

**Smart Zone LDFA**  
**FY 2026 FINANCIAL SUMMARY**  
 December 31, 2025

						<b>BUDGET</b>	
	<b>ACTUAL</b>	<b>ACTUAL</b>	<b>FORECAST</b>	<b>FORECAST</b>	<b>FORECAST</b>	<b>Amended</b>	<b>Forecast</b>
	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>Full Year</b>	<b>Amount</b>	<b>vs Budget</b>
	(Jul-Sep)	(Oct-Dec)	(Jan-Mar)	(Apr-Jun)			<b>Good/(Bad)</b>
<b>INCOME STATEMENT</b>							
<b>Revenues:</b>							
Tax Revenue	\$ 3,656,751	\$ -	\$ 2,438,447	\$ -	6,095,198	\$ 5,898,100	\$ 197,098
Miscellaneous		-	-		-		-
Investment Income	24,663	\$ 20,391	\$ 35,704	35,704	116,462	116,462	-
<b>Total Revenues</b>	<b>\$ 3,681,414</b>	<b>\$ 20,391</b>	<b>\$ 2,474,151</b>	<b>\$ 35,704</b>	<b>\$ 6,211,660</b>	<b>\$ 6,014,562</b>	<b>\$ 197,098</b>
<b>Expenditures:</b>							
<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	\$ 231,946	\$ 231,946	1,100,000	1,100,000	-
Entrepreneurs Bootcamp	10,863	4,986	\$ 17,076	\$ 17,076	50,000	50,000	-
Sponsorships/Partnered Events/Trade Shows	18,275	38,781	\$ 58,972	\$ 58,972	175,000	175,000	-
Internship Support & Talent Training	244,919	91,408	\$ 256,836	\$ 256,836	850,000	850,000	-
Business Software for Clients	18,434	3,020	\$ 33,418	\$ 33,418	88,290	88,290	-
<b>Total Contracted Services</b>	<b>\$ 801,944</b>	<b>\$ 714,851</b>	<b>\$ 823,248</b>	<b>\$ 823,248</b>	<b>\$ 3,163,290</b>	<b>\$ 3,163,290</b>	<b>\$ -</b>
SPARK Central Incubator Operating Exp.	105,503	106,298	81,599	\$ 81,599	375,000	375,000	\$ -
SPARK Central Infrastructure	-	-	2,500	\$ 2,500	5,000	5,000	-
Mobility Support	49,749	36,591	101,830	\$ 101,830	290,000	290,000	-
Tech Trek	175,825	169,580	64,798	\$ 64,798	475,000	475,000	-
<u>Ypsilanti</u>							
SPARK East Accelerator Services	\$ 28,818	\$ 75,871	210,799	\$ 210,799	\$ 526,287	\$ 526,287	\$ -
SPARK East Operations	52,812	58,784	54,202	\$ 54,202	220,000	220,000	-
SPARK East Capital Investment	-	-	-	\$ -	-	-	-
Other	-	-	75,000	\$ 75,000	150,000	150,000	-
<b>Total Ypsilanti</b>	<b>\$ 81,630</b>	<b>\$ 134,656</b>	<b>\$ 340,001</b>	<b>\$ 340,001</b>	<b>\$ 896,287</b>	<b>\$ 896,287</b>	<b>\$ -</b>
<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	110,116	\$ 110,116	300,000	300,000	\$ -
<b>Total Indirect</b>	<b>\$ 194,413</b>	<b>\$ 182,854</b>	<b>\$ 258,866</b>	<b>\$ 258,866</b>	<b>\$ 895,000</b>	<b>\$ 895,000</b>	<b>\$ -</b>
<u>Grants</u>							
Strategic Initiatives/Other Grants	89,918	87,821	107,420	\$ 214,841	\$ 500,000	500,000	-
<b>Total Indirect</b>	<b>\$ 89,918</b>	<b>\$ 87,821</b>	<b>\$ 107,420</b>	<b>\$ 214,841</b>	<b>\$ 500,000</b>	<b>\$ 500,000</b>	<b>\$ -</b>
<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	-	-	6,400	\$ 12,800	\$ 19,200	19,200	-
Insurance Premium	-	-	\$ 4,950	\$ -	\$ 4,950	4,950	-
Software Maintenance	-	-	\$ -	\$ -	\$ -	-	-
<b>Total Expenditures</b>	<b>\$ 1,549,227</b>	<b>\$ 1,457,844</b>	<b>\$ 1,816,805</b>	<b>\$ 1,925,675</b>	<b>\$ 6,730,327</b>	<b>\$ 6,749,527</b>	<b>\$ -</b>
<b>Net Increase/Decrease</b>	<b>\$ 2,132,187</b>	<b>\$ (1,437,453)</b>	<b>\$ 657,346</b>	<b>\$ (1,889,971)</b>	<b>\$ (518,667)</b>	<b>\$ (734,965)</b>	<b>\$ 197,098</b>
Memo:							
Fund Balance (6/30/2025) *	\$ 935,154						
Fund Balance - Operations (Qtr. End)	\$ 3,067,341	\$ 1,629,888	\$ 2,287,234	\$ 397,263	\$ 416,487		
Note: Ypsi Cumulative Underrun (6/30/2025)	\$ 340,526						
* Year-end fund balance is estimated. Actual year-end fund balance will be available post-audit.							