

Entrepreneurial Services



Supporting Innovative Startups

Whether the goal is to kickstart a new venture, find affordable space, gain access to funding and expert counseling, or simply to network and connect to partner programs in the greater Michigan entrepreneurial ecosystem, the SPARK team is here to help. We enable startups to commercialize and scale successfully.

Entrepreneurial Services At-A-Glance

Ann Arbor SPARK can help you find the financial resources available to assist businesses making a significant investment in the greater Ann Arbor region. SPARK has years of experience managing incentive programs and can save you time and identify your best opportunities.

- Access to funding opportunities
- Affordable office space for startups
- Entrepreneur Boot Camp
- Expert counsel to entrepreneurs
- Hard & soft skills educational training
- Networking events
- Marketing services & consulting

Funding for Training

Funds Available for Training Talent

There are a number of training resources available to growing startups and SPARK can help identify top tier talent to help your organization grow. Michigan Works! provides competitive awards for training that enhances talent, productivity, and employee retention while increasing the quality and competitiveness of Michigan's employers.

Ann Arbor SPARK clients are also eligible for a digital marketing boost through a collaborative program between Ann Arbor SPARK and Eastern Michigan University's Center for Digital Engagement (CDE). Participating companies gain skills from the students who work on projects directly with the startups and clinic interns receive valuable work experience that builds their resumes.

\$5.96 million in grants to startups

\$432 million private equity raised

LDFA ACCOMPLISHMENTS FY 2015-2020:

428 **980** **153**

companies served

jobs created

incubator graduates

The Ann Arbor/Ypsilanti SmartZone LDFA provides capital to commercialize products developed locally. LDFA grows these companies in Ann Arbor and Ypsilanti, funded by the State of Michigan.

FOR MORE ENTREPRENEURIAL SERVICES INFORMATION

VISIT: annarborusa.org/entrepreneurial-services

CALL: (734) 372-4063

EMAIL: intake@annarborusa.org



INTVO

- Received \$50K in grants from SPARK for legal support, financial planning and marketing
- Located at SPARK Central since 2019
- Deployment of technology at Ann Arbor Intersection in partnership with University of Michigan Transportation Institute
- Benefited from bootcamp, funding for interns, Entrepreneur-in-Residence consulting

Groundspeed

- \$10K in grants from SPARK supported critical early stage marketing
- Incubated by SPARK since 2015, graduated to its own offices in 2017
- To date, successfully raised \$32M
- Expanded workforce via SPARK internship program

SKYSPECS

- Received nearly \$40K in grants from SPARK to support marketing and legal work
- Joined SPARK Central in 2012, graduated to offices in downtown Ann Arbor in 2017
- Raised \$43M to date



Business Incubators

Ann Arbor SPARK's business incubators offer the space and programming that accelerate the growth of startups. These incubators provide a range of options for affordable work spaces — from single desks to furnished offices that can accommodate multiple employees — that start as low as \$75 per month.

Our incubators also offer essential business services startups need to thrive:

- Grants and other funding opportunities
- Networking and educational events
- Entrepreneur Boot Camp
- Entrepreneur-in-Residence
- Meeting and conference room spaces

Incubator Locations

SPARK Central Innovation Center

330 E. Liberty St., Ann Arbor, MI 48104

SPARK East Innovation Center

215 W. Michigan Ave., Ypsilanti, MI 48197

SPARK Central & East Innovation Centers
2020 Hosted Event Totals:

65 events held

3,264 attendees

32 U.S. states
represented



“Ann Arbor SPARK was there for my company when it was just me and an idea. And they didn't just provide the most reasonably priced space for a tech company: They connected us with talent to help us build our product, provided classes to me as a CEO to sharpen my skills, and helped us build a community around our product through events like a2Tech360, meetups, and pitch opportunities. And when we were ready for the next stage, SPARK was there to help us find a new home.

SpellBound wouldn't exist without SPARK and anyone who is serious about starting a business needs to put 'connect with SPARK' as the first thing on their to-do list.”

CHRISTINA YORK
Founder, SpellBound

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AnnArborUSA.org

Student Intern Program

Ann Arbor SPARK's internship program pairs qualified students with startups, giving young professionals a chance to build their resume and growing companies access to talent that can advance their growth. Through the internship program, SPARK provides a funding match to incentivize startups to hire interns. To date, more than **100 companies** and **300 interns** have benefited from the program.

- 📍 41% stayed on with their company longer than five months
- 📍 84% remained in Michigan
- 📍 17% are currently students (including grad school and doctoral)
- 📍 11% have “intern” in their most recent title



MOLLY MCFARLAND

“We've worked with SPARK for multiple years where they have helped us find and fund summer interns. These interns have been invaluable as they filled critical gaps that, as a lean startup, we couldn't have filled otherwise. And, it's been amazing to see how the program has helped interns get the invaluable work experience needed to bridge the gap between school and “the real world”

MOLLY MCFARLAND
AdAdapted, Founder