

**Ann Arbor/Ypsilanti SmartZone LDFA**

	Actual FY2022	Actual FY2023	Actual FY2024	Actual FY2025	2026 Budget Forecast	Budget/Contract Committee FY2027	FY2027 Board Approved
<b>REVENUES</b>							
Tax Revenue	\$ 4,713,750	\$ 4,986,698	\$ 5,357,621	\$ 5,760,499	\$ 6,095,198	\$ 6,264,805	\$ 6,264,805
Miscellaneous Revenue	100,464	3					
Investment Income	(66,992)	29,445	112,050	147,439	116,462	112,302	112,302
<b>Total Revenue</b>	<b>\$ 4,747,222</b>	<b>\$ 5,016,146</b>	<b>\$ 5,469,671</b>	<b>\$ 5,907,938</b>	<b>\$ 6,211,660</b>	<b>\$ 6,377,107</b>	<b>\$ 6,377,107</b>
<b>EXPENDITURES</b>							
<b><u>Business Accelerator Support Services</u></b>							
SPARK Business Accelerator Direct Staffing Phase II - Due Diligence	\$ 839,388	635,341	761,304	800,000	\$ 900,000	950,000	950,000
Phase III - Intensive Service	837,041	920,585	695,879	1,435,374	1,100,000	1,375,491	1,375,491
<b>Sub-Total</b>	<b>1,676,429</b>	<b>1,555,926</b>	<b>1,457,183</b>	<b>2,235,374</b>	<b>2,000,000</b>	<b>2,325,491</b>	<b>2,325,491</b>
<b><u>Entrepreneurial Development &amp; Education Programs</u></b>							
Education & Development Programs		-			-		
Business Networking Events/Sponsorships							
Bootcamp	48,750	46,250	40,250	49,893	50,000	50,000	50,000
<b>Sub-Total</b>	<b>48,750</b>	<b>46,250</b>	<b>40,250</b>	<b>49,893</b>	<b>50,000</b>	<b>50,000</b>	<b>50,000</b>
<b>Mobility Support</b>	<b>263,000</b>	<b>255,195</b>	<b>296,931</b>	<b>237,355</b>	<b>290,000</b>	<b>300,000</b>	<b>300,000</b>
Major Events: Tech Trek & NAIAS	367,709	333,734	439,970	292,112	475,000	475,000	475,000
Internship Support & Talent Training	654,153	603,755	589,737	668,386	850,000	862,293	862,293
Sponsorships/Partnered Events/Trade Shows	73,065	124,376	158,969	113,718	175,000	175,000	175,000
Business Software Access for Clients	45,148	64,291	57,279	41,771	88,290	90,000	90,000
SPARK Central Incubator Operating Exp	305,240	326,027	354,383	437,443	375,000	380,000	380,000
Incubator Improvements		25,000	26,137		5,000		
<b><u>Ypsilanti</u></b>							
SPARK East Operating Expense	124,401	173,507	157,582	192,796	220,000	220,000	220,000
SPARK Services (accelerator services)	263,480	202,238	195,215	243,677	526,287	270,810	270,810
Talent Development Program	80,845	125,000	150,000	147,589	150,000	150,000	150,000
SPARK East Capital	-	-			-		
Other							
<b>Sub-Total</b>	<b>468,726</b>	<b>500,745</b>	<b>502,797</b>	<b>584,062</b>	<b>896,287</b>	<b>640,810</b>	<b>640,810</b>
<b><u>SPARK Indirect Services</u></b>							
SPARK Accounting/Overhead	147,200	420,787	493,410	500,000	595,000	560,000	560,000
Marketing	214,183	245,010	274,928	150,266	300,000	300,000	300,000
<b>Sub-Total</b>	<b>361,383</b>	<b>665,797</b>	<b>768,338</b>	<b>650,266</b>	<b>895,000</b>	<b>860,000</b>	<b>860,000</b>
<b>Strategic Initiatives (Grants)</b>	<b>150,000</b>	<b>-</b>	<b>250,000</b>	<b>125,297</b>	<b>250,000</b>	<b>200,000</b>	<b>200,000</b>
Green Business Challenge - Ongoing Program			250,000	125,297	250,000	200,000	200,000
DEI - Ongoing Program			250,000	44,005	250,000	250,000	250,000
Tech Park Fiber Grant	3,000,000	1,790,250	-				
<b><u>City of Ann Arbor Indirect Services</u></b>							
Admin Support	67,568	83,263	114,081	116,865	125,800	128,800	128,800
Professional Services	18,800	-	-		19,200		30,000
Contracted Services	2,675	-					
Insurance Premium		4,796	4,232	4,094	4,950	7,000	7,000
Software Maintenance	-	-			-		
<b>Total Operating Expenditures</b>	<b>\$ 7,502,646</b>	<b>\$ 6,379,405</b>	<b>\$ 5,310,285</b>	<b>\$ 5,600,643</b>	<b>\$ 6,749,527</b>	<b>\$ 6,744,394</b>	<b>\$ 6,774,394</b>
<b>Net Increase (Use) of Fund Balance</b>	<b>\$ (2,755,424)</b>	<b>\$ (1,363,259)</b>	<b>\$ 159,386</b>	<b>\$ 307,295</b>	<b>\$ (537,867)</b>	<b>\$ (367,287)</b>	<b>\$ (397,287)</b>