

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) *

Fund Balance - Operations (Qtr. End)

Note: Ypsi Cumulative Underrun (6/30/2025)

\$ 935,154

\$ 3,055,427

\$ 340,526

\$ 3,594,605

\$ 1,945,083

\$ 200,165

\$ 219,389

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