



L DFA Quarterly Report – FY2026 Q3

**Financial**

As of the end of the third quarter of fiscal year 2026, the Ann Arbor/Ypsilanti SmartZone is forecasted to finish the year with a decrease of \$537,867 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	FY2026 Q2	FY2026 Q3
Companies Served	251	257	216	241	235	253	253	258
Jobs Created	51	112	98	3	15	13	5.5	4.5
Companies Created	9	12	22	19	10	10	6	13
Funds Raised \$ (Millions)	30.2	69.7	3.1	48.8	23.1	8.2	4.7	74.7
Direct Support \$ (000s)	383	716	631	533	339	478	512	494
Boot Camp (companies)	0	8	0	12		10	0	0
Phase II Due Diligence (companies)	5	2	4	1	1	2	2	7
<u>Phase III Due Diligence (companies)</u>								
- Ann Arbor	54	63	71	69	55	50	63	60
- Ypsilanti	7	8	10	10	3	5	8	6
Entrepreneur in Residence (FTE)	49	53.5	48.5	46.5	25	35	37	60.2
Intern Matching Program (FTE)	85	87.5	48	48.5	75	57	23.5	17.5
<u>Incubator (FTEs)</u>								
SPARK Central	25	24	13	31	26	17	17	18.5
SPARK Central (Virtual)	333	336	314	323	314.5	313	298	310.7
SPARK East	30	33	33	25	19	43	43	43
SPARK East (Virtual)	53.5	59	57	55	51	54	54	60
Hosted Networking Events	26	14	14	20	24	7	15	16

**Smart Zone LDFA**  
**FY 2026 FINANCIAL SUMMARY**  
 March 31, 2026

						<b>BUDGET</b>	
	<u>ACTUAL</u>	<u>ACTUAL</u>	<u>ACTUAL</u>	<u>FORECAST</u>	<u>FORECAST</u>	<u>Amended</u>	<u>Forecast</u>
	Q1 (Jul-Sep)	Q2 (Oct-Dec)	Q3 (Jan-Mar)	Q4 (Apr-Jun)	Full Year	Amount	vs Budget Good/(Bad)
<b>INCOME STATEMENT</b>							
<b>Revenues:</b>							
Tax Revenue	\$ 3,656,751	\$ -	\$ 2,438,447	\$ -	6,095,198	\$ 5,898,100	\$ 197,098
Miscellaneous		-	-		-		-
Investment Income	24,663	\$ 20,391	\$ 27,754	43,654	116,462	116,462	-
<b>Total Revenues</b>	<b>\$ 3,681,414</b>	<b>\$ 20,391</b>	<b>\$ 2,466,201</b>	<b>\$ 43,654</b>	<b>\$ 6,211,660</b>	<b>\$ 6,014,562</b>	<b>\$ 197,098</b>
<b>Expenditures:</b>							
<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	351,656	300,093	\$ 163,799	1,100,000	1,100,000	-
Entrepreneurs Bootcamp	10,863	4,986	14,250	\$ 19,901	50,000	50,000	-
Sponsorships/Partnered Events/Trade Shows	18,275	38,781	61,187	\$ 56,757	175,000	175,000	-
Internship Support & Talent Training	244,919	91,408	119,608	\$ 394,064	850,000	850,000	-
Business Software for Clients	18,434	3,020	37,715	\$ 29,120	88,290	88,290	-
Total Contracted Services	\$ 801,944	\$ 714,851	\$ 757,854	\$ 888,641	\$ 3,163,290	\$ 3,163,290	\$ -
SPARK Central Incubator Operating Exp.	105,503	106,298	195,721	\$ (32,523)	375,000	375,000	\$ -
SPARK Central Infrastructure	-	-	-	\$ 5,000	5,000	5,000	-
Mobility Support	49,749	36,591	48,199	\$ 155,461	290,000	290,000	-
Tech Trek	175,825	169,580	79,188	\$ 50,407	475,000	475,000	-
<u>Ypsilanti</u>							
SPARK East Accelerator Services	\$ 28,818	\$ 75,871	\$ 126,854	\$ 294,743	\$ 526,287	\$ 526,287	\$ -
SPARK East Operations	52,812	58,784	52,002	\$ 56,403	220,000	220,000	-
SPARK East Capital Investment	-	-	-	\$ -	-	-	-
Other	-	-	-	\$ 150,000	150,000	150,000	-
Total Ypsilanti	\$ 81,630	\$ 134,656	\$ 178,856	\$ 501,146	\$ 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	34,104	70,073	\$ 150,159	300,000	300,000	\$ -
Total Indirect	\$ 194,413	\$ 182,854	\$ 218,823	\$ 298,909	\$ 895,000	\$ 895,000	\$ -
<u>Grants</u>							
Strategic Initiatives/Other Grants	89,918	87,821	36,085	\$ 286,177	\$ 500,000	500,000	-
Total Indirect	\$ 89,918	\$ 87,821	\$ 36,085	\$ 286,177	\$ 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	-	-	-	\$ 19,200	\$ 19,200	19,200	-
Insurance Premium	-	-	-	\$ 4,950	\$ 4,950	4,950	-
Software Maintenance	-	-	\$ -	\$ -	\$ -	-	-
<b>Total Expenditures</b>	<b>\$ 1,549,227</b>	<b>\$ 1,457,844</b>	<b>\$ 1,539,918</b>	<b>\$ 2,202,562</b>	<b>\$ 6,749,527</b>	<b>\$ 6,749,527</b>	<b>\$ -</b>
<b>Net Increase/Decrease</b>	<b>\$ 2,132,187</b>	<b>\$ (1,437,453)</b>	<b>\$ 926,283</b>	<b>\$ (2,158,908)</b>	<b>\$ (537,867)</b>	<b>\$ (734,965)</b>	<b>\$ 197,098</b>
Memo:							
Fund Balance (6/30/2025) *	\$ 935,154						
Fund Balance - Operations (Qtr. End)	\$ 3,067,341	\$ 1,629,888	\$ 2,556,171	\$ 397,263	\$ 397,287		
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 update the board at the June 25, 2026 meeting.