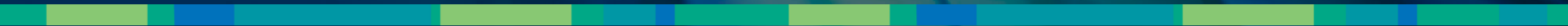


ANN ARBOR SPARK ANNUAL MEETING

real results





Paul Krutko

President and CEO

Ann Arbor SPARK

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SPARK Annual Meeting and Regional Economic Forum

April 30, 2019

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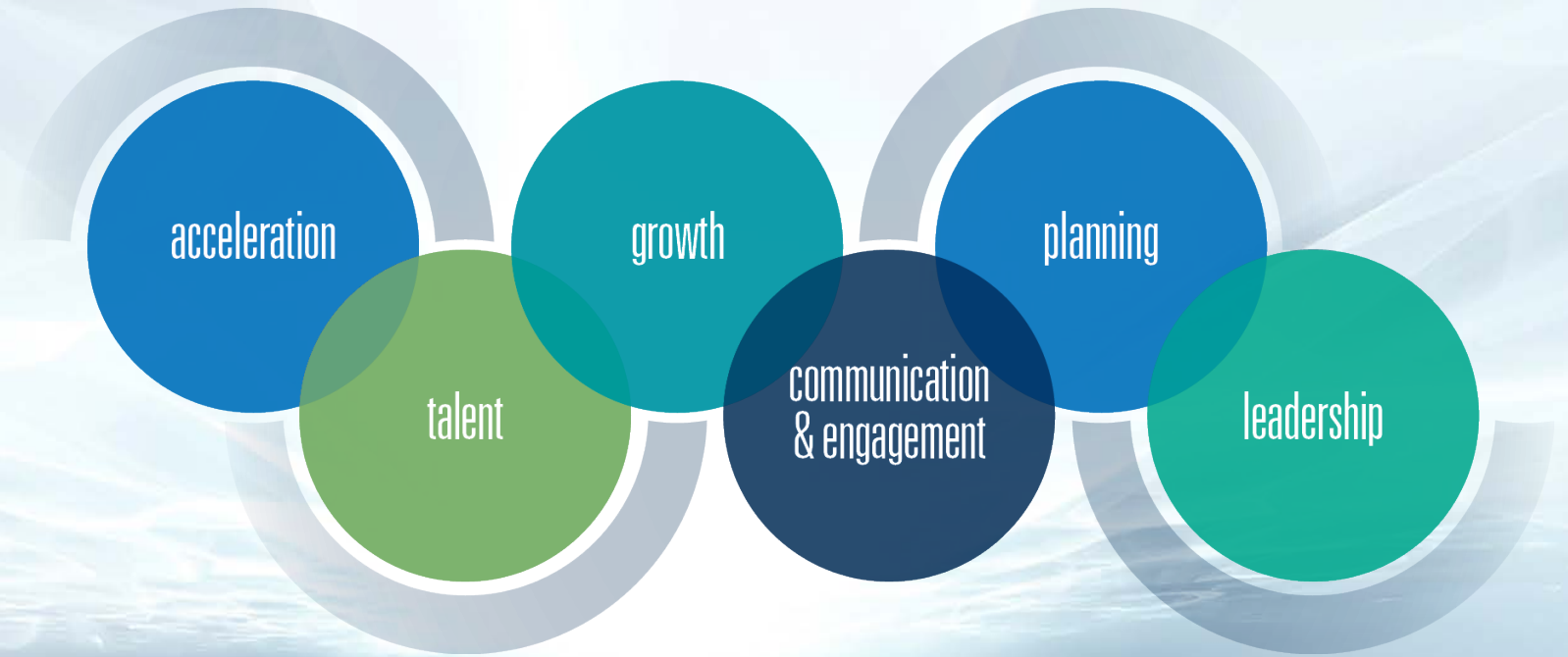


Wagner Design
ASSOCIATES

ANN ARBOR SPARK strategic plan

Community and business
leaders working together
to create a prosperous
and innovative future
for the region.

BIT.LY/SPARKSTRATEGICPLAN



Advancing the Economy

Business Development

2011 – 2018 Results

364 Company
growth
projects

Creating:
\$1.14 B
in new investment
commitments

31,000+
New and retained jobs

\$75+ M
Community investments leveraged
through Federal and State grants,
foundations, and other sources.

Advancing the Economy

Business Development

2018 Results

31 Company growth projects creating

\$147 M

in new investment commitments

1,280

Announced jobs

1,149

Retained jobs

Takeaway #1

**These projects are located in every city, town,
and non-rural township served by SPARK**

Project Successes

2011 – 2018



Project Successes

2012 – 2018



Ingham



Oakland

Washtenaw

Takeaway #2

The companies served by SPARK are producing 10% more jobs than promised

Advancing the Economy

Entrepreneurial Services

2013 – 2018 Results

807 Startups
assisted

522 received
intensive
services

and employed
2,415
full-time equivalent

10 Pre-seed
Investments
awarded to

9 companies
(\$175.4k/company
average)

186 Incubator
tenants
nurtured

2,094
Companies assisted

With
9,163
job postings

Advancing the Economy

Entrepreneurial Services

2018 Results

224 Startups
assisted

183 received
intensive
services

and employed

748 full-time
equivalent

312
Companies assisted with
823
job postings

68 Incubator
tenants
nurtured

Takeaway #3

**The SPARK entrepreneurial services team
helps create 40 technology startups per year**

Takeaway #4

Ann Arbor's SmartZone produces as many startups as the rest of the SmartZones in the State of Michigan combined.

Advancing the Economy

Entrepreneurial Services

Startup Capital Program

\$27 M Startup Capital Program

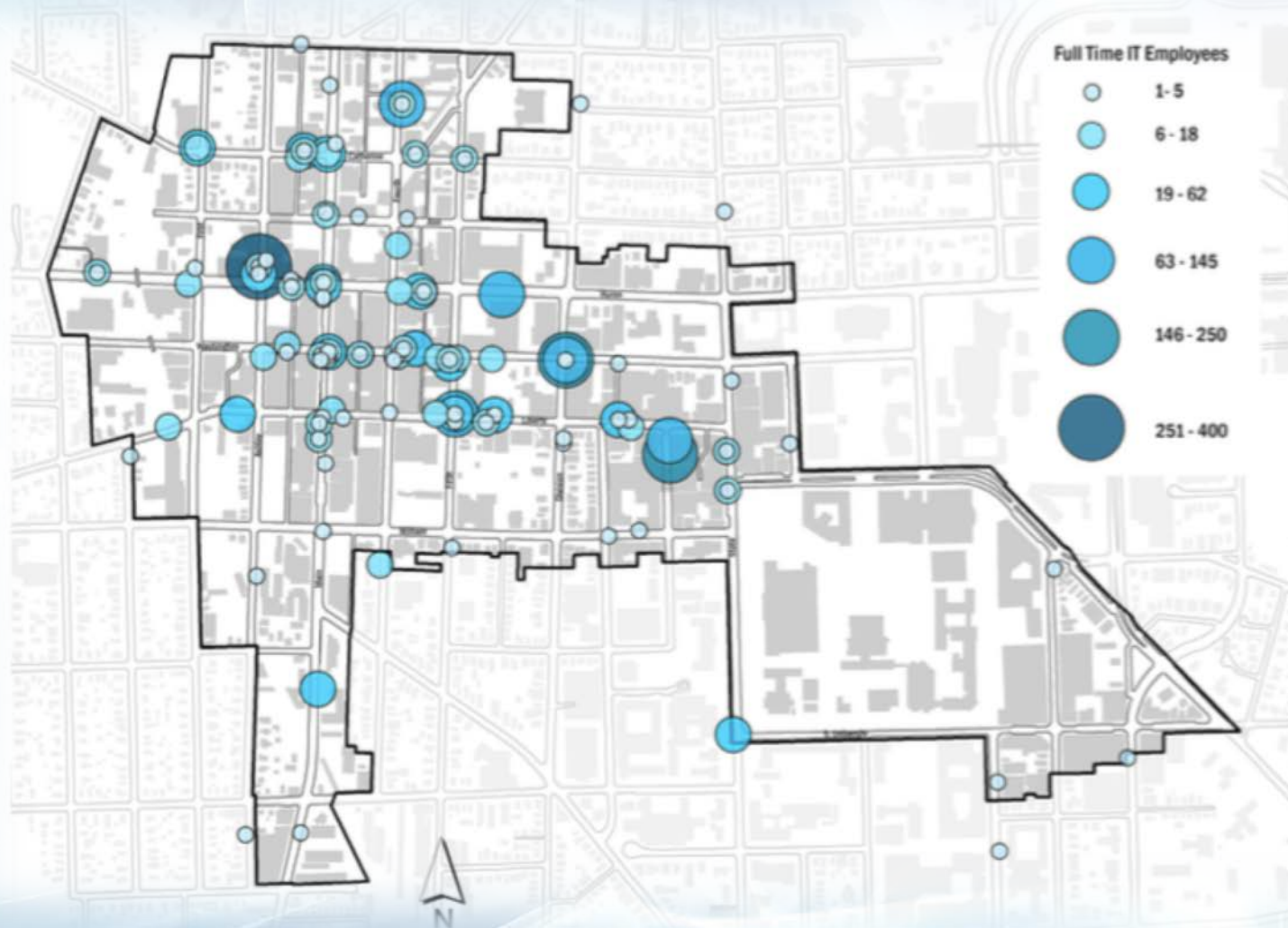
SPARK's startup capital program has attracted **\$561M** in matching investment in **164 companies** that now generate **\$84M** in annual revenue.

Takeaway #5

That's a leverage ratio of 21 to 1 in attracting venture investment into our startups

Ann Arbor's Downtown Innovation Center

Full Time Employee Distribution Map



234 Technology and venture capital companies

3,072
Full Time Employees

Takeaway #6

There are now hundreds of high tech companies and thousands of jobs in downtown Ann Arbor



David Parsigian

Chair of the Board

Ann Arbor SPARK

Entrepreneurial Services Company of the Year

Ann Arbor SPARK Awards

April 30, 2019

Entrepreneurial Services Company of the Year

Ann Arbor SPARK Awards

April 30, 2019



Groundspeed

Business Development Project of the Year

Ann Arbor SPARK Awards

April 30, 2019

Business Development Project of the Year

Ann Arbor SPARK Awards

April 30, 2019



Legends Award

Ann Arbor SPARK Awards

April 30, 2019

Legends Award

Ann Arbor SPARK Awards

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Regional Economic Update

Ann Arbor SPARK Annual Meeting

April 30, 2019

Regional Economic Update

SPARK Annual Meeting and Regional Economic Forum

Shoptelligence

shoptelligence

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Restaurant Depot



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Expedia





Gretchen Whitmer

Governor
State of Michigan



Jeff Marston

Vice President, Business Services

Comcast Business



Amy Liu

**Vice President and Director,
Metropolitan Policy Program**

The Brookings Institution



Paul Krutko

President and CEO

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a2TECH360

June 2 – 10, 2019



JUNE 2



JUNE 3



JUNE 3-4



JUNE 4



JUNE 5



JUNE 6



JUNE 6



JUNE 6



JUNE 7



JUNE 7



JUNE 7



JUNE 7



JUNE 8-9



JUNE 10

How can you help?

- Understand
- Support
- Attend
- Share
- Follow
- Promote

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real results

