

## GFDA Financial Report June 2019

7/17/2019 (Financials as of June 30, 2019)

*This financial report includes GFDA's wholly owned subsidiary AgriTech Park LLC.  
It does not include High Plains Financial or AgriTech Park Association which are separate entities.*

### Highlights

Net Assets	\$9,433,130
Fiscal Year Net Income	\$218,798
Operating Deficit	\$354,832 net income less loan capital grants, loan forgiveness, and allowance for loan losses
Days unrestricted operating cas	240 days

This was the ninth consecutive fiscal year in which we generated positive net income. In the last ten fiscal years, we have generated net income totaling \$4,610,390. Liabilities decreased by \$696,242 or 29% during the fiscal year, going from \$2,363,052 to \$1,666,810.

We booked a substantial allowance for loan losses of \$264,475 to close out the fiscal year. We had budgeted allowance for loan losses of \$42,400. The increase was related to enhanced risk that we rated a larger loan package during review in June.

Revenue ran \$392,505 or 14% under budget for the fiscal year. Paid investment totaled \$470,593, under budget by \$29,407 or 6%. Generated revenue was \$87,739 or 8% under budget due mostly to the operational side of capital grants not being drawdown as much as originally projected for the year. We had been a bit too aggressive in our projections for putting the EPA brownfield assessment funds to work. This is a reimbursement grant so we do not get the revenue until we pay the engineering bills and get paid back by EPA.

The bulk of the under budgeted revenue was for drawdown of awarded loan capital. We are restricted on our ability to draw down loan capital grants from CDFI Fund and EPA until we have sufficient loan deals. Loan capital revenue was \$275,359 under budget, representing 70% of our under budget revenue.

Expenses ran \$179,629 over budget. Had we booked the budgeted allowance for loan losses of \$42,400, expenses would have come in \$42,446 under budget.

**GFDA BALANCE SHEET**  
**June 30, 2019**

	<u>June 30,</u> <u>2019</u>	<u>June 30,</u> <u>2018</u>
<b>Current Assets</b>		
Cash and Cash Equivalents	\$ 1,248,863	\$ 851,047
Cash Restricted For Loans and Grants	559,810	609,375
Accounts Receivable	24,671	32,885
AgriTech TIF Receivable	140,099	161,491
Accrued Interest Receivable	51,367	44,062
Current Portion of Loans Receivable (Net of Allowance for Doubtful Loans of \$186,976)	1,955,007	423,122
	<hr/>	<hr/>
Total Current Assets	3,979,817	2,121,982
Office Furniture and Equipment - Net	98,912	6,803
Noncurrent Portion of Loans Receivable (Net of Allowance for Doubtful Loans of \$671,499)	7,021,210	9,448,598
	<hr/>	<hr/>
Total Assets	\$ 11,099,940	\$ 11,577,383
	<hr/> <hr/>	<hr/> <hr/>
<b>Current Liabilities</b>		
Accounts Payable	\$ 50,814	\$ 135,304
Accrued Liabilities	138,624	101,148
Current Portion of Notes Payable	653,323	369,394
Deferred Grant Revenues	23,852	58,690
Funds Held in Trust	9,689	2,429
Due To High Plains Financial, Inc.	(6,527)	9,990
	<hr/>	<hr/>
Total Current Liabilities	869,776	676,955
Noncurrent Notes Payable		
First Interstate Bank Loan	0	300,000
MDOC - Microloan Note Payable	0	500,000
USDA-IRP	400,960	428,513
MBOI-IRP	95,393	102,366
First Interstate Bank Loan-#2372	74,275	131,891
First Interstate Bank Loan-#628	226,407	223,326
	<hr/>	<hr/>
Total Noncurrent Liabilities	797,034	1,686,096
	<hr/>	<hr/>
<b>Net Assets</b>		
Beginning of Year	9,214,332	8,838,441
Increase (Decrease) in Net Assets - Current Year	218,798	375,891
	<hr/>	<hr/>
Total Net Assets	9,433,130	9,214,332
	<hr/>	<hr/>
Total Liabilities and Net Assets	\$ 11,099,940	\$ 11,577,383
	<hr/> <hr/>	<hr/> <hr/>

**GFDA INCOME/EXPENSE**  
**June 30, 2019**

	12				
	June 2019	Total Through 06-30-2019	Operating Budget		Over (Under) Budget
			Total	Prorated Thru 06-30-19	
<b>REVENUE</b>					
Investment	\$ 40,649	470,593	\$ 500,000	\$ 500,000	\$ (29,407)
<b>GENERATED REVENUE</b>					
AgriTech Park	0	0	5,000	0	0
FADC, PTAC, SBDC & Coop	19,328	202,188	185,000	185,000	17,188
HPF Management	5,000	42,579	72,934	72,934	(30,355)
Lending Interest & Fees	48,589	568,156	563,297	563,297	4,859
Project Grants	7,320	180,974	235,817	235,817	(54,843)
Client Grant Management	(935)	750	3,000	3,000	(2,250)
Events and Miscellaneous	700	7,662	20,000	20,000	(12,338)
Sponsorship	0	10,000	15,000	15,000	(5,000)
	<u>80,002</u>	<u>1,012,309</u>	<u>1,100,048</u>	<u>1,095,048</u>	<u>(82,739)</u>
Loan Capital Grants	0	588,105	863,464	588,105	0
CDFI Loan Forgiveness	0	250,000	250,000	250,000	0
	<u>0</u>	<u>838,105</u>	<u>1,113,464</u>	<u>838,105</u>	<u>0</u>
<b>Total Revenue</b>	<b>120,651</b>	<b>2,321,007</b>	<b>2,713,512</b>	<b>2,433,153</b>	<b>(112,146)</b>
<b>EXPENSE</b>					
<b>Staff</b>					
Salaries and Wages	77,615	751,111	730,000	730,000	21,111
Payroll Expenses & Benefits	17,613	205,822	205,000	205,000	822
Professional Development	981	34,056	35,000	35,000	(944)
	<u>96,209</u>	<u>990,989</u>	<u>970,000</u>	<u>970,000</u>	<u>20,989</u>
<b>Operations</b>					
Auto	810	9,720	10,000	10,000	(280)
Communication	2,036	19,073	17,000	17,000	2,073
Depreciation	3,636	24,296	12,000	12,000	12,296
Insurance	0	18,103	18,500	18,500	(397)
Meetings	2,473	21,143	20,000	20,000	1,143
Office	5,881	55,302	60,000	60,000	(4,698)
Operating Debt Interest & Fees	906	22,764	25,000	25,000	(2,236)
Professional Fees	0	36,847	50,000	50,000	(13,153)
Supplies, Computing & Copying	3,051	26,454	24,000	24,000	2,454
Miscellaneous	108	12,197	25,000	25,000	(12,803)
	<u>18,901</u>	<u>245,899</u>	<u>261,500</u>	<u>261,500</u>	<u>(15,601)</u>
<b>Business Development</b>					
Marketing	413	32,818	85,000	85,000	(52,182)
Memberships & Subscriptions	1,972	55,242	50,000	50,000	5,242
Professional Fees	3,205	65,260	50,000	50,000	15,260
Publications	39	1,466	11,000	11,000	(9,534)
Travel	21,835	67,346	70,000	70,000	(2,654)
	<u>27,464</u>	<u>222,132</u>	<u>266,000</u>	<u>266,000</u>	<u>(43,868)</u>
<b>Lending</b>					
Allowance For Loan Losses	264,475	264,475	42,400	0	264,475
Loan Capital Interest	1,672	25,908	18,750	18,750	7,158
Brownfield Loan Capital Grants	(3,301)	65,029	80,178	68,330	(3,301)
Professional Fees	5,099	13,591	30,000	30,000	(16,409)
	<u>267,945</u>	<u>369,003</u>	<u>171,328</u>	<u>117,080</u>	<u>251,923</u>
<b>Projects</b>					
AgriTech Park	16,877	222,578	218,000	218,000	4,578
Brownfield Assessment	16,507	46,807	85,000	85,000	(38,193)
Yes for Cascade County Jobs	0	4,800	5,000	5,000	(200)
	<u>33,384</u>	<u>274,185</u>	<u>308,000</u>	<u>308,000</u>	<u>(33,815)</u>
<b>Total Expense</b>	<b>443,903</b>	<b>2,102,209</b>	<b>1,976,828</b>	<b>1,922,580</b>	<b>179,629</b>
<b>Net Income</b>	<b>(323,253)</b>	<b>218,798</b>	<b>736,684</b>	<b>510,573</b>	<b>(291,775)</b>
Less Loan Capital Grants/Forgiveness	(3,301)	(773,076)	(1,033,286)		
Operating Deficit	(326,553)	(554,278)	(296,602)		

**GFDA CASH BALANCES**  
**June 30, 2019**

	6/30/19	6/30/18
<b>Unrestricted Cash</b>		
<b>Bank Accounts</b>		
Operating - (GFDA FIB 8023)	239,194.58	42,980.34
Savings - (GFDA FIB 4907)	0.00	300,027.71
AgriTech Park - (ATP FIB 7780)	864.49	461.61
Enterprise - 4211 - (GFDA Lending)	1,031.97	1,045.03
Enterprise - 6937 - (GFDA Lending)	1,007,771.85	490,959.43
	<u>1,248,862.89</u>	<u>835,474.12</u>
	<u>1,248,862.89</u>	<u>835,474.12</u>
<b>Days Operating Cash</b>		
Annual Budget Expense	1,976,828.00	
Less Brownfield Loan Capital Grants	(80,178.00)	
Operating Budget	1,896,650.00	
Daily Operating Expense (365 days)	5,196.30	
Days Unrestricted Operating Cash	240	days operating cash
<b>Restricted Cash</b>		
<b>Programs</b>		
SBDC	16,411.22	
EDA RLF	86,838.00	
EPA Assessment - (GFDA FIB 4378)	0.00	
EPA Assessment - (GFDA FIB 3008)	74.02	
EPA RLF	56,963.35	
CDBG - City EDA RLF	2,562.90	
CDBG - Cascade County RLF	9,612.79	
Downtown RLF	140,523.68	
CDBG - City RLF	34,898.25	
MicroBusiness RLF	128,985.34	
IRP RLF	82,940.90	
	<u>559,810.45</u>	
	<u>559,810.45</u>	