

## Ann Arbor/Ypsilanti SmartZone LDFA

	Actual FY2015	Actual FY2016	Amended Budgeted FY2017	Budget Committee Recommended FY2018	Budget Committee Recommended FY2019
<b>REVENUES</b>					
Tax Revenue	\$ 2,321,467	\$ 2,512,493	\$ 3,170,000	\$ 3,400,000	\$ 3,465,000
Miscellaneous Revenue	25,429	-	140,000	75,000	75,000
Investment Income	15,728	16,897	16,419	24,576	24,854
<b>Total Revenue</b>	<b>\$ 2,362,624</b>	<b>\$ 2,529,390</b>	<b>\$ 3,326,419</b>	<b>\$ 3,499,576</b>	<b>\$ 3,564,854</b>
<b>EXPENDITURES</b>					
<b><u>Business Accelerator Support Services</u></b>					
SPARK Business Accelerator Direct Staffing	\$ 420,000	\$ 546,000	\$ 674,868	\$ 722,795	\$ 750,000
Phase II - Due Diligence	10,200	14,576	25,000	-	-
Phase III - Intensive Service	492,428	605,000	830,000	800,000	850,000
Phase IV - Accelerating Opportunities	42,700	-	-	-	-
Sub-Total	<b>965,328</b>	<b>1,165,576</b>	<b>1,529,868</b>	<b>1,522,795</b>	<b>1,600,000</b>
Micro Loan Program for Entrepreneurs	-	<b>100,000</b>	<b>100,000</b>	-	-
<b><u>Entrepreneurial Development &amp; Education Programs</u></b>					
Education & Development Programs	24,771	33,268	60,000	-	-
Business Networking Events/Sponsorships	39,003	48,351	45,000	145,000	150,000
Bootcamp	43,500	47,000	50,000	50,000	55,000
Sub-Total	<b>107,274</b>	<b>128,619</b>	<b>155,000</b>	<b>195,000</b>	<b>205,000</b>
Mobility Support	-	-	-	<b>102,000</b>	<b>110,000</b>
Internship Support & Talent Training	<b>189,159</b>	<b>226,186</b>	<b>300,000</b>	<b>450,000</b>	<b>450,000</b>
Business Software Access for Clients	<b>21,189</b>	<b>17,361</b>	<b>20,000</b>	<b>25,000</b>	<b>25,000</b>
SPARK Central Incubator Operating Exp	<b>225,638</b>	<b>219,930</b>	<b>228,000</b>	<b>242,000</b>	<b>250,000</b>
Incubator Expansion	<b>59,633</b>	<b>300,000</b>	-	<b>45,000</b>	<b>25,000</b>
Ypsilanti (a)	-	-	<b>77,000</b>	<b>340,000</b>	<b>346,500</b>
<b><u>SPARK Indirect Services</u></b>					
SPARK Accounting	68,500	95,000	104,000	117,000	121,000
Marketing	150,899	156,085	150,000	200,000	200,000
Sub-Total	<b>219,399</b>	<b>251,085</b>	<b>254,000</b>	<b>317,000</b>	<b>321,000</b>
<b><u>City of Ann Arbor Indirect Services</u></b>					
Legal & Admin Support	53,913	57,716	54,300	67,600	69,100
Professional Services	20,000	-	30,000	170,000	-
<b>Total Operating Expenditures</b>	<b>\$ 1,861,533</b>	<b>\$ 2,466,473</b>	<b>\$ 2,748,168</b>	<b>\$ 3,476,395</b>	<b>\$ 3,401,600</b>
<b>Net Increase (Use) of Fund Balance</b>	<b>\$ 501,091</b>	<b>\$ 62,917</b>	<b>\$ 578,251</b>	<b>\$ 23,181</b>	<b>\$ 163,254</b>

Notes:

(a) Ypsilanti - Pending the approval of the Amended TIF Agreement.

Beginning Fund Balance	\$ 905,766	\$ 1,406,857	\$ 1,469,774	\$ 2,048,025	\$ 2,071,206
Ending Fund Balance	\$ 1,406,857	\$ 1,469,774	\$ 2,048,025	\$ 2,071,206	\$ 2,234,461
Admin/OH provision					
20%	\$ 464,293	\$ 502,499	\$ 634,000	\$ 680,000	\$ 693,000
Actual/Projected	\$ 265,370	\$ 320,982	\$ 378,084	\$ 422,144	