

Great Falls Development Authority, Inc.
Financial Report
September 30, 2017

Page 1 – Statement of Financial Position:

Net assets decreased \$256,968 during the three months ended September 30, 2017.

During August GFDA borrowed \$201,245 from First Interstate Bank. The net proceeds, \$200,000, were used to finance the relocation of electric transmission lines at AgriTech Park. The \$200,000 amount has been expended and is the primary reason for the decrease in net assets.

GFDA borrowed \$50,000 during August under its line of credit with First Interstate Bank.

Cash restricted for loans and grants increased \$44,837 during the three months ended September 30. One loan was closed during July in the principal amount of \$22,500. No new loans were closed during August or September.

Page 2 – Comparison with “Operating” Budget

This statement compares GFDA’s actual results through September with a prorated budget amount for the “Operating” portion of GFDA’s budget.

The total budget amount has been prorated primarily by using time (3 of 12 months), with exceptions for the grant revenues and expenses. TIF District reimbursements and expenses, if any, are not reflected on the budget comparison.

Total revenues through September were approximately \$93,900 less than the prorated budget amount with the most significant under budget item being Private Support revenues.

Total expenses were approximately \$136,800 more than the prorated budget amount with significant over budget line items including AgriTech Park professional fees, including the \$200,000 expenditure referred to above.

Page 3 – Statement of Revenues and Expenses by Month:

This statement reflects GFDA’s revenues and expenses on a monthly basis for each of the last six months.

Significant expenses incurred during September include business development, insurance professional training, interest and real estate taxes.

Page 4 – Accounts Receivable, Accounts Payable, Accrued Liabilities and Professional Fees

This page lists GFDA’s receivables, payables and accrued liabilities at September 30, 2017 and Professional Fee expenses recognized through September 30.

Page 5 – AgriTech Park

This page reflects AgriTech Park revenues and expenses for the three months ended September 30, 2017 and for the period from inception through September 30, 2017.

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

	<u>September 30,</u> <u>2017</u>	<u>June 30,</u> <u>2017</u>
Current Assets		
Cash and Cash Equivalents	\$ 71,131	\$ 422,725
Cash Restricted For Loans and Grants	730,727	685,890
Accounts Receivable	54,704	27,855
Accrued Interest Receivable	40,119	40,061
Current Portion of Loans Receivable (Net of Allowance for Doubtful Loans of \$19,000)	359,427	354,431
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Total Current Assets	1,256,108	1,530,962
Office Furniture and Equipment - Net	11,588	13,466
Noncurrent Portion of Loans Receivable (Net of Allowance for Doubtful Loans of \$495,050)	8,704,958	8,774,367
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Total Assets	\$ 9,972,654	\$ 10,318,795
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Current Liabilities		
Accounts Payable	\$ 96,578	\$ 120,159
Accrued Liabilities	106,892	95,518
Current Portion of Notes Payable	151,299	108,545
Deferred Grant Revenues	75,352	104,656
Due To High Plains Financial, Inc.	9,815	1,476
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Total Current Liabilities	439,936	430,354
Noncurrent Notes Payable		
First Interstate Bank Loan	201,245	300,000
MDOC - Microloan Note Payable	500,000	500,000
CDFI - Enterprise Fund	250,000	250,000
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Total Noncurrent Liabilities	951,245	1,050,000
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Net Assets		
Beginning of Year	8,838,441	7,767,581
Increase (Decrease) in Net Assets - Current Year	(256,968)	1,070,860
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Total Net Assets	8,581,473	8,838,441
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Total Liabilities and Net Assets	\$ 9,972,654	\$ 10,318,795
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Great Falls Development Authority, Inc.
 Comparison With 2017-18 "Operating" Budget
 Through the Three Months Ended September 30, 2017

	Total Through 9-30-17	Operating Budget		Over (Under) Budget
		Total	Prorated Thru 9-30-17	
Private Support	\$ 11,685	\$ 475,000	\$ 118,750	\$ (107,065)
Sponsorships	0			
Public Support	50,000	50,000	50,000	
Support Collected	61,685	525,000	168,750	(107,065)
Program Revenues	25,128	90,572	22,643	2,485
Management	5,381	30,500	7,625	(2,244)
Grant Management	0	5,000	1,250	(1,250)
MT Food & Ag Development Center	12,500	50,000	12,500	
MMEC Grant		65,000		
EPA Assessment Grant	35,766	92,457	35,766	
EPA RLF Grant	8,332	83,644	8,332	
Other Grants	23,163	38,512	9,628	13,535
Interest	126,544	480,000	120,000	6,544
Miscellaneous Income	3,147	36,100	9,025	(5,878)
Total Income	301,646	1,496,785	395,519	(93,873)
Operating Expenses:				
Salaries and Wages	129,249	620,273	155,068	(25,819)
Payroll Expenses	41,979	194,971	48,743	(6,764)
Rent	10,264	42,000	10,500	(236)
Memberships and Dues	6,095	40,000	10,000	(3,905)
Business Development	7,364	50,000	12,500	(5,136)
Auto Expense	2,430	9,720	2,430	
Depreciation	1,878	7,500	1,875	3
Insurance	8,748	20,000	5,000	3,748
Meeting Expenses	1,349	16,000	4,000	(2,651)
Professional Fees				
AgriTech Park	211,536	25,000	6,250	205,286
EPA Assessment Grant	30,968	81,888	30,968	
EPA RLF Grant	1,156	74,492	1,156	
MMEC		5,000		
Labor Survey Grant	20,972	21,012	20,972	
Other	10,493	80,500	20,125	(9,632)
Grants				
Office Supplies, Computing & Copying	3,064	27,000	6,750	(3,686)
Postage	162	1,000	250	(88)
Professional Training	11,770	32,000	8,000	3,770
Publications	2,772	9,500	2,375	397
Other	1,765	12,000	3,000	(1,235)
Real Estate Taxes	16,080	80,000	20,000	(3,920)
Telephone	3,837	17,800	4,450	(613)
Travel	3,533	59,799	14,950	(11,417)
Allowance For Loan Losses				
Loan Servicing Fees		1,500	375	(375)
Interest	31,150	128,500	32,125	(975)
Operating Expenses	558,614	1,657,455	421,862	136,752
	\$ (256,968)	\$ (160,670)	\$ (26,343)	\$ (230,625)

Great Falls Development Authority, Inc.
Statement of Revenues and Expenses
By Month For Each of the Six Months Ended September 30, 2017

	<u>September</u>	<u>August</u>	<u>July</u>	<u>June</u>	<u>May</u>	<u>April</u>
Private Support Sponsorships	\$ 9,445	\$ 120	\$ 2,120	\$ 35,495	\$ 27,320	\$ 37,570
Public Support	<u>50,000</u>					
Support Collected	59,445	120	2,120	35,495	27,320	37,570
Program Revenues	8,655	8,372	8,101	7,613	8,442	8,206
Grants	24,931	48,588	6,242	(78,976)	115,555	55,779
Management	4,141	619	621	8,918	7,248	4,166
Interest	41,198	42,694	42,652	41,905	40,603	41,753
TIF District Reimbursement				692		
Miscellaneous Income	2,256	211	680	823	2,907	2,382
	<u>140,626</u>	<u>100,604</u>	<u>60,416</u>	<u>16,470</u>	<u>202,075</u>	<u>149,856</u>
Operating Expenses:						
Salaries and Wages	43,083	43,083	43,083	49,039	45,863	45,862
Payroll Expenses	14,674	13,002	14,303	13,654	14,044	14,849
Rent	3,421	3,422	3,421	3,422	3,421	3,422
Memberships and Dues	(4,207)	4,462	5,840	7,234	1,005	4,605
Business Development	11,743	100	(4,479)	11,299	10,395	2,547
Auto Expense	810	810	810	810	810	810
Bad Debts					18,327	
Depreciation	625	625	628	620	620	620
Insurance	6,868		1,880			669
Meeting Expenses	329	835	185	1,800	149	819
Professional Fees						
AgriTech Park	3,085	205,811	2,640	4,720	985	1,326
AgriTech Park - TIF				692		
EPA Assessment Grant	16,459	14,509		1,908	11,609	54,395
Other	2,664	24,283	5,674	10,931	14,632	16,220
Grants						
Office Supplies, Computing & Copying	1,372	603	1,089	853	2,263	1,950
Postage	110	28	24	108	30	109
Professional Training	5,445	955	5,370	616	745	3,107
Publications	914	1,416	442	1,725	273	1,295
Other	152	1,358	255	370	299	135
Real Estate Taxes	5,360	5,360	5,360	5,360	5,360	5,360
Telephone	1,265	1,250	1,322	1,343	1,297	1,340
Travel	117	1,198	2,218	14,196	3,728	4,711
Allowance For Loan Losses				183,450		
Loan Servicing Fees						
Interest	11,879	9,546	9,725	9,266	9,459	8,958
	<u>126,168</u>	<u>332,656</u>	<u>99,790</u>	<u>323,416</u>	<u>145,314</u>	<u>173,109</u>
	<u>\$ 14,458</u>	<u>\$ (232,052)</u>	<u>\$ (39,374)</u>	<u>\$ (306,946)</u>	<u>\$ 56,761</u>	<u>\$ (23,253)</u>

Great Falls Development Authority, Inc.
Accounts Receivable, Accounts Payable, Accrued Liabilities and Professional Fees
September 30, 2017

	<u>Receivables</u>
PTAC Program	5,840
SBDC Program	5,447
City of Great Falls - BSTF Management	5,830
EPA Assessment Grant	11,526
Montana Food & Ag Development Grant	12,500
Specialty Crop Block Grant	1,289
TIF Reimbursement	12,272
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	54,704
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	<u>Payables</u>
CM Russell Museum - EPA Grant	11,848
Church, Harris Johnson & Williams	2,140
CTA Construction - EPA Assessment Grant	9,927
Dell Business Credit	11,610
Falcon, Lester & Schaff, P.C.	35,415
GIS Planning	5,000
TD & H	2,800
Wells Fargo - Credit Cards	13,811
Other Accounts Payable	4,027
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	96,578
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	<u>Accrued Liabilities</u>
Interest	12,084
Real Estate Taxes	48,240
Payroll (Paid After Month-End)	21,542
Paid Time Off, Etc.	25,026
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	106,892
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	<u>Professional Fees</u>
Accounting Fees	4,445
Various Vendors - EPA RLF	1,156
Dimitir's Collection - Falcon, Lester & Schaff, P.C.	427
Labor Survey Grant	20,972
AgriTech Park - Falcon, Lester & Schaff, P.C.	11,536
AgriTech Park -Relocate Transmission Line	200,000
EPA Assessment Grant	30,968
Other Professional Fees	5,621
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	275,125
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Great Falls Development Authority, Inc.
AgriTech Park

	7-1-17 Thru 9-30-17	From Inception Thru 9-30-17	Tax Increment Fund		
			Budget	Incurred Thru 9-30-17	Budget Remaining
Cascade County		25,000.00			
Grant Income		812,600.00			
Sale of Lots - Net of Option		730,620.24			
TIF District Reimbursement		2,356,593.93			
In Kind Contributions		3,675.00			
Total Income	0.00	3,928,489.17			
Engineering		302,408.43			
Engineering - TIF District	200,000.00	2,556,593.93			
Construction		691,934.25			
Consulting & Other		8,099.26			
Legal	11,536.38	215,988.66			
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	2,581.08	419,235.02			
Payroll Expenses	816.32	102,454.22			
Advertising		6,616.41			
Other Expenses	1,424.28	4,215.48			
Travel		164.89			
Real Estate Taxes	16,080.00	263,811.63			
Interest	23,061.28	141,526.99			
Admin Allocation	568.21	91,695.97			
Total Expenses	256,067.55	4,887,839.93			
Net	(256,067.55)	(959,350.76)			