



LDFA Quarterly Report – FY2026 Q1

Financial

As of the end of the first quarter of fiscal year 2026, the Ann Arbor/Ypsilanti SmartZone is forecasted to finish the year with a decrease of \$734,965 to fund balance. See page 2 for a more detailed description of revenues and expenditures.

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

	FY2024 Q4	FY2025 Q1	FY2025 Q2	FY2025 Q3	FY2025 Q4	FY2026 Q1
Companies Served	251	257	216	241	235	253
Jobs Created	51	112	98	3	15	13
Companies Created	9	12	22	19	10	10
Funds Raised \$ (Millions)	30.2	69.7	3.1	48.8	23.1	8.2
Direct Support \$ (000s)	383	716	631	533	339	478
Boot Camp (companies)	0	8	0	12		10
Phase II Due Diligence (companies)	5	2	4	1	1	2
<u>Phase III Due Diligence (companies)</u>						
- Ann Arbor	54	63	71	69	55	50
- Ypsilanti	7	8	10	10	3	5
Entrepreneur in Residence (FTE)	49	53.5	48.5	46.5	25	35
Intern Matching Program (FTE)	85	87.5	48	48.5	75	57
<u>Incubator (FTEs)</u>						
SPARK Central	25	24	13	31	26	17
SPARK Central (Virtual)	333	336	314	323	314.5	313
SPARK East	30	33	33	25	19	43
SPARK East (Virtual)	53.5	59	57	55	51	54
Hosted Networking Events	26	14	14	20	24	7

Smart Zone LDFA
FY 2026 FINANCIAL SUMMARY
September 30, 2025

						BUDGET	
	ACTUAL	FORECAST	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	\$ 3,656,751	\$ 2,241,349	\$ -	\$ -	5,898,100	\$ 5,898,100	\$ -
Miscellaneous		-	-		-		-
Investment Income	12,749	\$ 34,571	\$ 34,571	34,571	116,462	116,462	-
Total Revenues	\$ 3,669,500	\$ 2,275,920	\$ 34,571	\$ 34,571	\$ 6,014,562	\$ 6,014,562	\$ -
Expenditures:							
<u>Business Accelerator Support Services</u>							
SPARK BA Direct Staffing	\$ 225,000	\$ 225,000	\$ 225,000	\$ 225,000	\$ 900,000	\$ 900,000	\$ -
Phase III (Intensive Service)	284,452	\$ 271,849	\$ 271,849	\$ 271,849	1,100,000	1,100,000	-
Entrepreneurs Bootcamp	10,863	\$ 13,046	\$ 13,046	\$ 13,046	50,000	50,000	-
Sponsorships/Partnered Events/Trade Shows	18,275	\$ 52,242	\$ 52,242	\$ 52,242	175,000	175,000	-
Internship Support & Talent Training	244,919	\$ 201,694	\$ 201,694	\$ 201,694	850,000	850,000	-
Business Software for Clients	18,434	\$ 23,285	\$ 23,285	\$ 23,285	88,290	88,290	-
Total Contracted Services	\$ 801,944	\$ 787,115	\$ 787,115	\$ 787,115	\$ 3,163,290	\$ 3,163,290	\$ -
SPARK Central Incubator Operating Exp.	105,503	89,832	89,832	\$ 89,832	375,000	375,000	\$ -
SPARK Central Infrastructure	-	1,667	1,667	\$ 1,667	5,000	5,000	-
Mobility Support	49,749	80,084	80,084	\$ 80,084	290,000	290,000	-
Tech Trek	175,825	99,725	99,725	\$ 99,725	475,000	475,000	-
<u>Ypsilanti</u>							
SPARK East Accelerator Services	\$ 28,818	\$ 165,823	165,823	\$ 165,823	\$ 526,287	\$ 526,287	\$ -
SPARK East Operations	52,812	\$ 55,729	55,729	\$ 55,729	220,000	220,000	-
SPARK East Capital Investment	-	\$ -	-	\$ -	-	-	-
Other	-	\$ 50,000	50,000	\$ 50,000	150,000	150,000	-
Total Ypsilanti	\$ 81,630	\$ 271,552	\$ 271,552	\$ 271,552	\$ 896,287	\$ 896,287	\$ -
<u>SPARK Indirect Services</u>							
SPARK Accounting	\$ 148,750	\$ 148,750	148,750	\$ 148,750	\$ 595,000	\$ 595,000	\$ -
SPARK Marketing	45,663	\$ 84,779	84,779	\$ 84,779	300,000	300,000	\$ -
Total Indirect	\$ 194,413	\$ 233,529	\$ 233,529	\$ 233,529	\$ 895,000	\$ 895,000	\$ -
<u>Grants</u>							
Strategic Initiatives/Other Grants	89,918	136,694	91,129	\$ 182,259	\$ 500,000	500,000	-
Total Indirect	\$ 89,918	\$ 136,694	\$ 91,129	\$ 182,259	\$ 500,000	\$ 500,000	\$ -
<u>City of Ann Arbor and Other Services</u>							
Admin. Support	\$ 50,246	\$ 25,193	\$ 25,193	\$ 25,193	\$ 125,800	\$ 125,800	\$ -
Professional Services	-	6,400	4,267	\$ 8,533	\$ 19,200	19,200	-
Insurance Premium	-	\$ 4,950	-	\$ -	\$ 4,950	4,950	-
Software Maintenance	-	\$ -	-	\$ -	\$ -	-	-
Total Expenditures	\$ 1,549,227	\$ 1,736,741	\$ 1,684,093	\$ 1,779,489	\$ 6,730,327	\$ 6,749,527	\$ -
Net Increase/Decrease	\$ 2,120,273	\$ 539,179	\$ (1,649,522)	\$ (1,744,918)	\$ (715,765)	\$ (734,965)	\$ -
Memo:							
Fund Balance (6/30/2025) *	\$ 935,154						
Fund Balance - Operations (Qtr. End)	\$ 3,055,427	\$ 3,594,605	\$ 1,945,083	\$ 200,165	\$ 219,389		
Note: Ypsi Cumulative Underrun (6/30/2025)	\$ 340,526						
* Year-end fund balance is estimated. Actual year-end fund balance will be available post-audit.							

Grant Summary

Tech Park Fiber Project Phase II-Private LTE Network project will commence with a PILOT installation and a cost-benefit analysis. City of Ann Arbor IT Department will continue to update the board on the progress of the project.

