

2022 – 2023 LDFA Contract with SPARK Contract Memo

This outline is intended to provide an overview to the LDFA Board of the proposed new budget and contract as compared to the previous year.

Budget Comparison

		2021-2022		2022-2023
Direct Staffing		\$ 839,388		\$ 635,341
Direct Company Support		\$ 825,000		\$ 850,000
Sponsorship, etc		\$ 100,000		\$ 100,000
Major Events		\$ 335,000		\$ 335,000
Boot Camp		\$ 50,000		\$ 50,000
Mobility Support		\$ 250,000		\$ 260,000
Interns/Talent		\$ 640,000		\$ 675,000
Software		\$ 43,000		\$ 70,500
Central Incubator		\$ 300,000		\$ 325,000
Incubator Improvements		\$ -		\$ 25,000
Accounting		\$ 147,200		\$ 420,787
Marketing		\$ 250,000		\$ 250,000
Ypsi				
East OpX	\$ 150,000		\$ 155,000	
Programs	\$ 219,325		\$ 200,289	
Youth Talent Program	\$ 125,000		\$ 150,000	
Total		\$ 4,273,913		\$ 4,501,917

Changes to the proposed contract:

Section 5.1 – we removed Skip’s name from the contract as he is now 80% time with SPARK.

Attachment A

Section 1.1.1 – we removed the fractional compensation of some SPARK staff and moved it to the Accounting/Overhead line.

Section 4.1.4(5) – we modified the data we collect from event attendees. It will now have us collect the person’s name, email, job title, company name, entrepreneur (Y/N), industry cluster, and residential zip code.

Section 5 – changed name of line from A2Tech360 to Major Events.

Section 5.1 – added and/or virtually “if warranted” that showcases the local Technology ecosystem...

Section 5.5 – added “inform the Board on the impact of the” Ann Arbor House, and changed Q1 to “after the event”.

Section 5.6 – this is a new bullet to allow us to move budget between major events if warranted.

Section 6 – due to upward wage pressure in the current labor market we would like to increase the compensation we pay interns to \$17 per hour.

Section 7 – we would like to make some physical improvements to the 3rd floor by adding additional electrical outlets, removing two walls and create a passageway between two of the suites. We would also like to partially frost the glass on the 1st floor to provide additional privacy for our startups.

Section 8.1 – changed to “Accounting and Overhead” and added “as well as other necessary resources”.

Section 10.1 – we are adding a Pitchbook subscription as well as other software to streamline invoicing and intern payroll tracking.

Section 11.1.2 – struck “as indicated in Section 1.1.1”.

Section 11.1.9 – changed “Summer Youth Internship” to “Talent Program” and added “summer training series and scholarship program” as well as “SPARK will subcontract this activity to a qualified provider if they cannot provide the service in house”.