



L DFA Quarterly Report – FY2023 Q4

Financial

As of the end of the fourth quarter of fiscal year 2023, the Ann Arbor/Ypsilanti SmartZone is forecasted to finish with a decrease to fund balance of \$1,353,831. See page 2 for a more detailed description of revenues and expenditures.

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

	FY2023 Q1	FY2023 Q2	FY2023 Q3	FY2023 Q4
Companies Served	199	193	213	222
Jobs Created	39	67	36	80
Companies Created	6	17	12	9
Funds Raised \$ (Millions)	26	27	21	23
Direct Support \$ (000s)	438	319	33	461
Boot Camp (companies)	0	0	11	6
Phase II Due Diligence (companies)	3	1	5	3
<u>Phase III Due Diligence (companies)</u>				
- Ann Arbor	39	42	44	57
- Ypsilanti	2	1	3	2
Entrepreneur in Residence (FTE)	67.5	79	78	78.5
Intern Matching Program (FTE)	16	16	20	46
<u>Incubator (FTEs)</u>				
SPARK Central	109.5	138.5	166.5	78
SPARK Central (Virtual)	236.7	245	243	249
SPARK East	41.5	41.5	39.5	30.5
SPARK East (Virtual)	57	53	40	41.5
Hosted Networking Events	14	6	18	23

Grant Summary

Tech Park Fiber – Construction is complete. Financial closure is pending. Fiber and conduit Use Agreement was developed and has been delivered to the U of M for their review.

Smart Zone LDFA
FY 2023 FINANCIAL SUMMARY
 June 30, 2023

	ACTUAL					FORECAST		BUDGET	
	Q1	Q2	Q3	Q4	Full Year	Amended Amount	Forecast vs Budget Good/(Bad)		
	(Jul-Sep)	(Oct-Dec)	(Jan-Mar)	(Apr-Jun)					
INCOME STATEMENT									
Revenues:									
Tax Revenue	\$ 3,095,030	\$ 1,811,668	\$ 80,000	\$ -	4,986,698	\$ 5,052,891	\$ (66,193)		
Miscellaneous	3	-	-	-	3	10,000	(9,997)		
Investment Income	8,400	\$ 8,900	\$ 12,364	9,208	38,872	80,000	(41,128)		
Total Revenues	\$ 3,103,433	\$ 1,820,568	\$ 92,364	\$ 9,208	\$ 5,025,573	\$ 5,142,891	\$ (117,318)		
Expenditures:									
Business Accelerator Support Services									
SPARK BA Direct Staffing	\$ 158,835	\$ 158,835	\$ 158,835	\$ 158,835	\$ 635,341	\$ 635,341	\$ 0		
Phase III (Intensive Service)	235,294	\$ 182,602	\$ 208,615	\$ 294,074	920,585	850,000	(70,585)		
Entrepreneurs Bootcamp	21,250	-	\$ 25,000	-	46,250	50,000	3,750		
Sponsorships/Partnered Events/Trade Shows	21,637	28,207	\$ 36,211	\$ 30,109	116,164	100,000	(16,164)		
Internship Support & Talent Training	211,624	103,949	\$ 104,418	\$ 183,764	603,754	675,000	71,246		
Business Software for Clients	8,535	9,301	\$ 6,675	\$ 39,780	64,291	70,500	6,209		
Total Contracted Services	\$ 657,175	\$ 482,894	\$ 539,755	\$ 714,774	\$ 2,394,598	\$ 2,380,841	\$ (13,757)		
SPARK Central Incubator Operating Exp.	84,044	66,471	\$ 79,034	\$ 96,478	326,027	300,000	(26,027)		
SPARK Central Infrastructure	-	25,000	-	-	25,000	25,000	-		
Mobility Support	55,383	51,537	44,990	\$ 103,285	255,195	260,000	4,805		
Tech Trek	100,960	156,203	28,852	\$ 47,719	333,734	335,000	1,266		
Total Business Accelerator Support Services	\$ 898,152	\$ 782,067	\$ 652,632	\$ 962,986	\$ 3,139,354	\$ 3,100,841	\$ (38,513)		
Ypsilanti									
SPARK East Accelerator Services	\$ 37,433	\$ 39,307	36,586	\$ 68,828	\$ 182,154	\$ 200,289	\$ 18,135		
SPARK East Operations	47,375	38,584	33,354	\$ 74,278	193,592	155,000	(38,592)		
SPARK East Capital Investment	-	-	-	-	-	-	-		
Other	-	-	-	\$ 125,000	125,000	150,000	25,000		
Total Ypsilanti	\$ 84,808	\$ 77,891	\$ 69,940	\$ 268,107	\$ 500,746	\$ 505,289	\$ 4,543		
SPARK Indirect Services									
SPARK Accounting	\$ 105,197	\$ 105,197	105,197	\$ 105,197	\$ 420,787	\$ 420,787	\$ 0		
SPARK Marketing	47,318	47,926	55,660	\$ 94,106	245,010	250,000	4,991		
Total Indirect	\$ 152,515	\$ 153,123	\$ 160,857	\$ 199,303	\$ 665,797	\$ 670,787	\$ 4,991		
Grants									
Tech Park Fiber	500,000	1,290,250	-	-	\$ 1,790,250	\$ 1,800,000	\$ 9,750		
Other Grants	-	-	-	-	-	400,000	400,000		
Total Grants	\$ 500,000	\$ 1,290,250	\$ -	\$ -	\$ 1,790,250	\$ 2,200,000	\$ 409,750		
City of Ann Arbor and Other Services									
Admin. Support	\$ 35,571	\$ 15,897	\$ 15,896	\$ 15,896	\$ 83,259	\$ 110,000	\$ 26,742		
Professional Services	-	-	-	-	-	24,700	24,700		
Insurance Premium	-	-	-	\$ 4,796	\$ 4,796	-	(4,796)		
Software Maintenance	-	-	-	-	-	5,000	5,000		
Total City of Ann Arbor and Other Services	\$ 35,571	\$ 15,897	\$ 15,896	\$ 15,896	\$ 88,055	\$ 144,700	\$ 56,645		
Total Expenditures	\$ 1,670,455	\$ 2,319,264	\$ 939,323	\$ 1,450,357	\$ 6,379,404	\$ 6,816,617	\$ 437,217		
Net Increase/Decrease	\$ 1,432,978	\$ (498,696)	\$ (846,959)	\$ (1,441,150)	\$ (1,353,831)	\$ (1,673,726)	\$ 319,899		
Memo:									
Fund Balance (6/30/2022) *	\$ 1,831,732								
Fund Balance - Operations (Qtr End)	\$ 3,264,710	\$ 2,766,014	\$ 1,919,055	\$ 477,905	\$ 477,905				
Note: Ypsi Cumulative Underrun (6/30/2022)	\$ 275,587								

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