

# Ann Arbor SPARK

2019 Report and COVID-19 Response Activity  
Pittsfield Township



*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/>



# 2019 Washtenaw County Highlights

## Ann Arbor SPARK

**27**  
Project  
Successes

Important Safety, A2 Real Property, Autaza Technology Inc., Billy, Bluewrist USA, Inc., BOT Links LLC, Cayman Chemical Company, Control Systems Integrators, Court Innovations Inc., Denso International - Ann Arbor, Dynamo Metrics, LLC, Fine Point Consulting, Home Eos, Honda Mobility Collaboration Garage, Huck Finch, Impellia, Inc., IndustryStar Solutions LLC, INTVO LLC, K-Space Associates, Inc., KLA Corporation, LiveRoad Analytics, Inc., LLamasoft, May Mobility, Inc., Michigan Innovation Headquarters, Nostrum High Performance Inc., R2 Space, Smart Eye

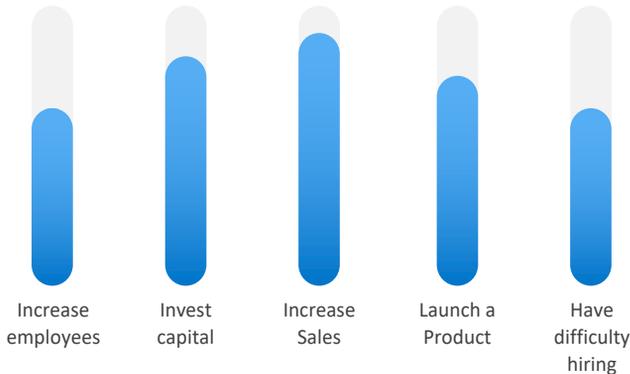


**430**  
NEW  
JOBS



**615**  
RETAINED  
JOBS

In the next year, companies in Washtenaw County are planning to\*:



\* As of last contact – this has likely changed since the start of COVID-19



**146**

GROWTH CALLS

# of full-time staff at these companies:

**13,007**

### TOTAL INVESTMENT

**2019**



**111 M**

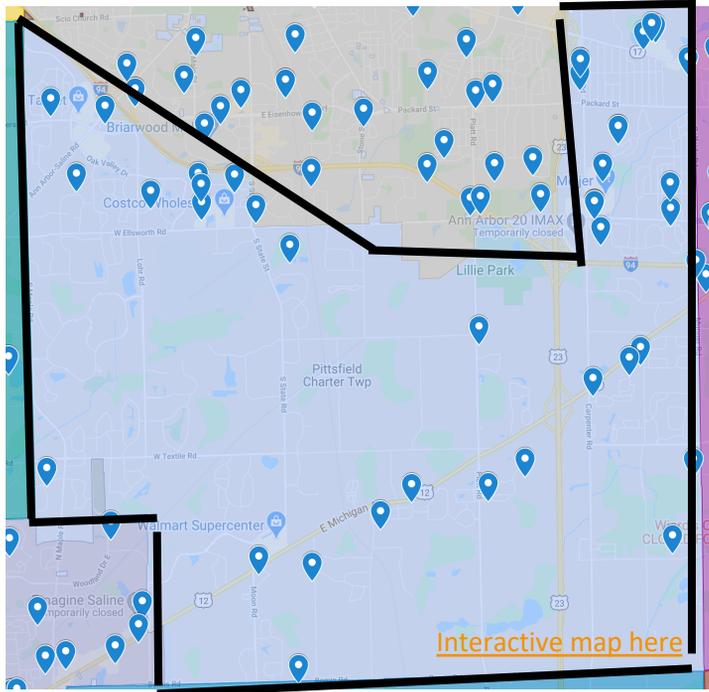
Main sources: KLA Corporation, LLamasoft, Cayman Chemical Company

### Pittsfield Township 2019 Highlights:

*In 2019 SPARK celebrated 5 growth projects in Pittsfield Township. Two companies graduated from SPARK Central in downtown Ann Arbor to office space (Nostrum High Performance and IndustryStar), and three companies expanding their facilities (Honda Mobility Collaboration Garage, Cayman Chemical, and May Mobility). Together these projects represent \$11.8 million in investment, 147 new jobs, and 261 retained jobs.*

*In 2020, SPARK is working with the Township to administer the Pittsfield Township COVID-19 grants to small businesses.*

# Washtenaw Small Business Emergency Relief Fund – Overview and Pittsfield Township Focus



The WSBERF was created to address the financial hardship due to the COVID-19 crisis. The fund provides working capital grants of up to \$5,000 to qualifying small businesses in Washtenaw County.

## Pittsfield Township

County Grants Awarded **50**

Funding Dispersed **\$132,500**

4 stars Limo Service, LLC, A2 Functional Fitness Inc, Ann Arbor Therapeutic Massage Clinic, ArborMotion, Bee Present Honey, Cakes by Rubina, Carol Hewitt, Champion Driving Schools, Christopher Juliet PLLC, Commercial Door Specialties LLC, Conklin Agency, Inc., Dreamscapes Salon and Tanning PLLC, Eastern Arts Therapeutic Massage, Eden Bilingual Childcare LLC, Elements Preschool for Natural Learning, GBCT Group LLC, GHSA Quality Services, LLC, Gold Standard Office Cleaning, LLC, Helen Stockton, Mother Earth Midwife, Jafferson Computers LLC, Joyful Frog Yoga LLC, KB care PLLC, Kelly's Carpentry & Remodeling LLC, Klapp Chiropractic Life Center, P.C., Lily Weightlifting LLC, McMillian Enterprises, My Urban Toddler at Arbor Hills, LLC, Nature Maid LLC, Nelson Enterprises LLC dba Handyman Connection of Ann Arbor, Nick House of Pancakes, Nurturing Heart Therapeutic massage, off the top llc, Passport Health of Michigan, PitaExpress, Prestige Skin Care, Pulse 2.0 LLC, Quilting Season LLC, Restore Body and Soul LLC, Signarama Ann Arbor, Sissel K. Imstrand Bridges, Soothing Spirit Therapeutic Massage LLC, Spalyte, Superior Lawn Care & Snow Removal LLC, Tara Santiago Salon, The red Hawk, The UPS store #5281, Thompson Poker LLC, TJs Services, Inc., Vaulted Foundations, Y&L cleaning services, Yourist Studio Gallery, Zingerman's Coffee Company

**500+**

Total Grants Awarded in County

Grants ranged between

\$1,000 - \$5,000

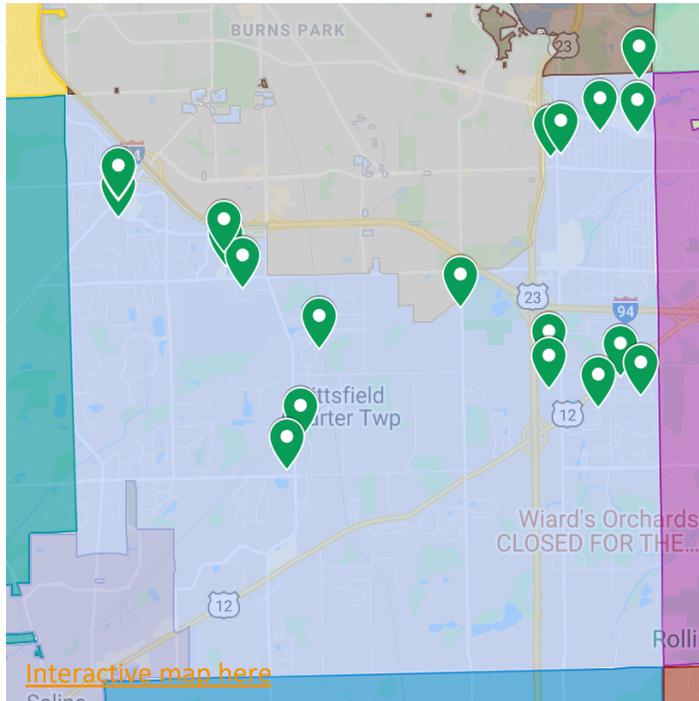
**TOTAL FUNDING DISBURSED**

**\$ 1.3 million**

*The WSBERF grants were made possible by the following contributors: Ralph C. Wilson, Jr. Foundation, Washtenaw County, Ann Arbor Area Community Foundation, Bank of Ann Arbor, Pittsfield Charter Township, Chemical Bank, New Economy Initiative, The Song Foundation, GoFundMe Campaign*

# Pittsfield Township Grants – Overview and Recipients

The Pittsfield Township Grant was created to address the financial hardship due to the COVID-19 crisis. The fund provides working capital grants of up to \$2,500 to qualifying small businesses in Pittsfield Township.



**20**  
Companies  
Awarded

Grants of  
\$2,500

**TOTAL FUNDING  
DISBURSED**

**\$ 50,000**

**Recipients:** 54th Group LLC, Advanced Asthma, Allergy and Immunology Care, Beauty Spot, Benton1, LLC, Body Specs, Buddy's Pizza, Busybody's Student Laundry, Design and Test Technology Inc., Gym America, Inc., Kit Fuller LMSW LLC, Massie Homes, LLC, Menchies Frozen Yogurt, Schrader Tire and Oil, Inc, Sissel K. Imsland Bridges, Sodium Dental, Solar Tonic LLC, Still Waters Counseling, LLC, TDF II Hauling, The OmniMedia Group, Universal Management Company

# Michigan Small Business Relief Program – Overview and Pittsfield Township Focus

# 66

Companies  
Awarded  
Washtenaw County

Companies awarded  
grants of **\$5,000**

# of jobs retained as a  
result of funding: **844\***

Ann Arbor SPARK led a regional effort to receive and disburse \$900,000 for the 6-county Greater Ann Arbor Region from the State of Michigan. The state provided \$327,000 for companies in Washtenaw County.

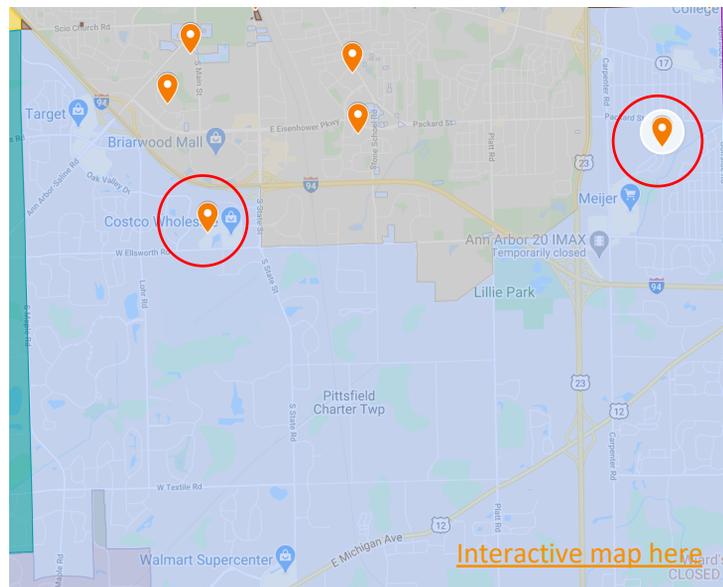
\* Self-reported by companies at time of application.

## Pittsfield Township

State Grants  
Awarded **2**

Funding  
Disbursed **\$10,000**

Makerworx LLC DBA Maker  
Works, Hawk Semiconductors



The demand for funding through the **Michigan Small Business Relief Program** was overwhelming. The need far exceeded the funds.

More than **960** companies in the county applied for the limited amount of funding. Nearly **\$15 million** in need was requested, but only **\$327,000** was available to disperse in Washtenaw County.

# Business Development During a Recession



## Activity does not decline:

In fact, we've seen increased activity since the start of the COVID-19 crisis.



## Focus on Market Diversification

Companies may look for new customers in markets or industries they haven't served in the past.



## Leverage Talent Sharing Capacity

Job seekers and companies look to SPARK to serve as an intermediary in tough times.



## Opportunities for New Programming

New ways to serve businesses may emerge during a recession that would be unusual during a growing economy.



## Questions to Ask:

What job functions are resilient in the changed economy? What Industries are most effected?



## Antennas Up

Opaque opportunities get more attention.

ANN ARBOR

**SPARK**

# Contact Details

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