LDFA REPORT 2022 - 2023
ANN ARBOR/YPSILANTI SMARTZONE

Q1

199 COMPANIES SERVED

39 JOBS CREATED

6 COMPANIES CREATED

$26M FUNDS RAISED

INVESTMENTS & GRANTS

$438K

DIRECT SUPPORT

ANN ARBOR SPARK

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

ANN ARBOR MOBILITY INNOVATION ON DISPLAY AT THE 2022 NORTH AMERICAN INTERNATIONAL AUTO SHOW

One of the world's most prestigious automotive industry events, the North American International Auto Show (NAIAS), returned to the heart of Motor City in September. Ann Arbor SPARK joined exhibitors on September 14 and 15 as part of AutoMobili-D, presented by the Michigan Economic Development Corporation (MEDC) and the Michigan Office of Future Mobility and Electrification. On display in SPARK's booth were 13 companies representing regional electric, autonomous, and connected vehicle innovation.

Check out the special event landing page.
Read the full pre-event press release.

ANN ARBOR-BASED VOXEL51 RAISES $12.5M IN SERIES A FUNDING

Voxel51, an Ann Arbor, MI-based data-centric machine learning software company, raised $12.5 million in Series A funding.

Backers included Drive Capital, Top Harvest Capital, Shasta Ventures, and existing investors. The round follows the company's $2.875M Seed round from eLab Ventures, ID Ventures, and the University of Michigan.

The company intends to use the funds to expand its diverse team committed to shaping the future of machine learning in roles focused on product, engineering, community, and more.
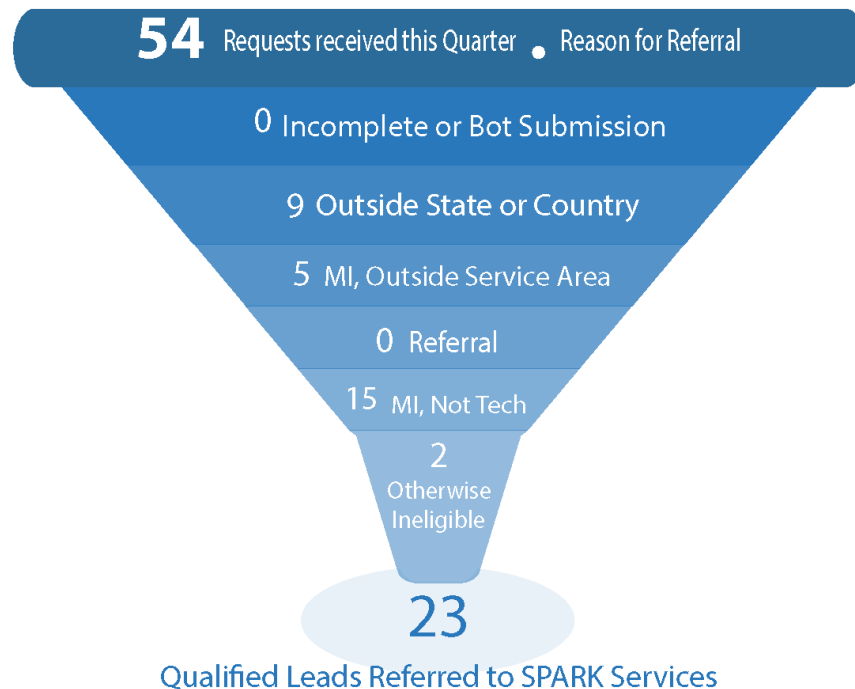
As an Ann Arbor SPARK client, Voxel51 benefited from SPARK's business accelerator grants supported by the Ann Arbor/Ypsilanti SmartZone Local Development Finance Authority (LDFA). These grants helped cover the costs for legal, UX, and strategic planning services. Voxel is also a past participant in Tech Trek, the event which launched a2Tech360.

Read the full story.

Ann Arbor-Ypsilanti SmartZone

Local Development Finance Authority

Ann Arbor SPARK Quarterly Report: *July 1, 2022 – September 30, 2022*

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
16599	Allow users to set up a legally binding contract that only allows funds to be pushed after both sides are 100% confident that the corresponding section of the contract has been fulfilled.
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.
16566	A proprietary online platform that will utilize blockchain technology to offer micro-denominated bond securities to non-accredited investors.
16438P	Retailer product catalog data-as-a-service.
16168P	A medical technology cloud solution designed to make healthcare software solutions accessible

Uniq ID	Description
15390MP	An electric scooter micro mobility solution that allows community members to transport with clean energy, at low costs, and support low-income residential populations
16419P	A regenerative therapy device for teeth that promotes the repair of the pulp-dentin complex.
16640P	Universal Seat-Mounted Airbag for passenger automobiles.
15342P	A social information engine built for the network exchange of ideas and recommendations through the creation of user-generated content cards.
16653Y	A mobile phone application that will serve as the first common platform for parents and families of individuals with cognitive and developmental disabilities.
16658	An options dashboard that will provide useful insights to retail investors at a competitive price.
Total (11 Companies)	

Business Acceleration

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

Uniq ID	Description	FTE's	Billed Support
15196	A children's app aimed at fostering social and emotional intelligence for three- to seven-year-olds in the U.S.	2	$1,000
16561U	An educational technology (edtech) solution that powers engaged learning through multi-player educational role-playing simulations.	1	$1,250
Total (2 Companies)		**3**	**$2,250**

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

Description	Opportunity Description	FTE's	Billed Support
8189M		**16**	**$2,500.00**
Unmanned aerial vehicles (UAVs) to detect methane at solid waste landfills.	Conversion of LLC to c-corp, review and negotiation of revenue-based financing term sheet, and strategy coaching sessions for equity or convertible note financing.	16	$2,500.00
8132Y		**2**	**$19,000.00**
DNA and bioinformatics analysis and collaboration platform.	Website, videos, direct sales, and partnership plans.	2	$9,000.00
	Website, videos, direct sales, and partnership plans.	2	$10,000.00
7876U		**4**	**$4,317.00**
Wearable graphene nanoelectronic alcohol sensor for real-time alcohol monitoring.	Legal advice -- FTO.	4	$4,317.00
7282		**2**	**$6,000.00**
A Think-Work-Together platform.	Legal services: privacy policy and terms of use.	2	$1,707.50
	Legal services: privacy policy and terms of use.	2	$4,292.50
7131		**1.5**	**$3,125.00**
An education and evaluation application to reduce high diagnostic error rates.	Design phase of the LMS platform integration.	1.5	$3,125.00
16653		**1**	**$10,000.00**
A mobile phone application that will serve as the first common platform for parents and families of individuals with cognitive and developmental disabilities.	Upgrade web presence into a mobile phone platform.	1	$10,000.00
16599		**2**	**$1,500.00**

Description	Opportunity Description	FTE's	Billed Support
Allow users to set up a legally binding contract that only allows funds to be pushed after both sides are 100% confident that the corresponding section of the contract has been fulfilled.	Website development.	2	$1,500.00
16577		**13**	**$3,870.00**
An outpatient mental health center.	Website development.	13	$3,870.00
16561U		**1**	**$2,363.00**
An educational technology (edtech) solution that powers engaged learning through multi-player educational role-playing simulations.	Legal services - formation, trademark, and license/option package.	1	$2,363.00
16414		**3**	**$7,500.00**
	Front-end coding.	3	$2,500.00
	Front-end coding	3	$2,500.00
A free-to-use website and mobile platform that uses A.I. to provide personalized gift recommendations.	Setting up the site and collaborating on an API documentation plan with Cele, completing the pre-launch site, and beginning the front-end code with several features on homepage.	3	$1,000.00
	Front-end coding.	3	$1,500.00
16407		**1**	**$135.00**
An all-in-one marketplace and digital platform for end-of-life and after-loss planning.	Name search.	1	$135.00
16351M		**2**	**$4,675.00**
	Graphic design and video editing.	2	$2,000.00
Retrofitting kits that give consumers the opportunity to upgrade their gasoline dirt bikes to electric.	Revise current operating agreement, prepare member buy/sell agreement, prepare accident waiver release, and prepare non-disclosure agreement.	2	$960.00
	Animated video demonstration of product.	2	$1,715.00
16274		**2**	**$7,500.00**
An augmented reality multimedia hardware and software package designed and patented for patient safety.	Successful introductions to Blue Cross plans, Self-Funded Employers, Third Party Administrators, and other health plans.	2	$7,500.00
16183		**3**	**$13,600.00**
Linking NFTs to physical objects.	Legal services - patent search and preparation.	3	$12,800.00
	Legal services - patent search and preparation.	3	$800.00
16171		**6**	**$13,875.00**
	Marketing program and content management system.	6	$5,200.00
Virtual cybersecurity officer services to small and medium-size organizations.	Marketing program and content management system.	6	$3,025.00
	Marketing program and content management system.	6	$5,650.00
15418		**3**	**$511.00**
A new style continuous positive airway pressure (CPAP)/bilevel positive airway pressure (BIPAP) mask/liner.	Directing Canadian Associate (MiltonsIP) to respond to Requisition.	3	$511.00
15410M		**2**	**$5,637.50**
An "optimized fleet-as-a-service" to commercial fleet managers for multiple, specific purposes/uses.	Operation and system improvement strategy.	2	$975.00
	Setting up Quickbooks.	2	$500.00
	Operation and system improvement strategy.	2	$4,162.50

Description	Opportunity Description	FTE's	Billed Support
15408		**1**	**$2,500.00**
A portable document and photo scanner.	Conducting patentability search and analysis.	1	$2,500.00
15389		**2**	**$2,275.00**
A pay-it-forward system to purchase gifts of cheer for their friends and family.	App testing and pilot launch.	2	$2,050.00
	App testing and pilot launch.	2	$225.00
15378M		**0.5**	**$2,400.00**
A company that provides a robotics platform for autonomous mobility solutions in a variety of industries.	Enhancements to already developed app.	0.5	$2,400.00
15351		**1**	**$4,180.00**
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.	Employment package.	1	$4,000.00
	Substantive editing, copyediting, and proofreading 1071-word article (Quadruple Aim for Healthcare), with a focus on US-readability	1	$180.00
15339		**1**	**$6,080.00**
A disruptive process which will revolutionize and cause standardization of Traumatic Brain Injury (TBI) diagnosis and treatment.	Legal services - patent.	1	$6,080.00
15266		**4**	**$8,000.00**
A unified multi-facing ecosystem that handles the entirety of an individual's life.	Front-end programming.	4	$1,600.00
	Front-end programming.	4	$3,200.00
	Developing 3D spatial front end in Unreal 5 for the SingularityOSN project.	4	$200.00
	Programming all of the front-end 3D spatial programs and 3D spatial objects.	4	$3,000.00
15264		**5**	**$2,500.00**
A creator financing and NFT marketplace.	Assistance with the development, implementation, and maintenance of a funding portal compliance program.	5	$2,500.00
15181U		**1**	**$500.00**
Artificial intelligence-assisted software for real time colonoscopy video analysis that delivers an endoscopic Mayo score that is reliable and reproducible saving time and money to help deliver drugs to market, quicker.	Product validation study.	1	$500.00
15179		**6**	**$5,000.00**
Capital and technology enabled platform that will aid tenants, help them preserve their capital, and win landlords more lease deals.	Registered trademark.	6	$5,000.00
15159		**1**	**$10,000.00**
Helps healthcare companies know what germs are growing in their clinical environments.	Review of charter, bylaws, cap table, review agreements with founder and any consultants, provide advice regarding intellectual property matter, provide advice regarding financing alternatives, and prepare for fundraising.	1	$5,000.00
	Secure authentication portal, optimization and enhancements to sample log-in workflow, data visualization, back-end development, and data warehousing.	1	$5,000.00
14747		**3**	**$700.00**

Description	Opportunity Description	FTE's	Billed Support
A video game advertising agency that helps businesses and brands promote their products.	Create (2) new high-resolution Instagram marketing content pieces to support the release of Victory Lap.	3	$700.00
14685		**2**	**$7,050.00**
A self-writing clinical note for doctors based of patient appointments and interactions for insurance purposes.	To prepare the disclosure supplement for the SAFE financing, prepare the securities filings, negotiate the form of SAFE and side letter.	2	$6,621.25
	To prepare the disclosure supplement for the SAFE financing, prepare the securities filings, negotiate the form of SAFE and side letter.	2	$428.75
13621U		**0**	**$6,162.50**
An augmented reality solution for the treatment of phobias and other anxiety disorders to provide clinicians with a broad spectrum of stimuli to perform exposure therapy regardless of location and physical resources.	Marketing support and customer development activities.	0	$3,300.00
	Negotiating/drafting the option from WSU to the company, and for drafting a commercial license template to customers.	0	$2,650.00
	Negotiating/drafting the option from WSU to the company, and for drafting a commercial license template to customers.	0	$212.50
12937		**2**	**$8,000.60**
A self-sanitizing door handle by ultraviolet (UV) light.	To identify and correct flaws in their electronic system in preparation for EPA safety testing.	2	$6,900.00
	To identify and correct flaws in their electronic system in preparation for EPA safety testing.	2	$333.00
	To identify and correct flaws in their electronic system in preparation for EPA safety testing.	2	$767.60
12884Y		**3.5**	**$145.50**
Eco-friendly prescription medication bottle manufacturing.	Legal services - trademark.	3.5	$145.50
11954		**6**	**$21,407.50**
A platform using progressive web app technology to help pain sufferers navigate a variety of options to better manage pain through self-management and related resources.	Production of 40 videos.	6	$21,407.50
11900M		**2.5**	**$16,000.00**
Meteorological technology intelligence that produces connected vehicle sensor data for improved road safety, improved weather forecasting, and for monetization of data for owners.	GIS-based back-end network development and pilot maintenance and support.	2.5	$8,000.00
	GIS-based back-end network development and pilot maintenance and support.	2.5	$8,000.00
11859		**2**	**$10,000.00**
Helps companies make employee decisions connecting and analyzing disparate sets of data, particularly from employee surveys and human resources information technology systems.	PR services.	2	$2,000.00
	Creation of sales collateral.	2	$2,000.00
	Creation of sales collateral.	2	$2,000.00
	PR services.	2	$2,000.00
	PR services.	2	$2,000.00
11850		**1**	**$106.25**
A cloud based robo-advisory platform for commodity hedging.	Support for equity and advisor-related agreements, reviewing investor term sheets and preparing for financing.	1	$106.25
11791U		**1**	**$2,548.75**

Description	Opportunity Description	FTE's	Billed Support
Addresses disruptive CO2 emissions convert into hydrocarbon fuels.	FFI investment documents (including disclosures, consents, and side letter).	1	$2,548.75
11708U		**4**	**$21,250.00**
An automation software company that has software algorithm that doubles the speed of 3D printers via vibration compensation.	Conversion to C corp, employment agreement, licensing agreement.	4	$21,250.00
11540MU		**5**	**$5,716.15**
Manufacture and sell steel fiber for ultrahigh performance concrete (UHPC).	Design and fabricate 2 production machines - services only, no material.	5	$2,925.00
	Design and fabricate 2 production machines - services only, no material.	5	$2,250.00
	Accounting help and training.	5	$229.90
	Help with near-term and long-term budget projections.	5	$311.25
10191U		**2**	**$6,350.00**
Wireless link that offers fiber-like speeds for the back haul and last-mile connection in the network.	New patent application and continuation applications	2	$6,350.00
0585		**4**	**$3,161.00**
Software development with biostatistics and spatial epidemiology.	Review disclosure material; prepare draft U.S. provisional patent application; receive input on the draft application and revise as needed; prepare an Application Data Sheet and any necessary assignment document; and file the patent application.	4	$3,161.00
Total (41 Companies)		**125**	**$253,141.75**

Talent Programs

Entrepreneur-In-Residence Program

This quarter, 23 companies utilized the entrepreneur-in-residence program. This program is designed to attract and retain C-level individuals in the community by leveraging their talent and experience to add substantial value to client companies.

Uniq ID	Description	FTE's	Billed Support
14736	A low-code cloud software platform which software products can be rapidly built and iterated.	3	$11,000.00
11350	Autonomous last mile delivery trailer.	4	$1,300.00
0585	Software development with biostatistics and spatial epidemiology.	4	$2,400.00
16599	Allow users to set up a legally binding contract that only allows funds to be pushed after both sides are 100% confident that the corresponding section of the contract has been fulfilled.	2	$4,215.00
11859	Helps companies make employee decisions connecting and analyzing disparate sets of data, particularly from employee surveys and human resources information technology systems.	2	$2,000.00
15282	A digital identity and vital information storage and exchange platform.	2	$500.00
15351	An innovative Operating Room Efficiency Platform that enables the healthcare system to reduce stress in the OR, total cost of treatment, and increase patient wellbeing while achieving optimal quality of care.	1	$125.00

Uniq ID	Description	FTE's	Billed Support
16266	An end-to-end project management tool that consolidates all trip planning processes into one place.	2	$7,500.00
13686	Medical artificial intelligence to predict the need to go to ER and conditions like COVID-19 with accuracy that is precise to the individual.	2	$6,000.00
12120	A population health infrastructure and registry tool that aggregates data from external sources to calculate physician and network performance against sets of clinical guidelines and facilitates.	5.5	$3,000.00
11918	Health management platform connecting patients, providers, and caregivers to effectively manage patients with chronic conditions.	2	$7,500.00
15107	An application for peer-to-peer tool and equipment rentals.	3	$6,307.44
12036	An automated leasing and marketing for any property management firm to book more tours.	1	$475.00
11900	Meteorological technology intelligence that produces connected vehicle sensor data for improved road safety, improved weather forecasting, and for monetization of data for owners.	2.5	$2,125.00
15418	A new style continuous positive airway pressure (CPAP)/bilevel positive airway pressure (BIPAP) mask/liner.	3	$2,175.00
15339	A disruptive process which will revolutionize and cause standardization of Traumatic Brain Injury (TBI) diagnosis and treatment.	1	$850.00
16171	Virtual cybersecurity officer services to small and medium-size organizations.	6	$6,000.00
15389	A pay-it-forward system to purchase gifts of cheer for their friends and family.	2	$375.00
16577	An outpatient mental health center.	13	$4,500.00
14685	A self-writing clinical note for doctors based of patient appointments and interactions for insurance purposes.	2	$7,500.00
7131	An education and evaluation application to reduce high diagnostic error rates.	1.5	$1,500.00
16308	Educational mobile app that generates interactive captions for college lectures.	1	$2,000.00
16351	Retrofitting kits that give consumers the opportunity to upgrade their gasoline dirt bikes to electric.	2	$650.00
Total (23 Companies)		**67.5**	**$79,997.44**

Intern Matching Funds Program

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

Uniq ID	Description	FTE's	Billed Support
11893	Developing a level 4 autonomous bus platform for vehicle manufacturers and organizers who plan to operate an autonomous fleet.	4	$790.00
12840	An online peer-to-peer marketplace for parking aimed at solving parking availability and affordability problem on college campuses by using empty driveway space.	2	$6,356.25
8393	Business-to-business marketplace where businesses can easily find quality information technology professionals.	5	$1,870.00
11353	Low-cost full-page tactile display for blind people that would enable true digital access to tactile information.	1	$15,000.00
16274	An augmented reality multimedia hardware and software package designed and patented for patient safety.	2	$5,905.90
16351	An exploration application that allows users to collect locations and attractions visited and be presented in the style of a fun game that lets user earn points, level up in eight different categories, and achieve milestones.	2	$2,000.00
Total (6 Companies)		**16**	**$31,922.15**

Digital Engagement Clinic

Uniq ID	Description	FTE's	Billed Support
11701	Mobile application for autonomous vehicles and pedestrians to help avoid collisions.	5.5	$238.00
16289	The Digital Engagement Clinic at EMU (interns employed directly by the Clinic).	0	$6,260.76
4519	Platform giving independent app publishers technology for customized native ads and access to advertisers.	76	$3,060.00
12031	Multi-dimensional electromagnetic energy convertor (EMEC) that increases the power density of conventional solar modules.	0	$1,530.00
6828	Software for the analysis of genetic data.	7	$2,465.00
8255	Communications software for business-to-business or business-to-consumer.	10	$2,266.27
0009	Ann Arbor SPARK.	-	$3,716.03
11350	Autonomous last mile delivery trailer.	4	$3,162.51
585	Software development with biostatistics and spatial epidemiology.	4	$2,890.00
11120	Cross-MBA trips for students from several universities before their MBA program begins.	3	$3,013.59
11859	Helps companies make employee decisions connecting and analyzing disparate sets of data, particularly from employee surveys and human resources information technology systems.	2	$2,873.00
15159	Helps healthcare companies know what germs are growing in their clinical environments.	1	$2,210.00

Uniq ID	Description	FTE's	Billed Support
15410	An "optimized fleet-as-a-service" to commercial fleet managers for multiple, specific purposes/uses.	2	$2,770.83
8393	Business-to-business marketplace where businesses can easily find quality information technology professionals.	5	$3,434.00
7117	Data processing algorithms and curated genetic database software as a service.	58	$2,628.20
11838	Helps to protect the athlete through a neuromuscular training methodology that immediately provides a player and coach the ability to identify and correct incorrect form at the point of contact.	1	$2,482.00
16251	Modular hardware platforms robotics and autonomous vehicle companies to run delivery services.	2	$3,055.41
12842	Last mile robot delivery solutions.	6	$1,501.61
8658	Builds and hosts complete, professionally designed, mobile-responsive websites.	8	$2,409.07
15378	A company that provides a robotics platform for autonomous mobility solutions in a variety of industries.	0.5	$2,855.83
13622	Creation of gaming software and merchandise for female audiences.	3	$3,380.62
8806	Turnkey passive home entry module.	8	$3,068.50
11988	Scalable smart camera system that captures all objects in any sports scene, including players and officials, from multiple points of view including 3-D motion.	1	$1,989.00
16274	An augmented reality multimedia hardware and software package designed and patented for patient safety.	2	$3,261.11
11606	An exploration application that allows users to collect locations and attractions visited and be presented in the style of a fun game that lets user earn points, level up in eight different categories, and achieve milestones.	2	$4,107.71
Total (25 Companies)		**211**	**$70,629.05**

Biotech Commercialization Course

This course is a next level (basic customer discovery, value prop, and competitive analysis) educational offering for biotech companies undergoing commercialization, offering a deeper dive to the challenges of healthcare commercialization. Teams will continue to refine their pitches for investors, navigate future milestones, and learn more about raising money as a healthcare company.

The program is part of a larger collaboration with Fast Forward Medical Innovation that further teaches intricacies of healthcare commercialization and hands on mentoring with team members from the UM- tech Transfer Office, over 4-weeks.

Topics to be covered include:
- Stakeholders & Markets
- Commercialization Case Study (Medical Device)
- Customer Discovery for Healthcare Settings
- Communication Healthcare Innovation
- De-Risking Innovation, Planning & Development Milestones
- Intro to Equity and Investments

Uniq ID	Account Description	FTE's
16154	A urinary catheter extension for early UTI detection.	2
16411	A home-based, over-the counter diagnostic wearable that detects early-stage SARS-CoV-2 and influenza related antigens, ESCoT™.	1

Uniq ID	Account Description	FTE's
16459	Offers neuroscience equipment sales, consulting, and commercialization services to support the growth of the neuroscience research community.	5.5
16498	A novel medical device enabling rapid, reliable, and accessible point of care allergy testing.	2
16538	An online platform that considers an individual's in-depth personal history and journey from a biochemistry perspective.	1
16619	A healthcare patient flow analytics platform that models and displays a hospital's current state, predicts likely futures, and provides hospitals the ability to score potential corrective action options.	1
Total (6 Companies)		**12.5**

Boot Camp

None this quarter.

SPARK Central Innovation Center

Lower Level

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

Virtual Clients

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

Third Floor

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

Fourth Floor

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

SPARK East Innovation Center

Virtual Clients

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

Seated Clients

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

Uniq ID	Account Description	Start Date	Exit Date	Seats	FTE's
SPARK Central Lower Level: Designated Desk				**8**	**41.5**
2203	Online furniture inventory management that allows targeted retailer interaction.	9/7/2022	3/7/2023	2	14
12128	An artificial intelligence software platform that uses real-time in the catheterization lab to process conventional angiograms and automate a quantitative clinical assessment of coronary artery disease (CAD) patients.	7/27/2022	7/27/2023	1	4
8189	Unmanned aerial vehicles (UAVs) to detect methane at solid waste landfills.	6/15/2022	12/15/2022	1	16

Uniq ID	Account Description	Start Date	Exit Date	Seats	FTE's
16566	A proprietary online platform that will utilize blockchain technology to offer micro-denominated bond securities to non-accredited investors.	6/14/2022	6/14/2023	1	1.5
13635	A SaaS company that targets the use of wearable sensors and related data analyses to identify COVID-19 infection early before symptoms are apparent.	4/1/2022	10/1/2022	0.4	1
12090	A sensor, cloud-based data management and analytics system application component for athlete's interaction and communication.	4/1/2022	10/1/2022	0.3	0.5
16436	A software that is intended to deliver programming and track progress of athletes for strength coaches in their gym.	4/1/2022	10/1/2022	0.3	0.5
11541	SaaS platform which allows authenticated revenue generating subscriptions to smart road services.	2/1/2022	2/1/2023	1	2
15386	Safe battery collection, transport, and storage for highly combustible batteries.	10/11/2021	4/11/2022	1	2
SPARK Central Lower Level: Flex Desk				**5**	**36**
11701	Mobile application for autonomous vehicles and pedestrians to help avoid collisions.	3/30/2022	9/30/2022	-	5.5
7754	Sensors and measurement devices for electromagnetic radiation enabling essential technologies.	12/2/2021	12/2/2022	1	7
11635	A one-stop shop where customers can purchase all their nightlife products in one place.	11/13/2021	5/13/2022	2	15
8419	Next-generation freight marketplace focused on better user experience, lower freight costs, and regulatory compliance.	11/5/2021	5/5/2022	1	6
11900	Meteorological technology intelligence that produces connected vehicle sensor data for improved road safety, improved weather forecasting, and for monetization of data for owners.	5/4/2020	11/4/2020	1	2.5
SPARK Central Lower Level: Virtual Desk				**0**	**236.7**
16459	Offers neuroscience equipment sales, consulting, and commercialization services to support the growth of the neuroscience research community.	9/20/2022	9/20/2023	-	5.5
16658	An options dashboard that will provide useful insights to retail investors at a competitive price.	9/19/2022	3/19/2023	-	5
16365	The next generation of eco-friendly, energy-saving ice management systems.	9/1/2022	3/1/2023	-	7
16656	Game development studio focused on creating a next generation, free-to-play, live service, social shooter.	8/16/2022	2/16/2023	-	3
15264	A creator financing and NFT marketplace.	6/15/2022	12/15/2022	-	5
16411	A home-based, over-the counter diagnostic wearable that detects early-stage SARS-CoV-2 and influenza related antigens, ESCoT™.	4/25/2022	10/25/2022	-	1
8384	Application and cloud service to connect dietitians and their clients for efficient, timely interaction.	3/19/2022	3/19/2023	-	3
16154	A urinary catheter extension for early UTI detection.	3/4/2022	9/4/2022	-	2
289	Creating an automotive and security technology portfolio.	2/21/2022	8/21/2022	-	2.5
16295	A computer program (cellular automata model, or CA model) to predict the microstructure and properties of the printed metal parts based on the material chemical compositions and additive manufacturing processing parameters.	12/13/2021	12/13/2022	-	0
8797	Off-the-shelf machine learning applications.	12/8/2021	6/8/2022	-	50
16274	An augmented reality multimedia hardware and software package designed and patented for patient safety.	11/23/2021	5/23/2022	-	2
14242	A cloud-based computational teaching and learning platform.	11/23/2021	5/23/2022	-	1

Uniq ID	Account Description	Start Date	Exit Date	Seats	FTE's
12937	A self-sanitizing door handle by ultraviolet (UV) light.	11/3/2021	5/3/2022	-	2
16184	A means of improving oral care compliance in mechanically ventilated patients in order to reduce the real-world rates of ventilator associated pneumonia.	10/21/2021	4/21/2022	-	2
15266	A unified multi-facing ecosystem that handles the entirety of an individual's life.	10/8/2021	10/8/2022	-	4
16143	A company that holds the exclusive license to commercialize a novel compound preventing brain cell destruction from Beta Amyloid Protein (BAP).	9/27/2021	3/27/2022	-	5
12911	Works with organization's cross-functional leadership teams to translate existing (or enhanced) data, insights, and institutional knowledge into a readily actionable experience design strategy that unleashes new sources of revenue in both the near- and longer-term.	9/14/2021	9/14/2022	-	1
8609	Quotation lifecycle management (QLM) applications focused on managing the interaction between our customer companies and their customers and suppliers.	9/14/2021	9/14/2022	-	4
12842	Last mile robot delivery solutions.	9/9/2021	3/9/2022	-	6
15418	A new style continuous positive airway pressure (CPAP)/bilevel positive airway pressure (BIPAP) mask/liner.	9/1/2021	12/1/2021	-	3
11540	Manufacture and sell steel fiber for ultrahigh performance concrete (UHPC).	8/28/2021	8/28/2022	-	5
15378	A company that provides a robotics platform for autonomous mobility solutions in a variety of industries.	8/23/2021	2/23/2022	-	0.5
15389	A pay-it-forward system to purchase gifts of cheer for their friends and family.	8/19/2021	8/19/2022	-	2
14712	Automatically adjusting the flow of oxygen to patients using a closed-loop system that delivers precisely the right amount of oxygen based on the patient's real-time bio-metric and activity data.	8/6/2021	2/6/2022	-	2
15352	A venture capital firm.	8/4/2021	8/4/2022	-	1
12112	An on-farm mycotoxin monitoring system that will allow livestock and dairy farmers to preemptively detect and remove contaminated animal feed.	6/21/2021	6/21/2022	-	2
0585	Software development with biostatistics and spatial epidemiology.	6/16/2021	12/16/2021	-	4
15241	A platform that utilizes biosignals acquired through a third-party wearable device to detect (and eventually anticipate) anxiety and stress in real-time.	6/1/2021	12/1/2021	-	2
15255	Digitization of an existing professional internal auditing methodology.	5/27/2021	11/27/2021	-	2
15196	A children's app aimed at fostering social and emotional intelligence for three- to seven-year-olds in the U.S.	5/20/2021	11/20/2021	-	2
15179	Capital and technology enabled platform that will aid tenants, help them preserve their capital, and win landlords more lease deals.	4/26/2021	4/26/2022	-	6
15159	Helps healthcare companies know what germs are growing in their clinical environments.	4/26/2021	10/26/2021	-	1
11960	Background check for customers who use online services.	4/12/2021	10/12/2021	-	2.5
15107	An application for peer-to-peer tool and equipment rentals.	4/9/2021	4/9/2022	-	3
14829	Training tool for medical purposes.	4/1/2021	10/1/2021	-	0.2
15113	Electric bike manufacturer.	4/1/2021	10/1/2021	-	1

Uniq ID	Account Description	Start Date	Exit Date	Seats	FTE's
14794	A dynamic standing desk aimed at combating sedentariness and promoting physical activity in the office space.	3/18/2021	9/17/2021	-	1
15090	Digital health and education company with a proven program to reduce weight and thus improve non-alcoholic fatty liver disease (NAFLD) for its members.	3/11/2021	9/10/2021	-	6
11895	A cloud-based platform that enables automotive companies to effectively manage their pre-production operations, meet customer requirements, and collaborate with suppliers in a single platform.	2/16/2021	8/16/2021	-	3.5
8122	Platform for pharmacies and physician offices to source prescription drugs.	2/16/2021	2/16/2024	-	2
11310	Continuous, non-invasive, wearable blood pressure monitoring device.	2/16/2021	2/16/2022	-	1
12129	Uses data signals and historical patterns to provide a high accuracy labor demand forecast and prescribe optimized scheduling to yield reduced labor expense without compromising service quality.	2/15/2021	2/15/2022	-	2.5
8323	System for recording, displaying, and interpreting human eye movements, and a method for recognizing emotional reactions to visual content.	2/15/2021	8/15/2021	-	1
11850	A cloud based robo-advisory platform for commodity hedging.	2/15/2021	2/15/2022	-	1
7723	A research and consulting firm focused on transportation and sustainability.	2/15/2021	2/15/2022	-	1
8769	Automated legal document generation software.	2/15/2021	2/15/2022	-	1
8543	Novel video analytics capability for public safety and automotive companies to service their video analytics needs.	1/22/2021	7/21/2021	-	9
14691	A material innovation company supplying industrial hemp to the automotive plastics market.	1/11/2021	7/10/2021	-	5
11893	Developing a level 4 autonomous bus platform for vehicle manufacturers and organizers who plan to operate an autonomous fleet.	12/1/2020	5/31/2021	-	4
11691	Focus on bringing the therapeutic benefits of nitric oxide to market.	11/6/2020	5/5/2021	-	8
12043	Education platform that allows teachers to upload lessons and projects, monitor progress, and guide students.	10/21/2020	4/20/2021	-	3
7131	An education and evaluation application to reduce high diagnostic error rates.	10/20/2020	4/19/2021	-	1.5
11951	A computer vision platform tool that error-proofs manufacturing processes and tracks body posture and movement to give assembly operators real-time feedback.	10/19/2020	4/18/2021	-	9
12903	A holistic financial platform tailored to couples for better expense sharing and payments.	7/29/2020	1/28/2021	-	2
11373	Software development studio with a focus on digital games, entertainment, and tools.	7/29/2020	1/28/2021	-	1
11807	A medical device to treat atherosclerotic calcified plaque (CP) indicated for peripheral artery disease (PAD).	7/7/2020	9/13/2021	-	3
6407	Home care assistant services for household duties to light non-medical personal care applicants.	6/26/2020	12/25/2020	-	1
12190	Makes control data easy and accessible to build predictive economic models.	5/19/2020	11/18/2020	-	4
12070	An automotive clean-tech company from Finland that designs, manufactures, and sells technology that enables the use of biofuel in gasoline and hybrid vehicles and other machinery.	5/1/2020	11/30/2020	-	1

Uniq ID	Account Description	Start Date	Exit Date	Seats	FTE's
7982	Drug discovery SaaS product.	1/1/2019	6/30/2019	-	4
8774	Vehicle-to-everything (V2X) software to make roads and vehicle-to-everything interactions safer.	1/15/2018	7/16/2018	-	2
8591	Compliance training SaaS platform, primarily focused on safety and security issues, in particular, workplace violence prevention (WPV) and active shooter preparedness.	7/19/2017	1/18/2018	-	2
8393	Business-to-business marketplace where businesses can easily find quality information technology professionals.	7/15/2017	7/15/2018	-	5
6600	Medical device for vision enhancement in persons with partial loss of sight.	6/1/2013	12/31/2016	-	2
SPARK Central 3rd Floor: Suite				**6**	**8**
8806	Turnkey passive home entry module.	10/1/2019	9/30/2021	6	8
SPARK Central 4th Floor: Designated Desk				**27**	**19**
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.	9/12/2022	12/9/2022	-	1
16648	Frictionless Intersection Plan.	8/11/2022	2/11/2023	1	4
16599	Allow users to set up a legally binding contract that only allows funds to be pushed after both sides are 100% confident that the corresponding section of the contract has been fulfilled.	8/8/2022	2/8/2023	1	2
7617	U-M Startup accelerator.	4/1/2022	4/1/2023	20	2
4803	An intuitive integrated display that retrieves medical data.	9/14/2021	9/14/2022	1	4
8050	Employee engagement SaaS app.	7/22/2020	1/21/2021	4	6
SPARK Central 4th Floor: Flex Desk				**3**	**5**
16371	Create satellites that can process large SAR collections on orbit to reduce downlink data volume.	9/29/2022	3/29/2023	2	3
15410	An "optimized fleet-as-a-service" to commercial fleet managers for multiple, specific purposes/uses.	4/22/2022	10/22/2022	1	2
SPARK East: Designated Desk				**3**	**4**
16236	a technology company that provides mobility-as-a-service to individual, retail, and commercial customers in need of last mile delivery.	8/12/2022	2/12/2023	1	2
8912	Digital offering that seamlessly transitions Instagram users (who express interest in an item), from a viewer position to a shopping position.	10/22/2021	10/22/2022	2	2
SPARK East: Flex Desk				**4**	**27.5**
7591	Talent consultants, human resource experts, and matchmakers focused on supporting Michigan companies and communities with their talent needs.	12/8/2021	6/8/2022	2	13
15281	Automated small to medium business loan approval process to accelerate loan approval.	7/22/2021	1/22/2022	1	4.5
8255	Communications software for business-to-business or business-to-consumer.	2/15/2021	2/15/2022	1	10
SPARK East: Virtual Desk				**0**	**57**
16653	A mobile phone application that will serve as the first common platform for parents and families of individuals with cognitive and developmental disabilities.	9/12/2022	9/12/2023	-	1
16642	An app and platform geared towards interactive solutions for GenZ relating to career, housing, fintech, etc.	9/6/2022	3/6/2023	-	1
8636	Guided meditation and respiratory biofeedback application.	7/7/2022	1/7/2023	0	2
12902	A drug formulation to help chronic kidney disease patients.	7/1/2022	7/1/2023	-	2

Uniq ID	Account Description	Start Date	Exit Date	Seats	FTE's
16271	Dedicated to translating the business potential of breakthrough bioscience technologies in targeted geographies.	5/2/2022	11/2/2022	-	1
11918	Health management platform connecting patients, providers, and caregivers to effectively manage patients with chronic conditions.	4/22/2022	10/22/2022	-	2
11606	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	1/24/2023	-	2
12260	To reduce medical supply surplus by providing end-to-end supply tracking and management solutions.	10/25/2021	4/25/2022	-	2.5
15408	A portable document and photo scanner.	9/7/2021	3/7/2022	-	1
15282	A digital identity and vital information storage and exchange platform.	7/7/2021	1/7/2022	-	2
11252	Two wheeled 'series hybrid' for developing markets.	2/18/2021	2/18/2022	-	1
11880	In-application music discovery competitions that reward listeners for competing and discovering new music.	2/16/2021	2/16/2022	-	0.5
6977	Human capital management software optimizing hiring, evaluations, and workflows for education and healthcare.	2/16/2021	2/16/2022	-	5
11985	Self-contained, pre-engineered, and pre-configured, mobile solar nano grids with a variety of solutions inside the nano grid.	2/15/2021	2/15/2022	-	13
8132	DNA and bioinformatics analysis and collaboration platform.	2/15/2021	2/15/2022	-	2
11212	A personal loan assistant that simplifies terms and guides students through lowering their aid package and automatically paying interest while in school.	2/12/2021	8/11/2021	-	6
11953	Test technology for color measurement in paint for quality control.	1/1/2021	6/30/2021	-	1
14226	Web application that tailors to companies in search of qualified technology-based suppliers.	9/18/2020	3/17/2021	-	1
12929	A platform for car enthusiasts and auto businesses to experience activities like tours, workshops, events, or adventures around individuals or auto businesses to share their cars, passion, auto skills, or expertise with guests.	8/24/2020	2/23/2021	-	1
12884	Eco-friendly prescription medication bottle manufacturing.	8/6/2020	2/5/2021	-	3.5
11831	Provides chronic pain specialists with quantitative evaluations on treatment performance to help optimize the long-term care of patients.	11/1/2019	10/31/2020	-	1
8366	Physiological performance data analytics company.	10/10/2019	1/9/2020	-	2.5
3549	Disposable patient lifting system.	9/7/2010	3/31/2016	-	3
SPARK East: Suite Desk				**13**	**10**
1782	Laser imaging systems integrator, for combustion diagnostics, materials, and spectroscopic analysis.	4/14/2022	4/14/2024	7	7
11661	Industry 4.0, smart inspection for manufacturing.	2/15/2022	8/15/2022	6	3
Total (118 Companies)				**69**	**444.7**

Hosted Networking and Educational Events

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

Event Date	Event Name	Location	Attendees	Event Description
7/13/2022	Customer Discovery - The Secret to Startup Success (Part 1)	Virtual	17	A two-part workshop to learn the fundamentals of customer discovery. Session one will introduce the key customer discovery concepts and ground rules – along with pro tips for framing the right questions and how to conduct an effective interview.
7/14/2022	Ypsi 9th Hour: The Back Office Studio	In-Person	56	Sponsored and co-created by BOS and Ann Arbor SPARK East Innovation Center, this after-work networking scene is for anyone looking to socialize with like-minded entrepreneurs, business professionals, and independent contractors in a casual, relaxed atmosphere.
7/21/2022	Emerging Leaders Happy Hour	In-Person	61	Hosted by Ann Arbor SPARK and Kapnick Insurance, this monthly event series is the low-key, low-pressure opportunity you've been looking for to meet your peers, share challenges and opportunities, and boost your career.
7/27/2022	Customer Discovery - The Secret to Startup Success (Part 2)	Virtual	13	A two-part workshop to learn the fundamentals of customer discovery. After you've had the chance to create your customer discovery plan, the second workshop on July 27 will provide hands-on practice with guidance from our expert coaches. Working together with SPARK's entrepreneurial team you'll have the opportunity to perfect your interview process and explore what the results mean for your product or business.
8/12/2022	Fifth Third eBus Visits Ypsilanti	In-Person	7	Have questions on financial topics, getting that next job, need advice for your small business, or want to access your credit score? The eBus will offer 12 computer stations and a classroom area, along with advice from the Fifth Third team.
8/18/2022	Emerging Leaders Happy Hour	In-Person	62	Hosted by Ann Arbor SPARK and Kapnick Insurance, this monthly event series is the low-key, low-pressure opportunity you've been looking for to meet your peers, share challenges and opportunities, and boost your career.
9/15/2022	MI STEM Forward Meetup | Company Registration	NAIAS	48	This Meet-UP will provide both business and talent an opportunity to discover ways to collaborate and work and learn from each other.
9/15/2022	MI STEM Forward Meetup | Student Registration	NAIAS	116	This Meet-UP will provide both business and talent an opportunity to discover ways to collaborate and work and learn from each other.
9/15/2022	Emerging Leaders Happy Hour	Circ Bar	39	Hosted by Ann Arbor SPARK and Kapnick Insurance, this monthly event series is the low-key, low-pressure opportunity you've been looking for to meet your peers, share challenges and opportunities, and boost your career.

Event Date	Event Name	Location	Attendees	Event Description
9/21/2022	Inclusive Workplace Series | Unconscious Bias Training	Virtual	21	In this Unconscious Bias training session, participants will: gain an understanding of unconscious bias, identify ways in which certain ideas are learned or taught in society, recognize your own implicit bias and how to address it, learn about micro inequities, microaggressions, and devaluing of others, identify strategies to implement inclusive language and actions for working in and building high-performing teams, leaders: recognize key characteristics to promote inclusive workplaces, even in the face of opposition.
9/22/2022	Tech Trek/Mobility Row Luncheon	SCIC	67	Join the SPARK team for lunch and conversation as we explain the day and set you and your team up for success!
9/22/2022	Ypsi 9th Hour: SPARK East	SPARK East	68	Sponsored and co-created by BOS and Ann Arbor SPARK East Innovation Center, this after-work networking scene is for anyone looking to socialize with like-minded entrepreneurs, business professionals, and independent contractors in a casual, relaxed atmosphere.
9/28/2022	Challenger Sales for Startups & Small Business	Virtual	41	Led by Ted Dacko, a successful serial entrepreneur with decades of experience engaging customers and leading teams in the sales of novel and complex solutions, this interactive session will explore the core principles of challenger sales.
9/29/2022	Customer Discovery - The Secret to Startup Success (Part 1)	Virtual	21	A two-part workshop to learn the fundamentals of customer discovery. Session one will introduce the key customer discovery concepts and ground rules – along with pro tips for framing the right questions and how to conduct an effective interview.
Total (14 Events)			**637**	

Microloans

Number of loans currently outstanding:	**6**
Current total loan amount outstanding	$295,048.28
Loan amounts repaid this fiscal year	$0
Loans written off this fiscal year	$0
Cumulative Jobs retained	113.5
Cumulative net Jobs created	173.5
Payment made back to LDFA this fiscal year	$64,464
Current balance of the microloan account	**$10,003.69**

Capital Raised

Capital transactions reported this quarter are more numerous than other quarters due to the inclusion of data captured by the annual survey. The following table lists transactions reported by companies previously served by LDFA funded programs:

Uniq ID	Investor Organization Name	Total Amount
Acquisition		**$13,190,000**
14252	Bosch	-
8209	-	$3,190,000
4803	-	$10,000,000
Venture Capital		**$10,500,000**
12098	Narrow Gauge Ventures, Arboretum Ventures, and Detroit Venture Partners.	$5,500,000
11367	Flyover Capital, Detroit Venture Partners, and Reseda	$2,500,000
12886	10X Capital	-
11691	-	$2,500,000
Angel		**$750,000**
14267	-	$550,000
11988	-	$200,000
SBIR/STTR		**$1,070,000**
15134	National Science Foundation	$250,000
0585	National Institutes of Health	$820,000
Corporate/University/Foundation		**$823,000**
11691	-	$500,000
15410	Conquer Accelerator	$20,000
16414	University of Michigan School of Information	$5,000
16371	University of Michigan Space Grant (NASA)	$6,000
16414	University of Michigan	$2,000
8054	National Institutes of Health	$290,000
Other		**$25,000**
12128	Michigan ETF	$25,000
Total (18 Transactions)		**$26,358,000**

Software

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

1. **Zendesk**: $1,125.00 ($375.00/month) – Customer experience tool to help manage the incubators.
2. **Survey Monkey**: $7,410.00 - Online survey creation and distribution apparatus that automatically inputs responses into our CRM. We use this instrument to conduct the annual survey.

Total: $8,535.00

Marketing Performance Metrics | Q1

Using an integrated marketing strategy to increase LDFA brand awareness

Marketing Communications Tool	Description	LDFA FY 22 – 23, Q1	Compared to Last Quarter	Compared to Last Year
Website Visits	Visits to our website will raise awareness and provide valuable tools and resources.	96,590	+62%	-1%
Video Views	Video views on multiple platforms to reach wider audiences.	197,802	+59%	-34%
Social Media Impressions	General visibility on a variety of popular social media platforms.	2,244,886	-10%	-32%
Social Media Interactions	Direct, positive interactions with people from all over the world.	202,878	+51%	-19%

Strategic Marketing and Communication Services

The newest addition to the SPARK services for our clients is strategic marketing and communication services. This is an in-house marketing strategy and service for our clients through the LDFA, dedicated to helping clients effectively reach their target audience. A few of the services offered through this expansion are strategy and planning, market targeting, support, and advice on the execution of specific tactics, and connecting clients to additional community resources. This quarter there were a total of 74 sessions with 21 companies, 0 of them were new marketing clients.

Uniq ID	Marketing Strategy Type	Sessions
16482	Content development and strategic marketing session.	1
16407	Content development, marketing referral, content review and edits, and strategic marketing session.	9
585	Content development, marketing referral, content review and edits, and strategic marketing session.	18
16414	Strategic marketing session.	1
15408	Content development and strategic marketing session.	7
15282	Strategic marketing session.	1
15351	Strategic marketing session.	3
15386	Strategic marketing session.	1
16266	Strategic marketing session and content review and edits.	6
16438	Strategic marketing session and content review and edits.	2
15410	Strategic marketing session and content review and edits.	3
16251	Content development, marketing referral, content review and edits, and strategic marketing session.	3
7282	Content development and strategic marketing session.	4
15288	Strategic marketing session.	1
16642	Strategic marketing session.	1
16236	Strategic marketing session.	1
289	Strategic marketing session.	3
16613	Strategic marketing session.	2
16659	Strategic marketing session and content review and edits.	4
16509	Strategic marketing session.	2
16351	Marketing referral and strategic marketing session.	1
Total (21 Companies)		**74**

Lenawee Now

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

Business Accelerator Intake [Phase I]
13 Total requests received
12 Requests non-tech
1 Qualified lead referred to Lenawee Now

Company Created
Scott Labs LLC

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
1 event - Business Ethics Symposium, sponsored, September 30, 2022

Capital Raised

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

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 Clicktools: 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.

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.