	Develops novel and more effective therapeutics in the areas of cardiovascular, metabolic, and infectious diseases.	2/1/2023	-	3
16464M	A unique electric vehicle thermal management system.	2/2/2023	-	2
8476	Coach startups, help perfect their investor pitches and connect entrepreneurs with investors.	12/5/2022	-	0
11918	Health management platform connecting patients, providers, and caregivers to effectively manage patients with chronic conditions.	11/1/2022	-	4
16365M	The next generation of eco-friendly, energy-saving ice management systems.	9/1/2022	-	10
16656	Game development studio focused on creating a next generation, free-to-play, live service, social shooter.	8/16/2022	-	2

Uniq ID	Account Description	Start Date	Desks	FTEs
16154U	A urinary catheter extension for early UTI detection.	3/4/2022	-	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.	5/27/2024	-	3
15418	A new style continuous positive airway pressure (CPAP)/bilevel positive airway pressure (BIPAP) mask/liner.	9/1/2021	-	3
15255	Digitization of an existing professional internal auditing methodology.	5/27/2021	-	2
15179	Hum enables internet service providers to earn more revenue, automate service, and sell more bulk and resident choice deals in multi-dwelling units.	4/26/2021	-	7
14794U	A dynamic standing desk aimed at combating sedentariness and promoting physical activity in the office space.	3/18/2021	-	2
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	-	4
11895M	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	-	3.5
11310	Continuous, non-invasive, wearable blood pressure monitoring device.	2/16/2021	-	1.5
8769	Automated legal document generation software.	2/15/2021	-	1
12043	Education platform that allows teachers to upload lessons and projects, monitor progress, and guide students.	10/21/2020	-	2
11951M	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	-	9
6407	Home care assistant services for household duties to light non-medical personal care applicants.	6/26/2020	-	0
12190	Makes control data easy and accessible to build predictive economic models.	5/19/2020	-	10
12070M	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	-	2
8393	Business-to-business marketplace where businesses can easily find quality information technology professionals.	7/15/2017	-	4.5
6600	Medical device for vision enhancement in persons with partial loss of sight.	6/1/2013	-	2
SPARK Central Lower Level: Suite (1 Company)			3	1
16371	Create satellites that can process large SAR collections on orbit to reduce downlink data volume.	9/1/2023	3	1
SPARK Central Third Floor: Suite (1 Company)			6	7

Uniq ID	Account Description	Start Date	Desks	FTEs
8806	Turnkey passive home entry module.	10/1/2019	6	7
SPARK East: Designated Desk (2 Companies)			2	3
17278Y	B2B software solution with an easy to use ticketing system, database, and data analytics.	11/20/2023	1	1
8912Y	Digital offering that seamlessly transitions Instagram users (who express interest in an item), from a viewer position to a shopping position.	9/1/2023	1	2
SPARK East: Flex Desk (1 Company)			1	8
8255Y	Communications software for business-to-business or business-to-consumer.	2/15/2021	1	8
SPARK East: Virtual Desk (27 Companies)			0	51
17865Y	A comprehensive solution for property management and tenant engagement, tailored for landlords, property managers, and syndicators	2/18/2025	-	1
17930Y	Enhances the student experience in the USA by offering diverse options for both international and domestic students.	1/27/2025	-	1
11252YM	Two wheeled 'series hybrid' for developing markets.	11/27/2024	-	1
17829YM	A smart self-powered automated perimeter security vehicle security system.	11/11/2024	-	1.5
16982Y	An adaptive, digital learning platform that engages students through culturally relevant content that caters to their interests.	10/7/2024	-	1
17655Y	A portfolio platform for the professional and technical workforce striving to bring more transparency and authenticity into the talent ecosystem.	8/19/2024	-	1
17649Y	A Wearable Heat Shield leg Wrap.	7/1/2024	-	1
17320Y	A mobile app that allows SMBs to manage recruitment on the go.	5/7/2024	-	1
11953Y	Test technology for color measurement in paint for quality control.	2/5/2024	-	1
17321Y	A mental health app that offers self-care tools and emotional data analysis, providing personalized mental health support and insights.	1/8/2024	-	1
17057Y	An AI-powered teaching assistant that helps students learn more effectively and efficiently.	6/2/2024	-	0
17174Y	Remote job board	8/11/2023	-	1
12039YU	Analytics tool that generates synthetic big data sets for healthcare.	7/31/2023	-	2
17157Y	Delivers unparalleled business insights to decision makers, enabling them to stay at the forefront of their industry.	7/28/2023	-	1.5
12902Y	A drug formulation to help chronic kidney disease patients.	7/2/2023	-	3
17030Y	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	-	3

Uniq ID	Account Description	Start Date	Desks	FTEs
16236YM	A technology company that provides mobility-as-a-service to individual, retail, and commercial customers in need of last mile delivery.	2/14/2023	-	2
16653Y	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	-	3
11606Y	An exploration application that allows users to collect locations and attractions visited and be presented in the style of a fun game that lets user earn points, level up in eight different categories, and achieve milestones.	1/24/2022	-	2
15408Y	A portable document and photo scanner.	9/7/2021	-	1
6977YU	Human capital management software optimizing hiring, evaluations, and workflows for education and healthcare.	2/16/2021	-	7
8132Y	DNA and bioinformatics analysis and collaboration platform.	2/15/2021	-	2
11212Y	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	-	4
14226Y	Web application that tailors to companies in search of qualified technology-based suppliers.	9/18/2020	-	1
12929YM	A platform for car enthusiasts and auto businesses to experience activities like tours, workshops, events, or adventures around individuals or auto businesses to share their cars, passion, auto skills, or expertise with guests.	8/24/2020	-	1
11831Y	Provides chronic pain specialists with quantitative evaluations on treatment performance to help optimize the long-term care of patients.	11/1/2019	-	4
3549Y	Disposable patient lifting system.	9/7/2010	-	3
SPARK East: Suite (2 Companies)			8	8
1782YM	Laser imaging systems integrator, for combustion diagnostics, materials, and spectroscopic analysis.	4/14/2024	7	8
17488Y	Empowers the paint and coatings industry with smart, sustainable transformation solutions.	2/1/2024	1	-

Hosted Networking and Educational Events

This quarter's events are broken down by month in the following table. Please note that the fifth column in this table reflects the number of attendees who self-identified as entrepreneurs in an optional survey question.

Event Date	Event Name	Location	Attendees	# Ent.	Event Description
4.3.2025	Customer Discovery - The Secret to Startup Success (Part One)	Virtual	39	27	Every successful entrepreneur knows that customer discovery is an essential first (and ongoing) step in creating a new product, service, or business. Join us for this two-part workshop to learn the fundamentals.

Event Date	Event Name	Location	Attendees	# Ent.	Event Description
4.7.2025	SPARK.ed Common Legal Mistakes Startups Make & Tip to Avoid Them	Virtual	48	39	Student-attorneys share law-related mistakes commonly made by early-stage startups and steps you can take to limit personal liability, protect intellectual property, comply with employment laws, and avoid messy future disputes.
4.8.2025	CEO Masterclass	Virtual	9	9	CEO Masterclass is an 8-week course where entrepreneurs work with a cohort of their peers to create a personalized map of their journeys as a startup CEO - from where you are now to what you define as success.
4.8.2025	A2 Mobility Tech Meetup China's EV Revolution: Overhyped or Global Shift?	In-Person, SCIC	52	24	A dynamic discussion on the rapid rise of China's EV industry, the role of government policy, and predictions for global adaptation with happy hour beverages and bites and networking with the A2 Mobility Tech community to follow.
4.10.2025	Customer Discovery - The Secret to Startup Success (Part Two)	Virtual	42	28	Every successful entrepreneur knows that customer discovery is an essential first (and ongoing) step in creating a new product, service, or business. Join us for this two-part workshop to learn the fundamentals.
4.10.2028	Ypsi 9th Hour	In-Person, BOS	95	52	Build your network at this low-key, low-pressure monthly event where you can meet your peers, share challenges and opportunities, and boost your career.
4.16.2025	Entrepreneur Boot Camp Celebration	In-Person, SCIC	59	33	Cheer on the finalists of Ann Arbor SPARK's Entrepreneurial Boot Camp Winter 2025 cohort as they present their business concepts to an illustrious panel of judges for a chance to win cash prizes.
4.22.2025	Doughnut Drop-In Coworking Day	In-Person, SCIC	10	6	Explore SPARK's newly available incubator desk space while enjoying doughnuts, connecting with the team, and learning about resources available to help you grow your business and navigate the entrepreneurial ecosystem.
4.22.2025	CEO Masterclass	Virtual	9	9	CEO Masterclass is an 8-week course where entrepreneurs work with a cohort of their peers to create a personalized map of their journeys as a startup CEO - from where you are now to what you define as success.
4.23.2025	SPARK.ed How Signal Processing & AI Took Over Everything (or Not)	In-Person, SCIC	38	24	Is AI really taking over? Unpack the evolution of AI, from its signal processing origins to its current buzz. We'll explore its practical application, potential impact, and where it's headed.

Event Date	Event Name	Location	Attendees	# Ent.	Event Description
4.24.2025	Ask the Investors Office Hours	In-Person, SCIC	3	3	Ask the Investors is focused on educating and guiding Michigan founders about early-stage investment. If you're a Michigan-based technology founder, this is your opportunity to ask individualized questions about how to raise funds.
4.30.2025	SPARK.ed Quality Service - The Key to Happy Customers & High Retention	Virtual	19	11	Customer retention and a high net promoter score are keys to growing your business and securing funding. Learn best-practices to help better understand how to make and keep customers happy and referenceable.
5.6.2025	CEO Masterclass	Virtual	9	9	CEO Masterclass is an 8-week course where entrepreneurs work with a cohort of their peers to create a personalized map of their journeys as a startup CEO - from where you are now to what you define as success.
5.7.2025	a2Tech360 Tech Trek Kickoff	Virtual	35	13	Annually, Ann Arbor SPARK hosts a2Tech360 to celebrate the region's innovation. Tech Trek, the event that inspired it all, is one-part street fair and one-part exploration. Think your company might be interested in participating? Join us for a virtual kick-off to learn more!
5.13.2025	SPARK Lead Learning to Lead	Virtual	42	14	This workshop introduces emerging leaders to essential leadership principles while helping them discover their authentic leadership voice. Whether you're an executive, HR professional, team leader, or someone who champions positive change, SPARK Lead provides practical tools to help you build strong, collaborative teams where everyone can contribute and succeed.
5.15.2025	a2Tech360 Partner Event Kickoff	Virtual	23	7	a2Tech360 is Ann Arbor's tech week and partner events play a vital role in making it happen. Think your company might be interested in hosting a workshop, panel, demo, or unique tech-inspired event? Join us for a virtual kick-off to learn how to get involved!
5.15.2025	Customer Discovery - The Secret to Startup Success (Part One)	Virtual	22	15	Every successful entrepreneur knows that customer discovery is an essential first (and ongoing) step in creating a new product, service, or business. Join us for this two-part workshop to learn the fundamentals.
5.21.2025	SPARK Annual Meeting & Regional Economic Forum	In-Person, EMU	412	N/A	For 20+ years, Ann Arbor SPARK has been at the forefront of driving economic development, fostering entrepreneurial opportunities, and enhancing community engagement. Join business, government, and academic leaders to preview exciting new projects and initiatives shaping our region's future.

Event Date	Event Name	Location	Attendees	# Ent.	Event Description
5.22.2025	Customer Discovery - The Secret to Startup Success (Part Two)	Virtual	25	16	Every successful entrepreneur knows that customer discovery is an essential first (and ongoing) step in creating a new product, service, or business. Join us for this two-part workshop to learn the fundamentals.
5.29.2025	Ask the Investors Office Hours	In-Person, SPARK Central	3	3	Ask the Investors is focused on educating and guiding Michigan founders about early-stage investment. If you're a Michigan-based technology founder, this is your opportunity to ask individualized questions about how to raise funds.
5.29.2025	Ypsi 9th Hour	In-Person, SPARK East	104	70	Build your network at this low-key, low-pressure monthly event where you can meet your peers, share challenges and opportunities, and boost your career.
6.11.2025	SPARK Lead Emotional Intelligence	Virtual	39	17	In today's complex workplace, emotional intelligence is a critical differentiator that drives leadership effectiveness, team cohesion, and organizational success. This interactive workshop will explore the four domains of emotional intelligence and equip you with practical tools to improve self-awareness, manage emotions, and foster stronger, more collaborative workplace relationships.
6.18.2025	Venue Connect Spark Your Elevator Pitch	In-Person, Venue by 4M	33	18	Join us for an engaging workshop with the team from Yeo & Yeo HR Advisory Solutions (Amy Cell Talent) where you'll gain invaluable insights into crafting a powerful introduction. This interactive workshop is designed to equip you with the confidence and skills to impress potential employers and expand your professional network.
6.20.2025	CEO Masterclass	Virtual	9	9	CEO Masterclass is an 8-week course where entrepreneurs work with a cohort of their peers to create a personalized map of their journeys as a startup CEO - from where you are now to what you define as success.
Total (24 Events)			1179	456	

Capital Raised

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

Uniq ID	Investor Organization Name	Total Amount (\$)
Venture Capital		\$23,050,000.00
7032	Arboretum Ventures, Michigan Capital Network, NYBC Ventures	\$20,000,000.00
17354	Kalamazoo Forward Ventures, Evoce Capital, Goose Capital, Dr. Nancy Chang, Canyon Oak Ventures, Bronco Venture Fund, Michigan Rise, Accelerate Blue Fund, Michigan University Innovation Capital Fund, Michigan Biomedical Venture Fund, Ann Arbor SPARK Capital	\$1,500,000.00
17717	SPARK, ID Ventures, MFV, MUICF	\$1,550,000.00
Corporate/University/Foundation		\$100,000.00
17669	OFME	\$100,000.00

Software

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





1. **Global Search:** \$3,787.60– Software tool for invoice processing and internal controls.
2. **Read.Ai:** AI Meeting notetaker - \$180.00
3. **Asana:** Project Management Software - \$3,516.80
4. **Calendly:** Meeting scheduling software - \$288.00
5. **Gongwer:** News subscription - \$1,500.00

Total: \$9,272.40

Integrated Marketing Plan

Marketing Performance Metrics | Q4

Using an integrated marketing strategy to increase LDFA brand awareness

Marketing Communications Tool	Description	FY 24 – 25, Q3	Vs. Last Quarter	Vs. Last Year
Website Visits 	Visits to our website will raise awareness and provide valuable tools and resources.	164,817	-1%	+38%
Video Views 	Video views on multiple platforms to reach wider audiences.	107,888	+44%	+32%
Social Media Impressions 	General visibility on a variety of popular social media platforms.	3,985,033	-6%	+65%
Social Media Interactions 	Direct, positive interactions with people from all over the world.	95,103	+88%	+27%

ANN ARBOR
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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 was a total of 29 sessions with 14 companies; 8 of them were new marketing clients.

Uniq ID	Description	Sessions	New Co.
18073	Marketing needs assessment	1	1
17922U	Content development, strategic marketing session	4	
16841M	Marketing needs assessment	1	1
17871	Content development; marketing resources and educational materials, strategic marketing session	5	
7046	Marketing needs assessment	1	1
15197M	Marketing needs assessment	1	1
18022	Marketing needs assessment	1	1

17354U	Marketing needs assessment	1	1
17031U	Content development	1	
17416U	Content development, marketing needs assessment	4	1
18035MU	Strategic marketing session	1	
17864	Content development, marketing needs assessment	2	1
16577	Content development, strategic marketing session	4	
16561U	Marketing resources and educational materials	2	
Total (14 Companies)		29	8

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 are a few takeaways from their performance over the last quarter.

Business Accelerator Intake [Phase I]

- 6 Total requests received
- 4 Requests non-tech
- 4 Referred to SBDC
- 2 Qualified leads referred to Lenawee Now

Company Created

- 1 Company created 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

- 5/13/2025 John Holcomb, Economic Club Luncheon
- 6/23/2025 Align Workforce Development Center Ribbon Cutting

Capital Raised

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

For the purpose of the Gateway Representative reporting LN records owner investment and portfolio company sales. This number for the 6-month period is \$940,000 revenue

Methodology

Jobs Created: 1

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.