

Ann Arbor SPARK

Semi-Annual Report

City of Ann Arbor

July 1, 2021 – December 31, 2021



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

<https://annarborusa.org/>

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FY 2021 AT A GLANCE

 **5**
PROJECT
SUCSESSES

 **482**
NEW
JOBS

 **15M**
TOTAL
INVESTMENT

a2TECH360

 **4,910+**
Total Registrations

 **24**
Events
8 more
than 2020

 **2.4M**
Social Media
Impressions

TESTIMONIALS

"Jennifer Olmstead of SPARK provided consistent encouragement and support throughout our renovation and moving process. No negative agenda, no surprises. Just good support. I look forward to staying connected in the future."

"SPARK is the only one that tried to make sure we'd integrate into the community."

"I just wanted to thank you again for the grant you gave to my business last year. I was so in shock when the person from your office called me that I'm not sure I even said thank you! You really made a difference, and I am so thankful."



49

GROWTH CALLS

cumulative # of full-time
staff at companies called:

4,525



Sartorius will open a new 130,000-square-foot (12,000-square-meter) state-of-the art plant in Ann Arbor in late 2023 creating 160 new jobs.



Ann Arbor SPARK Business Development Mission

Maximize job creation and capital investment by growing the region's GDP through the retention and expansion of established driving industry companies that sell goods and services outside the Ann Arbor region, and through the targeted attraction domestically and internationally of similar companies that could succeed in our region.



City of Ann Arbor Metrics

Companies Assisted		FY 2021
Number of growth visits		49
Number of attraction prospect site visits ¹		13*
Number of responses to attraction prospect or site consultant requests for proposals ²		4
Jobs		
Projected to be created (over the next 3 years) ³		482
Jobs projected to be retained		10
Investment		
Taxable value of new private investment		\$ 7,473,819
Total value of private investment		\$ 14,947,638
Miscellaneous		
Number and value of investments leveraged through and including federal and state grants and incentives, foundations and other sources that assisted businesses or organizations	1 MEDC BDP ⁴ incentive of \$1,000,000 awarded	

¹Number of discreet projects that were physically toured around sites in Washtenaw County.

²Number of requests to which SPARK electronically submitted properties located in Washtenaw County.

³These jobs are projected to be added over the next three years, we will update the numbers as we interact with the companies and determine progress.

⁴ Michigan Economic Development Corporation Business Development Program Projects

*The COVID-19 crisis limited our ability to physically tour space. This figure includes virtual visits done with site consultants that lead global site search projects.



SPARK celebrates all projects that may have an impact on our region. We do not count jobs and investments where SPARK was not directly involved.

Ann Arbor SPARK Metrics:

JOBS

SPARK acts as project manager for both the communities it supports and the companies it serves. Our project management efforts can be fairly simple, such as conducting data analysis that a company may use in its business planning, or as complex as full project management for significant company expansions.

This would include everything from:

- Connecting them to proper resources
- Working with the site selection community to help determine a location for a project
- Fully managing the tax incentive paperwork and the process it may require
- Creating communication plans
- Traveling to company locations outside of the state
- Making presentations to key public and private decision makers
- Talent recruitment efforts



When companies apply for local or state incentives, they fill out applications that require both job creation and investment estimates. SPARK considers these projects a success after it is publicly announced, or when the proper approval process has taken place for the incentive sought by the company. SPARK's jobs and investments numbers are based on these project announcements provided by the companies. SPARK monitors actual job creation and those results are shown in this report.

SPARK supports a company directly or it supports the consultants the company utilizes during its expansion. Whatever role SPARK might play, we capture jobs and investments for projects that we have played an active role in helping a company make a decision to move forward.

SPARK celebrates all projects that may have an impact on our region. We do not count jobs and investments where SPARK was not directly involved.

FY 2021

COMPANIES VISITED

Growth calls are a core economic development strategy that involve proactively outreaching and engaging with the existing employer base in our region to determine where they face opportunities and challenges. Growth calls recognize that businesses are dynamic entities that involve constant change. These calls allow SPARK to:

- gather information about local businesses that can be aggregated to reveal trends,
- determine valuable resources that could assist in the company's development,
- identify growth projects that require assistance, and
- serve as an ombudsman between businesses and government.

SPARK conducts hundreds of targeted growth calls each year that result in numerous referrals to resources, services and opportunities of which companies are often unaware. The most common referrals involve accessing talent, access to capital or business development/sales opportunities. Proactive outreach helps companies address challenges before they become problems, supports their continued growth and helps them see that this region is invested in their success.



SPARK HELD GROWTH VISITS WITH

49 COMPANIES

IN 2021

These companies ranged from 1 to 700 employees and encompassed a wide range of industries including Life Sciences, Advanced IT, Alternative Energy, Business Services, Research and Development, Homeland Security and Defense Technology.

Together, they represent 4,525 full-time employees.

FY 2021

COMPANIES VISITED

Company Name	Current FTE (as of growth visit)
Important Safety Technologies USA	6
Advaita Corporation	7
Applied Dynamics International Inc.	50
Atomic Object	23
Backyard Brains Incorporated	8.5
Barracuda Networks, Inc.	219
Biovigil Hygiene Technologies, LLC	30
Blumira, Inc.	13
Caelynx	21
CareEvolution, Inc.	40
Censys, Inc.	65
Criteo	98
DaySmart Software	110
Duo Security	400
Fifth Eye, Inc.	6.5
Future Trust Transport	2
Google AdWords	400
Hagerty Insurance-Ann Arbor Office	9
Human Element, Inc.	50
IBM Watson Health	700
Interstride	15
JNS Facility Maintenance, LLC	45
Jottful, LLC	3
Kennedy Care, LLC	40
Kinetica, LLC	7

FY 2021

COMPANIES VISITED

Company Name	Current FTE (as of growth visit)
KLA Corporation	260
Lab Express LLC	1
LLamasoft	150
Merithot Creative Marketing	8
Micro-Tech	35
Millendo Therapeutics, Inc.	15
Morpheus One-Ann Arbor office	3
NETSCOUT	160
NetWorks Group	18
NeuMoDx Molecular, Inc.	250
Nokia-Deepfield	75
Nostrum High Performance Inc.	30
ONL Therapeutics, Inc.	6
ProQuest	650
PSI Labs	37
Refraction AI, Inc.	11
SafeSend	35
SimuQuest, Inc.	11
SiTime	7
SkySpecs, Inc.	142
Solar Tonic LLC	3
Voxel51, Inc.	4
Workit Health, Inc.	147
Zoller	106

Inclusive Workplace Series

DEI Awareness

Ann Arbor SPARK is launching its new Inclusive Workplace Series of educational events on Wednesday, January 19, at 11:30 a.m., with [DEI Awareness](#). This free online event series is designed for small business owners and will cover a range of topics: DEI awareness, unconscious bias training, navigating workplace harassment, building a diverse workplace, and cultural competency. Each session will drill down into a specific topic and participants will benefit from the event’s interactive format.

The Inclusive Workplace Series provides training and guidance to growing companies in the greater Ann Arbor region who want to incorporate various aspects of diversity, equity, and inclusion (DEI) as they grow and develop their business. The series helps executives, HR professionals, team members, and all champions and allies learn how to build a more inclusive workplace culture that can result in improved hiring, employee retention and engagement, and deliver ROI in terms of innovation, performance, and growth.

“Given our work with startups, we know that the seeds of future success are planted early on,” said Paul Krutko, Ann Arbor SPARK president and CEO. “The Inclusive Workplace Series is designed to help early-stage businesses incorporate DEI principles into their company culture and practices from the start, so that they are part of standard operations as they grow. The more that DEI is reflected within our business community, the more successful we will be in attracting and retaining both job seekers and companies looking to start and grow here.”

INCLUSIVE WORKPLACE SERIES SCHEDULE

SESSION	DATE
DEI Awareness	January 19
Unconscious Bias Training	January 26
Navigating Workplace Harassment	February 9
Intro to Building a Diverse Workplace	February 16
Cultural Competency	February 23
DEI Awareness	March 9
Unconscious Bias Training	March 16
Navigating Workplace Harassment	March 23
Intro to Building a Diverse Workplace	April 13
Cultural Competency	April 20
DEI Awareness	April 27
Unconscious Bias Training	May 11
Intro to Building a Diverse Workplace	May 18
Navigating Workplace Harassment	May 25
DEI Awareness	June 8
Unconscious Bias Training	June 15
Intro to Building a Diverse Workplace	June 22
Navigating Workplace Harassment	June 29

2021 City of Ann Arbor Business Expansion

Sartorius BioAnalytical Instruments to construct a Center of Excellence facility in Ann Arbor

Pending City Approvals

Sartorius BioAnalytical Instruments, Inc., a global leader in the biopharmaceutical industry, received support today from the Michigan Economic Development Corp. to construct a Center of Excellence facility in Ann Arbor. The new facility will house lab processing services, manufacturing and assembly of highly technical instruments, reagents, research and



development, marketing, training, a customer visitor center, and more. Throughout this process, Sartorius will invest \$57 million in the Ann Arbor region, which will ultimately create 160 high-wage jobs here.

Ann Arbor SPARK has worked with the company to identify a site for this new facility, secure support from state and local partners, and help with future efforts to hire top-tier talent. To support the project, the city of Ann Arbor plans to submit an application to the Michigan Department of Transportation for Transportation Economic Development Fund support for road resurfacing activities. The city also plans to consider a Brownfield TIF Work Plan and approval of a property tax abatement in support of the project.

On the collaboration between state and local partners, Ann Arbor SPARK president and CEO Paul Krutko said, "The staff at Ann Arbor SPARK has worked incredibly hard to bring this opportunity specifically to the City of Ann Arbor and we thank the MEDC, the Michigan Strategic Fund, and Governor Whitmer for approving the business development grant in support of Sartorius' new facility. This support from the State of Michigan is critical, but for the project to move forward, the City of Ann Arbor must approve companion local support that will allow the project to move forward in the Ann Arbor Research Park that has underperformed for decades.

The City and other taxing authorities will realize new tax revenues from this project from the very beginning if the project is approved by the city of Ann Arbor. Ann Arbor SPARK looks forward to City Council approving the local incentives in support of the Whitmer administration's actions to make this project a reality in Ann Arbor." Sartorius works with scientists and scientists and engineers around the world to quickly and safely develop and manufacture medications from the first idea to patients. The company's parent, Sartorius AG, is publicly traded and has 11,000 employees worldwide, including approximately 130 located at four sites in Washtenaw County.

2021 Registrations



4,910+
Total Registrations



24
Events
8 more
than 2020



3,034 SPARK Event Registrations



2.4M
Social Media Impressions



1,877 Partner Event Registrations

119K
Website Visits
+55% from 2020



68
Companies Represented



730+
Virtual Tours Taken



tech home coming

CONNECT WITH COMPANIES HIRING
IN THE ANN ARBOR REGION.

VIRTUAL EVENT



219
Job Seekers
Attended

12.8.21

4 PM – 7 PM

Online

Join from anywhere

2021 PARTICIPATING COMPANIES



SPONSORS



MICHIGAN ECONOMIC
DEVELOPMENT CORPORATION

ACE ACCELERATING COMPANY EXCELLENCE

Accelerating Company Excellence (ACE) is designed to help small business owners learn new skills and reinforce best business practices by learning from subject matter experts in finance, sales, marketing, and accounting. ACE also offers the opportunity for in-person networking where business owners can share tips, challenges, and opportunities with each other.

Each ACE session is distinct and business owners do not need to attend all sessions to benefit from the curriculum.

The weekly events will feature a deep dive on specific skills necessary for businesses to accelerate their growth. Topics include best financial practices, do-it-yourself marketing, online sales, and team building and leadership.

ACE is sponsored by Fifth Third Bank, UHY, and the Ann Arbor/Ypsilanti SmartZone Local Development Finance Authority (LDFA) and is presented in partnership with the Michigan Small Business Development Center and Washtenaw Community College.

SPONSORED BY



BROUGHT TO YOU BY



Michigan Small Business Survival Grant City of Ann Arbor Impact



80 Ann Arbor
Companies
Assisted



911 Local
Jobs Retained



\$647,500
In Grants
Distributed

Working Toward Recovery

During the pandemic, SPARK distributed grants to **305 companies** in the City of Ann Arbor with over **\$2.1 million** in total grant funds deployed to assist local businesses. This would not have been possible without funding from the MEDC, private foundations, Washtenaw County and other individuals. A listing of all companies that received funds are in the appendix of this report.

Ann Arbor SPARK | 2021 Initiative

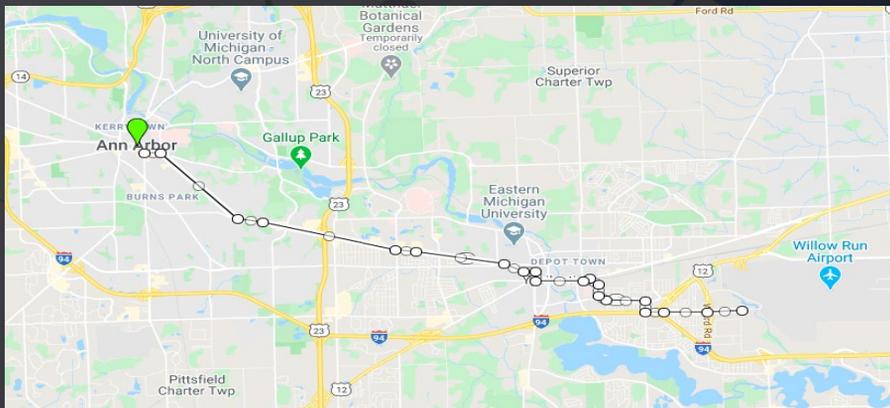
EDA GRANT ACTIVITY BROADBAND ACCESS

Ann Arbor SPARK, in partnership with the City of Ann Arbor, City of Ypsilanti, Washtenaw County, and American Center for Mobility has been awarded a grant from the Economic Development Administration (EDA) for funding to design and construct a new conduit and fiber network that will connect the city of Ann Arbor and City of Ypsilanti SmartZones. This project is an extension of the fiber project in the Ann Arbor SmartZone, which provides an additional dark fiber connection between the City of Ann Arbor and City of Ypsilanti and Ypsilanti Township, with the ultimate goal of ensuring residents have access to high-tech job opportunities in our community.

E•D•A

U.S. ECONOMIC DEVELOPMENT ADMINISTRATION

*A bureau within
the U.S. Department
of Commerce*



Learn More Online:

a2spark.org/EDA2021



FY 2021

Ann Arbor SPARK Blog Posts

[How the Ongoing Pandemic Has Impacted Employment in the Ann Arbor Region](#)

As the coronavirus pandemic persists, businesses in our region continue to adapt and pivot to the best of their ability. The Ann Arbor region has experienced job loss since the beginning of the pandemic, but not at the same rate as other regions in Michigan. Between 2019 and 2021, nearly 400,000 jobs (395,573) were lost in Michigan with nearly 20,000 of those jobs (19,744 or five percent of all jobs lost in Michigan) being in the Ann Arbor region (Washtenaw and Livingston counties).

While many industries and occupations were negatively affected by the ongoing pandemic, some industries and occupations in and around Ann Arbor are thriving. High tech jobs like software developers, jobs related to life sciences, janitorial services, and medical-related services are a few examples of the industries and occupations that have added jobs since 2019.

Not surprisingly, the hardest-hit industries and occupations in the Ann Arbor region are tied to foodservice. Stay home orders, social distancing requirements, and other pandemic-related regulations have contributed to job loss in restaurants and other foodservice establishments throughout the region, and recent food supply shortages have not helped the situation. Recent legislation has passed in Michigan to create a \$409 million fund in the Michigan Treasury to [aid businesses, including restaurants, that were negatively impacted by the pandemic](#) and additional targeted relief is likely to come to fruition thanks in part to ongoing workforce and economic development advocacy work.

Compared to regions like the metro Detroit area with 188,554 total jobs lost (48 percent of all jobs lost in Michigan), the Ann Arbor region has fared relatively well in terms of employment, but that does not mean that some of our local businesses have not been severely impacted. Fortunately, resources to assist businesses during these challenging times are abundant in our area and the economic outlook for the region is positive. According to U-M's Economic Outlook for Washtenaw County (2021 – 2023), Washtenaw County will have recovered all the jobs lost during the recession and then some by the third quarter of 2023. Emsi Burning Glass also forecasts a recovery of jobs in the Ann Arbor region in the coming months.

[Read the full article to see a breakdown of job losses and gains by industry and occupation by county for our region.](#)

FY 2021

Ann Arbor SPARK Blog Posts

[How the Ongoing Pandemic Has Impacted Employment in the Ann Arbor Region](#)

Employment Loss by Industry Washtenaw County | 2019 – 2021

Industry (6-Digit NAICS)	2019 Jobs	2021 Jobs	Change	% Change
Full-Service Restaurants	6,273	3,877	(2,396)	(38%)
Colleges, Universities, and Professional Schools (State Government)	57,312	55,038	(2,274)	(4%)
Temporary Help Services	3,165	2,216	(949)	(30%)
All Other Plastics Product Manufacturing	1,031	282	(749)	(73%)
Limited-Service Restaurants	5,314	4,606	(709)	(13%)
Hotels (except Casino Hotels) and Motels	1,203	580	(624)	(52%)
General Medical and Surgical Hospitals	6,942	6,349	(593)	(9%)
Fitness and Recreational Sports Centers	1,108	599	(510)	(46%)
Department Stores	1,377	885	(492)	(36%)
Motor Vehicle Steering and Suspension Components (except Spring) Manufacturing	557	136	(421)	(76%)

Employment Loss by Occupation Washtenaw County | 2019 – 2021

Occupation	2019 Jobs	2021 Jobs	Change	% Change
Fast Food and Counter Workers	7,362	5,622	(1,740)	(24%)
Waiters and Waitresses	3,251	2,027	(1,224)	(38%)
Retail Salespersons	4,440	3,654	(786)	(18%)
Office Clerks, General	6,961	6,258	(703)	(10%)
Molding, Coremaking, and Casting Machine Setters, Operators, and Tenders, Metal and Plastic	1,103	475	(627)	(57%)
Life, Physical, and Social Science Technicians, All Other	583	182	(401)	(69%)
Exercise Trainers and Group Fitness Instructors	978	610	(368)	(38%)
Dishwashers	751	416	(335)	(45%)
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	4,072	3,738	(334)	(8%)
Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	713	418	(295)	(41%)

FY 2021

Ann Arbor SPARK Blog Posts

[How the Ongoing Pandemic Has Impacted Employment in the Ann Arbor Region](#)

Employment Gain by Industry Washtenaw County | 2019 – 2021

Industry (6-Digit NAICS)	2019 Jobs	2021 Jobs	Change	% Change
Research and Development in the Physical, Engineering, and Life Sciences (except Nanotechnology and Biotechnology)	2,776	3,336	560	20%
Offices of Physicians (except Mental Health Specialists)	4,844	5,194	350	7%
Janitorial Services	713	1,046	333	47%
All Other Miscellaneous Store Retailers (except Tobacco Stores)	312	634	322	103%
Federal Government, Civilian, Excluding Postal Service	3,514	3,826	312	9%
Services for the Elderly and Persons with Disabilities	737	1,004	267	36%
Wired Telecommunications Carriers	209	466	257	123%
Computer and Computer Peripheral Equipment and Software Merchant Wholesalers	448	700	252	56%
Electric Power Distribution	52	219	167	324%
Internet Publishing and Broadcasting and Web Search Portals	851	976	124	15%

Employment Gain by Occupation Washtenaw County | 2019 – 2021

Occupation	2019 Jobs	2021 Jobs	Change	% Change
Teaching Assistants, Postsecondary	11,165	12,305	1,140	10%
Social and Human Service Assistants	1,011	1,414	403	40%
Project Management Specialists and Business Operations Specialists, All Other	3,148	3,521	373	12%
Computer Systems Analysts	881	1,004	123	14%
Computer User Support Specialists	2,375	2,488	113	5%
Management Analysts	1,113	1,209	96	9%
Medical Scientists, Except Epidemiologists	621	710	89	14%
Engine and Other Machine Assemblers	158	240	82	52%
Logisticians	298	372	74	25%
Light Truck Drivers	573	643	71	12%

FY 2021

Ann Arbor SPARK Blog Posts

[Site Selection Resources and Insights: Key Takeaways from Swisher's 2021 Year-End Vacancy Report](#)

The team at Ann Arbor SPARK understands the concerns of businesses when it comes to relocation decisions, and the challenges site selectors face during the search. SPARK is dedicated to helping companies looking to grow, expand, or relocate find a space that suits their needs and has [the resources and connections to facilitate your site selection.](#)

In addition to the resources provided by SPARK's business development and entrepreneurial services teams, Melissa Sheldon, director of research for SPARK, analyzes commercial real estate trends in the region for two fundamental reasons. First, by understanding these trends we can provide the best possible advice to companies looking for space (those already local and those new to the area). Second, these trends are an important indicator of our region's economic health. Swisher's report focuses specifically on the Ann Arbor market, which is very different from other areas in southeast Michigan but can sometimes help predict market shifts in neighboring areas.

KEY TAKEAWAYS

Swisher Commercial recently released its [2021 Year-End Vacancy Report](#). Swisher has produced an annual survey of vacancy rates for both office and flex space in the Ann Arbor area for 29 years now and it remains the most comprehensive public snapshot of commercial real estate vacancy in our area.

1. The ongoing pandemic continues to impact the demand for office and flex space throughout the Ann Arbor region as remote working continues to be a viable option for many companies, but vacancy rates are still far below those reported during the Great Recession.
 - Swisher surveyed 306 buildings of 5,000 square feet or larger, totaling nearly 11.7 million square feet. The total vacancy rate for office and flex space is 10.3 percent, up from 8 percent in 2020.
 - Many companies continue to offer remote working options and some companies that are in owner-occupied spaces have offered vacant space for lease as they have found they can operate with less office space.
 - As companies continue to evaluate remote working options and the need for office space, vacancy rates will continue to fluctuate, but there are many collaborative opportunities and co-working spaces that now exist as a result.

FY 2021

Ann Arbor SPARK Blog Posts

[Site Selection Resources and Insights: Key Takeaways from Swisher's 2021 Year-End Vacancy Report](#)

KEY TAKEAWAYS, Cont'd.

2. The only sub-market in Ann Arbor with a vacancy rate that decreased from 2020 to 2021 is north Ann Arbor, but the vacancies may just be delayed due to longer-term leases.
 - Vacancy rates increased from 2020 to 2021 throughout Ann Arbor areas except in the north office area. The north Ann Arbor area vacancy rate decreased from 7.0 percent in 2020 to 5.7 percent in 2021.
 - While the vacancy rate decreased in north Ann Arbor from 2020 to 2021, Swisher reports that they are aware of several large tenants in the north office area that plan to move out of their space in 2022 when their lease term ends.
3. There was more stability and demand related to flex space than office space in 2021 due to the in-person nature of work being done in flex spaces.
 - Flex/shop suites of a smaller size had the highest demand in 2021, contributing to the west flex-only area of Ann Arbor having the lowest vacancy rate in the market (2.8 percent, down from 4.5 percent in 2020).
 - Similarly, flex space in the south Ann Arbor area was mostly occupied throughout the year but increased from 3.1 percent in 2020 to 6.5 percent in 2021 due to one large flex building becoming vacant during Q4.
 - The dominant sector for building sales in 2021 was light industrial and flex space.
4. The downtown office area vacancy rate increased from 8.0 percent in 2020 to 14.2 percent in 2021 while the cost of office space has remained steady.
 - Swisher reports that landlords with space in downtown Ann Arbor have not widely decreased their asking rates on vacant office suites.
 - It is possible landlords will offer incentives in the future to try draw tenants back to the downtown office area but plans for landlords to offer incentives or lower lease rates are unknown at this time. Further complicating this issue is the fact that it is not known what the long-term effects of the pandemic will be in any of the sub-markets of commercial real estate in and around Ann Arbor.

In summary, the overall commercial real estate market in the Ann Arbor region remains strong and adaptable, but the downtown office area is experiencing challenges as the pandemic persists. Due to the increased cost of real estate and construction in general, many businesses are bringing new life to previously vacant existing spaces throughout the region, standing up co-working spaces in their owner-occupied buildings, or implementing other creative and collaborative solutions related to their needs for physical space. As 2022 unfolds, we will continue to monitor these trends to help businesses thrive in our region. If your company is looking for space in the Ann Arbor region, start by contacting [Phil Santer](#), senior vice president of business development. You can also view a list of available commercial properties [here](#).

FY 2021

Ann Arbor SPARK Press Releases

[Ann Arbor SPARK Supports Ann Arbor Entrepreneurs Fund's Diversity, Equity & Inclusion Internship Program](#): The Ann Arbor Entrepreneurs Fund (A2EF), an initiative of the Ann Arbor Area Community Foundation, recently announced the launch of its Diversity, Equity & Inclusion Internship Program, providing eligible college students the opportunity to work at one of the region's leading tech startups or venture capital firms. Ann Arbor SPARK joins the Washtenaw Community College Entrepreneurship Center and Cahoots, an Ann Arbor-based coworking hub, in supporting this new initiative. There will be at least 14 paid, remote-based internships available. For more information about the program visit: www.a2entrepreneursfund.org 1/4/2021

[PassiveBolt® Featured as the CES 2021 Innovation Awards Honoree](#): Ann Arbor, Mich.—PassiveBolt Inc, a pioneering developer in smart access technology, is this year's honoree at the CES 2021 Innovation Awards. Their inventive product, the Shepherd Lock Gen2, provides entry access using touch and 3D facial recognition. With the help of sensors and AI, the award-winning Shepherd Lock makes keyless entry and door control a reality for the modern consumer. Ann Arbor SPARK has fostered a successful relationship with PassiveBolt since 2018. As a SPARK client, PassiveBolt received business accelerator grants funded by the Local Development Finance Authority (LDFA). These grants provide financial support for internships, legal services, and network connections built through our Entrepreneur-in-Residence (EIR) Program. 1/12/2021

[Arbor Insight Acquired by Global Compliance Leader, ComplianceLine](#): Since 2013, Arbor Insight has been a client of Ann Arbor SPARK and participated in our Incubator Program. They were the recipient of numerous Business Accelerator grants funded by the Ann Arbor Local Development Finance Authority (LDFA). These grants connected the company to resources for marketing and sales operations consulting as well as talented interns. 1/21/2021

[\\$39M in Going PRO Talent Fund Grants Awarded to Train 30,000 Workers at More Than 850 Michigan Businesses](#): Through \$39,015,052 in grants from the Going PRO Talent Fund, Michigan is helping nearly 30,000 workers across the state to secure employment, industry-recognized credentials, and strong wages by providing training grants to more than 850 Michigan businesses to support their high-demand, high-skill talent needs. [A list of grant recipients for the 2021 fiscal year is available online.](#) 1/28/2021

[Startup vCases Wins \\$25,000 Best of Boot Camp Prize from Ann Arbor SPARK](#): Ann Arbor SPARK awarded vCases its \$25,000 Best of Boot Camp prize and Meknology its \$10,000 runner up prize. Third place winner MintyBrain won desk space at the SPARK Central Innovation Center for three months. The winners were selected by an esteemed panel of experts, based on the business's investor pitch. 2/2/2021

FY 2021

Ann Arbor SPARK Press Releases

Business expansions bring jobs, new investments to Ann Arbor region: Two projects building on Governor Whitmer's Back to Work Michigan plan expected to generate total private investment of \$7.1 million, create 266 jobs. Energy storage provider Navitas is adding a second facility in Scio Township, creating 111 well-paying jobs. National mortgage lender Homepoint is expanding in Ann Arbor, adding 155 jobs in the state's professional services industry. 2/9/2021

Gov. Gretchen Whitmer announces nearly 6,000 small businesses across Michigan awarded \$52.5 million through Michigan Small Business Survival Grant Program:

Critical relief totaling approximately \$52.5 million for nearly 6,000 small businesses across the state has been awarded to date through the Michigan Economic Development Corporation's Michigan Small Business Survival Grant program. The program allowed for grants of up to \$20,000 to be awarded to businesses that are fully closed, with grants of up to \$15,000 awarded to businesses that have been partially closed, or otherwise are open and can demonstrate an impact. The Michigan Small Business Survival Grants program was administered by 15 local or nonprofit economic development organizations (EDOs) covering all 83 counties across the state. To see the full list of businesses that received Survival grants, visit <https://www.michiganbusiness.org/survival/> 2/17/2021

SBA Prioritizes Smallest of Small Businesses in the Paycheck Protection Program:

The Biden-Harris Administration and the U.S. Small Business Administration are taking steps with the Paycheck Protection Program to further promote equitable relief for America's mom-and-pop businesses. The latest round of Paycheck Protection Program funding opened one month ago and already the Biden Administration has succeeded in making major improvements to the program's implementation: For businesses with fewer than ten employees, the share of funding is up nearly 60 percent. For businesses in rural communities, the share of funding is up nearly 30 percent. The share of funding distributed through Community Development Financial Institutions and Minority Depository Institutions is up more than 40 percent. 2/24/2021

A Year Later – SXSW and Michigan House are Back: Michigan House is again preparing to serve as a platform for the state's innovators and creatives to connect with the worldwide audience that attends the South by Southwest Conference and Festival (SXSW) next week. No one is traveling to Austin, TX, though, this year, as SXSW has gone completely digital as SXSW Online. Over the course of the five-day virtual conference, Michigan House will host three Official SXSW Panel Discussions, a virtual meet-up for entrepreneurs, a Michigan Startup Portfolio, and a Michigan House Booth on SXSW's digital platform. 3/9/2021

FY 2021

Ann Arbor SPARK Press Releases

Ann Arbor SPARK to Manage Statewide Michigan Internship Program: The Michigan Economic Development Corporation (MEDC) will partner with Ann Arbor SPARK to launch the Michigan STEM Forward internship program on a statewide level. SPARK has run the program on a local level through the Ann Arbor/Ypsilanti SmartZone with a decade of positive results. In scaling the program up, MEDC will work in partnership with SPARK to place 425-450 STEM students currently attending Michigan colleges annually into STEM-focused internships throughout Michigan. With the support of a \$1.5 million grant approved today by the MSF Board, SPARK will contribute to 50 percent of the interns' pay, and participating companies will pay the remaining 50 percent. SPARK will track the employment status of the interns for at least 12 months to measure their retention in Michigan as well as those remaining in those knowledge positions. 3/23/2021

Crowdfunding campaign launched for 'A2AC Art in Public' project in Ann Arbor: The A2AC Art in Public program will bring more art into downtown Ann Arbor with new murals and installations with the help of a new [crowdfunding campaign](#), the Michigan Economic Development Corporation and Ann Arbor Art Center (A2AC) announced today. The campaign is being offered through the Michigan-based crowdfunding platform Patronicity.

If the campaign reaches its crowdfunding goal of \$50,000 by July 30, the project will win a matching grant with funds made possible by MEDC's Public Spaces Community Places program.

ADI Successfully Completes Industrial Internet-of-Things Computing Demonstrator Project for Process Manufacturing, in Partnership with The Dow Chemical Company and Barton Research Group: Applied Dynamics International (ADI), a global leader in industrial computing and connectivity, today announced the successful completion of a collaborative innovation demonstrator project to deliver an "Open Architecture Testbed Framework", with support for Digital Twin functions, to enable digital transformation for the Process Manufacturing industry.

As part of its partnership with MxD, the nation's digital manufacturing institute, ADI embarked on a research and development project with The Dow Chemical Company and the University of Michigan's Barton Research Group to demonstrate advanced manufacturing concepts in an industrial open automation computing framework. This project is now featured on MxD's future factory floor in Chicago, IL. 6/16/2021

FY 2021

Ann Arbor SPARK Press Releases

[Ford Motor Company Makes Significant Mobility Investments](#) in the Ann Arbor Region. Another major investment by Ford in the future of robotics is the new [Ford Motor Company Robotics Building](#) located on the University of Michigan's north campus in Ann Arbor. Part of the university's College of Engineering, the 134,000-square-foot, four-story complex has an entire floor dedicated to Ford's first robotics and mobility research lab on a university campus, as well as 100 Ford researchers and engineers.

[How an Ann Arbor warming-blanket business scaled up during COVID by reconnecting with customers](#): Grace Hsia, the founder of [Warmilu](#), is a powerhouse of a person. This article tells how she went "back to business basics" during the pandemic and ended up increasing her revenue by 172 percent! As an Ann Arbor SPARK client, Warmilu benefited from SPARK's business accelerator grants supported by the Ann Arbor/Ypsilanti SmartZone Local Development Finance Authority (LDFA). In 2012, Warmilu won the "Best Pitch" award in [SPARK's Entrepreneur Boot Camp](#).

[Throdle wins Best of Boot Camp](#), and a \$25,000 check. "Throdle is a dedicated social network connecting the automotive culture through cars, clubs, and experiences. Its app and web-based platform allow members to show off their cars, skills, favorite moments, and awards won." 6/8/2021

[SkySpecs is rehabbing a historic building in downtown Ann Arbor and moving offices](#): In 2018, SkySpecs received Ann Arbor SPARK's [Entrepreneurial Services Company of the Year](#) award.

[SPARK.grow podcast with City of Ann Arbor company NewFoundry](#)

[Navv Systems Completes Seed Financing to Accelerate Commercialization](#): [Navv Systems](#), a Southeastern Michigan-based healthcare technology company focused on hospital personnel location and equipment tracking and location services, announced the close of a \$3.2 million seed funding round led by Arboretum Ventures. 6/10/2021

FY 2021

Ann Arbor SPARK Press Releases

[A2GO Autonomous Vehicle Shuttle Service Coming to Ann Arbor in October:](#)

[May Mobility](#), [Mcity](#) and [Ann Arbor SPARK](#) announced the launch of A2GO, a new autonomous vehicle (AV) shuttle service during the Ann Arbor SPARK annual meeting today. The free shuttle service will be available to the public starting on Mon., Oct. 11, 2021, thanks in part to a [grant](#) through the mobility efforts of the state of Michigan. Additional partners on A2GO include [Important Safety Technologies](#), [4M](#), [Office of Future Mobility and Electrification](#) and the [Michigan Economic Development Corporation](#). 9/21/2021

[Startup Spotlight: LynxDx Pivots to Meet the Needs of the Ann Arbor](#)

[Community Amidst the Pandemic:](#) The continued spread of COVID-19 has posed serious health threats across the globe, and the City of Ann Arbor is no exception. Understanding the gravity of the global pandemic, [LynxDx](#) viewed this social dilemma as a vital opportunity to expand its business model to provide a critical service to the region. In November 2020, LynxDx opened a drive-through COVID testing site in partnership with [242 Community Church](#) and the [Washtenaw County Health Department](#).

[Updated 2020 Benchmarking Report Compares Ann Arbor Region to Other U.S.](#)

[Tech Hubs:](#) [Ann Arbor SPARK](#) recently released the third iteration of its [Benchmarking the Ann Arbor Region](#) report. The purpose of the report is to compare Ann Arbor to regions that are competitive to our region in attracting growing industry companies and in-demand knowledge workers, including Boulder, Colo., Silicon Valley, and Austin, Texas. The report provides clear, unbiased data and a regional analysis for a series of eight metrics:

- University R&D
- Population Movement
- Share of Remote Jobs (new for 2020)
- Venture Capital Activity
- Housing Affordability
- Percent in Poverty and ALICE (replacing Income Inequality from previous reports)
- Driving Industry Employment
- Labor Market

"There's value in using impartial data to compare our region to similar communities across the country," said Paul Krutko, Ann Arbor SPARK CEO and president. "It provides an objective assessment of the region's success, confirms Ann Arbor's status as a magnet for innovation and talent, and identifies opportunities for improvement."

FY 2021

Ann Arbor SPARK Press Releases

Ann Arbor SPARK Awarded \$2.4 Million Grant for Broadband Expansion in Washtenaw County

Ann Arbor SPARK was awarded \$2.4 million in federal funding from the Economic Development Administration (EDA) to build 20 miles of underground fiber optic cable, connecting downtown Ann Arbor and downtown Ypsilanti with critical broadband infrastructure. The Ann Arbor-Ypsilanti Corridor Fiber Optic Backbone project, accompanied by \$600,000 in local funding, aims to create public broadband infrastructure that tech companies, the cities and businesses can utilize along the corridor for innovative products, affordable and reliable broadband, and company location. 7/22/2021

SummerWorks Career Sneak Peek Speaker Series Invites Young Adults to Gain Insight from Career Professionals

The SummerWorks Career Sneak Peek Speaker Series, slated for August 9 through August 13, will feature 20 speakers (ages 16-24) from Michigan-based organizations to share their career experiences with southeast Michigan young adults. The virtual sessions are free, and participants are welcome to attend multiple sessions of their choosing. Each talk will last approximately one hour and give insight into a variety of career trajectories among numerous industries. 8/2/2021

Ann Arbor SPARK Launches New Event Series, ACE, to Provide Small Business Education, Networking

In response to feedback from business owners seeking opportunities to broaden their knowledge and deepen their expertise on specific skills, Ann Arbor SPARK is launching a new, free educational series, Accelerating Company Excellence (ACE). ACE is designed to help small business owners learn new skills and reinforce best business practices by learning from subject matter experts in finance, sales, marketing, and accounting. ACE also offers the opportunity for in-person networking where business owners can share tips, challenges, and opportunities with each other. 8/3/2021

August 2021 ACE Events:

Small Business Funding Roundtable: August 17, 11:30 a.m. – 12:30 p.m.

ACE After Hours: Networking and Q&A: August 24, 4:30 – 6:00 p.m.

Strategic Planning – Drive Growth & Capture Opportunities: August 31, 11:30 a.m. – 12:30 p.m.

FY 2021

Ann Arbor SPARK Press Releases

Area Employers Will Learn How to Take Advantage of the Going PRO Talent Fund at Michigan Works! Southeast Information Sessions:

Michigan Works! Southeast is offering virtual information sessions later this month to help businesses access grant opportunities through the Going PRO Talent Fund.

On the morning of August 27 and again on August 31 in the afternoon, employers will learn about the requirements and best practices for the 2022 Going PRO Talent Funds, increasing their chance of success. Award winners receive funds to hire talent and upskill current employees, with customized training solutions to meet the needs of their business. Over \$3+ Million were awarded to Southeast Michigan businesses last year, resulting in 700+ new jobs and 1,300+ employees trained. 9/12/2021

Ann Arbor SPARK's a2Tech360 Returns with New Programs, Partners for 2021:

Ann Arbor SPARK's a2Tech360 will be held October 1 through 8, 2021, online and in various in-person locations throughout the city. a2Tech360 is a week of events celebrating Ann Arbor's spirit of innovation through experiences, conversations and connections that strengthen and expand the region's vibrant ecosystem. The events, most of which are free to attend, are tailored to a variety of interests and audiences, including entrepreneurs, researchers, investors, businesses, academic institutions, non-profits, job seekers and the general public. 9/26/2021

Mobility Thought Leader, Sahar Shirazi will offer the Keynote at a2Tech360

Mobility Summit: Policy and planning thought leader Sahar Shirazi, principal of Nelson\Nygaard Consulting Associates, will present the keynote speech at the fourth annual Mobility Summit on Tuesday, October 5, 2021. As a part of a2Tech360, the Mobility Summit serves as a gathering platform for visionaries and entrepreneurs from across the globe to discuss the future of mobility as a rapidly evolving industry. This year's theme is Restructuring Mobility Investment. 9/16/2021

FY 2021

Ann Arbor SPARK Press Releases

[A2GO Autonomous Shuttle Service Launches in Ann Arbor on October 11:](#) [May Mobility](#), [Mcity](#) and [Ann Arbor SPARK](#) today inaugurated the launch of A2GO, a new autonomous vehicle (AV) shuttle service serving the Ann Arbor community. The free shuttle service is available to the public beginning Monday, Oct. 11, 2021, thanks in part to a [grant](#) through the mobility efforts of the state of Michigan. Additional partners on A2GO include [important Safety Technologies](#), [4M](#), [Office of Future Mobility and Electrification](#) and the [Michigan Economic Development Corporation](#).

As part of the A2GO service, May Mobility will operate a fleet of five autonomous, shared, on-demand vehicles. Four hybrid-electric Lexus RX 450h vehicles (with three passenger capacity) and one Polaris GEM fully electric vehicle (with capacity for one wheelchair passenger) will operate in a 2.64 square-mile service area connecting Kerrytown with Downtown, the University of Michigan's Central and South campuses, Pulse Campus and the State Street corridor. The free service is available Monday through Friday from 8 am – 8 pm and riders will access the service via the May Mobility app, which is available through the Apple App store and Google Play.
9/21/2021

[Sartorius BioAnalytical Instruments to construct a Center of Excellence facility in Ann Arbor:](#) Sartorius BioAnalytical Instruments, Inc., a global leader in the biopharmaceutical industry, received support today from the Michigan Economic Development Corp. to construct a Center of Excellence facility in Ann Arbor. The new facility will house lab processing services, manufacturing and assembly of highly technical instruments, reagents, research and development, marketing, human resources, accounting, training, a customer visitor center, and more. Throughout this process, Sartorius will invest \$57 million in the Ann Arbor region, which will ultimately create 160 high-wage jobs here.

Ann Arbor SPARK has worked with the company to identify a site for this new facility, secure support from state and local partners, and help with future efforts to hire top-tier talent. 9/28/2021

FY 2021

Ann Arbor SPARK Press Releases

Ann Arbor SPARK's FastTrack Awards Honor 18 Companies for Significant, Consistent Growth:

Kicking off a2Tech360, Ann Arbor SPARK presented its 23rd annual FastTrack Awards to 18 companies located in Washtenaw and Livingston counties. More than half of the 2021 FastTrack Award recipients were multiple-year winners.

"FastTrack set the tone for a2Tech360 by celebrating and recognizing successful businesses in our community that have demonstrated remarkable resiliency and growth," said Paul Krutko, president and CEO of Ann Arbor SPARK. "We are thrilled to have offered this program both in-person and virtually this year and broadly share the stories of our winners. Congratulations again to this diverse group of FastTrack Awardees for their accomplishments and for representing the best of the best in our region." 10/4/2021

HeloGenika Wins \$25,000 Best of Boot Camp Prize from Ann Arbor SPARK: At the conclusion of its latest Entrepreneur Boot Camp, Ann Arbor SPARK awarded HeloGenika its \$25,000 Best of Boot Camp prize and Culturewell its \$10,000 runner-up prize. Third place winner Imagine Chat won \$1000, thanks to a sponsorship from UHY. The winners were selected by an esteemed panel of experts, based on the startup business's investor pitch. 10/12/2021

Ann Arbor SPARK Awards \$200,000 to Tech Startups During Invest360

Competition: During a2Tech360, Ann Arbor SPARK awarded \$200,000 to startups through Invest360, a pitch competition that recognizes promising emerging companies in the mobility, healthcare, and information technology sectors. The winners, Bedestrian, Espervita Therapeutics, and LoanSense were each awarded \$50,000 and went on to compete for an additional \$50,000 "People's Choice" prize, which was awarded to LoanSense.

The mobility sector winner, Bedestrian, designs and builds logistics robots for delivery inside healthcare systems. Healthcare sector winner Espervita Therapeutics has developed a pipeline of novel compounds with preclinical evidence of safety and efficacy for the treatment of liver cancer. Information technology sector winner LoanSense is a debt management platform that reduces student loan payments, and as a result, increases student borrowers' budget for a home. 10/20/2021

FY 2021

Ann Arbor SPARK Press Releases

Digital Engineering and Cybersecurity Innovation in Michigan: After announcing a major cybersecurity contract win from NOAA (National Oceanic and Atmospheric Administration), Applied Dynamics International (ADI) — a global leader in industrial computing and connectivity headquartered in Ann Arbor — held a discussion and thought leadership roundtable on Monday, November 1, focused on cybersecurity, digital engineering, and digital transformation in Michigan.

To kick off the event, ADI's President & CEO Scott James discussed the importance of cybersecurity, the effect a security breach can have on businesses, and how technology jobs have and will affect the economy in the state of Michigan.

11/12/2021

Ann Arbor SPARK Hosts In-Person and Virtual Tech Homecoming Events to Connect Job Seekers and Employers: Ann Arbor SPARK's annual Tech Homecoming event is being offered this year as an in-person and a virtual job fair. Tech Homecoming, a free, annual event that connects growing companies and job seekers, will be held in-person this year on Wednesday, November 24, from 4 to 7 p.m. at Cahoots in downtown Ann Arbor. Virtual Tech Homecoming will be held online on Wednesday, December 8, from 4 to 7 p.m. Registration is required to attend both events. 11/18/2021

Detroit Region a Finalist in the EDA's Build Back Better Regional Challenge, Set to Compete for up to \$100 Million: On December 13, the Detroit Regional Partnership (DRP) announced that it has successfully applied for a \$500,000 planning grant and advanced to Phase 2 of the Economic Development Administration's \$1 billion Build Back Better Regional Challenge. A coalition led by the DRP will compete as one of 60 nationwide finalists for up to \$100 million per grantee in American Rescue Plan Act funds for transformational economic programs that grow new industries or scale existing ones. 12/14/2021

Michigan Works! Southeast Receives \$2.7+ Million to Help Washtenaw, Livingston Businesses: Michigan Works! Southeast will receive more than \$2.7+ million from the Michigan Department of Labor & Economic Opportunity (LEO) to train workers at 68 companies throughout the region. Collectively, these 68 companies will train 1,005 employees, which includes 749 new hires and 174 United States Department of Labor Registered Apprenticeships. 12/21/2021

210 Operating Company LLC
 24th Chessecakerie
 277 Investments LLC
 306X LLC
 3N1 Fitness Revolution LLC
 A2A Plus Tutoring LLC
 A2 Aviary LLC
 A2 Fitness Professionals LLC
 A2 Green Clean
 A2 Phone Repair
 A2 Yoga Works LLC
 Abduls Deli LLC
 Academy of Russian Classical Ballet
 ACE TUTOR ZONE, LLC
 Afternoon Delight Inc
 AHAD KHAN GROUP, LLC
 Alley Bar
 Almighty Transport LLC
 A-L-W Inc
 And Travel Company LLC
 Ann Arbor Birth and Family, Inc
 Ann Arbor Bivouac inc
 Ann Arbor Children's House
 Montessori LLC
 Ann Arbor-CoachmeFit LLC
 Ann Arbor Guesthouses
 Ann Arbor Office Repair, LLC.
 Ann Arbor Real Estate Associates
 Ann Arbor Rent-ALL, LLC
 ANN ARBOR ROBIN, INC
 Ann Arbor School of Yoga
 Ann Arbor Vegan Kitchen LLC
 Ann Arbor Yoga, LLC
 ANSA, LLC
 Arbor Law PLLC.
 Arborsense, Inc.
 Ascott Corporation
 Ashley's Restaurants Ltd.
 At Ease, Inc
 aUM Yoga LLC

Autaza Technology Inc.
 Authentic Art Tattoo Studio
 Ayse's Café, Inc.
 Aysha Kasham Law, PLLC
 B&T'z Glass and Vape Shop
 Baba Dari, LLC
 Babs213 LLC
 Bandito's Inc.
 BBF Ann Arbor, LLC
 BEEQ SALON & SPA
 Begin, LLC
 Bellanina, LLC
 Belly Deli - South University, LLC
 Benz Oil Change
 Betty Brigade
 Big Ten Party Store, Inc (dba Morgan & York/York Food & Drink)
 Blank Slate Creamery
 Blom Meadworks
 Blue Front LLC
 Blue Nile
 Body Conscious LLC
 Boober Tours
 BrandVR Inc.
 Bright&Beyond LLC
 Brittany Bennion Photography
 BSG220 LLC
 BTB Burrito
 Burnt Toast Inn LLC
 Cakes By Rubina LLC
 Campus Barber And Beauty Salon Inc
 Campus Eats LLC
 Cavanaugh Advisors LLC
 Cedric Small Agency LLC
 Chiavari Chairs Wedding LLC
 Chrysanthemum's Garden
 CJ's Taco Cart
 Codrington Elite Performance
 Collected WorksLtd
 comisal llc

Computational Sciences Experts Group LLC
 Conor O'Neill's of Ann Arbor LLC
 Cottage Inn Inc
 Coval Fitness
 Cross Street Group LLC.
 Cuddle Creek
 Dance Revolution LLC
 Dare To Be, LLC
 Dascola Barbers
 Debora Collins MA LLC
 Dianna Quinn ND LLC
 DO:Better
 Dobos International Inc.
 Dominick's LLC
 Dr. Karen Lee Jone Stewart DDS PLLC
 E. Gonzalez Counseling PLLC
 Eagle Eye Enterprise, LLC
 Earle's Garage, Inc.
 EARTHEN JAR INC.
 East U Provisions LLC
 Echo Enterprises, LLC
 Educated Tutoring
 El Harissa Market Cafe
 Embrace Orthodontics
 ENCORE RECORDS
 Encore Studio LLC
 Essential Healing Arts PLLC
 Everyday Fitness
 Eyeconic Lashes LLC
 EZ Dental PC
 F.H.R. Inc
 FH-Hotel Ann Arbor Opco LLC
 Fohrman Software and Consulting, Inc.
 FreightRoll Inc.
 Frita Ann Arbor LLC (DBA - Frita Batidos)
 Full Count Sports A2 LLC
 Gaid Logistics LLC
 GHSA Qualitu Services, LLC
 Glen Ann Towing

Global English Network,LLC	Kinetic Energy Inc	Neopapalis
Grapa LLC	KJCrabtree LLC	New Age Salon Inc
Graphikitchen, LLC	Knix Studio	New Directions Inc. Natural Footwear
Groom N Go	Last Word Ann Arbor LLC	Nicole Haley Photography
Guru Ventures	La Taqueria Ann Arbor LLC	Nicole Pangas Ceramics
Hail Us Hospitality L.L.C	LCRI Ilc	Nightcap
Hani samaha	Level X Talent, LLC	Northside Grill Inc
Happy House Gift Shop/ FREY, Inc.	Lewan Boxing - Ann Arbor, LLC	Oasis Grill & Juice Bar
Healing River Therapy	Lighthouse Wealth Managerment	Ocean Blue Jewelers LLC
HealPay	Little Bands LLC	Oil Resort LLC
Hearth in the Hills	Lit Unlimited, LLC	Ojens State Street Alterations
Herrick Group LTD, LLC	LKNEnterprises, Inc	Old School Restaurant on Main, LLC
Himalayan Bazaar LLC	LL Incorporated	Old Town Ann Arbor Inc
Hungry Howies	Lorde Home and Commercial Cleaning Services, LLC	One Bowl Asian Cuisine
Huron Net Works Inc.	Lorene Nail & Spa Inc.	Oz's Music Environment
Independent Clinician	Lucky Kitchen	P & P Hospitality LLC
Infusive management company	Lucky Monkey Tatoo	pacific rim by kana, inc.
InheRET, Inc.	Lynn Olson	Pamela Pettway dba Spalyfe
Integrative Fitness Concepts	Maadhav Corp.	PassiveBolt, Inc.
Intelligent Exercise, LLC	MAIN ST LATIN RESTAURANT, INC	Pathware, Inc
Intentions LLC	Main Street Area Association, Inc.	Peaceable Pets Animal Care, LLC0
In Touch Therapeutic Massage LLC	Mareen corporation	Phimation Ventures, Inc
Invest In Access, Inc.	Margarita Shelley Smith	Picsy Kids
IVEY, LLC	Marie Krull?s Sew What	PinkCastle Fabrics LLC
Ivey Salon	May's Chinese Preschool LLC	Pizza Bob's
J. Keller Properties	MBD Food Corp (maize and blue delicatessen)	PK A2. LLC
Jade Hair and Nail Boutigue	Mediterrano INC.	Polkryst Inc.
Janet Denson Designs	Melanie Reyes Photography	PranaVista LLC
Japanese Martial Arts Center	Metamorphosis salon	Project B, LLC
Jeannie?s immaculate cleaning	Michigan Ability Partners	Quality Alterations Inc.
Jennifer L Curtis	Mighty Good Coffee	Qure, LLC
JNJ CLEANERS INC.	Mike Green and Associates, Inc.	RCAA Development, LLC
JNS Facility Maintenance, LLC	Min & Kim INC	Regina R. Davis DDS PLLC
Joy Family Center	MiTechNews	RelaxStation Massage Therapy
Just Weed It LLC	Mohammed O. Farha	Rick's Cafe, Inc.
JVW, Inc	Mood Lifters	Ring of Steel Action Theatre, LLC
Karma Hair	My Urban Toddler at Arbor Hills, LLC	Ringstar LLC
Katy Vore Hair Studio LLC		Risa Gotlib LLC
Keil Power Skating		RockPaperScissors Shop Ann Arbor LLC
K H LEE INC.		

RWB GROUP LLC
 RWB Group LLC/Taste
 kitchen
 Sadako Japanese Restaurant
 LLC
 Sae young corporation
 Saica Restaurant
 Saloni's Beauty Solutions, LLC
 Salon XL Color & Design
 Group, LLC
 Sea to Land LLC
 Seed Co LLC
 Seva Inc
 Seva Inc dba Seva Restaurant
 Shikote LLC
 Signature Nails &Spa, VT-LLC
 Social Improvement Content
 Songbird Baking Company
 Sophisticated
 South Eastern Maintenance
 and Repair
 Star's Cafe
 State Street Quick Lube
 Stone Chalet LLC
 Suitcase LLC.
 Sujata Bhakta DDS PLC
 Susan Lo L.M.T
 Sweet Heather Anne LLC
 Sweetwaters Café Inc.
 Sweetwaters Westgate LLC
 Syntech Development LLC
 Taco king
 Tasty Thing LLC
 Tatsu Inc
 TC MTAA LLC
 Technology Management
 Associates, Inc.
 Ten Fine Jewelry
 The Art of Beauty LLC
 The Circ Bar
 The Discovery Center of Ann
 Arbor, Inc.
 The Family Learning Institute
 The GetUp LLC
 The Grotto
 The Ragbirds LLC
 The Songbird Cafe
 The TGQ Law Firm
 The Wolverine State Brewing
 Company LLC
 Thrive Juicery, LLC
 Top Drawer Consignment
 Trakside Restaurant
 Corporation
 TRANSITION SERVICES
 Trifecta Productions LLC
 UMI Trading Inc.
 Up and Up Construction LLC
 Urban Health Solutions, LLC
 U-Ventures Inc.
 Van Boven, Inc.
 VectorRock, Inc
 Versailles Natural Skin Care
 Vertex Coffee LLC
 Veteran Empowerment
 Neighborhoods
 vicki?s wash & wear haircuts
 Victory Lane Quick Oil
 Change
 Vin Vin Vin
 Vis-a-Vis Skin Spa &
 Bodywork, LLC
 Warmilu, LLC
 Washtenaw Dairy
 WEG AA, LLC
 WL Sushi Inc
 Workantile
 XL Unlimited,
 LLC/Dancesport and Fitness
 Yourist Studio Gallery
 Your Personal Pack Sitter LLC
 Zoey and Joey West LLC
 Z Squared Inc
 ZVManagement, Inc.



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SPARK

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