

# Ann Arbor SPARK Business Services

## Dedicated to Providing Access to Resources for Businesses of All Sizes

Ann Arbor SPARK will advance the economy of the Ann Arbor Region by establishing the area 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.

### ENTREPRENEURIAL SERVICES

#### Small Business and Technology Development Center (MI-SBTDC™)

The Livingston County MI-SBTDC specializes in loan packaging, cash flow projections, and marketing for retail and service businesses. Contact Nancy Johnson, Satellite Director and Certified Business Consultant, Livingston County MI-SBTDC at [nancyj@livingstonsbtdc.org](mailto:nancyj@livingstonsbtdc.org).

#### SCORE

SCORE provides free and confidential business advice and counseling tailored to meet the needs of small businesses. Their services include mentors, tools, and workshops for start-ups and existing entrepreneurs. Visit [www.score.org](http://www.score.org) for more information.

#### Area Chambers

As an advocate for business, the chambers work collectively with entrepreneurs toward pivotal solutions and resources, providing access to networking, business exposure, site selection assistance, business counseling, and more.

- Greater Brighton Area Chamber of Commerce, [www.brightoncoc.org](http://www.brightoncoc.org)
- Howell Area Chamber of Commerce, [www.howell.org](http://www.howell.org)
- Hartland Area Chamber of Commerce, [www.hartlandchamber.org](http://www.hartlandchamber.org)
- Pinckney, Lakeland, Hamburg, Hell Chamber of Commerce, [www.plhhcoc.org](http://www.plhhcoc.org)



#### Livingston Entrepreneurial Group United for Prosperity! (LEGUP!)

A collaborative effort between Cleary University, SCORE, the SBTDC, and the Howell, Brighton, and Hartland Chambers of Commerce, it brings together new and established entrepreneurs for educational, networking, and resource opportunities. Visit [www.leguplivingston.com](http://www.leguplivingston.com) for more information.

#### Ann Arbor SPARK's Video Library

This resource offers a catalog of previous event presentations on marketing, legal issues, term sheets and other topics of interest to entrepreneurs. Visit [www.annarborusa.org/events/video-library](http://www.annarborusa.org/events/video-library) for more information.

#### Ann Arbor SPARK's Entrepreneur Boot Camp

A two-day, intensive and instructive session where entrepreneurs gain critical feedback and advice about business models, management team, competitive positioning, market strategy and other key elements that determine if a start-up will succeed or fail. Visit [www.annarborusa.org/business-accelerator/education-training/boot-camp](http://www.annarborusa.org/business-accelerator/education-training/boot-camp) for more information.

#### Public Library Resources

- Howell Carnegie District Library's Business Resource Center, [www.howelllibrary.org/business\\_investing.htm](http://www.howelllibrary.org/business_investing.htm)
- Brighton District Library Business & Finance Resources, [www.brightonlibrary.info/business](http://www.brightonlibrary.info/business)
- Hamburg Township Library Business & Finance Resources, [www.hamburglibrary.org/Resources/resourcemain.html](http://www.hamburglibrary.org/Resources/resourcemain.html)
- Cromaine Library Business Resources, [www.cromaine.org/small-business-michigan](http://www.cromaine.org/small-business-michigan)
- Department of Education-Michigan eLibrary Business and Jobs Gateway, [www.mel.org/index.php?P=SPT--BrowseResourcesBusiness&ParentId=832](http://www.mel.org/index.php?P=SPT--BrowseResourcesBusiness&ParentId=832)

## TALENT ENHANCEMENT

### Livingston County Michigan Works!

[www.lcmw.org](http://www.lcmw.org)

#### Talent Acquisition

- Thousands of qualified candidates available through the Michigan Talent Bank
- Job posting services, job fairs, and custom hiring events
- Recruitment and pre-employment screening services
- Pre-hire and On-the-Job skills training
- Information on tax credits and federal bonding programs

#### Talent and Workforce Development

- Funds to train your current employees through federal and state workforce development grants
- New hire scholarships and Customized Pre-Hire Training
- Comprehensive training needs assessment
- On-the-Job Training

#### Layoff Aversion and Displaced Workers Transition Services

- Resources to help companies in distress
- Rapid response services to support downsizing events
- Coordination of on-site communication and informational meetings about Michigan Works! services for employees
- Outplacement and job search counseling, training, and other career transition services for your employees

## EXPANSION AND SPACE ASSISTANCE

SPARK strongly encourages you to work with a well-qualified broker. We can provide you a quick snapshot of the local market as you prepare to engage with a professional. Here are a few of things we can do:

- **CPIX** is a real estate database that allows us to search for the perfect commercial space for your business based on your needs and specifications.
- Assist with searches for industrial, office, R&D, wet lab incubator space and vacant land
- Site Tours
- Introductions to community officials, real estate brokers and property development, construction and engineering firms
- Provision of business costs, demographics, and other statistical data
- Service Provider Integration — Interface with utilities providers (DTE, Consumers Energy) to ensure that proper infrastructure and power capabilities exist

## ACCESS TO CAPITAL & INCENTIVES

There are numerous capital access & incentive programs available, and an Ann Arbor SPARK professional can help you assess them. Here are a few:

- **SBA 504 Loan** – provides approved small businesses with long-term, fixed-rate financing used to acquire fixed assets for expansion or modernization.
- **Collateral Support Program** – Working with a lender, this program supports the collateral coverage of a borrower to increase access to capital.
- **Loan Participation Program** – Working with a lender, this program will purchase a portion of a loan to increase access to capital.
- **Property Tax Abatements** – Michigan's municipal governments can offer tax incentives for qualified businesses at their discretion.

## UNIVERSITY CONNECTIONS

Ann Arbor SPARK can be your conduit to the tremendous resources that the region's colleges and universities have to offer. Our schools offer a steady supply of educated workers and new technologies and resources for your business.

- University of Michigan
- Michigan State University
- Eastern Michigan University
- Cleary University
- Mott Community College
- Washtenaw Community College
- Lansing Community College

## COMPANY INTRODUCTIONS

The Ann Arbor SPARK Business Development Team is connected to an extensive network of businesses across Southeast Michigan. SPARK Professionals create opportunities and foster mutually-beneficial partnerships between companies within the region.



[www.AnnArborUSA.org](http://www.AnnArborUSA.org)  
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