

Smart Zone LDFA
FY 2026 FINANCIAL SUMMARY
 March 31, 2026

						BUDGET	
	ACTUAL	ACTUAL	ACTUAL	FORECAST	FORECAST	Amended	Forecast
	Q1	Q2	Q3	Q4	Full Year	Amount	vs Budget
	(Jul-Sep)	(Oct-Dec)	(Jan-Mar)	(Apr-Jun)			Good/(Bad)
<u>INCOME STATEMENT</u>							
Revenues:							
Tax Revenue	\$ 3,656,751	\$ -	\$ 2,438,447	\$ -	6,095,198	\$ 5,898,100	\$ 197,098
Miscellaneous		-	-		-		-
Investment Income	24,663	\$ 20,391	\$ 27,754	43,654	116,462	116,462	-
Total Revenues	\$ 3,681,414	\$ 20,391	\$ 2,466,201	\$ 43,654	\$ 6,211,660	\$ 6,014,562	\$ 197,098
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	351,656	300,093	\$ 163,799	1,100,000	1,100,000	-
Entrepreneurs Bootcamp	10,863	4,986	14,250	\$ 19,901	50,000	50,000	-
Sponsorships/Partnered Events/Trade Shows	18,275	38,781	61,187	\$ 56,757	175,000	175,000	-
Internship Support & Talent Training	244,919	91,408	119,608	\$ 394,064	850,000	850,000	-
Business Software for Clients	18,434	3,020	37,715	\$ 29,120	88,290	88,290	-
Total Contracted Services	\$ 801,944	\$ 714,851	\$ 757,854	\$ 888,641	\$ 3,163,290	\$ 3,163,290	\$ -
SPARK Central Incubator Operating Exp.	105,503	106,298	195,721	\$ (32,523)	375,000	375,000	\$ -
SPARK Central Infrastructure	-	-	-	\$ 5,000	5,000	5,000	-
Mobility Support	49,749	36,591	48,199	\$ 155,461	290,000	290,000	-
Tech Trek	175,825	169,580	79,188	\$ 50,407	475,000	475,000	-
<u>Ypsilanti</u>							
SPARK East Accelerator Services	\$ 28,818	\$ 75,871	\$ 126,854	\$ 294,743	\$ 526,287	\$ 526,287	\$ -
SPARK East Operations	52,812	58,784	52,002	\$ 56,403	220,000	220,000	-
SPARK East Capital Investment	-	-	-	\$ -	-	-	-
Other	-	-	-	\$ 150,000	150,000	150,000	-
Total Ypsilanti	\$ 81,630	\$ 134,656	\$ 178,856	\$ 501,146	\$ 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	34,104	70,073	\$ 150,159	300,000	300,000	-
Total Indirect	\$ 194,413	\$ 182,854	\$ 218,823	\$ 298,909	\$ 895,000	\$ 895,000	\$ -
<u>Grants</u>							
Strategic Initiatives/Other Grants	89,918	87,821	36,085	\$ 286,177	\$ 500,000	500,000	-
Total Indirect	\$ 89,918	\$ 87,821	\$ 36,085	\$ 286,177	\$ 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	-	-	-	\$ 19,200	\$ 19,200	19,200	-
Insurance Premium	-	-	-	\$ 4,950	\$ 4,950	4,950	-
Software Maintenance	-	-	-	\$ -	\$ -	-	-
Total Expenditures	\$ 1,549,227	\$ 1,457,844	\$ 1,539,918	\$ 2,202,562	\$ 6,749,527	\$ 6,749,527	\$ -
Net Increase/Decrease	\$ 2,132,187	\$ (1,437,453)	\$ 926,283	\$ (2,158,908)	\$ (537,867)	\$ (734,965)	\$ 197,098
Memo:							
Fund Balance (6/30/2025) *	\$ 935,154						
Fund Balance - Operations (Qtr. End)	\$ 3,067,341	\$ 1,629,888	\$ 2,556,171	\$ 397,263	\$ 397,287		
Note: Ypsi Cumulative Underrun (6/30/2025)	\$ 340,526						