



L DFA Quarterly Report – FY2022 Q2

**Financial**

The Ann Arbor/Ypsilanti SmartZone is forecasted to finish FY2022 with a decrease to fund balance of \$2,750,055. See page 2 for a more detailed description of revenues and expenditures.

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

	FY2021 Q4	FY2022 Q1	FY2022 Q2
Companies Served	179	184	185
Jobs Created	120	37	62
Companies Created	10	10	11
Funds Raised (Millions)	\$ 5	31.3	137
Direct Support (000s)	\$ 403	369	368
Boot Camp (companies)	12	24.5	18
Phase II Due Diligence (companies)	2	0	2
<u>Phase III Due Diligence (companies)</u>			
- Ann Arbor	79	40	85
- Ypsilanti	5	6	7
Entrepreneur in Residence (FTE)	43.5	62.5	71.5
Intern Matching Program (FTE)	37.5	77.5	21
<u>Incubator (FTEs)</u>			
SPARK Central	119	116	101.5
SPARK Central (Virtual)	335	346.5	351
SPARK East	29.5	28	32.5
SPARK East (Virtual)	61.5	63.5	51.5
Hosted Networking Events	15	14	23

**Grant Summary**

Tech Park Fiber – City Council approved the \$4.5M construction contract at their May 3, 2021 meeting. The amended grant agreement initiated \$3M total project costs being billed up-front to fully expend the funding as allocated. Project update to be presented by Tom Shewchuk.

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 .

Smart Zone LDFA  
**FY 2022 FINANCIAL SUMMARY**  
 December 31, 2021

						BUDGET	
	ACTUAL	ACTUAL	FORECAST	FORECAST	FORECAST	Amended Amount	Forecast vs Budget Good/(Bad)
	Q1 (Jul-Sep)	Q2 (Oct-Dec)	Q3 (Jan-Mar)	Q4 (Apr-Jun)	Full Year		
<b>INCOME STATEMENT</b>							
<b>Revenues:</b>							
Tax Revenue	\$ 2,929,838	\$ 632,859	\$ 690,277	\$ 690,277	4,943,250	\$ 4,943,250	\$ -
Miscellaneous	36,003	-	-	-	36,003	-	36,003
Investment Income	12,175	4,408	31,709	31,709	80,000	80,000	-
<b>Total Revenues</b>	<b>\$ 2,978,015</b>	<b>\$ 637,267</b>	<b>\$ 721,985</b>	<b>\$ 721,985</b>	<b>\$ 5,059,253</b>	<b>\$ 5,023,250</b>	<b>\$ 36,003</b>
<b>Expenditures:</b>							
<b>Business Accelerator Support Services</b>							
SPARK BA Direct Staffing	\$ 209,847	\$ 209,847	\$ 209,847	\$ 209,847	\$ 839,388	\$ 839,388	\$ -
Phase III (Intensive Service)	156,216	196,631	236,077	236,077	825,000	825,000	-
Business Networking Events and Educational Programs	-	-	-	-	-	-	-
Entrepreneurs Bootcamp	25,000	-	12,500	12,500	50,000	50,000	-
Sponsorships/Partnered Events/Trade Shows	29,009	18,348	35,496	17,147	100,000	100,000	-
Internship Support & Talent Training	200,183	120,134	219,909	99,775	640,000	640,000	-
Business Software for Clients	7,401	5,050	17,800	12,750	43,000	43,000	-
<b>Total Contracted Services</b>	<b>\$ 627,655</b>	<b>\$ 550,010</b>	<b>\$ 731,627</b>	<b>\$ 588,096</b>	<b>\$ 2,497,388</b>	<b>\$ 2,497,388</b>	<b>\$ -</b>
SPARK Central Incubator Operating Exp.	78,246	65,055	110,877	45,822	300,000	300,000	-
SPARK Central Infrastructure	-	-	-	-	-	-	-
Mobility Support	49,902	44,287	62,500	93,311	250,000	250,000	-
Tech Trek	115,552	114,256	52,596	52,596	335,000	335,000	-
<b>Ypsilanti</b>							
SPARK East Accelerator Services	\$ 27,291	\$ 47,021	\$ 96,017	\$ 48,996	\$ 219,325	\$ 219,325	\$ -
SPARK East Operations	26,056	20,322	61,972	41,650	150,000	150,000	-
SPARK East Capital Investment	-	-	-	-	-	-	-
Other	61,450	-	31,775	31,775	125,000	125,000	-
<b>Total Ypsilanti</b>	<b>\$ 114,797</b>	<b>\$ 67,343</b>	<b>\$ 189,764</b>	<b>\$ 122,421</b>	<b>\$ 494,325</b>	<b>\$ 494,325</b>	<b>\$ -</b>
<b>SPARK Indirect Services</b>							
SPARK Accounting	\$ 36,800	\$ 36,800	\$ 55,200	\$ 18,400	\$ 147,200	\$ 147,200	\$ -
SPARK Marketing	32,852	29,121	108,574	79,452	250,000	250,000	-
<b>Total Indirect</b>	<b>\$ 69,652</b>	<b>\$ 65,921</b>	<b>\$ 163,774</b>	<b>\$ 97,852</b>	<b>\$ 397,200</b>	<b>\$ 397,200</b>	<b>\$ -</b>
<b>Grants</b>							
Tech Park Fiber	\$ 3,000,000	\$ -	\$ -	\$ -	\$ 3,000,000	\$ 3,000,000	\$ -
Other Grants	150,000	-	50,000	200,000	400,000	400,000	-
<b>Total Indirect</b>	<b>\$ 3,150,000</b>	<b>\$ -</b>	<b>\$ 50,000</b>	<b>\$ 200,000</b>	<b>\$ 3,400,000</b>	<b>\$ 3,400,000</b>	<b>\$ -</b>
<b>City of Ann Arbor and Other Services</b>							
Admin. Support	\$ 60,481	\$ 15,433	\$ 14,963	\$ 14,963	\$ 105,840	\$ 105,840	\$ -
Professional Services	-	13,000	4,350	4,350	21,700	21,700	-
Contracted Services	-	-	1,428	1,428	2,855	2,855	-
Software Maintenance	-	-	2,500	2,500	5,000	5,000	-
<b>Total Expenditures</b>	<b>\$ 4,266,286</b>	<b>\$ 935,305</b>	<b>\$ 1,384,379</b>	<b>\$ 1,223,339</b>	<b>\$ 7,809,308</b>	<b>\$ 7,809,308</b>	<b>\$ -</b>
<b>Net Increase/Decrease</b>	<b>\$ (1,288,270)</b>	<b>\$ (298,038)</b>	<b>\$ (662,394)</b>	<b>\$ (501,354)</b>	<b>\$ (2,750,055)</b>	<b>\$ (2,786,058)</b>	<b>\$ 36,003</b>
<b>Memo:</b>							
Fund Balance (6/30/2021) *	\$ 4,587,156						
Fund Balance - Operations (Qtr End)	\$ 3,298,886	\$ 3,000,848	\$ 2,338,454	\$ 1,837,101	\$ 1,837,101	\$ 1,837,101	

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