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🕒 October was quite a month for Michigan Tech Fundraises & Exits

How do you build resilient teams? By setting honest expectations

👂 New InsurTech startup launches

UMich launches new ClimateTech venture fund 🌐

Come ride around in some autonomous vehicles at Perrone Robotics' Open House

"Do You Even Need to Impress Investors...?" - panel discussion hosted by NEF

Funding opportunity 📦 - Verizon Forward for Good Accelerator



Startups: Build Resilient Teams through Honest Expectations

Founder: David Corcoran

Company: Digital Cowboy (founder and former executive of Censys and TrustBearer)

Stage: Self-funded

Date Founded: 2013

Industry: Venture development

Talent is the lifeblood of every startup. If you can't hire people you won't survive. As a result startups portray an image of all the great camaraderie, perks, culture, and wins which serves to allure candidates. And this makes sense - if you sell a candy bar you are going to talk about how satisfying it is, not the 30 minute run you need to make to burn the calories. But just like the calories in that candy bar, an early startup isn't all sunshine and roses and if you want to build a team that scales and succeeds candidates need to know the good, bad, and the ugly so expectations are set and people can self select out if it doesn't fit their needs.

[Click to Continue Reading about Work-Life Balance at a Startup](#)



- [Akadeum closes \\$17.5 Million Series B](#) led by Arboretum Ventures
- New AI-based InsurTech startup, [Gild Insurance, comes out of stealth mode to serve small businesses](#)
- [Unbuyist accepted into global FashionTech accelerator](#)
- [WorkIt Health raises \\$118 Million](#) Series C
- [Wisely acquired by Olo Inc.](#) for \$187 Million
- [Benzinga valued at \\$300 Million](#) after selling majority stake

- [UMich launches Michigan Climate Venture](#), a student-run investment fund to support early-stage ClimateTech companies
- UMich Innovative Partnerships 2021 Impact Report [announces record number of license and option agreements](#)

NOTEWORTHY NONPROFIT

Corner Health Center

The Corner provides judgment-free, high-quality medical care exclusively to all who are age 12 to 25. Offering a full range of health care, mental health, and supportive services for young people as they transition to adulthood, the Corner's staff are well-versed in the unique needs of this population. They also provide care for the children of patients, and operate a food pantry & store. Services are provided regardless of insurance status or ability to pay for care.



Additionally, the Corner offers programming to engage young people, such as the Youth Leadership Council and a Theatre Troupe that provides peer health education. Not only does the Corner increase access to health care, but it helps young people to develop responsibility for their own health & well-being and understand the long-term implications of health behaviors.

In 2020, the James W. and Marla J. Gousseff Fund for the Corner Health Center was established at AAACF by a generous bequest from Marla Gousseff, a longtime Ypsilanti resident. Endowments like this provide long-term, consistent support for nonprofits in our community.

Want to get involved? Learn more at: cornerhealth.org



- [Oct 28: Perrone Robotics is hosting an open house](#) to see their technology first-hand and hear more from their founder at the American Center for Mobility in Ypsilanti
- Nov 18: Panel Discussion: ["Do You Even Need to Impress Investors in Today's Fundraising World?" hosted by NEF](#)

RESOURCE ROUNDUP

- Funding opportunity for startups applying technology for the disability community - [apply by Nov 8th for Verizon Forward for Good Accelerator](#)
- [Detroit Virtual Pitch Night](#) hosted by Bamboo on Nov 11th
- [A2NewTech Pitch Night In-Person](#) at 4M on Nov 16th

The Ann Arbor Entrepreneurs Fund (A2EF) is a vibrant hub for peer learning and networking that enables local entrepreneurs to turn business success into positive community impact. *Interested in becoming a member?* Please contact us at community@a2ef.org.