

GFDA FY 2021 BUDGET

Approved 6/4/2020

	<i>FY 2021 Budget</i>	<i>FY 2020 Budget</i>	<i>Difference</i>	<i>Percent Change</i>	
REVENUE					
Investment	425,000	525,000	(100,000)	-19%	Aspirational Goal of \$600,000
Generated Revenue					
AgriTech Park	-	-	-	0%	Assumes no lot sales
AgriTech TIF Reimbursement	315,000	315,000	-	0%	Assumes same elevel of taxes as FY20
BID	38,500	24,500	14,000	100%	Assumes new 50/50 contract
FADC, PTAC & SBDC	354,999	250,819	104,180	42%	See Schedule
HPF Management	66,000	60,000	6,000	10%	See Schedule
Lending Interest & Fees	666,000	580,000	86,000	15%	See Schedule
Project Grants	318,200	516,072	(197,872)	-38%	See Schedule
Client Grant Management	-	-	-	#DIV/0!	Assumes no client grant management
Events and Miscellaneous	-	-	-	#DIV/0!	Assumes no event revenue
Sponsorship	5,000	15,000	(10,000)	-67%	Aspirational Goal of \$15,000
	<u>1,763,699</u>	<u>1,761,391</u>	<u>2,308</u>	<u>0%</u>	
Loan Capital Grants	4,100,000	1,051,267	3,048,733	290%	See Schedule
Total Revenue	6,288,699	3,337,658	2,951,041	88%	
EXPENSE					
Staff					
Payroll	1,126,617	909,900	216,717	24%	See Schedule
Benefits	315,453	254,769	60,684	24%	28% on average
Professional Development	55,000	45,000	10,000	22%	Due to increase FTE
	<u>1,497,070</u>	<u>1,209,669</u>	<u>287,401</u>	<u>24%</u>	
Operations					
Auto	10,800	10,400	400	4%	
Communication	20,000	25,000	(5,000)	-20%	Phone, mail, delivery
Depreciation	28,000	28,000	-	0%	
Fundraising	3,500	-	3,500	#DIV/0!	New materials
Insurance	19,000	19,000	-	0%	
Meetings & Events	15,500	25,000	(9,500)	-38%	Hosted events & meetings
Office	73,000	71,000	2,000	3%	Rent, Janitorial
Operating Debt Interest & Fees	18,000	22,000	(4,000)	-18%	
Professional Fees	40,000	40,000	-	0%	Audit, tax returns, legal, etc.
Supplies, Computing & Copying	32,000	30,000	2,000	7%	
Miscellaneous	16,500	15,500	1,000	6%	
	<u>276,300</u>	<u>285,900</u>	<u>(9,600)</u>	<u>-3%</u>	
Business Development					
Marketing	76,800	51,000	25,800	51%	See Schedule
Partnerships/Memberships	69,500	60,000	9,500	16%	See Schedule
Professional Fees	88,600	50,000	38,600	77%	See Schedule
Publications	3,000	2,000	1,000	50%	
Travel	62,200	85,000	(22,800)	-27%	See Schedule
	<u>300,100</u>	<u>248,000</u>	<u>52,100</u>	<u>21%</u>	
Lending					
Allowance for Loan Losses	400,000	100,000	300,000	300%	Estimate based on 10% of lending volume
Loan Capital Interest	46,000	26,000	20,000	77%	Assumes \$1 million new borrowing
Brownfield Loan Capital Grants	100,000	-	100,000	#DIV/0!	Assumes grants already approved
Professional Fees & Misc.	81,000	60,500	20,500	34%	See Schedule
	<u>627,000</u>	<u>186,500</u>	<u>440,500</u>	<u>236%</u>	
Projects					
AgriTech Park	201,458	196,458	5,000	3%	See Schedule
Agritech TIF Reimbursement	315,000	315,000	-	0%	Equals TIF reimbursement revenue
Brownfield Assessment	83,000	236,267	(153,267)	-65%	See Schedule
Talent Attraction	76,200	-	76,200	#DIV/0!	See Schedule
	<u>675,658</u>	<u>747,725</u>	<u>(72,067)</u>	<u>-10%</u>	
Total Expense	3,376,128	2,677,794	698,334	26%	
NET INCOME	<u>2,912,571</u>	<u>659,864</u>	<u>2,252,707</u>	<u>341%</u>	

BUDGET SCHEDULES - INCOME

AgriTech TIF Reimbursement Assumes same level of taxes as 2019

FADC, PTAC & SBDC

65,000	Food & Ag Development Center (FADC) contract
74,000	Procurement Technical Assistance Center (PTAC) contract
129,117	Small Business Development Center (SBDC) contracts
81,882	SBDC COVID Contract (12 months at \$6,824/month)
5,000	SBDC program income projection based on average annual income
<u>354,999</u>	

HPF Management	33,750	Fees assume closing I\$3 million in already approved loans at 1.5% fee (75%)
	<u>32,250</u>	Service fees on existing portfolio (75%)
	66,000	GFDA is paid 75% of gross service fees earned by HPF per service agreement.

Lending		Assumes current outstanding loans and \$4 million in new loans
	316,000	Interest on currently outstanding loans
	50,000	Fees on new loans at blended rate of 1.5%
	<u>300,000</u>	Interest on new loans at blended rate of 6% for 4 months
	666,000	

Project Grants	80,000	New EPA Brownfield Assessment grant
	219,500	EDA Admin Grant (one half of \$439,000)
	18,700	Montana Pulse Committee -- assumes extended
	<u>-</u>	CDFI -- assumes second tranche drawn during FY 2020
	318,200	

Loan Captial Grants	4,000,000	EDA RLF assumes drawn on new grant
	-	CDFI -- assumes second tranche of 2019 grant drawn in FY 2020
	<u>100,000</u>	EPA RLF -- assumes balance drawn in FY 2020
	4,100,000	

BUDGET SCHEDULES - EXPENSE

Staff

Payroll Includes cost of living increase of 2.3% based on 2019 CPI.
Includes \$40,000 merit salary increases and bonuses based on productivity growth.
Assumes replacement of lending ops position by July 1st.
Assumes new loan officer position starts July 1st.

Business Development

Marketing

GFDA Events	16,200	Ignite, Fire Within, Invest Downtown, FDI Celebration and Pitch Nights
Conf & Trade Show Registrations	9,500	Assumes fewer events travelled to
Costar/LoopNet AgriTech Park	30,000	
SBDC COVID Marketing	5,800	
Marketing Materials	<u>15,300</u>	
	76,800	

Partnerships/Memberships

Memberships & Dues	22,600	Chamber and trade organization memberships
Partnerships	8,500	Montana Defense Alliance, Downtown Development Partnership, Air Initiative and \$1,000 for Great Falls Wayfinding Plan project
Online System Subscriptions	<u>38,400</u>	JobsEQ, SizeUp, Zoom Prospector and others
	69,500	

Professional Fees

Web and Graphic Design	13,600
Lead Generation	<u>75,000</u>
	88,600

Travel

Business Development	43,500	Assumes less travel
Montana Pulse Committee Funds	<u>18,700</u>	
	62,200	

Lending Professional Fees & Misc

25,000	Legal estimate.
1,000	Misc. lending fees based on average years.
10,000	online loan application system
18,000	Brownfield engineering fees paid by EPA.
12,000	CDFI FA application
<u>15,000</u>	Consultant support to update lending policies and procedures.
81,000	

Projects

AgriTech Park

52,358	Property taxes on lots 6A, 7, 8, 9 and 10 based on received tax bills.
111,000	Interest on in-house infrastructure loans
8,100	Interest on term loan for power line raising.
15,000	Legal fee estimate to amend option agreement and misc.
5,000	Appraiser fees to amend option agreement
<u>10,000</u>	Engineering fees for misc.
201,458	

Brownfield Assessment

74,000	Engineering professional fees paid by EPA grant.
<u>9,000</u>	Consultant to assist with new grant applications
83,000	

Talent Attraction

6,200	Website
18,000	Photography and Videography
7,000	Social media advertising
3,000	Social Toaster subscription
2,000	Get Back to Great Falls events
<u>40,000</u>	Marketing firm to supplement digital targeted marketing
76,200	