

6/26/2025

Memo:

LDFA Board of Directors

Request of Budget Modifications for the Fiscal Year 2024-2025

Ann Arbor SPARK has experienced incredibly strong demand for our Acceleration Grant (Direct Company Support) Program. SPARK views this as a very positive development given the Direct Company Support budget line is one of the most directly impactful services we offer our startups. Here is the request we would like to make:

1. After processing the May billings we are currently sitting at Direct Company Support totaling \$1,378,441. We are anticipating billings of \$50K+ for June. That would put us roughly 40% over budget for that line to close out the fiscal year. This also takes the additional \$42K the Board moved into this line into account. SPARK would like to request that the Board allow SPARK to go over on the DCS line by 45% this year vs the normal 25% overage ability in the contract. I view this as a one time situation unique to this year, and we have budget underruns in other areas to support the move. Therefore, I would like to request the ability to be 45% over on that Direct Company Support budget line.
2. WCC has informed us that they will be \$80K under budget for the DEI/All In program. We would like to move those unspent dollars from the DEI/All In budget into the main SPARK budget and split that amount between the AA and Ypsi budgets. We are requesting \$30K go to the Ypsi component of the budget and \$50K to the AA component.

Of note: the moves listed above are only between the line items of the budget. There is no risk of SPARK exceeding the total budget amount of our contract.

Thank you,

Bill Mayer

SVP, Entrepreneur Services

Ann Arbor SPARK