



L DFA Quarterly Report – FY2020 Q3

Financial

The Ann Arbor/Ypsilanti SmartZone is forecasted to finish FY2020 with an increase to fund balance of \$491,454. See page 2 for a more detailed description of revenues and expenditures.

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

	FY2019 Q4	FY2020 Q1	FY2020 Q2	FY2020 Q3
Companies Served	134	138	141	158
Jobs Created	72	313	15.5	88
Companies Created	7	9	10	12
Funds Raised (Millions)	\$ 121	\$ 11	\$ 94	\$ 12
Direct Support (000s)	\$ 459	\$ 524	\$ 372	\$ 322
Boot Camp (companies)	12	0	13	0
Phase II Due Diligence (companies)	3	1	1	2
<u>Phase III Due Dillgence (companies)</u>				
- Ann Arbor	38	40	36	51
- Ypsilanti	3	13	9	8
Entrepreneur in Residence (FTE)	59	86	68	52
Intern Matching Program (FTE)	75	194	47.5	32
<u>Incubator (FTEs)</u>				
SPARK Central	175	208	188	193
SPARK Central (Virtual)	106	132	119	126
SPARK East	29.5	30	29.5	32
SPARK East (Virtual)	21.5	29	31	35.5
Hosted Networking Events	30	29	27	19

Grant Summary

Tech Park Fiber – Contract for planning and design with Magellan has been signed. City is starting the process of implementing the contract.

Automated Sweeper – Grants Committee recommends not approving this application.

Automated Shuttle – Grants Committee recommends not approving this application.

EMU Data Sciences Summer School – Grants Committee recommends approval of the \$30,000 grant, with a recommendation that an on-line option be made available to students.