

Ann Arbor/Ypsilanti SmartZone LDFA

	Actual FY2018	Budget FY2019	Forecast FY2019	SPARK Request FY2020	SPARK Request FY2021	Request FY2020	Projection FY2021	Comments
REVENUES								
Tax Revenue	\$ 3,566,551	\$ 3,870,000	\$ 3,899,557	\$ 4,038,000	\$ 4,183,000	\$ 4,500,000	\$ 4,680,000	
Miscellaneous Revenue	127,971	75,000	75,000	75,000	75,000	75,000	75,000	program.
Investment Income	12,431	31,117	65,934	60,000	60,000	60,000	60,000	Assumes 1.2% earnings on prior yr funds
Total Revenue	\$ 3,706,953	\$ 3,976,117	\$ 4,040,491	\$ 4,173,000	\$ 4,318,000	\$ 4,635,000	\$ 4,815,000	
EXPENDITURES								
<u>Business Accelerator Support Services</u>								
SPARK Business Accelerator Direct Staffing	\$ 722,795	\$ 760,000	\$ 760,000	\$ 799,000		\$ 799,000	\$ 914,000	Salary increases, 5% overall, additional staff for 2021
Phase II - Due Diligence	4,000	-	-					
Phase III - Intensive Service	716,170	800,000	650,000	800,000		800,000	800,000	No change
Sub-Total	1,442,965	1,560,000	1,410,000	1,599,000	-	1,599,000	1,714,000	
<u>Entrepreneurial Development & Education Programs</u>								
Education & Development Programs	-	-	-	-	-	-	-	
Business Networking Events/Sponsorships	123,975	145,000	145,000	100,000		100,000	110,000	reduction due to shift to Tech Trek separate line item
Bootcamp	47,500	50,000	50,000	50,000		50,000	50,000	No change
Sub-Total	171,475	195,000	195,000	150,000	-	150,000	160,000	
Mobility Support	63,862	125,000	125,000	131,000		131,000	137,600	Salary increase, 5%, also includes travel, cell phone, etc.
Internship Support & Talent Training	387,710	480,000	480,000	600,000		600,000	600,000	Reflects demand for interns & expanding DEC program
Business Software Access for Clients	23,115	25,000	25,000	30,000		30,000	30,000	New databases for entrepreneur access
Community Events - Tech Trek				260,000		260,000	260,000	
SPARK Central Incubator Operating Exp	263,823	250,000	275,000	281,200		281,200	287,525	21 increases 2.25% consistent with 20
Incubator Expansion	108,238	50,000	50,000					
Ypsilanti								
SPARK East Operating Exp	126,070	175,000	125,000	205,000		205,000	213,200	added FT assistant, increase 4%
SPARK East Services(acceptable uses)	20,835	175,000	175,000	198,800		245,000	254,800	increase 4%
Other	65,500	37,000	37,000	-				
Sub-Total	212,405	387,000	337,000	403,800	418,300	450,000	468,000	10% of revenue
<u>SPARK Indirect Services</u>								
SPARK Accounting	117,000	123,000	123,000	127,000		127,000	131,125	increase 3.25%/yr
Marketing	214,435	300,000	300,000	250,000		250,000	250,000	reduction due to shift to Tech Trek separate line item, but there are additional funds for dedicated mktg
Sub-Total	331,435	423,000	423,000	377,000	-	377,000	381,125	
<u>City of Ann Arbor Indirect Services</u>								
Legal & Admin Support	63,557	69,100	64,541	70,000		94,000	94,000	City support (\$19.8k) + insur/OH (\$74.2k)
Professional Services	37,300	-	1,500	40,000	-	21,800	-	Contract audit \$18.8k + \$3k for legal
Strategic Initiatives	-	750,000	-	231,000		901,000	942,750	Multiple potential uses - Mobility Infrastructure/Fiber ring
Total Operating Expenditures	\$ 3,105,885	\$ 4,314,100	\$ 3,386,041	\$ 4,173,000	\$ 418,300	\$ 4,635,000	\$ 4,815,000	
Net Increase (Use) of Fund Balance	\$ 601,068	\$ (337,983)	\$ 654,450	\$ -	\$ 3,899,700	\$ -	\$ -	
Notes:								
Beginning Fund Balance	\$ 2,196,278	\$ 2,797,346	\$ 2,797,346	\$ 3,451,796	\$ 3,451,796	\$ 3,451,796	\$ 3,451,796	
Ending Fund Balance	\$ 2,797,346	\$ 2,459,363	\$ 3,451,796	\$ 3,451,796	\$ 7,351,496	\$ 3,451,796	\$ 3,451,796	
Memo: Ypsi fund balance	\$ 144,250	\$ 144,250	\$ 197,206			\$ 197,206	\$ 197,206	
Memo: Min. Required fund bal. excl. Ypsi. Admin/OH provision	\$ 856,655	\$ 887,000	\$ 889,956			\$ 950,000	\$ 968,000	
20% Limit	\$ 713,310	\$ 774,000	\$ 779,911	\$ 807,600	\$ 836,600	\$ 900,000	\$ 936,000	Includes alloc from SPARK + legal/admin support
Actual/Projected	\$ 418,101	\$ 460,357	\$ 455,798	\$ 424,544	\$ 391,257	\$ 448,544	\$ 485,257	

LDFA salary allocation-2019/2020

	LDFA %	2018 request
Staff Accountant	32%	Accounting Services
Director of Admin and Finance	25%	Accounting Services
Client Research and Knowledge Mgr.	100%	Accounting Services
Intern	100%	Accounting Services
Total Accounting Services		\$ 126,630.05

CEO	10%	Overhead portion of Direct Staffing
Senior Vice President	10%	Overhead portion of Direct Staffing
VP Marketing	25%	Overhead portion of Direct Staffing
Overhead		
Total Admin/Overhead		\$ 281,149.06

Senior Vice President	15%	Direct Staffing
VP Marketing	25%	Direct Staffing
Director of Marketing and Communications	34%	Direct Staffing
Associate Marketing Director	66%	Direct Staffing
Marketing Analyst and Graphic Design	20%	Direct Staffing
Client Engagement (Events) Mgr.	70%	Direct Staffing
VP Entrepreneur Svcs.	100%	Direct Staffing
Director Entrepreneur Svcs.	100%	Direct Staffing
		Barton Consulting
Total Program Direct Salaries		\$ 517,622.36

Total Direct Services Salaries		\$ 798,766.01
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Total SPARK East	100%	Incubator Assistant	\$ 47,775.00
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	100%	Admin - Incubator Operating	
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	50%	PT Incubator Assistant	
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Total SPARK Central Incubator Line			\$ 72,835.03
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Total Mobility Line	100%	Entrepreneur Services-Mobility	\$ 130,323.11
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(salary plus related expenses)

Total Contract Personnel Costs	10.82		\$ 1,176,329.20
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Administration/OH	Program Direct	Total
\$ 407,779.10		
	\$ 517,622.36	
	\$ 250,933.14	
\$ 407,779.10	\$ 768,555.50	\$1,176,334.60

35%

65%