

**Ann Arbor/Ypsilanti SmartZone LDFA**

	Actual FY2017	Actual FY2018	Actual FY2019	Projected FY2020	Contract Committee FY2021
<b>REVENUES</b>					
Tax Revenue	\$ 3,169,097	\$ 3,566,551	\$ 3,899,557	\$ 4,417,262	\$ 4,580,000
Miscellaneous Revenue	162,455	127,971	25,538	75,000	-
Investment Income	80	12,431	153,860	84,559	95,000
<b>Total Revenue</b>	<b>\$ 3,331,632</b>	<b>\$ 3,706,953</b>	<b>\$ 4,078,955</b>	<b>\$ 4,576,821</b>	<b>\$ 4,675,000</b>

**EXPENDITURES**

**Business Accelerator Support Services**

SPARK Business Accelerator Direct Staffing	\$ 674,868	\$ 722,795	\$ 760,000	\$ 799,000	\$ 832,970
Phase II - Due Diligence	6,700	4,000	-	-	-
Phase III - Intensive Service	828,164	716,170	666,117	800,000	775,000
Sub-Total	<b>1,509,732</b>	<b>1,442,965</b>	<b>1,426,117</b>	<b>1,599,000</b>	<b>1,607,970</b>

**Micro Loan Program for Entrepreneurs**

	<b>50,000</b>	-	-	-	-
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**Entrepreneurial Development & Education Programs**

Education & Development Programs	99,156	-	-	-	-
Business Networking Events/Sponsorships	comb above	123,975	159,282	100,000	-
Bootcamp	47,500	47,500	45,000	50,000	50,000
Sub-Total	<b>146,656</b>	<b>171,475</b>	<b>204,282</b>	<b>150,000</b>	<b>50,000</b>

**Mobility Support**

	-	<b>63,862</b>	<b>113,716</b>	<b>131,000</b>	<b>246,500</b>
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**Major Events: Tech Trek & NAIAS**

	-	-	-	<b>35,000</b>	<b>335,000</b>
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**Internship Support & Talent Training**

	<b>311,902</b>	<b>387,710</b>	<b>524,642</b>	<b>625,000</b>	<b>590,000</b>
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**Sponsorships/Partnered Events/Trade Shows**

	-	-	-	<b>145,000</b>	<b>100,000</b>
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**Business Software Access for Clients**

	<b>16,857</b>	<b>23,115</b>	<b>18,516</b>	<b>30,000</b>	<b>43,000</b>
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**SPARK Central Incubator Operating Exp**

	<b>239,468</b>	<b>263,823</b>	<b>274,427</b>	<b>281,200</b>	<b>300,000</b>
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**Incubator Expansion**

	-	<b>108,238</b>	<b>48,780</b>	<b>55,000</b>	-
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**Ypsilanti**

SPARK East Operating Expense		126,070	191,593	100,000	150,000
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SPARK Services (acceptable uses)		20,835	85,499	194,000	175,000
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Youth Talent Development Program					125,000
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SPARK East Capital				11,000	-
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Other		65,500	-	145,000	-
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Sub-Total		<b>212,405</b>	<b>277,092</b>	<b>450,000</b>	<b>450,000</b>
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**SPARK Indirect Services**

SPARK Accounting	104,000	117,000	123,000	127,000	143,500
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Marketing	139,670	214,435	321,949	250,000	225,000
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Sub-Total	<b>243,670</b>	<b>331,435</b>	<b>444,949</b>	<b>377,000</b>	<b>368,500</b>
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**Strategic Initiatives (Grants)**

		-	-	<b>400,000</b>	<b>400,000</b>
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**Tech Park Fiber Grant**

				<b>500,000</b>	<b>1,500,000</b>
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**City of Ann Arbor Indirect Services**

Legal & Admin Support	<b>59,587</b>	<b>63,557</b>	<b>65,330</b>	<b>81,478</b>	<b>83,300</b>
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Professional Services	<b>27,256</b>	<b>37,300</b>	-	<b>17,350</b>	<b>3,000</b>
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Contracted Services				<b>2,855</b>	<b>2,855</b>
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Software Maintenance				<b>5,000</b>	<b>5,000</b>
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<b>Total Operating Expenditures</b>	<b>\$ 2,605,128</b>	<b>\$ 3,105,885</b>	<b>\$ 3,397,851</b>	<b>\$ 4,384,883</b>	<b>\$ 6,085,125</b>
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<b>Net Increase (Use) of Fund Balance</b>	<b>\$ 726,504</b>	<b>\$ 601,068</b>	<b>\$ 681,104</b>	<b>\$ 191,938</b>	<b>\$ (1,410,125)</b>
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Beginning Fund Balance	\$ 1,469,774	\$ 2,196,278	\$ 2,797,346	\$ 3,478,450	\$ 3,670,388
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Ending Fund Balance	\$ 2,196,278	\$ 2,797,346	\$ 3,478,450	\$ 3,670,388	\$ 2,260,263
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Memo: Potential Ypsi fund balance		\$ 144,250	\$ 257,114	\$ 248,840	\$ 256,840
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Memo: Min. Required fund bal. excl. Ypsi.		\$ 856,655	\$ 889,956	\$ 941,726	\$ 958,000
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Admin/OH provision

20% Limit		\$ 713,310	\$ 779,911	\$ 883,452	\$ 916,000
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Actual/Projected		\$ 488,157	\$ 503,225	\$ 617,272	\$ 734,339
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