

The SPARK Regional Incubator Network

What You Need To Grow

Is your innovation-based company in the early stages of product or customer-base development? Are you looking for affordable office space? Business support services? Sophisticated lab facilities? Networking opportunities? Access to talent? Look no further. The SPARK Regional Incubator Network (SRIN) has everything you need to grow your business — and keep it growing.



The Concept

The SPARK Regional Incubator Network is a collaborative effort supported by funding from public and private organizations, local governments and universities. The goal of the Network is to assist early-stage companies as they work to establish and expand their enterprises within Washtenaw County.

The Locations

The Network currently operates three separate incubator sites:

- **The Business Incubator at SPARK Central** — an array of business facilities, tools and programs located in downtown Ann Arbor
- **SPARK East Business Incubator** — a comprehensive accelerator facility based in Ypsilanti's new Eastside Innovation Campus
- **The Michigan Life Science and Innovation Center** — over 57,000 square feet of premier lab and office space in Plymouth

The Support

Network tenants receive:

- Flexible leases, short- or long-term
- Start-up-friendly rental rates
- Office and/or lab facilities with access to copiers, fax machines, conference rooms, cleaning services, shipping and receiving areas, VOIP telephone system, and T-1 internet connection
- Administrative services

The Bigger Picture

SRIN is just one of many resources available to entrepreneurs through the SPARK Business Accelerator. Other services include:

- Entrepreneurial education programs
- Connections to executive and technical talent
- Business networking opportunities
- Expert advice on intellectual property issues, business plan development and financing
- Referrals to qualified service providers
- Management coaching

The Facts

Questions? Log onto www.AnnArborUSA.org/start-ups/spark-incubator for full details and an application form. Or call 734.761.9317.

SPARK East Business Incubator

Since its launch in 2008, the SPARK East Business Incubator has become a magnet for innovation-based businesses of every size and description – from entrepreneurs and startups to mid-sized companies. Here you'll find work-ready office facilities equipped with the latest technology. Networking events and educational programs. Plus on-site mentoring from the Expert Resource Board (ERB). And because the Incubator is part of the new Eastside Innovation Campus, you'll have access to an amazing array of business development centers, consulting expertise and educational programs. All concentrated within a two-block area of downtown Ypsilanti. All dedicated to your success.

Business Incubator tenants have the option of attending a monthly meeting with the SPARK ERB – a group of experts in the fields of banking, finance, start-ups, marketing, sales, HR, and logistics. After presenting a five-minute report to board members and fellow entrepreneurs, you'll receive a lightning round of feedback to help you stay on task and on target.

Space, services, and support

By combining crucial infrastructure with broad spectrum support services, the Incubator provides all the advantages of a dynamic business environment without costly overhead expenses. Tenant resources include:

- 15 cubicles, available with short- or long-term leases
- Designated company phone number - VOIP system
- Private T-1 internet connection
- Full kitchen
- Utilities
- Two conference rooms
- Access to copiers, fax machines, conference rooms, and cleaning services
- Dedicated recruiting staff to identify job candidates
- Nearby free parking
- Preferred status for Mingle & Match talent events
- Monthly meetings with the SPARK East Expert Resource Board
- Access to Expert Office Hours – coffee chats hosted by ERB members
- Inclusion in the Ann Arbor SPARK Power Lunch series
- Free admittance to the Entrepreneur Education 1.0: Launch and the Entrepreneur Education 2.0: Growth program series

Cost: \$250/month for cubicle space

Amenities for virtual tenants

Entrepreneurs who prefer to maintain office space elsewhere — while leveraging the Incubator's technology and facilities — have the option of becoming virtual tenants. Privileges include:



- Mail receipt
- Use of conference rooms and networking/hoteling space
- Preferred status for Mingle & Match talent events
- Open invitation to Expert Office Hours coffee chats, hosted by ERB members

Cost: \$95/month

Who is eligible?

You are, if **(1)** your business is an innovation start-up or **(2)** your company's technology is applicable to health care, life sciences, biotechnology, or a related field. In addition, the business must be focused on commercialization and based on an idea or technology that has defensible value (e.g., a patent, trade secrets, copyrights, know-how, etc.). For a complete list of criteria, log onto www.AnnArborUSA.org/start-ups/spark-incubator and click on "Incubator FAQs."

Submit an application

Apply online through the Business Accelerator "Business Idea Submission" form at www.AnnArborUSA.org/incubator-application.

Learn more!

If you are interested in learning more about the Incubator and the application process, contact:

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SPARK will be the driving force in establishing the Ann Arbor Region as a desired place for business expansion and location...by identifying and meeting the needs of business at every stage, from those that are established to those working to successfully commercialize innovations.

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