

LDFA REPORT 2025 - 2026

ANN ARBOR/YPSILANTI SMARTZONE

02

253 COMPANIES
SERVED

5.5 JOBS
CREATED

6 COMPANIES
CREATED

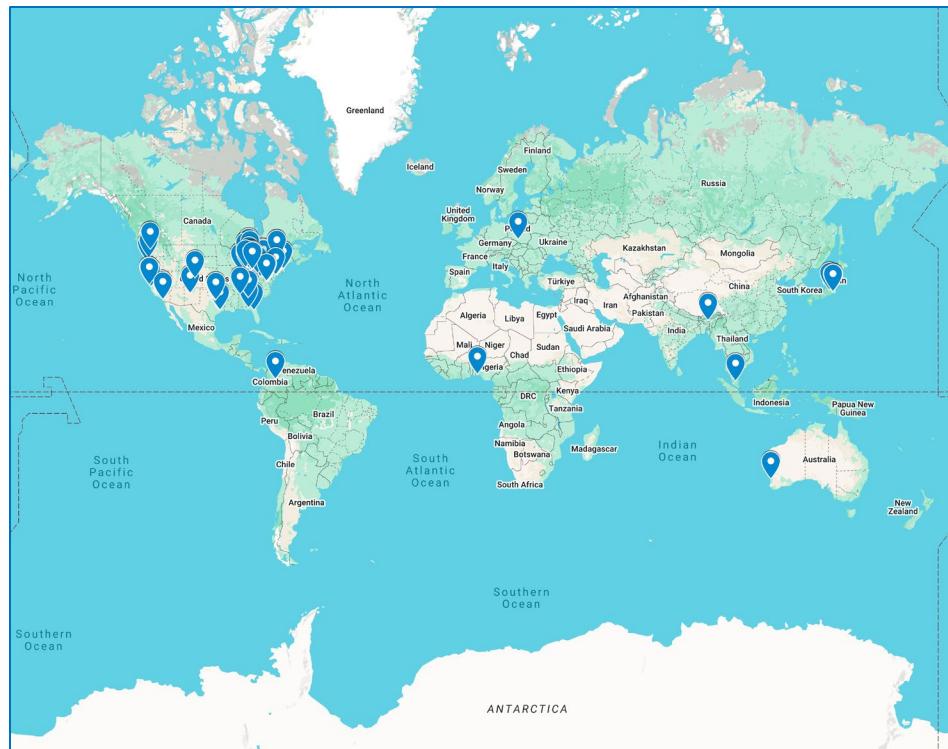
\$4.7M FUNDS
RAISED
INVESTMENTS & GRANTS

\$512K
DIRECT SUPPORT

Innovation in Every Direction: Highlights from a2Tech360 2025

The **2025 a2Tech360** event series delivered meaningful value to Washtenaw County's innovation ecosystem and advanced the LDFA's economic development objectives. Through a coordinated set of events, a2Tech360 highlighted regional strengths in entrepreneurship, technology, and talent while creating opportunities for connection across companies, institutions, and the broader community.

The series brought together founders, investors, employers, students, policymakers, and residents through programming that reflected the full lifecycle of innovation. Signature events such as **Invest360** provided early-stage companies with exposure to capital and feedback from investors, supporting startup growth and reinforcing Ann Arbor's position as a competitive environment for new ventures. The **FastTrack Awards** recognized scaling companies that are contributing to job creation and economic activity, reinforcing a culture that values growth and long-term sustainability.



a2Tech360 also played an important role in engaging the public with the region's innovation economy. Events like **Tech Trek** and live technology demonstrations activated downtown Ann Arbor and created accessible entry points for residents, students, and job seekers to interact directly with local companies. These experiences helped translate abstract concepts like "innovation" into tangible economic activity, strengthening community awareness of the value generated by the LDFA-supported ecosystem.

Talent development and retention were additional areas of impact. Programming such as **Tech Homecoming** connected employers with job seekers and alumni, supporting workforce needs while helping retain skilled talent in the region. By aligning business growth with talent engagement, a2Tech360 addressed a critical constraint facing many local employers.

The series also reflected a commitment to inclusivity and cross-sector collaboration. Events focused on women in technology, life sciences, and interdisciplinary innovation helped broaden participation and encouraged knowledge sharing across industries. This approach supports a more resilient ecosystem by reducing silos and expanding access to opportunity.

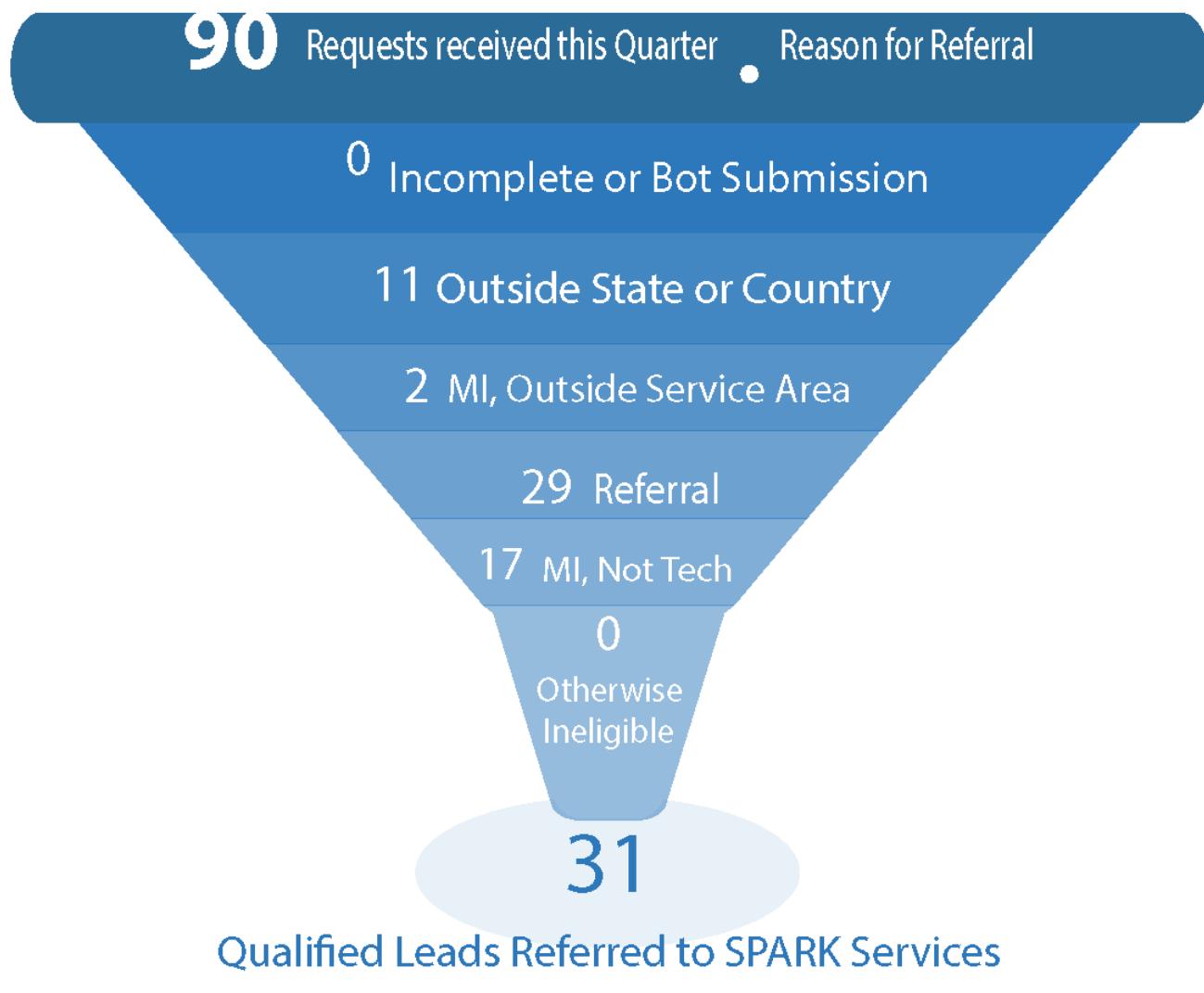
Overall, a2Tech360 functioned as a strategic convening platform that strengthened relationships, elevated regional visibility, and supported economic development outcomes aligned with the LDFA's mission. The 2025 series demonstrated how targeted investment in ecosystem-building activities can generate both immediate engagement and longer-term benefits for company growth, workforce development, and community understanding. Continued support for a2Tech360 will help maintain momentum and reinforce Washtenaw County's position as a center for innovation and entrepreneurship.

[Read More. Read the full report here.](#)

Ann Arbor-Ypsilanti SmartZone

Local Development Finance Authority

Ann Arbor SPARK Quarterly Report: October 1, 2025 –December 31, 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
18197	A multilingual Chrome extension that converts text into natural, human-like audio, in a variety of native-sounding voices with options for full text or AI-generated summaries.
18145MU	Building Attitude Determination and Control Systems for satellites.
18056U	A software for mortgage brokers and realtors that would act as a CRM platform, VA and process flow manager.
17919	A groundbreaking AI-powered platform revolutionizing supplier diversity by connecting corporate buyers in a marketplace with cutting-edge, diverse suppliers aligned with strategic procurement priorities.
18245	A white-label, modern, mobile-first platform that enables venues to deliver a seamless, end-to-end planning experience under their own brand.
18221	Developing cryptographic algorithms.
Total 6 Companies	

Business Acceleration

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

Uniq ID	Description	FTEs	Billed Support
17278Y	B2B software solution with an easy to use ticketing system, database, and data analytics.	1	\$400.00
7046	Electronics based metering and power line communication.	1	\$1,293.75
Total (2 Companies)		1	\$1,693.75

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

Uniq ID	Description	FTEs	Billed Support
12030		24	\$6,024.75
English as a Second Language (ESL) educational technology platform that includes business culture training.	website updates and technology updates. The budget will be used to scale MLC's online reach.	24	\$874.59
	Website Development to be AI Ready	24	\$5,150.16
12039YU		0	\$10,000.00
Analytics tool that generates synthetic big data sets for healthcare.	Review of Employee Incentive Plan, Review of drafts relating to officers and directors, Redemption Agreement and Equity Incentive Plan, Analysis of proposed ownership of [client], review of corporate records for [client], revise incorporation documents	0	\$10,000.00
12043		1	\$2,000.00
Education platform that allows teachers to upload lessons and projects, monitor progress, and guide students.	Sales & Marketing Support	1	\$2,000.00
12074		1	\$13,600.00
	Incorporate advanced statistical models into existing platform.	1	\$3,200.00

Uniq ID	Description	FTEs	Billed Support
A martech platform built to elevate creators and showcase a brand's purpose authentically through content.	Incorporate advanced statistical models into existing platform.	1	\$10,400.00
12840MU		1	\$12,390.00
An online peer-to-peer marketplace for parking aimed at solving parking availability and affordability problem on college campuses by using empty driveway space.	Digital marketing, SEO, and content creation.	1	\$4,130.00
	Digital marketing, SEO, and content creation.	1	\$4,130.00
	Digital marketing, SEO, and content creation.	1	\$4,130.00
12886M		1	\$19,740.00
A platform for independent mechanics to schedule appointments and payments for at-home car services.	Fleet management dashboard.	1	\$19,740.00
12902Y		3	\$232.00
A drug formulation to help chronic kidney disease patients.	Financial Consulting and part-time CFO Services. Yearend Accounting. Tax returns.	3	\$232.00
15339		1.5	\$320.00
A disruptive process which will revolutionize and cause standardization of Traumatic Brain Injury (TBI) diagnosis and treatment.	Media engagement and grant prep.	1.5	\$320.00
15388Y		1	\$1,000.00
Mobile application designed for 1099 contract delivery personnel, giving them the ability to safely and responsibly share information about work performed.	AI Developer education & Deployment Guidance	1	\$1,000.00
15410M		2	\$4,770.00
An “optimized fleet-as-a-service” to commercial fleet managers for multiple, specific purposes/uses.	Accounting Services	2	\$2,387.50
	Accounting Services	2	\$2,382.50
16236YM		4	\$20,000.00
A technology company that provides mobility-as-a-service to individual, retail, and commercial customers in need of last mile delivery.	Product Enhancements - UI/UX	4	\$10,000.00
	Product Enhancements - UI/UX	4	\$10,000.00
16538		2	\$900.00
	Accounting and bookkeeping assistance.	2	\$300.00
A virtual wellness coaching and support group platform guiding members toward optimal health to support pregnancy.	Accounting and bookkeeping assistance.	2	\$300.00
	Accounting and bookkeeping assistance.	2	\$300.00
16542		10	\$1,220.00
	GHG Data Collection Tool	10	\$870.00

Uniq ID	Description	FTEs	Billed Support
Works with organizations to implement innovative, equitable, and sustainable climate solutions that make an impact.	GHG Data Collection Tool	10	\$350.00
16561U		1	\$30,000.00
An educational technology (edtech) solution that powers engaged learning through multi-player educational role-playing simulations.	Platform enhancements to add self-serve capability.	1	\$10,000.00
	Platform enhancements to add self-serve capability.	1	\$10,000.00
	Streamline/modernize platform code (first milestone of attached).	1	\$10,000.00
16563U		3	\$2,000.00
Aims to develop novel and more effective therapeutics in the areas of cardiovascular, metabolic and infectious diseases.	Legal Services: UM subaward contract, employment documents, employment agreement negotiation.	3	\$2,000.00
16577		24	\$600.00
An outpatient mental health center.	SEO and Marketing Management	24	\$600.00
16625		1	\$2,177.70
A digital platform enabling communication and clinical collaboration across the care continuum with patients/families, providers, and network affiliates.	Digital storytelling video to prepare for pitching to angels and philanthropic VC	1	\$2,177.70
16640M		2	\$2,300.00
Universal Seat-Mounted Airbag for passenger automobiles.	IP analysis, strategy and prep	2	\$664.65
	IP analysis, strategy and prep	2	\$1,635.35
16672U		2	\$2,500.00
A plasma-based water treatment system that can decompose a range of contaminants.	Legal: SAFFE financing	2	\$2,500.00
16833		2	\$900.00
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
	go to market strategy from a gaming specialist	2	\$150.00
	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	\$250.00
16969		4	\$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.	Structure a potential business-first resolution to the dispute regarding use of the "Start My Lease" trademark	4	\$5,000.00
16985U		3	\$2,440.00
An online platform for conversation processing, to provide assistance with the growing number of virtual conversations.	This proposal outlines the compliance consulting services offered by Vaballa Consulting LLC to support Initium in evaluating and aligning with HECVAT Assessment	3	\$1,000.00

Uniq ID	Description	FTEs	Billed Support
	requirements and completing their HECVAT assessment.		
	Grant Writing Consulting	3	\$480.00
	Grant Writing Consulting	3	\$960.00
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	\$246.25
17157Y	P&L, BS, CF, Payroll, Sales tax and compliance, Cash flow planning and forecasting, Management of accounting and bookkeeping processes	6	\$246.25
	Implement CRM.	2.5	\$1,000.00
	Enhance brand awareness & create lead pipeline; website SEO positioning.	2.5	\$2,350.00
	Implement CRM.	2.5	\$1,000.00
	Enhance brand awareness & create lead pipeline; website SEO positioning.	2.5	\$2,350.00
	Enhance brand awareness & create lead pipeline; website SEO positioning.	2.5	\$50.00
	Implement CRM.	2.5	\$1,000.00
17181	Providing real time values of CO2 build up within the patient and automated CO2 removal from patients as needed	4	\$4,500.00
	Legal: Restructuring and Finalize Delaware formation and Michigan registration.	4	\$4,500.00
17278Y	B2B software solution with an easy to use ticketing system, database, and data analytics.	1	\$9,876.00
	Legal: For the next round of [company] negotiations, including trying to finalize the settlement agreement	1	\$2,000.00
	Legal: litigation and negotiation.	1	\$6,000.00
	Legal: litigation and negotiation.	1	\$1,876.00
17296	Provides expertly-curated templates for agreements commonly-used by entrepreneurs, businesses and lawyers.	2	\$1,500.00
	Marketing - social media strategy.	2	\$1,500.00
17342	Developing anti-caries probiotics.	1	\$269.50
	LLC formation and initial review and negotiation regarding documenting the Option Agreement	1	\$269.50
17416U	Detects manipulated images, audio, and video, including deepfakes, propounding trust in the integrity of the markets where it is deployed.	3	\$2,000.00
	Brand/logo image.	3	\$2,000.00
17421MU		2	\$3,400.00

Uniq ID	Description	FTEs	Billed Support
Developing a modular unmanned surface vessel robot, with state-of-the-art autonomous capabilities, that can be customized depending on the applications need.	Nonprovisional patent application prep	2	\$3,400.00
17505U		2	\$3,541.00
Creates immersive representations of buildings, interiors, and sites through 3D LiDAR point-cloud modeling and XR integration	Marketing and Comms planning and development, inc website, social media campaign, procedure manual, and data management	2	\$3,100.00
	Legal formation, IP license negotiation and agreement, customer agreement	2	\$391.00
	Legal formation, IP license negotiation and agreement, customer agreement	2	\$50.00
17526		2	\$2,080.00
Helps sales teams find who need their solution now, by tracking public signals with AI.	Content-led SEO Growth Strategy to help [client] generate consistent inbound leads	2	\$2,080.00
17533U		1	\$3,750.00
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.	Accounting services: set up	1	\$3,750.00
17644U		4	\$1,100.00
Creating a generative AI tool that helps streamline the production of 2D animation.	Marketing illustrations to help with upcoming go-to-market for product relase	4	\$1,100.00
17655Y		1	\$5,000.00
A portfolio platform for the professional and technical workforce striving to bring more transparency and authenticity into the talent ecosystem.	Deliver a comprehensive set of design assets that cover public-facing views, admin dashboards, profile claim flows, association requests, and paid upgrade/cancel workflows for both professionals and businesses.	1	\$5,000.00
17659		2.5	\$6,038.50
Developing an optical structure integrated into a fiber, which itself can be interlaced directly into fabrics and apparel using standard textile manufacturing processes.	Product videos, including editing, animations, post-production revisions	2.5	\$750.00
	Legal work to review and advise on pilot agreement and research agreement	2.5	\$4,500.00
	Legal review of NDA for international customer	2.5	\$788.50
17763Y		5.5	\$7,500.00
A life science tools company developing novel reagents for molecular biology and molecular diagnostics.	Strategic narrative guide, messaging toolkit, messaging guide, one brochure, website CRO recommendation memo, one blog post, marketing campaign strategy document,	5.5	\$7,500.00

Uniq ID	Description	FTEs	Billed Support
	commercial validation report, and product-market fit assessment		
17787		2	\$2,250.00
Lets sales people define arbitrary signals & triggers and then scans their prospect list to surface actionable intelligence related to those triggers.	Implement Sensible Cyber Solution which includes helping evaluate and improve security posture, as well as build out appropriate policies and do some founder training	2	\$750.00
	Implement Sensible Cyber Solution which includes helping evaluate and improve security posture, as well as build out appropriate policies and do some founder training	2	\$750.00
	Implement Sensible Cyber Solution which includes helping evaluate and improve security posture, as well as build out appropriate policies and do some founder training	2	\$750.00
	Implement Sensible Cyber Solution which includes helping evaluate and improve security posture, as well as build out appropriate policies and do some founder training	2	\$750.00
17788		1.5	\$8,931.25
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.	Provide PR guidance, weekly strategic guidance on the go-to-market, brand positioning, and prioritization framework, identify and pursue cross-promotional opportunities and strategic partnerships with organizations, partner to build a scalable PR pipeline	1.5	\$2,000.00
	Platform Evaluation and Content Deployment. [Client Product] Print Material Package. Paid Advertising Campaign Management. [Client Product] Class and Book Production	1.5	\$4,931.25
	Provide PR guidance, weekly strategic guidance on the go-to-market, brand positioning, and prioritization framework, identify and pursue cross-promotional opportunities and strategic partnerships with organizations, partner to build a scalable PR pipeline	1.5	\$2,000.00
17826		2	\$15,000.00
Uses AI to help apartment owners connect with renters and offer best in class pricing, resulting in more leases.	Legal services: various agreements.	2	\$15,000.00
17830U		1.2	\$9,214.05
A gamified sleep and screen time management device designed to improve bedtime routines for smartphone users of all ages.	Prototype development for beta units	1.2	\$1,093.75
	Prototype development for beta units	1.2	\$8,120.30
17833		1	\$12,528.00
Offers a cutting-edge genetic testing service combined with an AI-powered symptom checker to help individuals identify the potential genetic causes behind unexplained symptoms.	Review/Comment on Privacy Policy and Terms of Service, perform HIPPA & FDA Regulatory Analysis, Draft/Review Consent and Liability Forms, Draft Form of Consulting Agreement, and Review and comment on Executive Summary	1	\$809.00

Uniq ID	Description	FTEs	Billed Support
	Review/Comment on Privacy Policy and Terms of Service, perform HIPPA & FDA Regulatory Analysis, Draft/Review Consent and Liability Forms, Draft Form of Consulting Agreement, and Review and comment on Executive Summary	1	\$979.50
	Review/Comment on Privacy Policy and Terms of Service, perform HIPPA & FDA Regulatory Analysis, Draft/Review Consent and Liability Forms, Draft Form of Consulting Agreement, and Review and comment on Executive Summary	1	\$10,739.50
17834U		5	\$15,000.00
Building the world's first fully-throwable smart baseball capable of measuring real-time finger placement and pressure.	Legal: IP Services.	5	\$15,000.00
17858		1.5	\$1,779.00
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.	UI/UX usability review through 2 research studies	1.5	\$1,779.00
17860		1	\$4,650.00
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.	Engineering enhancement to support translating wireframe to webapp	1	\$1,650.00
	Product Development Enhancement	1	\$3,000.00
17864		2	\$4,100.00
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.	Sales Consulting: prospecting, Discovery, Reporting, Deal Management.	2	\$500.00
	Lead Generation.	2	\$500.00
	Lead Generation.	2	\$1,250.00
	Social Media Templates.	2	\$1,850.00
17871		2	\$826.54
An innovative solution for individuals facing stability and mobility challenges when getting in and out of vehicles	Engineering services to refine 3D CAD model and specs/requirements	2	\$826.54
17874		2	\$18,500.00

Uniq ID	Description	FTEs	Billed Support
A platform technology to measure disease-specific molecular signatures within individual patient samples.	Reimbursement benchmarking and FDA regulatory consulting, along with strategic recommendations to support fundraising and go-to-market planning.	2	\$18,500.00
17919		2	\$4,500.00
A groundbreaking AI-powered platform revolutionizing supplier diversity by connecting corporate buyers in a marketplace with cutting-edge, diverse suppliers aligned with strategic procurement priorities.	Supplier analysis and profiles.	2	\$2,700.00
	Supplier analysis and profiles.	2	\$1,800.00
17921		2.5	\$7,000.00
An AI-driven literacy platform designed to address foundational reading challenges for students, particularly those with dyslexia and other learning disabilities.	Legal services: formation and merger.	2.5	\$7,000.00
17922U		1	\$4,332.00
A cannabis technology platform to simplify purchasing and inventory management for dispensaries and consumers.	Social media ad campaign development, testing and management	1	\$2,166.00
	Social media ad campaign development, testing and management	1	\$2,166.00
17945		0	\$11,000.00
Identifies medication dispensing errors by processing electronic prescription and pharmacy dispensing data, ensuring the prescribed product matches the dispensed product.	Legal: Delaware C-Corp formation and a University of Michigan license agreement review.	-	\$3,500.00
	Legal: SAFE financing review and a new licensing agreement consultation	-	\$3,500.00
	Legal: SAFE financing review and a new licensing agreement consultation	-	\$4,000.00
17946MU		1	\$9,175.00
A type of in-space electric propulsion that is capable of operating on non-conventional reactive propellants like air and chemical rocket fuel.	Initial development of IT infrastructure and corporate procedures in compliance with DoD statutes and procedural requirements.	1	\$3,000.00
	Amend certificate of incorporation for additional board members, draft shareholder consent, prepare advisor agreements and stock option offerings.	1	\$6,175.00
17954		2	\$3,877.50
Provides an affordable, innovative solution to address the global pressure ulcer crisis.	Legal Services: Patent Search	2	\$3,877.50
17955		2	\$3,975.00
A loyalty and rewards app designed for the bar and nightlife industry.	Prepare/design/execute a big splash at Denver Bar & Restaurant Expo 2025	2	\$3,975.00
18022		1	\$15,000.00
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.	Implementing payment integrations, streamlined tinder-styled worker-business matchmaking system, enhanced user experience integrations of product designs & reactive elements	1	\$5,400.00

Uniq ID	Description	FTEs	Billed Support
	Implementing payment integrations, streamlined tinder-styled worker-business matchmaking system, enhanced user experience integrations of product designs & reactive elements	1	\$9,600.00
18036		1	\$6,863.00
	Accounting Consulting	1	\$3,500.00
AI-driven open-source intelligence and narrative correlation across multi-format media.	Legal Services: SaaS contract, Stock Options, SAFE agreement, Advisor Agreement	1	\$807.00
	UI/UX support for product	1	\$825.00
	Legal Services: SaaS contract, Stock Options, SAFE agreement, Advisor Agreement	1	\$1,731.00
18076MU		2	\$5,000.00
Makes connected and automated vehicle (CAV) data more accessible to traffic engineers. CAVs have the potential to enable proactive, dynamic, and responsive solutions by providing detailed travel path information.	Review license agreement with partner org, review and amend service agreement related to pilot program	2	\$5,000.00
18077		2	\$3,000.00
A social networking application designed to eliminate social isolation and make real-world socializing effortless.	IP: Prepare a full non-provisional patent application for their method and system for facilitating social interactions through a selective availability mechanism.	2	\$3,000.00
18086		1.5	\$2,500.00
Provides customer discovery platform for any startup, university, I-Corps participants, or accelerator that want to bring their customer discovery to the next level and have transparency into why startup founders believe in certain things.	SEO optimization.	1.5	\$2,500.00
18087MU		5	\$7,093.00
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.	legal services for development agreement with OEM	5	\$6,048.00
	Accounting/book keeping set up	5	\$1,045.00
18095		5	\$750.00
A predictive subscription defense engine that empowers consumers to take control of recurring charges before they happen.	Sensible Cyber Solution.	5	\$750.00
18108		2	\$7,500.00
Developing precision therapies that intervene at the source of autoimmune disease	Legal: Incorporation assistance and standard UM license package covering term sheet and license support.	2	\$7,500.00
18143U		2	\$3,000.00

Uniq ID	Description	FTEs	Billed Support
Developing Trip Decision Engine featuring machine learning algorithms that predict travel ROI by analyzing CRM data patterns, historical conversion rates, and cost-benefit matrices.	Executive Entrepreneurial Coaching	2	\$1,000.00
	Executive Entrepreneurial Coaching	2	\$1,000.00
	Executive Entrepreneurial Coaching	2	\$1,000.00
18145MU		3	\$3,250.00
Building Attitude Determination and Control Systems for satellites.	Legal Services: Licensing Agreement.	3	\$2,601.25
	Legal Services: Licensing Agreement.	3	\$648.75
18180		0	\$525.00
An AI-driven personal styling app designed to address a core need of feeling more confident in fashion decisions.	15 blog posts to enhance SEO and brand visibility	0	\$525.00
18245		4	\$15,000.00
A white-label, modern, mobile-first platform that enables venues to deliver a seamless, end-to-end planning experience under their own brand.	Marketing Activation	4	\$15,000.00
2897		1	\$2,612.50
Synthesizes holistic business solutions through an extensive integration platform and streamlines client operations via effective Business Process Management.	Legal Services: Financing/Corporate, Initial Diligence and Agreements	1	\$2,612.50
7754U		15.5	\$9,000.00
Sensors and measurement devices for electromagnetic radiation enabling essential technologies.	Consulting service to review and improve IT security.	15.5	\$3,000.00
	Consulting service to review and improve IT security.	15.5	\$3,000.00
	Consulting service to review and improve IT security.	15.5	\$3,000.00
7876U		3	\$1,000.00
Wearable graphene nanoelectronic alcohol sensor for real-time alcohol monitoring.	Legal: Prepare and file a response to Trademark (TM) Application for client's second product	3	\$1,000.00
7888		5	\$3,122.50
Device which clips onto strength training equipment, capturing and interpreting strength training data in real-time.	Legal Services: Corporate and IP	5	\$3,122.50
Total (71 Companies)		217	\$420,520.04

Talent Programs

Entrepreneur-In-Residence Program

This quarter, 19 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
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.	0	\$4,500.00
17787	Lets sales people define arbitrary signals & triggers and then scans their prospect list to surface actionable intelligence related to those triggers.	2	\$4,800.00
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.	1	\$3,500.00
15410M	An “optimized fleet-as-a-service” to commercial fleet managers for multiple, specific purposes/uses.	2	\$2,000.00
17834U	Building the world's first fully-throwable smart baseball capable of measuring real-time finger placement and pressure.	5	\$250.00
12039YU	Analytics tool that generates synthetic big data sets for healthcare.	0	\$6,000.00
17933	An AI-powered lifelong health companion, seamlessly integrating medical information across providers and insurers to deliver personalized health guidance.	1	\$4,000.00
18056U	A software for mortgage brokers and realtors that would act as a CRM platform, VA and process flow manager.	1	\$2,000.00
17421MU	Developing a modular unmanned surface vessel robot, with state-of-the-art autonomous capabilities, that can be customized depending on the applications need.	2	\$4,275.00
17826	Uses AI to help apartment owners connect with renters and offer best in class pricing, resulting in more leases.	2	\$6,000.00
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.	7	\$2,137.50
12902Y	A drug formulation to help chronic kidney disease patients.	3	\$4,000.00
17951	Creating a solution that will convert a static process flow diagram into a discrete event simulation model.	2	\$500.00
17924Y	A hardware device designed to automatically detect gunshot sounds in indoor environments, such as schools, offices, clubs, and places of worship.	2	\$625.00
16813	An early-stage drug discovery SaaS that manages drug discovery project data for academic and corporate entities.	2	\$5,100.00

Uniq ID	Description	FTEs	Billed Support
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.	2	\$3,600.00
18180	An AI-driven personal styling app designed to address a core need of feeling more confident in fashion decisions.	0	\$875.00
17323M	A solar-powered mobility platform designed to provide renewable energy and a 50-mile daily driving range.	1	\$5,700.00
14794U	A dynamic standing desk aimed at combating sedentariness and promoting physical activity in the office space.	2	\$1,300.00
Total (19 Companies)		37	\$61,162.50

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
12031MU	Multi-dimensional electromagnetic energy convertor (EMEC) that increases the power density of conventional solar modules.	1	\$4,969.00
18036	AI-driven open-source intelligence and narrative correlation across multi-format media.	1	\$1,280.00
17871	An innovative solution for individuals facing stability and mobility challenges when getting in and out of vehicles	2	\$504.00
17659	Developing an optical structure integrated into a fiber, which itself can be interlaced directly into fabrics and apparel using standard textile manufacturing processes.	2.5	\$3,480.00
15410M	An “optimized fleet-as-a-service” to commercial fleet managers for multiple, specific purposes/uses.	2	\$2,200.00
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	\$713.52
16985U	An online platform for conversation processing, to provide assistance with the growing number of virtual conversations.	3	\$350.00
17826	Uses AI to help apartment owners connect with renters and offer best in class pricing, resulting in more leases.	2	\$1,753.00
7888	Device which clips onto strength training equipment, capturing and interpreting strength training data in real-time.	5	\$945.00

Uniq ID	Description	FTEs	Billed Support
18143U	Developing Trip Decision Engine featuring machine learning algorithms that predict travel ROI by analyzing CRM data patterns, historical conversion rates, and cost-benefit matrices.	2	\$2,680.00
17814	Provides software to analyze human biomechanics through mobile devices.	2	\$2,540.00
Total (11 Companies)		23.5	\$21,414.52

Digital Engagement Clinic

Uniq ID	Description	FTEs	Billed Support
17894	The Digital Engagement Clinic at EMU (interns employed directly by the Clinic).	-	\$7,865.60
Total (1 Company)		-	\$7,865.60

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	Description	Start Date	Incubator Desks	FTEs
SPARK Central Lower Level: Dedicated Desk (4 Companies)				
11541M	SaaS platform which allows authenticated revenue generating subscriptions to smart road services.	11/17/2025	1	5
17522	A software solution to deploy development and test virtual infrastructure.	6/2/2025	1	2
13622	Creation of gaming software and merchandise for female audiences.	2/12/2025	3	2
11541M	SaaS platform which allows authenticated revenue generating subscriptions to smart road services.	5/22/2024	1	5
SPARK Central Lower Level: Virtual Desk (91 Companies)				
18224M	Builds low-cost aerial decoys that create instant “barbed wire of the sky.”	1/7/2026	-	0
6407	Home care assistant services for household duties to light non-medical personal care applicants.	1/1/2026	-	0
18279M	Developing an integrated Neighborhood Electric Vehicle (NEV) rental and charging ecosystem designed for short-distance urban mobility and sustainable energy optimization.	11/24/2025	-	-
18159	An emotionally driven, science-informed wellness technology that empowers women 35+ to take control of their health through a powerful, personalized visual experience.	9/22/2025	-	1
18176M	Developing an autonomous snow-clearing system.	9/19/2025	-	0
17522	A software solution to deploy development and test virtual infrastructure.	9/1/2025	-	2
18076MU	Makes connected and automated vehicle (CAV) data more accessible to traffic engineers. CAVs have the potential to enable proactive, dynamic, and responsive solutions by providing detailed travel path information.	8/25/2025	-	2
18109	AI-powered SaaS company that transforms engineering-grade 3D models into interactive, immersive experiences for sales, marketing, training, and support.	8/1/2025	-	1
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

Uniq ID	Description	Start Date	Incubator Desks	FTEs
18095	A predictive subscription defense engine that empowers consumers to take control of recurring charges before they happen.	6/9/2025	-	5
12098M	Indoor positioning technology to provide traffic control and logistics support for hospitals and healthcare systems.	6/1/2025	-	8
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
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
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
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	-	7.5
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	-	3
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	-	2
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	-	10

Uniq ID	Description	Start Date	Incubator Desks	FTEs
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	-	1
17359	SaaS product that uses AI to generate interactive video.	7/11/2024	-	14
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
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	-	3
17440	Develops carbon-sequestering technical applications to alleviate environmental stressors from various industries.	4/16/2024	-	5
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	-	5
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	-	3
585	Software development with biostatistics and spatial epidemiology.	11/30/2023	-	3
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

Uniq ID	Description	Start Date	Incubator Desks	FTEs
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	-	4
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	-	7
16989U	A web-based, interactive platform to deliver implicit bias training.	6/1/2023	-	1
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	-	15.5
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	-	16
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	-	4
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	-	4
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

Uniq ID	Description	Start Date	Incubator Desks	FTEs
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.	12/20/2022	-	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
16656	Game development studio focused on creating a next generation, free-to-play, live service, social shooter.	8/16/2022	-	2
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.	10/21/2021	-	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	-	5
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
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	-	1
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	-	9
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

Uniq ID	Description	Start Date	Incubator Desks	FTEs
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
8806	Turnkey passive home entry module.	10/1/2019	6	7
SPARK East: Designated Desk (1 Company)			1	2
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 (2 Companies)			3	33
7591Y	Talent consultants, human resource experts, and matchmakers focused on supporting Michigan companies and communities with their talent needs.	7/1/2025	2	25
8255Y	Communications software for business-to-business or business-to-consumer.	2/15/2021	1	8
SPARK East: Virtual Desk (27 Companies)			0	54
18248Y	A technology-first SaaS platform that empowers filmmakers to control how their projects are marketed, measured, and monetized.	12/29/2025	-	0
12929MY	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.	10/13/2025	-	1
15388Y	Mobile application designed for 1099 contract delivery personnel, giving them the ability to safely and responsibly share information about work performed.	6/23/2025	-	1
17930Y	Enhances the student experience in the USA by offering diverse options for both international and domestic students.	1/27/2025	-	1
11252MY	Two wheeled 'series hybrid' for developing markets.	11/27/2024	-	1
17829MY	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
17174Y	Remote job board	8/11/2023	-	1
12039YU	Analytics tool that generates synthetic big data sets for healthcare.	7/31/2023	-	0
17157Y	Delivers unparalleled business insights to decision makers, enabling them to stay at the forefront of their industry.	7/28/2023	-	2.5
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	Description	Start Date	Incubator Desks	FTEs
16236MY	A technology company that provides mobility-as-a-service to individual, retail, and commercial customers in need of last mile delivery.	2/14/2023	-	4
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	-	4
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
12929MY	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 (1 Company)				7 8
1782MY	Laser imaging systems integrator, for combustion diagnostics, materials, and spectroscopic analysis.	12/18/2025	7	8

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
10.1.2025	Venue Connect Lunch & Learn	Venue by 4M	47	20	In honor of a2Tech360's Women in Tech event, we're hosting an inspiring panel discussion and interactive workshop that explores how purpose drives resiliency, strength, clarity, and growth. Hear from accomplished women leaders as they share real stories of resilience, followed by a hands-on session to help you reconnect with your own "why" and strengthen your own resiliency. Walk away empowered, motivated, and ready to lead with purpose.

Event Date	Event Name	Location	Attendees	# Ent.	Event Description
10.2.2025	Tech Homecoming	Venue by 4M	725	-	Tech Homecoming is your chance to connect with top local tech companies in a fun, relaxed setting—complete with free headshots, door prizes, and great food and drink. Whether you're new to the field or a seasoned pro, discover why Ann Arbor is the place to grow your tech career.
10.14.2025	SPARK Lead Neurodiversity & Neuro Inclusion at Work	Virtual	32	8	SPARK Lead is back – this month, we're exploring neurodiversity in the workplace while offering practical tools to foster neuro-inclusive teams and create stronger, more collaborative work environments.
10.15.2025	SPARK Boot Camp Celebration & Pitch Competition	SPARK Central	67	40	Cheer on the finalists of SPARK's Entrepreneurial Boot Camp cohort as they pitch their ventures for a shot at \$25,000! Enjoy happy hour networking before these emerging tech entrepreneurs present their startup journeys to a panel of expert judges.
10.16.2025	Customer Discovery - The Secret to Startup Success (Part One)	Virtual	23	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.
10.21.2025	SPARK.ed Value Proposition Design	Hybrid	52	32	Transform customer insights into compelling messaging and solutions that truly resonate, solve real problems, and align your team around creating meaningful market value.
10.23.2025	Customer Discovery - The Secret to Startup Success (Part Two)	Virtual	28	19	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.
10.28.2025	SPARK.ed Unlocking Growth: Mastering Key Metrics & Investor Readiness	Virtual	25	21	Sharpen your sales strategy and master the metrics investors care about. This hands-on course gives entrepreneurs practical tools to drive growth and scale with confidence.
10.29.2025	A2 Mobility Tech Meetup Mobility at the Speed of Silicon	In-Person, SPARK Central	78	23	Join us at SPARK for a deep dive into how breakthroughs in semiconductor design are accelerating the future of connected, electric, and autonomous vehicles—featuring expert insights from MemryX, Imec, and KLA. Stick around after the discussion for Q&A, networking, and happy hour drinks and bites!
10.30.2025	SPARK.ed Building Cyber Resiliency	Virtual	23	12	Learn how to proactively prepare for cyber threats in this interactive session geared toward small to mid-sized businesses. We'll explore practical, budget-conscious strategies to strengthen your organization's defenses before a cyber incident strikes.
11.13.2025	Ypsi 9th Hour: Holiday Edition	In-Person, WCC	347	193	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.

Event Date	Event Name	Location	Attendees	# Ent.	Event Description
11.18.2025	SPARK Lead Understanding Generational Differences	Virtual	22	6	Bridge the generation gap at work with strategies designed to increase collaboration, help navigate differences, and turn diverse perspectives into lasting workplace successes.
12.4.2025	Customer Discovery - The Secret to Startup Success (Part One)	Virtual	28	21	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.
12.9.2025	SPARK Lead Managing Difficult Conversations	Virtual	39	13	Turn tough talks into opportunities for growth! This interactive workshop tackles how to approach high-stakes conversations with confidence, emotional intelligence, and strategy to drive positive change.
12.10.2025	Customer Discovery - The Secret to Startup Success (Part Two)	Virtual	34	24	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.
Total (15 Events)			1570	447	

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		\$1,270,000.00
18145	Assembly Ventures	\$1,250,000.00
16420	Michigan Founders Fund	\$20,000.00
Angel		\$180,000.00
17945	Angel.	\$50,000.00
16672	Angel.	\$130,000.00
Corporate/University/Foundation/Other		\$3,280,000.00
18145	Michigan State University Research Foundation	\$2,500,000.00
17644	Kickstarter	\$780,000.00

Software

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

1. **OfficeRND**: \$1,734.05 – Meeting room and event space booking software
2. **SalesForce**: \$1,286.35 – CRM Software used to track client activity

Total: \$3,020.40

Integrated Marketing Plan

Marketing Performance Metrics | Q2

Using an integrated marketing strategy to increase LDFA brand awareness

Marketing Communications Tool	Description	This Quarter	Vs. Last Quarter	Vs. Last Year
Website Visits 	Visits to our website will raise awareness and provide valuable tools and resources.	186,505	-35%	+34%
Video Views 	Video views on multiple platforms to reach wider audiences.	201,545	-11%	+166%
Social Media Impressions 	General visibility on a variety of popular social media platforms.	4,240,417	-41%	+28%
Social Media Interactions 	Direct, positive interactions with people from all over the world.	375,317	-23%	+338%



Read the full report covering all 2025 A2Tech360 events [here](#).

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 33 sessions with 17 companies; 3 of them were new marketing clients.

Uniq ID	Description	Sessions	New Co
17946MU	Strategic marketing session, content development, marketing resources and educational materials	2	
18073	Content development	1	
17788	Marketing needs assessment	1	1
17922U	Content development	3	
18037	Strategic marketing session, content development	3	

16833	Strategic marketing session, content development	2
18235Y	Strategic marketing session, content development	2
18076MU	Content development, strategic marketing session	2
5006	Strategic marketing session, content development, marketing resources and educational materials	3
18177U	Content development, strategic marketing session, marketing resources and educational materials	2
7046	Content development, technical assistance	1
18174	Strategic marketing session	2
17677	Content development	1
17031U	Content development, marketing resources and educational materials	2
18087MU	Strategic marketing session, marketing needs assessment, marketing resources and educational materials	3 1
18061	Strategic marketing session, content development, marketing needs assessment	2 1
16577	Content development	1
Total (17 Companies)		33 3

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]

5 Total requests received
4 Requests non-tech
2 Referred to SBDC
1 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

11/20/2025 - Lean Rocket Local Celebration and Showcase 09/08/2025

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 \$900,000 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.