

GFDA Financial Report January 2021

2/11/21 (Financials as of January 31, 2021)

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

	As of 1/31/21	As of 1/31/20	Difference		
Net Income Fiscal Year to Date	1,851,181	127,733	1,723,448		
Revenue Above (Below) Prorated Budget	130,868	63,679	67,189		
Expenses Above (Below) Prorated Budget	(226,508)	(74,248)	(152,260)		
Days Unrestricted Operating Cash	165	146	19	Minimum Target:	180
Investment Paid Fiscal Year to Date	292,243	342,805	(50,562)		
Investment Paid % of Budget	69%	65%	4%		

We drew the first \$1,500,000 in loan capital grant funds from EDA in January which boosted our net assets to a record \$11.5 million.

We are still waiting for the CDFI Fund to announce its formula for COVID relief financial awards before we draft our next budget amendments. Based on the current board-approved budget, income through the first seven months of the fiscal year ran above budget by \$130,868 and expenses were \$226,508 below budget.

Lending revenue was \$72,126 under budget. We have closed on \$1.5 million in loans in February, putting the EDA funds to work. These loans and others expected to close by the end of this quarter will improve lending earnings.

On a monthly pro-rata basis, we are behind in brownfield assessment revenue and expense, however, this will improve as we start assessments under the 2020 EPA grant over the next five months.

Our operating deficit was \$195,131 at the end of January. Longterm, increases in lending revenue, HPF management, local investment, and new foundation and government grants will help us lower our operating deficit. Eventual pay-off of our operating and Agritech Park debt will also help close our operating gap.

Unrestricted operating cash at the end of January was 165 days, slightly lower than 167 days at the end of December. We expect to significantly improve our operating cash position by the end of the quarter through loan repayments involving unrestricted funds.

GFDA Balance Sheet
January 31, 2021

	January 31, 2021	June 30, 2020
Current Assets		
Cash and Cash Equivalents	\$ 2,461,353	\$ 1,188,789
Cash Restricted For Loans and Grants	4,239,799	2,416,984
Accounts Receivable	59,883	191,009
Accrued Interest Receivable	83,419	102,012
Due from High Plains Financial	2,687	10,544
Current Portion of Loans Receivable (Net of Allowance for Doubtful Loans of \$51,903)	2,880,926	2,883,220
Total Current Assets	9,728,067	6,792,559
AgriTech TIF Receivable - Long-Term Assets	117,216	127,688
Office Furniture and Equipment - Net	73,062	84,022
Noncurrent Portion of Loans Receivable (Net of Allowance for Doubtful Loans of \$1,491,232)	3,810,933	4,337,597
Total Assets	\$ 13,729,279	\$ 11,341,866
Current Liabilities		
Accounts Payable	\$ 32,431	\$ 18,530
Accrued Liabilities	141,251	144,915
Current Portion of Notes Payable	162,549	160,611
First Interstate Bank PPP Loan #1870-0	0	84,178
Deferred Grant Revenues	0	0
Funds Held in Trust	555,111	11,903
Total Current Liabilities	891,341	420,137
Noncurrent Notes Payable		
MDOC - Microloan Note Payable	500,000	500,000
Enterprise Fund - CDFI 201FA	280,975	
USDA-IRP	344,980	373,088
MBOI-IRP	86,761	89,662
First Interstate Bank PPP Loan #1870-0	0	107,220
First Interstate Bank Loan-#2372	0	26,724
First Interstate Bank Loan-#628	91,716	142,710
Total Noncurrent Liabilities	1,304,432	1,239,403
Total Liabilities	2,195,773	1,659,541
Net Assets		
Beginning of Year	9,682,325	9,440,255
Increase (Decrease) in Net Assets - Current Year	1,851,181	242,070
Total Net Assets	11,533,506	9,682,325
Total Liabilities and Net Assets	\$ 13,729,279	\$ 11,341,866

GFDA INCOME/EXPENSE
January 31, 2021

7	January 2021	FY Total Through 01/31/21	FY 2021 Budget	% of Budget Fiscal Year to Date	FY 2021 Prorated Through 1/31/21	Over (Under) Budget
REVENUE						
Investment	30,825	292,243	425,000	69%	247,917	44,326
GENERATED REVENUE						
AgriTech Park	0	0	0	#DIV/0!	0	0
AgriTech Park TIF Reimbursement	0	261,517	315,000	83%	157,500	104,017
BID	3,314	22,118	38,500	57%	22,458	(341)
FADC, PTAC & SBDC						
Food & Ag Development Center	5,417	37,917	65,000	58%	37,917	(0)
Procurement Tech Assistance	5,477	40,356	74,000	55%	43,167	(2,811)
Small Business Dev Center	0	65,906	129,117	51%	75,318	(9,412)
SBDC COVID	14,133	69,398	86,882	80%	50,681	18,717
SBDC Program Income	435	915	5,000	18%	2,917	(2,002)
<i>FADC, PTAC & SBDC Total</i>	25,462	214,492	359,999	3	209,999	4,492
HPF Management	0	9,000	66,000	14%	38,500	(29,500)
Lending Interest & Fees	60,402	282,308	607,600	46%	354,433	(72,126)
Project Grants						
State CARES Act Grants	0	178,189	168,189	106%	168,189	10,000
Brownfield Asses 2018	0	21,783	17,267	126%	17,267	4,516
Brownfield RLF	0	21,564	25,623	84%	21,564	0
Brownfield Assess FY21	701	4,933	80,000	6%	4,933	0
EDA COVID RLF Admin	20,082	99,896	182,917	55%	106,702	(6,806)
Montana Pulse Committee	0	0	0	0%	0	0
CDFI 2020 FA Award	0	56,404	45,123	125%	45,123	11,281
<i>Project Grants Total</i>	20,783	382,769	519,119	5	363,778	18,991
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%	2,917	(2,917)
<i>Generated Revenue Total</i>	109,961	1,172,204	1,911,218	61%	1,149,585	22,618
PPP Loan Forgiveness	0	191,398	191,398	100%	191,398	0
Loan Capital Grants						
EDA COVID RLF	1,500,000	1,500,000	4,000,000	38%	1,500,000	0
Brownfield RLF	47,989	226,691	288,478	79%	226,691	0
CDFI 201FA Award	0	319,621	255,697	125%	255,697	63,924
<i>Loan Capital Grants Total</i>	1,547,989	2,046,312	4,544,175	45%	1,982,388	63,924
Total Revenue	1,688,774	3,702,156	7,071,791	52%	3,571,288	130,868
EXPENSE						
Staff						
Salaries and Wages	86,367	582,325	1,126,617	52%	657,193	(74,868)
Payroll Expenses & Benefits	24,081	171,554	315,453	54%	184,014	(12,460)
Professional Development	920	6,543	45,000	15%	26,250	(19,707)
Total	111,368	760,422	1,487,070	51%	867,458	(107,036)

GFDA INCOME/EXPENSE
January 31, 2021

	January 2021	FY Total Through 01/31/21	FY 2021 Budget	% of Budget Fiscal Year to Date	FY 2021 Prorated Through 1/31/21	Over (Under) Budget
Operations						
Auto	899	6,294	10,800	58%	6,300	(6)
Communication	1,747	10,422	20,000	52%	11,667	(1,245)
Depreciation	2,285	16,102	28,000	58%	16,333	(232)
Fundraising	0	237	3,500	7%	2,042	(1,805)
Insurance	686	17,208	19,000	91%	11,083	6,124
Meetings & Events	1,341	4,937	15,500	32%	9,042	(4,104)
Office	5,979	44,592	73,000	61%	42,583	2,008
Operating Debt Interest & Fees	778	6,544	18,000	36%	10,500	(3,956)
Professional Fees	168	22,179	40,000	55%	23,333	(1,154)
Supplies, Computing & Copying	1,842	15,415	32,000	48%	18,667	(3,252)
Miscellaneous	1,838	12,336	16,500	75%	9,625	2,711
	17,562	156,265	276,300	57%	161,175	(4,910)
Business Development						
Marketing						
GFDA Events	0	0	16,200	0%	9,450	(9,450)
Conf & Trade Show Registrations	0	325	9,500	3%	5,542	(5,217)
Costar/Loopnet AgriTech Park	2,499	19,997	30,000	67%	17,500	2,497
SBDC COVID Marketing	2,086	6,911	5,800	119%	3,383	3,527
Advertising	0	2,165	12,000	18%	7,000	(4,835)
Marketing Materials	0	696	15,300	5%	8,925	(8,229)
	4,585	30,094	88,800	34%	51,800	(21,706)
Partnerships/Memberships						
Membership & Dues	3,303	17,431	22,600	77%	13,183	4,248
Partnerships	0	7,091	11,500	62%	6,708	383
Online System Subscriptions	8,099	37,866	38,400	99%	22,400	15,466
	11,402	62,388	72,500	86%	42,292	20,097
Professional Fees						
Content Providers	0	5,000	5,000	100%	2,917	2,083
Photography & Videography	0	13,500	15,000	90%	8,750	4,750
Web & Graphic Design	487	3,361	100,000	3%	58,333	(54,972)
Lead Generation	5,022	38,294	75,000	51%	43,750	(5,456)
	5,509	60,155	195,000	31%	110,833	(55,679)
Publications	245	985	3,000	33%	1,750	(765)
Travel						
Business Development	0	360	28,500	1%	16,625	(16,265)
Montana Pulse Committee Funds	0	0	0	0%	0	0
	0	360	28,500	1%	16,625	(16,265)
<i>Business Development Total</i>	21,740	153,981	387,800	40%	223,300	(74,319)

GFDA INCOME/EXPENSE
January 31, 2021

	January 2021	FY Total Through 01/31/21	FY 2021 Budget	% of Budget Fiscal Year to Date	FY 2021 Prorated Through 1/31/21	Over (Under) Budget
Lending						
Allowance For Loan Losses	0	207,610	400,000	52%	207,610	0
Loan Capital Interest	1,609	11,915	46,000	26%	26,833	(14,918)
Brownfield Loan Capital Grants	47,989	162,788	162,868	100%	162,788	0
Professional Fees & Misc.						
Legal	12,975	17,336	25,000	69%	14,583	2,753
Miscellaneous	352	4,172	6,000	70%	3,500	672
Online Loan Application System	0	0	10,000	0%	5,833	(5,833)
Brownfield RLF Engineering	0	8,742	18,000	49%	10,500	(1,758)
CDFI FA Application	0	5,500	12,000	46%	7,000	(1,500)
Update Lending Policies	0	0	15,000	0%	8,750	(8,750)
	13,327	35,750	86,000	42%	50,167	(14,417)
<i>Lending Total</i>	62,924	418,062	694,868	60%	447,398	(29,336)
Projects						
AgriTech Park						
TIF Reimbursement	0	261,517	315,000	83%	157,500	104,017
Property Taxes	4,188	28,139	52,358	54%	30,542	(2,403)
Interest on Infrastructure Loans	0	23,043	52,600	44%	30,683	(7,640)
Interest on Powerline Loan	164	1,821	8,100	22%	4,725	(2,904)
Legal	260	380	15,000	3%	8,750	(8,370)
Appraisal	0	0	5,000	0%	2,917	(2,917)
Engineering	0	1,122	10,000	11%	5,833	(4,711)
<i>AgriTech Park Total</i>	4,612	316,022	458,058	69%	240,951	75,071
Brownfield Assessment	0	15,277	98,633	15%	57,536	(42,259)
Talent Attraction						
Marketing Materials	0	0	6,000	0%	3,500	(3,500)
Website	0	4,360	25,000	17%	14,583	(10,223)
Photography & Videography	0	855	18,000	5%	10,500	(9,645)
Social Media Advertising	0	185	24,000	1%	14,000	(13,815)
Livability Ads	0	5,000	10,000	50%	5,833	(833)
Social Toaster subscription	0	0	0	0%	0	0
Get Back to Great Falls events	0	0	2,000	0%	1,167	(1,167)
Marketing Firm	3,333	19,998	40,000	50%	23,333	(3,335)
Miscellaneous	0	548	3,000	18%	1,750	(1,202)
<i>Talent Attraction Total</i>	3,333	30,946	128,000	24%	74,667	(43,720)
<i>Projects Total</i>	7,945	362,245	684,691	53%	373,153	(10,908)
Total Expense	221,539	1,850,975	3,530,729	52%	2,072,483	(226,508)
Net Income	1,467,235	1,851,181	3,541,062	52%	1,498,805	357,376
Less Loan Capital Grants	1,547,989	2,046,312	4,544,175			
Operating Surplus (Deficit)	(80,754)	(195,131)	(1,003,113)			

GFDA CASH BALANCES
January 31, 2021

	1/31/21	6/30/20
Unrestricted Cash		
Bank Accounts		
Operating - First Interstate Bank 8023	96,115.66	149,819.99
AgriTech Park LLC - First Interstate Bank 7780	471.06	591.06
Enterprise - US Bank 4211	539.92	1,036.37
Enterprise - US Bank 6937	<u>2,364,225.99</u>	<u>1,037,341.79</u>
	2,461,352.63	1,188,789.21
Less MBOI Working Capital Loans Escrowed Funds	(540,000.00)	
Less Enterprise Funds CDFI Restricted for Loans	<u>(759,096.00)</u>	
	<u>1,162,256.63</u>	
Days Unrestricted Operating Cash		
Annual Budget Expense	3,530,729.00	
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	(52,600.00)	
Less Brownfield Loan Capital Grants	<u>(162,868.00)</u>	
Operating Budget	2,572,261.00	
Daily Operating Expense (365 days)	7,047.29	
Days Unrestricted Operating Cash	165	
Days Unrestricted Operating Cash Minimum Target	180	
	1,268,512.27	
Surplus (Deficit) Unrestricted Operating Cash to Target	(106,255.64)	
Restricted Cash		
Programs		
SBDC	10,029.23	
EDA RLF	1,135,689.83	
EPA Assessment - First Interstate Bank 3008	4,919.38	
EPA RLF	933,013.43	
CDBG - City EDA RLF	38,748.94	
CDBG - Cascade County EDA RLF	59,203.63	
Downtown RLF	146,526.41	
CDBG - City RLF	202,574.44	
MicroBusiness RLF	145,810.59	
IRP RLF	63,217.17	
EDA COVID RLF	1,500,065.73	
	<u>4,239,798.78</u>	