

GFDA Financial Report October 2020

11/10/20 (Financials as of October 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> 10/31/20	<i>As of</i> 10/31/19	<i>Difference</i>	
Net Income Fiscal Year to Date	71,075	195,420	(124,345)	
Revenue Above (Below) Prorated Budget	(55,851)	NA		Last year's budget was not yet in place by the end of October.
Expenses Above (Below) Prorated Budget	(183,063)	NA		
Days Unrestricted Operating Cash	178			Minimum Target: 180
Investment Paid Fiscal Year to Date	191,068	213,875	(22,807)	
Investment Paid % of Budget	45%	41%	4%	

Net income of \$92,066 in October put us into positive net income for the first four months of the fiscal year at \$71,075. Cash balances have been corrected to deduct Enterprise funds that are restricted by the CDFI Fund to be used for loan capital, totaling \$158,500 at the end of October.

The FY 2020 990 tax return was reviewed by the Board and filed in November. Budget amendments to take into account the CDFI Financial Award won in September and the second CARES Act nonprofit grant of \$150,000 won in October will be considered by the Executive Committee this month then submitted to the Board. The \$150,000 was received in November. We expect to receive the first CDFI funds from the new award by the end of January. We received the assistance agreement in November.

Lending revenue is running behind budget. We are working to bring together large loan packages that should boost earnings this quarter. We submitted additional documentation seeking forgiveness of our PPP loan.

We plan to submit a CARES Act business adaptation grant application this month seeking reimbursement of about \$10,000 in adaptation expenses.

GFDA Balance Sheet
October 31, 2020

	October 31, 2020	June 30, 2020
Current Assets		
Cash and Cash Equivalents	\$ 1,377,169	\$ 1,188,789
Cash Restricted For Loans and Grants	2,454,616	2,416,984
Accounts Receivable	85,471	191,009
Accrued Interest Receivable	156,116	102,012
Due from High Plains Financial	2,302	10,544
Current Portion of Loans Receivable (Net of Allowance for Doubtful Loans of \$119,263)	2,860,960	2,883,220
Total Current Assets	6,936,635	6,792,559
AgriTech TIF Receivable - Long-Term Assets	127,688	127,688
Office Furniture and Equipment - Net	76,479	84,022
Noncurrent Portion of Loans Receivable (Net of Allowance for Doubtful Loans of \$1,216,262)	4,233,611	4,337,597
Total Assets	\$ 11,374,412	\$ 11,341,866
Current Liabilities		
Accounts Payable	\$ 43,430	\$ 18,530
Accrued Liabilities	145,346	144,915
Current Portion of Notes Payable	162,825	160,611
First Interstate Bank PPP Loan #1870-0	126,316	84,178
Deferred Grant Revenues	0	0
Funds Held in Trust	11,444	11,903
Total Current Liabilities	489,362	420,137
Noncurrent Notes Payable		
MDOC - Microloan Note Payable	500,000	500,000
USDA-IRP	344,980	373,088
MBOI-IRP	88,215	89,662
First Interstate Bank PPP Loan #1870-0	65,082	107,220
First Interstate Bank Loan-#2372	19,573	26,724
First Interstate Bank Loan-#628	113,800	142,710
Total Noncurrent Liabilities	1,131,650	1,239,403
Total Liabilities	1,621,012	1,659,541
Net Assets		
Beginning of Year	9,682,325	9,440,255
Increase (Decrease) in Net Assets - Current Year	71,075	242,070
Total Net Assets	9,753,400	9,682,325
Total Liabilities and Net Assets	\$ 11,374,412	\$ 11,341,866

GFDA INCOME/EXPENSE

October 31, 2020

4	October 2020	FY Total Through 10-31-20	FY 2021 Budget	% of Budget Fiscal Year to Date	FY 2021 Prorated Through 10/31/20	Over (Under) Budget
REVENUE						
Investment	39,175	191,068	425,000	45%	141,667	49,401
GENERATED REVENUE						
AgriTech Park	0	0	0	#DIV/0!	0	0
AgriTech Park TIF Reimbursement BID	0 2,989	0 11,659	315,000 38,500	0% 30%	0 12,833	0 (1,175)
FADC, PTAC & SBDC						
Food & Ag Development Center	5,417	21,667	65,000	33%	21,667	0
Procurement Tech Assistance	5,628	23,224	74,000	31%	24,667	(1,443)
Small Business Dev Center	10,760	43,937	129,117	34%	43,039	898
SBDC COVID	6,327	29,445	81,882	36%	27,294	2,151
SBDC Program Income	0	480	5,000	10%	1,667	(1,187)
<i>FADC, PTAC & SBDC Total</i>	28,132	118,753	354,999	1	118,333	420
HPF Management	0	9,000	66,000	14%	22,000	(13,000)
Lending Interest & Fees	33,466	156,294	666,000	23%	222,000	(65,706)
Project Grants						
State CARES Act Grants	158,189	168,189	18,189	925%	168,189	0
Brownfield Asses 2018	0	12,884	17,267	75%	12,884	0
Brownfield RLF	0	21,564	25,623	84%	21,564	0
Brownfield Assess FY21	1,252	3,045	80,000	4%	3,045	0
EDA COVID RLF Admin	13,192	36,848	182,917	20%	60,972	(24,124)
Montana Pulse Committee	0	0	18,700	0%	0	0
<i>Project Grants Total</i>	172,633	242,531	342,696	11	266,655	(24,124)
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%	1,667	(1,667)
<i>Generated Revenue Total</i>	237,219	538,236	1,788,195	30%	643,488	(105,252)
PPP Loan Forgiveness	0	0	191,398	0%	0	0
Loan Capital Grants						
EDA COVID RLF	0	0	4,000,000	0%	0	0
Brownfield RLF	0	97,825	288,478	34%	97,825	0
<i>Loan Capital Grants Total</i>	0	97,825	4,288,478	2%	97,825	0
Total Revenue	276,394	827,129	6,693,071	12%	882,979	(55,851)
EXPENSE						
Staff						
Salaries and Wages	77,163	312,757	1,126,617	28%	375,539	(62,782)
Payroll Expenses & Benefits	24,731	99,720	315,453	32%	105,151	(5,431)
Professional Development	340	4,070	45,000	9%	15,000	(10,930)
	102,234	416,547	1,487,070	28%	495,690	(79,143)

GFDA INCOME/EXPENSE
October 31, 2020

	October 2020	FY Total Through 10-31-20	FY 2021 Budget	% of Budget Fiscal Year to Date	FY 2021 Prorated Through 10/31/20	Over (Under) Budget
Operations						
Auto	899	3,596	10,800	33%	3,600	(4)
Communication	1,128	5,742	20,000	29%	6,667	(925)
Depreciation	2,170	9,290	28,000	33%	9,333	(43)
Fundraising	0	237	3,500	7%	1,167	(930)
Insurance	3,615	16,522	19,000	87%	6,333	10,188
Meetings & Events	0	2,618	15,500	17%	5,167	(2,549)
Office	5,881	26,852	73,000	37%	24,333	2,518
Operating Debt Interest & Fees	989	3,929	18,000	22%	6,000	(2,072)
Professional Fees	20,089	20,089	40,000	50%	13,333	6,755
Supplies, Computing & Copying	1,763	6,299	32,000	20%	10,667	(4,368)
Miscellaneous	1,752	6,970	16,500	42%	5,500	1,470
	38,284	102,142	276,300	37%	92,100	10,042
Business Development						
Marketing						
GFDA Events	0	0	16,200	0%	5,400	(5,400)
Conf & Trade Show Registrations	(165)	325	9,500	3%	3,167	(2,842)
Costar/Loopnet AgriTech Park	4,998	12,500	30,000	42%	10,000	2,500
SBDC COVID Marketing	33	1,541	5,800	27%	1,933	(392)
Advertising	1,122	2,165	12,000	18%	4,000	(1,835)
Marketing Materials	696	696	15,300	5%	5,100	(4,404)
	6,684	17,227	88,800	19%	29,600	(12,373)
Partnerships/Memberships						
Membership & Dues	2,334	5,774	22,600	26%	7,533	(1,759)
Partnerships	2,500	7,091	8,500	83%	2,833	4,258
Online System Subscriptions	4,031	17,284	38,400	45%	12,800	4,484
	8,865	30,149	69,500	43%	23,167	6,982
Professional Fees						
Photography & Videography	13,500	13,500	15,000	90%	5,000	8,500
Web & Graphic Design	420	1,725	25,000	7%	8,333	(6,609)
Lead Generation	5,000	20,000	75,000	27%	25,000	(5,000)
	18,920	35,225	115,000	31%	38,333	(3,109)
Publications	93	474	3,000	16%	1,000	(526)
Travel						
Business Development	19	55	28,500	0%	9,500	(9,445)
Montana Pulse Committee Funds	0	0	18,700	0%	0	0
	19	55	47,200	0%	9,500	(9,445)
<i>Business Development Total</i>	34,581	83,130	323,500	26%	101,600	(18,470)

GFDA INCOME/EXPENSE

October 31, 2020

	October 2020	FY Total Through 10-31-20	FY 2021 Budget	% of Budget Fiscal Year to Date	FY 2021 Prorated Through 10/31/20	Over (Under) Budget
Lending						
Allowance For Loan Losses	0	0	400,000	0%	0	0
Loan Capital Interest	1,616	6,599	46,000	14%	15,333	(8,734)
Brownfield Loan Capital Grants	0	66,363	162,868	41%	66,363	0
Professional Fees & Misc.						
Legal	0	3,480	25,000	14%	8,333	(4,853)
Miscellaneous	295	3,107	1,000	311%	333	2,773
Online Loan Application System	0	0	10,000	0%	3,333	(3,333)
Brownfield RLF Engineering	0	8,742	18,000	49%	6,000	2,742
CDFI FA Application	0	0	12,000	0%	4,000	(4,000)
Update Lending Policies	0	0	15,000	0%	5,000	(5,000)
	295	15,329	81,000	19%	27,000	(11,671)
<i>Lending Total</i>	1,911	88,291	689,868	13%	108,696	(20,405)
Projects						
AgriTech Park						
TIF Reimbursement	0	0	315,000	0%	0	0
Property Taxes	3,600	15,163	52,358	29%	17,453	(2,290)
Interest on Infrastructure Loans	0	23,043	111,000	21%	37,000	(13,957)
Interest on Powerline Loan	281	1,159	8,100	14%	2,700	(1,541)
Legal	0	0	15,000	0%	5,000	(5,000)
Appraisal	0	0	5,000	0%	1,667	(1,667)
Engineering	0	0	10,000	0%	3,333	(3,333)
<i>AgriTech Park Total</i>	3,881	39,365	516,458	8%	67,153	(27,788)
Brownfield Assessment	27	11,277	98,633	11%	32,878	(21,601)
Talent Attraction						
Marketing Materials	0	0	6,000	0%	2,000	(2,000)
Website	0	0	20,000	0%	6,667	(6,667)
Photography & Videography	0	0	18,000	0%	6,000	(6,000)
Social Media Advertising	0	185	24,000	1%	8,000	(7,815)
Livability Ads	0	5,000	10,000	50%	3,333	1,667
Social Toaster subscription	0	0	3,000	0%	1,000	(1,000)
Get Back to Great Falls events	0	0	2,000	0%	667	(667)
Marketing Firm	3,333	9,999	40,000	25%	13,333	(3,334)
Miscellaneous	77	118	0	#DIV/0!	0	118
<i>Talent Attraction Total</i>	3,411	15,303	123,000	12%	41,000	(25,697)
<i>Projects Total</i>	7,318	65,944	738,091	9%	141,030	(75,086)
Total Expense	184,328	756,054	3,514,829	22%	939,117	(183,063)
Net Income	92,066	71,075	3,178,242	2%	(56,137)	127,212
Less Loan Capital Grants	0	97,825	4,288,478			
Operating Deficit	(92,066)	26,750	1,110,236			

GFDA CASH BALANCES
October 31, 2020

	10/31/20	6/30/20
Unrestricted Cash		
Bank Accounts		
Operating - First Interstate Bank 8023	198,145.22	149,819.99
AgriTech Park LLC - First Interstate Bank 7780	591.06	591.06
Enterprise - US Bank 4211	1,036.50	1,036.37
Enterprise - US Bank 6937	<u>1,177,396.32</u>	<u>1,037,341.79</u>
	1,377,169.10	1,188,789.21
Less Enterprise Funds CDFI Restricted for Loans	<u>(158,500.00)</u>	
	<u>1,218,669.10</u>	
Days Unrestricted Operating Cash		
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	<u>(162,868.00)</u>	
	2,497,961.00	
Operating Budget	2,497,961.00	
Daily Operating Expense (365 days)	6,843.73	
Days Unrestricted Operating Cash	178	
Days Unrestricted Operating Cash Minimum Target	180	
	1,231,871.18	
Surplus (Deficit) Unrestricted Operating Cash to Target	(13,202.08)	
Restricted Cash		
Programs		
SBDC	9,604.45	
EDA RLF	947,704.58	
EPA Assessment - First Interstate Bank 3008	2,472.21	
EPA RLF	889,736.43	
CDBG - City EDA RLF	38,747.97	
CDBG - Cascade County EDA RLF	43,358.62	
Downtown RLF	146,098.72	
CDBG - City RLF	187,285.99	
MicroBusiness RLF	136,434.49	
IRP RLF	53,113.19	
EDA COVID RLF	59.50	
	<u>2,454,616.15</u>	