



L DFA Quarterly Report – FY2023 Q2

Financial

As of the end of the second quarter of fiscal year 2023, the Ann Arbor/Ypsilanti SmartZone is forecasted to finish with a decrease to fund balance of \$1,646,983. See page 2 for a more detailed description of revenues and expenditures.

Contract with Ann Arbor SPARK (detailed report included in LDFA board minutes)

	FY2022 <u>Q4</u>	FY2023 <u>Q1</u>	FY2023 <u>Q2</u>
Companies Served	203	199	193
Jobs Created	145	39	67
Companies Created	8	6	17
Funds Raised (Millions)	100	26	27
Direct Support (000s)	462	438	319
Boot Camp (companies)	10	0	0
Phase II Due Diligence (companies)	2	3	1
<u>Phase III Due Diligence (companies)</u>			
- Ann Arbor	52	39	42
- Ypsilanti	7	2	1
Entrepreneur in Residence (FTE)	98	67.5	79
Intern Matching Program (FTE)	20.5	16	16
<u>Incubator (FTEs)</u>			
SPARK Central	114.5	109.5	138.5
SPARK Central (Virtual)	240.3	236.7	245
SPARK East	40.5	41.5	41.5
SPARK East (Virtual)	52	57	53
Hosted Networking Events	27	14	6

Grant Summary

Tech Park Fiber – Installation is ongoing and is expected to be complete by the Spring of 2023.

U.S. Economic Development Administration (EDA) Public works and Economic Adjustment Assistance Program - \$150,000 as approved at the June 24, 2021 LDFA Board meeting for the LDFA’s contribution to the local match for the project . The project is ongoing.

Smart Zone LDFA
FY 2023 FINANCIAL SUMMARY
December 31, 2022

						BUDGET	
	ACTUAL	ACTUAL	FORECAST	FORECAST	FORECAST	Amended	Forecast
	Q1	Q2	Q3	Q4	Full Year	Amount	vs Budget
	(Jul-Sep)	(Oct-Dec)	(Jan-Mar)	(Apr-Jun)			Good/(Bad)
INCOME STATEMENT							
Revenues:							
Tax Revenue	\$ 3,095,030	\$ 1,811,668	\$ 73,097	\$ 73,097	5,052,891	\$ 5,052,891	\$ -
Miscellaneous	3	-	5,000	\$ 4,997	10,000	10,000	-
Investment Income	4,177	\$ 10,558	\$ 32,633	32,633	80,000	80,000	-
Total Revenues	\$ 3,099,210	\$ 1,822,226	\$ 110,729	\$ 110,726	\$ 5,142,891	\$ 5,142,891	\$ -
Expenditures:							
Business Accelerator Support Services							
SPARK BA Direct Staffing	\$ 158,835	\$ 158,835	\$ 158,835	\$ 158,835	\$ 635,341	\$ 635,341	\$ -
Phase III (Intensive Service)	235,294	\$ 182,602	\$ 216,052	\$ 216,052	850,000	850,000	-
Entrepreneurs Bootcamp	21,250	-	\$ 14,375	\$ 14,375	50,000	50,000	-
Sponsorships/Partnered Events/Trade Shows	21,637	28,207	\$ 25,078	\$ 25,078	100,000	100,000	-
Internship Support & Talent Training	211,624	103,949	\$ 179,714	\$ 179,714	675,000	675,000	-
Business Software for Clients	8,535	9,301	\$ 26,332	\$ 26,332	70,500	70,500	-
Total Contracted Services	\$ 657,175	\$ 482,894	\$ 620,386	\$ 620,386	\$ 2,380,841	\$ 2,380,841	\$ -
SPARK Central Incubator Operating Exp.	84,044	66,471	\$ 74,742	\$ 74,742	300,000	300,000	\$ -
SPARK Central Infrastructure	-	25,000	-	-	25,000	25,000	-
Mobility Support	55,383	51,537	\$ 76,540	\$ 76,540	260,000	260,000	-
Tech Trek	100,960	156,203	\$ 38,918	\$ 38,918	335,000	335,000	-
Ypsilanti							
SPARK East Accelerator Services	\$ 37,433	\$ 39,307	\$ 61,775	\$ 61,775	\$ 200,289	\$ 200,289	\$ -
SPARK East Operations	47,375	38,584	\$ 34,521	\$ 34,521	155,000	155,000	-
SPARK East Capital Investment	-	-	-	-	-	-	-
Other	-	-	\$ 75,000	\$ 75,000	150,000	150,000	-
Total Ypsilanti	\$ 84,808	\$ 77,890	\$ 171,295	\$ 171,295	\$ 505,289	\$ 505,289	\$ -
SPARK Indirect Services							
SPARK Accounting	\$ 105,197	\$ 105,197	\$ 105,197	\$ 105,197	\$ 420,787	\$ 420,787	\$ -
SPARK Marketing	47,318	47,926	\$ 77,378	\$ 77,378	250,000	250,000	-
Total Indirect	\$ 152,515	\$ 153,122	\$ 182,575	\$ 182,575	\$ 670,787	\$ 670,787	\$ -
Grants							
Tech Park Fiber	500,000	1,290,250	-	\$ 9,750	\$ 1,800,000	\$ 1,800,000	\$ -
Other Grants	-	-	-	400,000	400,000	400,000	-
Total Indirect	\$ 500,000	\$ 1,290,250	\$ -	\$ 409,750	\$ 2,200,000	\$ 2,200,000	\$ -
City of Ann Arbor and Other Services							
Admin. Support	\$ 35,571	\$ 15,897	\$ 15,896	\$ 15,896	\$ 83,259	\$ 110,000	\$ 26,742
Professional Services	-	-	-	\$ 24,700	\$ 24,700	24,700	-
Contracted Services	-	-	-	-	-	-	-
Software Maintenance	-	-	-	\$ 5,000	\$ 5,000	5,000	-
Total Expenditures	\$ 1,670,455	\$ 2,319,264	\$ 1,180,353	\$ 1,619,803	\$ 6,789,876	\$ 6,816,617	\$ 26,742
Net Increase/Decrease	\$ 1,428,755	\$ (497,038)	\$ (1,069,624)	\$ (1,509,077)	\$ (1,646,985)	\$ (1,673,726)	\$ 26,742
Memo:							
Fund Balance (6/30/2022) *	\$ 1,831,732						
Fund Balance - Operations (Qtr End)	\$ 2,763,448	\$ 2,266,410	\$ 1,196,786	\$ (312,291)	\$ 184,747	\$ 184,748	
Note: Ypsi Cumulative Underrun (6/30/2022)	\$ 275,587						

* Year-end fund balance is estimated. Actual year-end fund balance will be available post-audit.