



L DFA Quarterly Report – FY2021 Q2

Financial

Sixty-seven percent of the FY2021 SmartZone revenues, \$3.1 million, were recognized in the first and second quarters. \$2.2 million of the \$6.1 million budget has been spent. See page 2 for a more detailed description of revenues and expenditures.

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

	FY2020 Q3	FY2020 Q4	FY2021 Q1	FY2021 Q2
Companies Served	158	168	175	173
Jobs Created	88	44	125.5	142
Companies Created	12	15	8	18
Funds Raised (Millions)	\$ 12	\$ 10	\$ 252	\$ 1,550
Direct Support (000s)	\$ 322	\$ 469	\$ 581	\$ 337
Boot Camp (companies)	0	9	0	14
Phase II Due Diligence (companies)	2	0	1	2
<u>Phase III Due Dillgence (companies)</u>				
- Ann Arbor	51	54	47	53
- Ypsilanti	8	8	11	13
Entrepreneur in Residence (FTE)	52	51	31.5	41
Intern Matching Program (FTE)	32	93	64	29.5
<u>Incubator (FTEs)</u>				
SPARK Central	193	138.5	143.5	137.5
SPARK Central (Virtual)	126	134.5	136	270.5
SPARK East	32	28	25.5	29.5
SPARK East (Virtual)	35.5	43	50	49.5
Hosted Networking Events	19	18	17	7

Grant Summary

The Grants Committee is focusing on the EDA Grant opportunity, and is currently awaiting an award decision from the EDA.