

Smart Zone LDFA  
**FY 2013 FINANCIAL SUMMARY**  
 June 30, 2013

	ACTUAL				Full Year	BUDGET	
	Q1	Q2	Q3	Q4		Amount	Forecast vs Budget Good/(Bad)
<b>INCOME STATEMENT</b>							
<b>Revenues:</b>							
Tax Revenue	\$ 863,317	\$ 102,647	\$ 556,794	\$ 23,820	\$ 1,546,577	\$ 1,563,019	\$ (16,442)
Miscellaneous	-	-	-	-	-	-	\$ -
Investment Income	2,897	3,666	2,823	2,658	12,044	12,357	\$ (313)
<b>Total Revenues</b>	<b>\$ 866,214</b>	<b>\$ 106,312</b>	<b>\$ 559,618</b>	<b>\$ 26,477</b>	<b>\$ 1,558,621</b>	<b>\$ 1,575,376</b>	<b>\$ (16,755)</b>
<b>Expenditures:</b>							
<u>Contracted Services</u>							
SPARK BA Direct Staffing	\$ 84,250	\$ 84,250	\$ 84,250	\$ 84,250	\$ 337,000	\$ 337,000	\$ 0
Phase II (Due Diligence)	800	2,921	2,600	5,603	11,924	25,000	\$ 13,076
Phase III (Intensive Service)	96,218	200,031	101,737	148,938	546,924	500,000	\$ (46,924)
Phase IV (Accelerating Opportunities)	20,420	11,624	-	50,000	82,044	100,000	\$ 17,956
Micro Loan Program for Entrepreneurs	-	-	-	-	-	50,000	\$ 50,000
Business Networking Events	4,689	8,570	19,773	14,058	47,090	50,000	\$ 2,910
Entrepreneurial Education	3,510	9,418	10,842	6,100	29,870	75,000	\$ 45,130
Entrepreneurs Bootcamp	-	22,500	-	16,500	39,000	45,000	\$ 6,000
Cantillon Web Based Education	-	-	-	-	-	-	\$ -
Internship Support & Talent Training	30,928	110	-	24,813	55,851	100,000	\$ 44,149
Business Software for Clients	4,835	1,497	-	997	7,330	20,000	\$ 12,670
<b>Total Contracted Services</b>	<b>245,651</b>	<b>340,921</b>	<b>219,202</b>	<b>351,259</b>	<b>1,157,033</b>	<b>\$ 1,302,000</b>	<b>\$ 144,967</b>
<u>SPARK Indirect Services</u>							
SPARK Central Business Incubator	40,081	29,954	48,034	47,823	165,892	\$ 170,000	\$ 4,108
SPARK Accounting	16,271	16,271	16,271	16,271	65,086	65,086	\$ 0
SPARK Marketing	6,718	8,288	19,976	29,452	64,433	71,663	\$ 7,230
	63,070	54,513	84,281	93,547	295,411	\$ 306,749	\$ 11,338
<u>City of Ann Arbor Services</u>							
Legal & Admin. Support	149	149	149	28,584	29,031	50,000	\$ 20,969
<b>Total Expenditures</b>	<b>\$ 308,870</b>	<b>\$ 395,583</b>	<b>\$ 303,632</b>	<b>\$ 473,390</b>	<b>\$ 1,481,475</b>	<b>\$ 1,658,749</b>	<b>\$ 177,274</b>
<b>Net Increase/Decrease</b>	<b>\$ 557,343</b>	<b>\$ (289,270)</b>	<b>\$ 255,986</b>	<b>\$ (446,913)</b>	<b>\$ 77,146</b>	<b>\$ (83,373)</b>	<b>\$ 160,519</b>
Memo:							
Fund Balance (6/30/2012)	\$ 577,195						
Fund Balance - Operations (Qtr End)	\$ 1,134,538	\$ 845,268	\$ 1,101,254	\$ 654,341	\$ 654,341	\$ 493,822	

Category	Mo.	Fiscal Year		Measureable		
		Incurred	Billed	Unit Descrip.	Number	Amount
		Qtr	Year	Qtr		
SPARK BA Direct Staffing	July	1	2013	1	Direct Staff	\$ 28,083.33
Phase III (Intensive Service)	July	1	2013	1	Hours	381.87 \$ 33,404.00
Phase IV (Accelerating Opportuniti	July	1	2013	1	Hours	57.90 \$ 5,790.00
SPARK Central Business Incubato	July	1	2013	1	Facility Exp	\$ 13,527.06
SPARK Accounting	July	1	2013	1	Accting Svc	\$ 5,423.83
SPARK Marketing	July	1	2013	1	Marketing	\$ 1,064.49
Entrepreneurial Education	July	1	2013	1	events, class, books	\$ 2,002.98
Business Networking Events	July	1	2013	1	Events	\$ 1,369.76
Internship Support & Talent Trainir	July	1	2013	1	clients	3.00 \$ 9,175.00
SPARK BA Direct Staffing	Aug	1	2013	1	Direct Staff	1.00 \$ 28,083.33
Phase III (Intensive Service)	Aug	1	2013	1	Hours	49.66 \$ 4,966.67
Phase III (Intensive Service)	Aug	1	2013	1	Hours	210.46 \$ 21,045.50
SPARK Central Business Incubato	Aug	1	2013	1	Facility Exp	- \$ 11,455.98
SPARK Accounting	Aug	1	2013	1	Accting Svc	1.00 \$ 5,423.83
SPARK Marketing	Aug	1	2013	1	Marketing	1.00 \$ 2,312.66
Entrepreneurial Education	Aug	1	2013	1	Events	1.00 \$ 195.58
Business Networking Events	Aug	1	2013	1		1.00 \$ 1,204.74
Internship Support & Talent Trainir	Aug	1	2013	1		\$ 20,853.00
Business Software for Clients	Aug	1	2013	1		\$ 4,835.18
SPARK BA Direct Staffing	Sept	1	2013	2	Direct Staff	1.00 \$ 28,083.33
Phase II (Due Diligence)	Sept	1	2013	2	Hours	8.00 \$ 800.00
Phase III (Intensive Service)	Sept	1	2013	2	Hours	10.00 \$ 36,802.00
Phase IV (Accelerating Opportuniti	Sept	1	2013	2	Hours	126.06 \$ 14,630.00
SPARK Central Business Incubato	Sept	1	2013	2	Facility Exp	- \$ 15,098.29
SPARK Accounting	Sept	1	2013	2	Accting Svc	1.00 \$ 5,423.83
SPARK Marketing	Sept	1	2013	2	Marketing	1.00 \$ 3,340.38
Entrepreneurial Education	Sept	1	2013	2	Events	1.00 \$ 1,311.50
Business Networking Events	Sept	1	2013	2	Events	1.00 \$ 2,114.94
Internship Support & Talent Trainir	Sept	1	2013	2		1.00 \$ 900.00

Category	Mo.	Fiscal Year		Measureable		
		Incurred	Billed	Unit Descrip.	Number	Amount
		Qtr	Year	Qtr		
SPARK BA Direct Staffing	Oct	2	2013	2	Direct Staff	1.00 \$ 28,083.33
Phase II (Due Diligence)	Oct	2	2013	2	Hours	4.21 \$ 421.00
Phase III (Intensive Service)	Oct	2	2013	2	Hours	560.74 \$ 72,069.00
Phase IV (Accelerating Opportuniti	Oct	2	2013	2		63.04 \$ 6,304.00
SPARK Central Business Incubato	Oct	2	2013	2	Facility Exp	1.00 \$ 1,949.74
SPARK Accounting	Oct	2	2013	2	Accting Svc	1.00 \$ 5,423.83
SPARK Marketing	Oct	2	2013	2	Marketing	1.00 \$ 1,891.36
Entrepreneurial Education	Oct	2	2013	2	Events	1.00 \$ 3,774.66
Business Networking Events	Oct	2	2013	2	Events	1.00 \$ 5,255.86
Internship Support & Talent Trainir	Oct	2	2013	2		\$ -
Entrepreneurs Bootcamp	Oct	2	2013	2		\$ 22,500.00
SPARK BA Direct Staffing	Nov	2	2013	2	Direct Staff	1.00 \$ 28,083.33
Phase II (Due Diligence)	Nov	2	2013	2	Hours	25.00 \$ 2,500.00
Phase III (Intensive Service)	Nov	2	2013	2	Hours	788.51 \$ 79,533.50
SPARK Central Business Incubato	Nov	2	2013	2	Facility Exp	1.00 \$ 11,492.88
SPARK Accounting	Nov	2	2013	2	Accting Svc	1.00 \$ 5,423.83
SPARK Marketing	Nov	2	2013	2	Marketing	1.00 \$ 2,300.01
Entrepreneurial Education	Nov	2	2013	2	U-Stream & Russell Video	1.00 \$ 3,729.00
Business Networking Events	Nov	2	2013	2	Events	1.00 \$ 904.87
SPARK BA Direct Staffing	Dec	2	2013	3	Direct Staff	1.00 \$ 28,083.33
Phase III (Intensive Service)	Dec	2	2013	3	Hours	484.29 \$ 48,428.75
Phase IV (Accelerating Opportuniti	Dec	2	2013	3	Hours	- \$ 5,320.00
SPARK Central Business Incubato	Dec	2	2013	3	Facility Exp	1.00 \$ 16,511.33
SPARK Accounting	Dec	2	2013	3	Accting Svc	1.00 \$ 5,423.83
SPARK Marketing	Dec	2	2013	3	Marketing	1.00 \$ 4,096.50
Entrepreneurial Education	Dec	2	2013	3	Video	1.00 \$ 1,914.00
Business Networking Events	Dec	2	2013	3	Events	1.00 \$ 2,408.95
Internship Support & Talent Trainir	Dec	2	2013	3	Gift cards	1.00 \$ 110.00
Business Software for Clients	Dec	2	2013	3	Clicktools	1.00 \$ 1,497.00

Category	Mo.	Fiscal Year		Measureable			
		Incurring	Billed	Unit Descrip.	Number	Amount	
SPARK BA Direct Staffing	Jan	3	2013	3	Direct Staff	1.00	\$ 28,083.33
Phase III (Intensive Service)	Jan	3	2013	3	Hours	301.43	\$ 30,143.25
SPARK Central Business Incubato	Jan	3	2013	3	Facility Exp	1.00	\$ 10,526.27
SPARK Accounting	Jan	3	2013	3	Accting Svc	1.00	\$ 5,423.83
SPARK Marketing	Jan	3	2013	3	Marketing	1.00	\$ 4,712.92
Entrepreneurial Education	Jan	3	2013	3	Video	1.00	\$ 1,408.00
Business Networking Events	Jan	3	2013	3	Events	1.00	\$ 5,337.13
SPARK BA Direct Staffing	Feb	3	2013	3	Direct Staff	1.00	\$ 28,083.33
Phase II (Due Diligence)	Feb	3	2013	3	Hours	26.00	\$ 2,600.00
Phase III (Intensive Service)	Feb	3	2013	3	Hours	370.15	\$ 32,961.00
SPARK Central Business Incubato	Feb	3	2013	3	Facility Exp	1.00	\$ 14,825.25
SPARK Accounting	Feb	3	2013	3	Accting Svc	1.00	\$ 5,423.83
SPARK Marketing	Feb	3	2013	3	Marketing	1.00	\$ 6,610.05
Entrepreneurial Education	Feb	3	2013	3	Video	1.00	\$ 3,482.00
Business Networking Events	Feb	3	2013	3	Events	1.00	\$ 2,030.86
SPARK BA Direct Staffing	Mar	3	2013	4	Direct Staff	1.00	\$ 28,083.33
Phase III (Intensive Service)	Mar	3	2013	4	Hours	380.33	\$ 38,633.00
SPARK Central Business Incubato	Mar	3	2013	4	Facility Exp	1.00	\$ 22,681.98
SPARK Accounting	Mar	3	2013	4	Accting Svc	1.00	\$ 5,423.83
SPARK Marketing	Mar	3	2013	4	Marketing	1.00	\$ 8,652.95
Entrepreneurial Education	Mar	3	2013	4	Activities	1.00	\$ 5,952.00
Business Networking Events	Mar	3	2013	4	Events & sponsorship	1.00	\$ 12,404.55

Category	Mo.	Fiscal Year		Measureable			
		Incurring	Billed	Unit Descrip.	Number	Amount	
SPARK BA Direct Staffing	Apr	4	2013	4	Direct Staff	1.00	\$ 28,083.33
Phase II (Due Diligence)	Apr	4	2013	4	Hours	26.23	\$ 2,623.00
Phase III (Intensive Service)	Apr	4	2013	4	Hours	418.82	\$ 41,882.00
SPARK Central Business Incubato	Apr	4	2013	4	Facility Exp	1.00	\$ 12,973.53
SPARK Accounting	Apr	4	2013	4	Accting Svc	1.00	\$ 5,423.83
SPARK Marketing	Apr	4	2013	4	Marketing	1.00	\$ 6,138.68
Entrepreneurial Education	Apr	4	2013	4	Russell Video	1.00	\$ 2,420.00
Business Networking Events	Apr	4	2013	4	Events & sponsorship	1.00	\$ 8,610.29
Entrepreneurs Bootcamp	Apr	4	2013	4	Bootcamp	1.00	\$ 12,500.00
Business Software for Clients	Apr	4	2013	4	Wireless presentation system	1.00	\$ 997.35
SPARK BA Direct Staffing	May	4	2013	4	Direct Staff	1.00	\$ 28,083.33
Phase II (Due Diligence)	May	4	2013	4	Hours	4.80	\$ 480.00
Phase III (Intensive Service)	May	4	2013	4	Hours	272.75	\$ 20,495.00
SPARK Central Business Incubato	May	4	2013	4	Facility Exp	1.00	\$ 13,385.14
SPARK Accounting	May	4	2013	4	Accting Svc	1.00	\$ 5,423.83
SPARK Marketing	May	4	2013	4	Marketing	1.00	\$ 14,652.42
Entrepreneurial Education	May	4	2013	4	Activities	1.00	\$ 2,013.00
Business Networking Events	May	4	2013	4	Events & sponsorship	1.00	\$ 2,393.53
Internship Support & Talent Trainir	May	4	2013	4		1.00	\$ 7,341.84
Entrepreneurs Bootcamp	May	4	2013	4	Bootcamp	1.00	\$ 4,000.00
Legal & Admin. Support	May	4	2013	4	per agreement	1.00	\$ 28,360.00
Legal & Admin. Support	May	4	2013	4	Legal for Contract	0.25	\$ 75.00
SPARK BA Direct Staffing	Jun	4	2013	4	Direct Staff	1.00	\$ 28,083.33
Phase II (Due Diligence)	Jun	4	2013	4	Hours	25.00	\$ 2,500.00
Phase III (Intensive Service)	Jun	4	2013	4	Hours	782.17	\$ 86,560.64
Phase IV (Accelerating Opportuniti	Jun	4	2013	4	Hours	-	\$ 50,000.00
SPARK Central Business Incubato	Jun	4	2013	4	Facility Exp	1.00	\$ 21,464.28
SPARK Accounting	Jun	4	2013	4	Accting Svc	1.00	\$ 5,423.83
SPARK Marketing	Jun	4	2013	4	Marketing	1.00	\$ 8,661.04
Entrepreneurial Education	Jun	4	2013	4	Education classes	1.00	\$ 1,667.00
Business Networking Events	Jun	4	2013	4	Events & sponsorship	12.00	\$ 3,054.20
Internship Support & Talent Trainir	Jun	4	2013	4		1.00	\$ 17,471.55