



LDFA Quarterly Report – FY2021 Q1

Financial

Over half of the FY2021 SmartZone revenues, \$2.4 million, were recognized in the first quarter. See page 2 for a more detailed description of revenues and expenditures.

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

	FY2020 Q2	FY2020 Q3	FY2020 Q4	FY2021 Q1
Companies Served	141	158	168	175
Jobs Created	15.5	88	44	125.5
Companies Created	10	12	15	8
Funds Raised (Millions)	\$ 94	\$ 12	\$ 10	\$ 252
Direct Support (000s)	\$ 372	\$ 322	\$ 469	\$ 581
Boot Camp (companies)	13	0	9	0
Phase II Due Diligence (companies)	1	2	0	1
<u>Phase III Due Dillgence (companies)</u>				
- Ann Arbor	36	51	54	47
- Ypsilanti	9	8	8	11
Entrepreneur in Residence (FTE)	68	52	51	31.5
Intern Matching Program (FTE)	47.5	32	93	64
<u>Incubator (FTEs)</u>				
SPARK Central	188	193	138.5	143.5
SPARK Central (Virtual)	119	126	134.5	136
SPARK East	29.5	32	28	25.5
SPARK East (Virtual)	31	35.5	43	50
Hosted Networking Events	27	19	18	17

Grant Summary

The Grants Committee is focusing on the EDA Grant opportunity, and is currently awaiting an award decision from the EDA.