

## GFDA Financial Report March 2021

4/8/21 (Financials as of March 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

	<i>As of</i> <i>3/31/21</i>	<i>As of</i> <i>3/31/20</i>	<i>Difference</i>	
Net Income Fiscal Year to Date	1,699,178	554,658	1,144,520	
Revenue Above (Below) Prorated Budget	(104,552)	55,042	(159,594)	
Expenses Above (Below) Prorated Budget	(429,031)	(129,293)	(299,738)	
Days Unrestricted Operating Cash	138	205	(67)	Minimum Target: 180
Investment Paid Fiscal Year to Date	327,960	379,135	(51,175)	
Investment Paid % of Budget	77%	72%	5%	

The budget adjustments approved by the Board on April 1st are reflected on the Income and Expense Statement. Revenue and expenses are running behind budget, but overall we ended March with net income \$324,479 ahead of budget. The operating deficit through the first nine months of the fiscal year was \$373,582, substantially below the projected fiscal year of \$948,533.

Interest earnings amounting to \$81,182.89 on the Pardue Grain loans were forgiven, deducted from lending interest earnings. We expect to write-off a final \$10,856.80 in interest earnings in April. On April 1st, we recovered \$850,000, 100% of the Pardue Grain loans principal.

On April 8th, EDA approved a drawdown request for \$1,987,540 in loan capital from the new EDA COVID revolving loan fund. These funds will be received and loaned out in April.

The Fenner Sawmill reorganization plan was approved by the bankruptcy court. The plan calls for our loan capital and interest to be fully repaid over time.

We ended the quarter with \$373,582 in paid investment and enough pledges in hand scheduled to be paid this fiscal year to meet our budget target. We will continue investment efforts this quarter to raise funds to help defray budget amendment expenses that increased our business development and talent attraction efforts.

Lending interest and fee income is behind budget because several large expected loan deals have taken longer to put together. We expect to make significant progress in this regard during the current quarter.

GFDA will be switching employee health insurance and related benefits providers on July 1st. The plans we expect to offer will increase flexibility and some benefits for employees without substantial impact to our expenses.

Unrestricted operating cash is well below our minimum target of 180 days. We expect this to improve during April.

Staff level budget planning for FY 2022 has begun. Budget parameters will be discussed at the April Executive Committee and May Board meetings, followed by draft budget being presented for consideration at the May Executive Committee and June Board meetings.

**GFDA Balance Sheet**  
**March 31, 2021**

	<u>March 31</u> <u>2021</u>	<u>June 30,</u> <u>2020</u>
<b>Current Assets</b>		
Cash and Cash Equivalents	\$ 1,733,075	\$ 1,188,789
Cash Restricted For Loans and Grants	3,322,012	2,416,984
Accounts Receivable	116,859	191,009
Accrued Interest Receivable	134,298	102,012
Due from High Plains Financial	2,946	10,544
Current Portion of Loans Receivable (Net of Allowance for Doubtful Loans of \$51,903)	<u>2,949,225</u>	<u>2,883,220</u>
<b>Total Current Assets</b>	<b>8,258,416</b>	<b>6,792,559</b>
 AgriTech TIF Receivable - Long-Term Assets	 117,216	 127,688
 Office Furniture and Equipment - Net	 71,735	 84,022
 Noncurrent Portion of Loans Receivable (Net of Allowance for Doubtful Loans of \$1,491,232)	 <u>4,570,320</u>	 <u>4,337,597</u>
 <b>Total Assets</b>	 <b>\$ 13,017,688</b>	 <b>\$ 11,341,866</b>
 <b>Current Liabilities</b>		
Accounts Payable	\$ 18,088	\$ 18,530
Accrued Liabilities	148,761	144,915
Current Portion of Notes Payable	162,903	160,611
First Interstate Bank PPP Loan #1870-0	0	84,178
Deferred Grant Revenues	0	0
Funds Held in Trust	<u>18,550</u>	<u>11,903</u>
<b>Total Current Liabilities</b>	<b>348,302</b>	<b>420,137</b>
 <b>Noncurrent Notes Payable</b>		
MDOC - Microloan Note Payable	500,000	500,000
Enterprise Fund - CDFI 2020FA	280,975	0
USDA-IRP	344,980	373,088
MBOI-IRP	85,290	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	<u>76,638</u>	<u>142,710</u>
<b>Total Noncurrent Liabilities</b>	<b>1,287,883</b>	<b>1,239,403</b>
<b>Total Liabilities</b>	<b>1,636,185</b>	<b>1,659,541</b>
 <b>Net Assets</b>		
Beginning of Year	9,682,325	9,440,255
Increase (Decrease) in Net Assets - Current Year	<u>1,699,178</u>	<u>242,070</u>
<b>Total Net Assets</b>	<b>11,381,503</b>	<b>9,682,325</b>
 <b>Total Liabilities and Net Assets</b>	 <b>\$ 13,017,688</b>	 <b>\$ 11,341,866</b>

## GFDA INCOME/EXPENSE

March 31, 2021

9	March 2021	FY Total Through 03/31/21	FY 2021 Budget	% of Budget Fiscal Year to Date	FY 2021 Prorated Through 3/31/21	Over (Under) Budget
<b>REVENUE</b>						
Investment	22,392	327,960	425,000	77%	318,750	9,210
<b>GENERATED REVENUE</b>						
AgriTech Park	0	0	0	#DIV/0!	0	0
AgriTech Park TIF Reimbursement	0	261,517	514,137	51%	257,069	4,449
BID	2,956	28,286	38,500	73%	28,875	(589)
<b>FADC, PTAC &amp; SBDC</b>						
Food & Ag Development Center	5,417	48,750	65,000	75%	48,750	(0)
Procurement Tech Assistance	5,159	51,739	74,000	70%	55,500	(3,761)
Small Business Dev Center	10,760	100,732	129,117	78%	96,838	3,894
SBDC COVID	11,034	92,168	121,882	76%	91,412	756
SBDC Program Income	303	1,074	5,000	21%	3,750	(2,676)
<i>FADC, PTAC &amp; SBDC Total</i>	32,672	294,462	394,999	3	296,249	(1,787)
HPF Management	0	9,000	66,000	14%	49,500	(40,500)
Lending Interest & Fees	(39,072)	294,017	607,600	48%	455,700	(161,683)
<b>Project Grants</b>						
State CARES Act Grants	0	178,189	168,189	106%	168,189	10,000
Brownfield Asses 2018	0	21,783	27,066	80%	27,066	(5,283)
Brownfield RLF	0	21,604	25,623	84%	21,604	0
Brownfield Assess FY21	697	6,337	80,000	8%	6,337	0
EDA COVID RLF Admin	19,968	140,114	182,917	77%	137,188	2,926
Montana Pulse Committee	0	0	0	0%	0	0
CDFI 2020 FA Award	0	56,404	56,404	100%	45,123	11,281
<i>Project Grants Total</i>	20,665	424,431	540,199	5	405,507	18,924
Client Grant Management	0	2,250	0	#DIV/0!	0	2,250
Events and Miscellaneous	0	0	0	#DIV/0!	0	0
Sponsorship	0	5,000	5,000	100%	3,750	1,250
<i>Generated Revenue Total</i>	17,222	1,318,964	2,166,435	61%	1,496,650	(177,686)
PPP Loan Forgiveness	0	191,398	191,398	100%	191,398	0
<b>Loan Capital Grants</b>						
EDA COVID RLF	0	1,500,000	4,000,000	38%	1,500,000	0
Brownfield RLF	26,448	253,139	288,478	88%	253,139	0
CDFI 201FA Award	0	319,621	319,621	100%	255,697	63,924
<i>Loan Capital Grants Total</i>	26,448	2,072,760	4,608,099	45%	2,008,836	63,924
<b>Total Revenue</b>	66,062	3,911,082	7,390,932	53%	4,015,634	(104,552)
<b>EXPENSE</b>						
<b>Staff</b>						
Salaries and Wages	83,216	744,837	1,155,417	64%	866,563	(121,726)
Payroll Expenses & Benefits	23,084	219,205	326,653	67%	244,990	(25,785)
Professional Development	100	9,393	45,000	21%	33,750	(24,357)
	106,400	973,435	1,527,070	64%	1,145,303	(171,868)

## GFDA INCOME/EXPENSE

March 31, 2021

	March 2021	FY Total Through 03/31/21	FY 2021 Budget	% of Budget Fiscal Year to Date	FY 2021 Prorated Through 3/31/21	Over (Under) Budget
<b>Operations</b>						
Auto	899	8,092	10,800	75%	8,100	(8)
Communication	1,396	14,237	20,000	71%	15,000	(763)
Depreciation	2,556	21,025	28,000	75%	21,000	25
Fundraising	136	459	3,500	13%	2,625	(2,166)
Insurance	0	17,208	19,000	91%	14,250	2,958
Meetings & Events	800	6,996	15,500	45%	11,625	(4,629)
Office	5,881	56,354	73,000	77%	54,750	1,604
Operating Debt Interest & Fees	791	8,083	18,000	45%	13,500	(5,417)
Professional Fees	90	22,308	40,000	56%	30,000	(7,692)
Supplies, Computing & Copying	3,323	19,504	32,000	61%	24,000	(4,496)
Miscellaneous	5,354	22,120	16,500	134%	12,375	9,745
	<u>21,225</u>	<u>196,385</u>	<u>276,300</u>	<u>71%</u>	<u>207,225</u>	<u>(10,840)</u>
<b>Business Development</b>						
<b>Marketing</b>						
GFDA Events	0	0	16,200	0%	12,150	(12,150)
Conf & Trade Show Registrations	0	325	9,500	3%	7,125	(6,800)
Costar/Loopnet AgriTech Park	0	22,496	15,000	150%	11,250	11,246
SBDC COVID Marketing	777	8,346	5,800	144%	4,350	3,996
Advertising		2,865	12,000	24%	9,000	(6,135)
Marketing Materials	93	964	15,300	6%	11,475	(10,511)
	<u>870</u>	<u>34,996</u>	<u>73,800</u>	<u>47%</u>	<u>55,350</u>	<u>(20,354)</u>
<b>Partnerships/Memberships</b>						
Membership & Dues	1,010	19,092	22,600	84%	16,950	2,142
Partnerships	0	10,591	11,500	92%	8,625	1,966
Online System Subscriptions	1,270	42,046	38,400	109%	28,800	13,246
	<u>2,280</u>	<u>71,729</u>	<u>72,500</u>	<u>99%</u>	<u>54,375</u>	<u>17,354</u>
<b>Professional Fees</b>						
Content Providers	0	7,500	15,000	50%	11,250	(3,750)
Photography & Videography	9,650	23,150	35,000	66%	26,250	(3,100)
Web & Graphic Design	508	4,616	25,000	18%	18,750	(14,134)
Lead Generation	5,000	58,294	95,000	61%	71,250	(12,956)
	<u>15,158</u>	<u>93,560</u>	<u>170,000</u>	<u>55%</u>	<u>116,250</u>	<u>(30,190)</u>
Publications	134	1,222	3,000	41%	2,250	(1,028)
<b>Travel</b>						
Business Development	478	1,161	5,000	23%	3,750	(2,589)
Montana Pulse Committee Funds	0	0	0	0%	0	0
	<u>478</u>	<u>1,161</u>	<u>5,000</u>	<u>23%</u>	<u>3,750</u>	<u>(2,589)</u>
<i>Business Development Total</i>	<u>18,920</u>	<u>202,668</u>	<u>324,300</u>	<u>62%</u>	<u>231,975</u>	<u>(36,807)</u>

## GFDA INCOME/EXPENSE

March 31, 2021

	March 2021	FY Total Through 03/31/21	FY 2021 Budget	% of Budget Fiscal Year to Date	FY 2021 Prorated Through 3/31/21	Over (Under) Budget
<b>Lending</b>						
Allowance For Loan Losses	0	207,610	400,000	52%	207,610	0
Loan Capital Interest	1,609	15,133	46,000	33%	34,500	(19,367)
Brownfield Loan Capital Grants	26,448	189,236	162,868	116%	189,236	0
Professional Fees & Misc.						
Legal	1,201	18,657	35,000	53%	26,250	(7,593)
Miscellaneous	299	4,866	6,000	81%	4,500	366
Online Loan Application System	0	0	10,000	0%	7,500	(7,500)
Brownfield RLF Engineering	0	8,742	18,000	49%	13,500	(4,758)
CDFI FA Application	0	5,500	12,000	46%	9,000	(3,500)
Update Lending Policies	0	0	15,000	0%	11,250	(11,250)
	1,500	37,765	96,000	39%	72,000	(34,235)
<i>Lending Total</i>	29,557	449,744	704,868	64%	503,346	(53,602)
<b>Projects</b>						
<b>AgriTech Park</b>						
TIF Reimbursement	0	261,517	514,137	51%	257,069	4,449
Property Taxes	3,351	34,841	52,358	67%	39,269	(4,428)
Interest on Infrastructure Loans	0	23,043	52,600	44%	39,450	(16,407)
Interest on Powerline Loan	181	2,165	8,100	27%	6,075	(3,910)
Legal	0	380	15,000	3%	11,250	(10,870)
Appraisal	0	0	5,000	0%	3,750	(3,750)
Engineering	0	1,122	10,000	11%	7,500	(6,378)
<i>AgriTech Park Total</i>	3,532	323,068	657,195	49%	364,362	(41,294)
Brownfield Assessment	0	15,276	98,633	15%	73,975	(58,699)
<b>Talent Attraction</b>						
Marketing Materials	174	174	6,000	3%	4,500	(4,326)
Website		12,600	25,000	50%	18,750	(6,150)
Photography & Videography	0	855	18,000	5%	13,500	(12,645)
Social Media Advertising	0	185	24,000	1%	18,000	(17,815)
Livability Ads	5,000	10,000	10,000	100%	7,500	2,500
Social Toaster subscription	0	0	0	0%	0	0
Get Back to Great Falls events	0	0	0	#DIV/0!	0	0
Marketing Firm	6,667	26,667	40,000	67%	30,000	(3,333)
Miscellaneous	9	848	20,000	4%	15,000	(14,152)
<i>Talent Attraction Total</i>	11,850	51,329	143,000	36%	107,250	(55,921)
<i>Projects Total</i>	15,382	389,673	898,828	43%	545,587	(155,914)
<b>Total Expense</b>	191,483	2,211,904	3,731,366	59%	2,633,435	(429,031)
<b>Net Income</b>	(125,421)	1,699,178	3,659,566	46%	1,382,198	324,479
Less Loan Capital Grants	26,448	2,072,760	4,608,099			
Operating Surplus (Deficit)	(151,869)	(373,582)	(948,533)			

**GFDA CASH BALANCES**  
**March 31, 2021**

	3/31/21	6/30/20
<b>Unrestricted Cash</b>		
Bank Accounts		
Operating - First Interstate Bank 8023	71,536.70	149,819.99
AgriTech Park LLC - First Interstate Bank 7780	266.13	591.06
Enterprise - US Bank 4211	519.92	1,036.37
Enterprise - US Bank 6937	<u>1,660,751.91</u>	<u>1,037,341.79</u>
	1,733,074.66	1,188,789.21
Less MBOI Working Capital Loans Escrowed Funds	-	
Less Enterprise Funds CDFI Restricted for Loans	<u>(759,096.00)</u>	
	973,978.66	
<b>Days Unrestricted Operating Cash</b>		
Annual Budget Expense	3,731,366.00	
Less Depreciation	(28,000.00)	
Less Allowance for Loan Losses	(400,000.00)	
Less AgriTech Park TIF Reimbursement	(514,137.00)	
Less AgriTech Park Loans Interest	(52,600.00)	
Less Brownfield Loan Capital Grants	<u>(162,868.00)</u>	
Operating Budget	2,573,761.00	
Daily Operating Expense (365 days)	7,051.40	
Days Unrestricted Operating Cash	138	
Days Unrestricted Operating Cash Minimum Target	180	
	1,269,252.00	
Surplus (Deficit) Unrestricted Operating Cash to Target	(295,273.34)	
<b>Restricted Cash</b>		
Programs		
SBDC	10,065.76	
EDA RLF	1,159,994.30	
EPA Assessment - First Interstate Bank 3008	4,919.46	
EPA RLF	934,256.03	
CDBG - City EDA RLF	38,749.59	
CDBG - Cascade County EDA RLF	61,117.17	
Downtown RLF	146,944.88	
CDBG - City RLF	206,341.91	
MicroBusiness RLF	152,645.87	
IRP RLF	66,480.55	
EDA COVID RLF	540,496.85	
	<u>3,322,012.37</u>	