

Great Falls Development Authority, Inc.
Financial Report
April 30, 2018

Page 1 – Statement of Financial Position:

Net assets increased \$275,788 during the ten months ended April 30, 2018.

GFDA received a \$575,000 grant from the Community Development Financial Institutions Fund during April, of which \$86,250 may be used for operations and the remainder, \$488,750, will be used to increase lending capital. Also during April GFDA received a refund in the amount of \$38,509 from NorthWestern Energy for the reduction in the cost of moving the transmission line at AgriTech Park. The refund was used to pay interest (\$924) and principal (\$37,585) on GFDA's loan from First Interstate Bank.

Cash restricted for loans and grants decreased \$182,738 during the ten months ended April 30. Eight loans have been closed during the ten-month period in the total amount of \$1,023,456. Principal payments received have totaled \$739,482.

Page 2 – Statement of Activities and Changes in Net Assets:

Private support and sponsorship revenues totaled \$185,875 for the ten-month period, a decrease of \$186,025 compared to the same period last fiscal year.

Significant expenses incurred during April include professional fees for AgriTech Park in the amount of \$16,373, other professional fees in the amount of \$15,471, \$6,990 for travel, \$13,412 for interest and \$7,435 for memberships and dues.

Pages 3 and 4 – Comparison with “Operating” and “Non-Operating” Budgets

Page 3 is a comparison of GFDA's actual results through April with a prorated budget amount for the “Operating” portion of GFDA's budget.

The total budget amount has been prorated primarily by using time (10 of 12 months), with exceptions for grant revenues and expenses. TIF District reimbursements and expenses, if any, are not reflected on the budget comparison.

Total revenues through April were approximately \$205,900 less than the prorated budget amount with the most significant under budget item being Private Support revenues.

Total expenses were approximately \$15,200 less than the prorated budget amount with significant over budget line items including AgriTech Park professional fees, business development and interest expense.

Page 4 is a comparison of GFDA's actual results through April with a prorated budget amount for the “Non-Operating” portion of GFDA's budget.

Page 5 – Accounts Receivable, Accounts Payable, Accrued Liabilities and Professional Fees

This page lists GFDA's receivables, payables and accrued liabilities at April 30, 2018 and Professional Fee expenses recognized through April 30.

Page 6 – AgriTech Park

This page reflects AgriTech Park revenues and expenses for the ten months ended April 30, 2018 and for the period from inception through April 30, 2018. Also presented are TIF district expenses incurred to date as well as the TIF district budget.

Great Falls Development Authority, Inc.
Statement of Financial Position
April 30, 2018 and June 30, 2017

	<u>April 30,</u> <u>2018</u>	<u>June 30,</u> <u>2017</u>
Current Assets		
Cash and Cash Equivalents	\$ 626,359	\$ 422,725
Cash Restricted For Loans and Grants	503,152	685,890
Accounts Receivable	60,760	27,855
Accrued Interest Receivable	41,310	40,061
Current Portion of Loans Receivable (Net of Allowance for Doubtful Loans of \$19,000)	340,080	354,431
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Total Current Assets	1,571,661	1,530,962
Office Furniture and Equipment - Net	8,073	13,466
Noncurrent Portion of Loans Receivable (Net of Allowance for Doubtful Loans of \$495,050)	9,072,692	8,774,367
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Total Assets	\$ 10,652,426	\$ 10,318,795
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Current Liabilities		
Accounts Payable	\$ 135,644	\$ 120,159
Accrued Liabilities	125,288	95,518
Current Portion of Notes Payable	329,659	108,545
Deferred Grant Revenues	64,519	104,656
Due To High Plains Financial, Inc.	12,210	1,476
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Total Current Liabilities	667,320	430,354
Noncurrent Notes Payable		
First Interstate Bank Loans	370,877	300,000
MDOC - Microloan Note Payable	500,000	500,000
CDFI - Enterprise Fund	-	250,000
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Total Noncurrent Liabilities	870,877	1,050,000
Net Assets		
Beginning of Year	8,838,441	7,767,581
Increase (Decrease) in Net Assets - Current Year	275,788	1,070,860
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Total Net Assets	9,114,229	8,838,441
Total Liabilities and Net Assets	\$ 10,652,426	\$ 10,318,795
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Great Falls Development Authority, Inc.
Statement of Activities and Changes in Net Assets
For The Ten Months Ended April 30, 2018

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Support and Revenues				
Private Support	\$ 175,575	\$ -	\$ -	\$ 175,575
Sponsorships	10,300	-	-	10,300
Public Support	50,000	-	-	50,000
Total Support	<u>235,875</u>	-	-	<u>235,875</u>
Grants	575,000	452,897	-	1,027,897
Contracts and Program Revenues	-	87,814	-	87,814
Interest	63	414,200	-	414,263
Fees and Miscellaneous Income	45,317	1,208	-	46,525
Total Support and Revenues	<u>856,255</u>	<u>956,119</u>	-	<u>1,812,374</u>
Net Assets Released From Restrictions	<u>953,230</u>	<u>(953,230)</u>	-	<u>-</u>
Total Support, Revenues and Reclassifications	<u>1,809,485</u>	<u>2,889</u>	-	<u>1,812,374</u>
Expenses				
Strategic Priorities				
Business Attraction and Expansion	232,362	-	-	232,362
Great Falls AgriTech Park	388,523	-	-	388,523
Business Technical Assistance	180,939	-	-	180,939
Fundraising	-	-	-	-
Grants	158,763	-	-	158,763
Lending and Finance	439,653	-	-	439,653
Management and General	136,346	-	-	136,346
Total Expenses	<u>1,536,586</u>	-	-	<u>1,536,586</u>
Change in Net Assets	272,899	2,889	-	275,788
Revolving Loan Fund Earnings In Excess of Expenses	(291,572)	274,973	16,599	
Net Assets, July 1, 2017	<u>3,033,071</u>	<u>1,052,954</u>	<u>4,752,416</u>	<u>8,838,441</u>
Net Assets, April 30, 2018	<u>\$ 3,014,398</u>	<u>\$ 1,330,816</u>	<u>\$ 4,769,015</u>	<u>\$ 9,114,229</u>

Great Falls Development Authority, Inc.
 Comparison With 2017-18 "Operating" Budget
 Through the Ten Months Ended April 30, 2018

	Total Through 4-30-18	Operating Budget		Over (Under) Budget
		Total	Prorated Thru 4-30-18	
Private Support	\$ 175,575	\$ 475,000	\$ 395,833	\$ (220,258)
Sponsorships	10,300			10,300
Public Support	50,000	50,000	50,000	
Support Collected	235,875	525,000	445,833	(209,958)
Program Revenues	87,814	90,572	75,477	12,337
Management	18,270	30,500	25,417	(7,147)
Grant Management	0	5,000	4,167	(4,167)
MT Food & Ag Development Center	42,510	50,000	42,510	
CDFI Grant	86,250	102,975	102,975	(16,725)
EPA Assessment Grant	81,863	92,457	81,863	
EPA RLF Grant	25,507	83,644	25,507	
Other Grants	34,390	38,512	32,093	2,297
Interest	414,263	480,000	400,000	14,263
Miscellaneous Income	33,328	36,100	30,083	3,245
Total Income	1,060,070	1,534,760	1,265,925	(205,855)
Operating Expenses:				
Salaries and Wages	500,112	620,273	516,894	(16,782)
Payroll Expenses	149,806	194,971	162,476	(12,670)
Rent	35,415	42,000	35,000	415
Memberships and Dues	29,922	40,000	33,333	(3,411)
Business Development	56,180	50,000	41,667	14,513
Auto Expense	8,100	9,720	8,100	
Depreciation	6,368	7,500	6,250	118
Insurance	17,810	20,000	16,667	1,143
Meeting Expenses	13,612	16,000	13,333	279
Professional Fees				
AgriTech Park	40,269	25,000	20,833	19,436
EPA Assessment Grant	71,293	81,888	71,293	
EPA RLF Grant	8,321	74,492	8,321	
Labor Survey Grant	20,972	21,012	20,972	
MMEC		5,000		
Other	70,647	80,500	67,083	3,564
Yes For Cascade County Jobs	52,276	54,000	52,276	
Office Supplies, Computing & Copying	16,614	27,000	22,500	(5,886)
Postage	751	1,000	833	(82)
Professional Training	26,201	32,000	26,667	(466)
Publications	9,435	9,500	7,917	1,518
Other	13,065	13,245	11,038	2,028
Real Estate Taxes	51,707	80,000	66,667	(14,960)
Telephone	12,862	17,800	14,833	(1,971)
Travel	38,446	59,799	49,833	(11,387)
Allowance For Loan Losses				
Loan Servicing Fees		1,500	1,250	(1,250)
Interest	117,711	128,500	107,083	10,628
Operating Expenses	1,367,895	1,712,700	1,383,119	(15,224)
	\$ (307,825)	\$ (177,940)	\$ (117,194)	\$ (190,631)

Great Falls Development Authority, Inc.
 Comparison With 2017-18 "Non-Operating" Budget
 Through the Ten Months Ended April 30, 2018

	Total Through 4-30-18	Total Non-Operating Budget	Over (Under) Budget
Grants			
CDBG Grants	\$	\$ 40,000	\$ (40,000)
CDFI Grant - Loan Capital	488,750	583,525	(94,775)
EPA RLF Grant	268,627		268,627
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Total Grant Income	757,377	623,525	133,852
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Move Transmission Line	161,491	200,000	(38,509)
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Total Expenses	161,491	200,000	(38,509)
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	\$ 595,886	\$ 423,525	\$ 172,361
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Great Falls Development Authority, Inc.
Accounts Receivable, Accounts Payable, Accrued Liabilities and Professional Fees
April 30, 2018

	<u>Receivables</u>
PTAC Program	5,247
SBDC Program	4,968
City of Great Falls - BSTF Management	1,330
Montana Food & Ag Development Grant	4,167
Specialty Crop Block Grant	11,227
AgriTech Park Owner's Association (Insurance)	24,780
AgriTech Park Owner's Association (Real Estate Taxes)	9,041
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	60,760
	<hr/> <hr/>
	<u>Payables</u>
CM Russell Museum - EPA Grant	11,848
Church, Harris Johnson & Williams	2,139
Dell Business Credit	10,969
Falcon, Lester & Schaff, P.C.	52,414
Friedman Associates	4,750
Great Falls Chamber of Commerce	2,500
Meadow Lark Country Club	2,072
TD & H	2,800
Wells Fargo - Credit Cards	39,811
Other Accounts Payable	6,341
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	135,644
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	<u>Accrued Liabilities</u>
Interest	10,525
Real Estate Taxes	52,434
Funds Held in Trust	2,073
Payroll (Paid After Month-End)	25,417
Paid Time Off, Etc.	34,839
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	125,288
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	<u>Professional Fees</u>
Accounting Fees	13,720
Audit Fees	17,344
Various Vendors - EPA RLF	8,321
Dimitir's Collection - Falcon, Lester & Schaff, P.C.	1,147
Friedman Associates	9,500
Labor Survey Grant	20,972
AgriTech Park - Falcon, Lester & Schaff, P.C.	39,769
EPA Assessment Grant	71,293
The Boyd Company, Inc.	13,956
TIF Infrastructure	7,200
Other Professional Fees	15,480
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	218,702
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Great Falls Development Authority, Inc.
AgriTech Park

	7-1-17 Thru 4-30-18	From Inception Thru 4-30-18	TIF District	
			Lots 1 - 6	Lots 7-10
			Paid To Date	Budget
Cascade County		25,000.00		
Grant Income		812,600.00		
Sale of Lots - Net of Option		730,620.24		
TIF District Reimbursement	(5,072.57)	2,351,521.36		
In Kind Contributions		3,675.00		
Total Income	(5,072.57)	3,923,416.60	4,523,919.89	5,206,488.00
Engineering		302,408.43		
Engineering - TIF District	7,199.69	2,363,793.62		
Construction		691,934.25		
Consulting & Other	500.00	8,599.26		
Legal	39,768.78	244,221.06		
Move Transmission Line	161,490.71	161,490.71		
Grants Awarded		56,378.00		
Rail Crossing		4,000.00		
Engineering - In-Kind		16,513.79		
Appraisal, etc.		2,075.00		
Application Fees		4,128.00		
Salaries	23,997.26	440,651.20		
Payroll Expenses	7,271.78	108,909.68		
Advertising		6,616.41		
Other Expenses	2,114.89	4,906.09		
Travel		164.89		
Real Estate Taxes	51,707.18	299,438.81		
Interest	87,177.15	205,642.86		
Admin Allocation	7,295.07	98,422.83		
Total Expenses	388,522.51	5,020,294.89		
Net	(393,595.08)	(1,096,878.29)	0.00	1,533,379.00