

## GFDA Financial Report July 2020

8/31/20 (Financials as of July 31, 2020)

*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

	<i>As of</i> 7/31/20	<i>As of</i> 7/31/19	<i>Difference</i>	
Net Income Fiscal Year to Date	(16,233)	167,936	(184,169)	
Revenue Above (Below) Prorated Budget	(18,731)	NA		Last year's budget was not yet in place by the end of July.
Expenses Above (Below) Prorated Budget	(37,253)	NA		
Days Unrestricted Operating Cash	175	265	(90)	Minimum Target: 180
Investment Paid Fiscal Year to Date	32,175	15,375	16,800	
Investment Paid % of Budget	8%	3%	5%	

We have added more detail to the Income and Expense Statement to align with our FY 21 Budget. The budget shown on the statement reflect the budget amendments approved by the Executive Committee on August 19th as recommendations to the Board. All income and expense items are prorated for the number of months completed in the fiscal year, except for those items highlighted in yellow that are adjusted periodically as detailed in the corresponding notes.

We added a column on the Income and Expense Statement to show the percentage of revenue and expenses incurred fiscal year to date as compared to the annual budget.

Unrestricted days operating cash has fallen below our minimum target of 180 days due to the increase in the new fiscal year operating budget. Due to our aggressive budget, management is taking steps to build a larger cash balance by the end of the quarter.

**GFDA Balance Sheet**  
**July 31, 2020**

	July 31, 2020	June 30, 2020
<b>Current Assets</b>		
Cash and Cash Equivalents	\$ 1,197,379	\$ 1,188,789
Cash Restricted For Loans and Grants	2,514,394	2,416,984
Accounts Receivable	208,232	191,009
AgriTech TIF Receivable	0	0
Accrued Interest Receivable	105,005	102,012
Current Portion of Loans Receivable (Net of Allowance for Doubtful Loans of \$119,263)	2,890,215	2,883,220
<b>Total Current Assets</b>	6,915,224	6,782,015
 AgriTech TIF Receivable - Long-Term Assets	 127,688	 127,688
 Office Furniture and Equipment - Net	 81,547	 84,022
 Noncurrent Portion of Loans Receivable (Net of Allowance for Doubtful Loans of \$1,216,262)	 4,182,946	 4,337,597
 <b>Total Assets</b>	 \$ 11,307,405	 \$ 11,331,322
 <b>Current Liabilities</b>		
Accounts Payable	\$ 15,145	\$ 18,530
Accrued Liabilities	178,491	177,204
Current Portion of Notes Payable	160,977	160,611
First Interstate Bank PPP Loan #1870-0	94,860	84,178
Deferred Grant Revenues	0	0
Funds Held in Trust	11,957	11,903
Due To High Plains Financial, Inc.	(9,554)	(10,544)
<b>Total Current Liabilities</b>	451,876	441,882
 <b>Noncurrent Notes Payable</b>		
MDOC - Microloan Note Payable	500,000	500,000
USDA-IRP	373,088	373,088
MBOI-IRP	89,662	89,662
First Interstate Bank PPP Loan #1870-0	96,538	107,220
First Interstate Bank Loan-#2372	26,727	26,724
First Interstate Bank Loan-#628	135,711	142,710
<b>Total Noncurrent Liabilities</b>	1,221,726	1,239,403
<b>Total Liabilities</b>	1,673,602	1,681,286
 <b>Net Assets</b>		
Beginning of Year	9,650,036	9,428,729
Increase (Decrease) in Net Assets - Current Year	(16,233)	221,307
<b>Total Net Assets</b>	9,633,803	9,650,036
 <b>Total Liabilities and Net Assets</b>	 \$ 11,307,405	 \$ 11,331,322

**GFDA INCOME/EXPENSE**  
**July 31, 2020**

1	July 2020	FY Total Through 07-31-20	FY 2021 Budget	% of Budge Fiscal Year to Date	FY 2021 Prorated Through 7/31/20	Over (Under) Budget
<b>REVENUE</b>						
Investment	32,175	32,175	425,000	8%	35,417	(3,242)
<b>GENERATED REVENUE</b>						
AgriTech Park	0	0	0	#DIV/0!	0	0
AgriTech Park TIF Reimbursement	0	0	315,000	0%	0	0
BID	2,209	2,209	38,500	6%	3,208	(999)
<b>FADC, PTAC &amp; SBDC</b>						
Food & Ag Development Center	5,417	5,417	65,000	8%	5,417	0
Procurement Tech Assistance	5,922	5,922	74,000	8%	6,167	(245)
Small Business Dev Center	10,760	10,760	129,117	8%	10,760	0
SBDC COVID	9,064	9,064	81,882	11%	6,824	2,241
SBDC Program Income	0	0	5,000	0%	417	(417)
<i>FADC, PTAC &amp; SBDC Total</i>	31,163	31,163	354,999	0	29,583	1,580
HPF Management	4,000	4,000	66,000	6%	5,500	(1,500)
Lending Interest & Fees	42,873	42,873	666,000	6%	55,500	(12,627)
<b>Project Grants</b>						
State CARES Act Grants	10,000	10,000	18,189	55%	1,516	8,484
Brownfield Asses 2018	4,251	4,251	17,267	25%	1,439	2,812
Brownfield RLF	5,172	5,172	25,623	20%	2,135	3,037
Brownfield Assess 2020	0	0	80,000	0%	6,667	(6,667)
EDA COVID RLF Admin	7,609	7,609	182,917	4%	15,243	(7,634)
Montana Pulse Committee	0	0	18,700	0%	1,558	(1,558)
<i>Project Grants Total</i>	27,032	27,032	342,696	1	28,558	(1,526)
Client Grant Management	0	0	0	#DIV/0!	0	0
Events and Miscellaneous	0	0	0	#DIV/0!	0	0
Sponsorship	0	0	5,000	0%	417	(417)
<i>Generated Revenue Total</i>	107,277	107,277	1,788,195	6%	122,766	(15,489)
PPP Loan Forgiveness	0	0	191,398	0%	0	0
<b>Loan Capital Grants</b>						
EDDA COVID RLF	0	0	4,000,000	0%	0	0
Brownfield RLF	40,381	40,381	288,478	14%	40,381	0
<i>Loan Capital Grants Total</i>	40,381	40,381	4,288,478	1%	40,381	0
<b>Total Revenue</b>	<b>179,833</b>	<b>179,833</b>	<b>6,693,071</b>	<b>3%</b>	<b>198,564</b>	<b>(18,731)</b>
<b>EXPENSE</b>						
<b>Staff</b>						
Salaries and Wages	77,078	77,078	1,126,617	7%	93,885	(16,806)
Payroll Expenses & Benefits	24,084	24,084	315,453	8%	26,288	(2,204)
Professional Development	884	884	45,000	2%	3,750	(2,866)
	102,046	102,046	1,487,070	7%	123,923	(21,876)

**GFDA INCOME/EXPENSE**  
**July 31, 2020**

	July 2020	FY Total Through 07-31-20	FY 2021 Budget	% of Budget Fiscal Year to Date	FY 2021 Prorated Through 7/31/20	Over (Under) Budget
<b>Operations</b>						
Auto	899	899	10,800	8%	900	(1)
Communication	1,507	1,507	20,000	8%	1,667	(160)
Depreciation	2,475	2,475	28,000	9%	2,333	141
Fundraising	0	0	3,500	0%	292	(292)
Insurance	678	678	19,000	4%	1,583	(905)
Meetings & Events	2,618	2,618	15,500	17%	1,292	1,326
Office	9,210	9,210	73,000	13%	6,083	3,126
Operating Debt Interest & Fees	1,124	1,124	18,000	6%	1,500	(376)
Professional Fees	0	0	40,000	0%	3,333	(3,333)
Supplies, Computing & Copying	1,317	1,317	32,000	4%	2,667	(1,350)
Miscellaneous	604	604	16,500	4%	1,375	(771)
	20,431	20,431	276,300	7%	23,025	(2,594)
<b>Business Development</b>						
<b>Marketing</b>						
GFDA Events	0	0	16,200	0%	1,350	(1,350)
Conf & Trade Show Registrations	0	0	9,500	0%	792	(792)
Costar/Loopnet AgriTech Park	0	0	30,000	0%	2,500	(2,500)
SBDC COVID Marketing	0	0	5,800	0%	483	(483)
Advertising	271	271	12,000	2%	1,000	(729)
Marketing Materials	336	336	15,300	2%	1,275	(939)
	607	607	88,800	1%	7,400	(6,793)
<b>Partnerships/Memberships</b>						
Membership & Dues	208	208	22,600	1%	1,883	(1,675)
Partnerships	1,091	1,091	8,500	13%	708	383
Online System Subscriptions	3,220	3,220	38,400	8%	3,200	20
	4,520	4,520	69,500	7%	5,792	(1,272)
<b>Professional Fees</b>						
Photography & Videography	0	0	15,000	0%	1,250	(1,250)
Web & Graphic Design	300	300	25,000	1%	2,083	(1,783)
Lead Generation	5,000	5,000	75,000	7%	6,250	(1,250)
	5,300	5,300	115,000	5%	9,583	(4,283)
Publications	94	94	3,000	3%	250	(156)
<b>Travel</b>						
Business Development	0	0	28,500	0%	2,375	(2,375)
Montana Pulse Committee Funds	0	0	18,700	0%	1,558	(1,558)
	0	0	47,200	0%	3,933	(3,933)
<i>Business Development Total</i>	10,521	10,521	323,500	3%	26,958	(16,437)

**Prorated Highlighted Notes**

Prorated column cells highlighted in yellow are adjusted according to the fol

AgriTech Park TIF Reimbursement	Paid twice per year in Dec and June
PPP Loan Forgiveness	Plan to file for forgiveness in November
Loan Capital	Drawn when have qualified loans ready to close
Allowance For Loan Losses	Booked quarterly based on portfolio review
Brownfield Loan Capital Grants	

**GFDA INCOME/EXPENSE**  
**July 31, 2020**

	July 2020	FY Total Through 07-31-20	FY 2021 Budget	% of Budge Fiscal Year to Date	FY 2021 Prorated Through 7/31/20	Over (Under) Budget
<b>Lending</b>						
Allowance For Loan Losses	0	0	400,000	0%	0	0
Loan Capital Interest	1,724	1,724	46,000	4%	3,833	(2,109)
Brownfield Loan Capital Grants	40,381	40,381	162,868	25%	13,572	26,809
Professional Fees & Misc.						
Legal	2,800	2,800	25,000	11%	2,083	717
Miscellaneous	315	315	1,000	32%	83	232
Online Loan Application System	0	0	10,000	0%	833	(833)
Brownfield RLF Engineering	824	824	18,000	5%	1,500	(676)
CDFI FA Application	0	0	12,000	0%	1,000	(1,000)
Update Lending Policies	0	0	15,000	0%	1,250	(1,250)
	3,940	3,940	81,000	5%	6,750	(2,810)
<i>Lending Total</i>	46,045	46,045	689,868	7%	24,156	21,889
<b>Projects</b>						
AgriTech Park						
TIF Reimbursement	0	0	315,000	0%	0	0
Property Taxes	4,363	4,363	52,358	8%	4,363	(0)
Interest on Infrastructure Loans	8,904	8,904	111,000	8%	9,250	(346)
Interest on Powerline Loan	321	321	8,100	4%	675	(354)
Legal	0	0	15,000	0%	1,250	(1,250)
Appraisal	0	0	5,000	0%	417	(417)
Engineering	0	0	10,000	0%	833	(833)
<i>AgriTech Park Total</i>	13,588	13,588	516,458	3%	16,788	(3,200)
Brownfield Assessment	3,250	3,250	98,633	3%	8,219	(4,970)
Talent Attraction						
Marketing Materials	0	0	6,000	0%	500	(500)
Website	0	0	20,000	0%	1,667	(1,667)
Photography & Videography	0	0	18,000	0%	1,500	(1,500)
Social Media Advertising	185	185	24,000	1%	2,000	(1,815)
Livability Ads	0	0	10,000	0%	833	(833)
Social Toaster subscription	0	0	3,000	0%	250	(250)
Get Back to Great Falls events	0	0	2,000	0%	167	(167)
Marketing Firm	0	0	40,000	0%	3,333	(3,333)
<i>Talent Attraction Total</i>	185	185	123,000	0%	10,250	(10,065)
<i>Projects Total</i>	17,023	17,023	738,091	2%	35,258	(18,235)
Total Expense	196,066	196,066	3,514,829	6%	233,319	(37,253)
Net Income	(16,233)	(16,233)	3,178,242	-1%	(34,755)	18,523
Less Loan Capital Grants	40,381	40,381	4,288,478			
Operating Deficit	56,614	56,614	1,110,236			

**GFDA CASH BALANCES**  
**July 31, 2020**

	7/31/20	6/30/20
<b>Unrestricted Cash</b>		
Bank Accounts		
Operating - First Interstate Bank 8023	116,345.43	149,819.99
AgriTech Park LLC - First Interstate Bank 7780	591.06	591.06
Enterprise - US Bank 4211	1,036.37	1,036.37
Enterprise - US Bank 6937	1,079,406.57	1,037,341.79
	<u>1,197,379.43</u>	<u>1,188,789.21</u>
 <b>Days Unrestricted Operating Cash</b>		
Annual Budget Expense	3,514,829.00	
Less Depreciation	(28,000.00)	
Less Allowance for Loan Losses	(400,000.00)	
Less AgriTech Park TIF Reimbursement	(315,000.00)	
Less AgriTech Park Loans Interest	(111,000.00)	
Less Brownfield Loan Capital Grants	(162,868.00)	
	<u>2,497,961.00</u>	
Operating Budget	2,497,961.00	
Daily Operating Expense (365 days)	6,843.73	
Days Unrestricted Operating Cash	175	
Days Unrestricted Operating Cash Minimum Target	180	
	1,231,871.18	
Surplus (Deficit) Unrestricted Operating Cash to Target	(34,491.75)	
 <b>Restricted Cash</b>		
Programs		
SBDC	6,222.03	
EDA RLF	915,824.05	
EPA Assessment - First Interstate Bank 3008	46.28	
EPA RLF	963,048.95	
CDBG - City EDA RLF	38,747.00	
CDBG - Cascade County RLF	40,507.46	
Downtown RLF	145,848.59	
CDBG - City RLF	181,781.82	
MicroBusiness RLF	142,002.10	
IRP RLF	80,365.61	
	<u>2,514,393.89</u>	