

## GFDA Financial Report August 2022

9/18/22 (Financials as of August 31, 2022)

*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> 8/31/22	<i>As of</i> 8/31/21	<i>Difference</i>	<i>Change</i>
Assets	21,305,954	18,755,904	2,550,050	14%
Liabilities	5,097,432	3,924,087	1,173,345	30%
Net Assets	16,208,522	14,831,817	1,376,705	9%
Net Income Fiscal Year to Date	960,919	1,162,271	(201,352)	
Revenue Above (Below) Prorated Budget	967,404	(35,825)	1,003,229	
Expenses Above (Below) Prorated Budget	(60,334)	(76,069)	15,735	
Days Unrestricted Operating Cash	171	337	(166)	Minimum Target: 180
Investment Paid Fiscal Year to Date	59,900	39,325	20,575	
Investment Paid % of Budget	9%	9%	0%	

We received \$1,000,000 in grant funds from Cascade County to help with our purchase of land in the Great Falls AgriTech Park. We borrowed \$730,000 from First Interstate Bank for the same purpose. At the close of the month, these funds were in escrow with Chicago Title to close on the purchase of the first three land parcels, along with \$7,729 in GFDA funds. In September, we put an additional \$35,067 of GFDA funds in escrow for this transaction. We expect the transaction to close in September.

The Cascade County grant, interest on the bank loan this fiscal year, and loan expenses of \$12,200 are not included in our FY 2022 Budget, which is why our revenue through August is significantly above budget.

We borrowed \$1,000,000 in loan capital from the US Bank Community Development Corporation and received the funds in August.

Three significant resource awards were secured in August and early September. The City of Great Falls approved a grant of \$1,400,000 for loan capital. The Great Falls City Commission approved a tax increment financing agreement with the Downtown Development Partnership for FY 2022 and FY 2023 that provides 50% funding

**GFDA Balance Sheet**  
**August 31, 2022**

	August 31 2022	June 30, 2022
	<u>                    </u>	<u>                    </u>
<b>Current Assets</b>		
Cash and Cash Equivalents	\$ 4,078,661	\$ 2,540,715
Cash Restricted For Loans and Grants	1,037,085	1,190,119
Accounts Receivable	76,170	110,127
Accrued Interest Receivable	328,431	296,675
Due from High Plains Financial	11,013	4,476
Prepaid Insurance	0	21,180
Current Portion of Loans Receivable (Net of Allowance for Doubtful Loans of \$32,563)	<u>2,881,042</u>	<u>2,865,908</u>
<b>Total Current Assets</b>	8,412,402	7,029,200
<b>AgriTech TIF Receivable - Long-Term Assets</b>	98,264	98,264
<b>Lease Right-of-Use</b>	866,553	873,371
<b>Office Furniture and Equipment - Net</b>	41,404	46,004
<b>Noncurrent Portion of Loans Receivable (Net of Allowance for Doubtful Loans of \$1,207,062)</b>	<u>11,887,331</u>	<u>11,386,698</u>
<b>Total Assets</b>	<u>\$ 21,305,954</u>	<u>\$ 19,433,537</u>
<b>Current Liabilities</b>		
Accounts Payable	\$ 44,662	\$ 94,112
Accrued Liabilities	140,879	157,506
Current Portion of Notes Payable	73,092	88,374
Lease-Portage Building	41,509	41,336
Deferred Grant Revenues	0	0
Funds Held in Trust	<u>11,771</u>	<u>12,097</u>
<b>Total Current Liabilities</b>	311,913	393,425
<b>Noncurrent Notes Payable</b>		
MDOC - Microloan Note Payable	500,000	500,000
Enterprise Fund - CDFI 2020FA	280,975	280,975
Enterprise Fund - CDFI 211FA	500,000	500,000
MBOI-IRP-CDFI Match loan	280,975	280,975
USDA-IRP	316,592	316,592
MBOI-IRP	77,853	77,853
Cnote Group, Inc	1,001,276	1,001,276
US Bank-CRA Investment Funding	1,000,000	0
Lease-Portage Building	<u>827,848</u>	<u>834,838</u>
<b>Total Noncurrent Liabilities</b>	4,785,519	3,792,509
<b>Total Liabilities</b>	5,097,432	4,185,934
<b>Net Assets</b>		
Beginning of Year	15,247,603	13,666,739
Increase (Decrease) in Net Assets - Current Year	<u>960,919</u>	<u>1,580,864</u>
<b>Total Net Assets</b>	<u>16,208,522</u>	<u>15,247,603</u>
<b>Total Liabilities and Net Assets</b>	<u>\$ 21,305,954</u>	<u>\$ 19,433,537</u>

**GFDA INCOME/EXPENSE**  
**August 31, 2022**

2	Aug 2022	FY Total Through 8/31/22	FY 2023 Budget	% of Budget Fiscal Year to Date	FY 2023 Prorated	Over (Under) Budget
<b>REVENUE</b>						
Investment	44,625	59,900	650,000	9%	108,333	(48,433)
<b>GENERATED REVENUE</b>						
AgriTech Park	0	0	0	#DIV/0!	0	0
AgriTech Park TIF Reimbursement	0	0	300,000	0%	0	0
Downtown BDO	4,250	8,500	43,234	20%	7,206	1,294
<b>FADC, PTAC &amp; SBDC</b>						
Food & Ag Development Center	5,963	11,925	65,000	18%	10,833	1,091
Specialty Crop Block Grant	5,476	10,951	70,400	16%	11,733	(783)
Procurement Tech Assistance	6,209	13,975	74,000	19%	12,333	1,642
Small Business Dev Center	10,760	28,608	130,000	22%	21,667	6,941
SBDC COVID	8,621	16,466	25,000	66%	16,667	(201)
SBDC Program Income	1	436	5,000	9%	833	(398)
<i>FADC, PTAC &amp; SBDC Total</i>	<u>37,029</u>	<u>82,360</u>	<u>369,400</u>	<u>22%</u>	<u>74,067</u>	<u>8,293</u>
HPF Management	4,000	4,000	91,000	4%	15,167	(11,167)
Lending Interest & Fees	74,918	180,381	1,025,000	18%	170,833	9,548
<b>Project Grants</b>						
AgriTech Park	1,000,000	1,000,000	0	#DIV/0!	0	1,000,000
Brownfield RLF	0	0	60,000	0%	10,000	(10,000)
Brownfield Assess FY21	2,116	5,292	100,000	5%	16,667	(11,374)
New Grants	0	50,000	100,000	50%	16,667	33,333
<i>Project Grants Total</i>	<u>1,002,116</u>	<u>1,055,292</u>	<u>260,000</u>	<u>406%</u>	<u>43,333</u>	<u>1,011,959</u>
Client Grant Management	0	0	0	#DIV/0!	0	0
Events and Miscellaneous	75	75	0	#DIV/0!	0	75
Sponsorship	0	0	25,000	0%	4,167	(4,167)
<i>Generated Revenue Total</i>	<u>1,122,389</u>	<u>1,330,609</u>	<u>2,113,634</u>	<u>63%</u>	<u>314,772</u>	<u>1,015,837</u>
<b>Loan Capital Grants</b>						
Brownfield RLF	0	0	712,000	0%	0	0
<i>Loan Capital Grants Total</i>	<u>0</u>	<u>0</u>	<u>712,000</u>	<u>0%</u>	<u>0</u>	<u>0</u>
<b>Total Revenue</b>	<b>1,167,014</b>	<b>1,390,509</b>	<b>3,475,634</b>	<b>40%</b>	<b>423,106</b>	<b>967,404</b>
<b>EXPENSE</b>						
<b>Staff</b>						
Salaries and Wages	105,649	237,136	1,324,000	18%	220,667	16,469
Payroll Expenses & Benefits	29,152	65,128	370,720	18%	61,787	3,341
Professional Development	3,372	15,100	95,000	16%	15,833	(734)
	<u>138,173</u>	<u>317,363</u>	<u>1,789,720</u>	<u>18%</u>	<u>298,287</u>	<u>19,077</u>

**GFDA INCOME/EXPENSE**  
**August 31, 2022**

	Aug 2022	FY Total Through 8/31/22	FY 2023 Budget	% of Budget Fiscal Year to Date	FY 2023 Prorated	Over (Under) Budget
<b>Operations</b>						
Auto	899	1,798	12,000	15%	2,000	(202)
Communication	1,879	3,732	28,000	13%	4,667	(934)
Depreciation	2,709	5,401	32,400	17%	5,400	1
Fundraising	54	54	10,000	1%	1,667	(1,613)
Insurance	0	685	23,000	3%	3,833	(3,148)
Meetings & Events	4	59	16,000	0%	2,667	(2,608)
Office	4,062	8,118	47,000	17%	7,833	285
Operating Debt Interest & Fees	2,019	4,090	27,600	15%	4,600	(510)
Professional Fees	1,418	2,348	60,000	4%	10,000	(7,653)
Supplies, Computing & Copying	4,241	7,689	38,000	20%	6,333	1,356
Miscellaneous	592	2,321	25,000	9%	4,167	(1,846)
	<u>17,878</u>	<u>36,296</u>	<u>319,000</u>	<u>11%</u>	<u>53,167</u>	<u>(16,871)</u>
<b>Business Development</b>						
<b>Marketing</b>						
GFDA Events	0	1,955	20,000	10%	3,333	(1,378)
Conf & Trade Show Registrations	0	0	30,000	0%	5,000	(5,000)
Advertising	317	663	18,000	4%	3,000	(2,337)
Marketing Materials	0	74	18,000	0%	3,000	(2,926)
	<u>317</u>	<u>2,692</u>	<u>86,000</u>	<u>3%</u>	<u>14,333</u>	<u>(11,642)</u>
<b>Partnerships/Memberships</b>						
Membership & Dues	9,813	10,313	30,000	34%	5,000	5,313
Partnerships	0	0	15,000	0%	2,500	(2,500)
Women's Business Center	0	0	35,000	0%	5,833	(5,833)
Entrepreneur Mentor Network	0	0	5,000	0%	833	(833)
Online System Subscriptions	8,435	9,385	50,000	19%	8,333	1,052
	<u>18,248</u>	<u>19,698</u>	<u>135,000</u>	<u>15%</u>	<u>22,500</u>	<u>(2,802)</u>
<b>Professional Fees</b>						
Content Providers	0	0	12,000	0%	2,000	(2,000)
Photography & Videography	0	5,000	15,000	33%	2,500	2,500
Web & Graphic Design	632	1,384	20,000	7%	3,333	(1,950)
	<u>632</u>	<u>6,384</u>	<u>47,000</u>	<u>14%</u>	<u>7,833</u>	<u>(1,450)</u>
Publications	39	78	3,000	3%	500	(422)
Travel	1,632	2,258	75,000	3%	12,500	(10,242)
<i>Business Development Total</i>	<u>20,868</u>	<u>31,109</u>	<u>346,000</u>	<u>9%</u>	<u>57,667</u>	<u>(26,557)</u>

**GFDA INCOME/EXPENSE**  
**August 31, 2022**

	Aug 2022	FY Total Through 8/31/22	FY 2023 Budget	% of Budget Fiscal Year to Date	FY 2023 Prorated	Over (Under) Budget
<b>Lending</b>						
Allowance For Loan Losses	0	0	200,000	0%	0	0
Loan Capital Interest	3,616	7,214	52,730	14%	8,788	(1,574)
Brownfield Loan Capital Grants	0	0	55,000	0%	0	0
Professional Fees & Misc.						
Legal	0	0	12,000	0%	2,000	(2,000)
Miscellaneous	740	1,095	6,500	17%	1,083	11
Portfolio Mgmt Systems	0	0	8,100	0%	1,350	(1,350)
Brownfield RLF Engineering	0	0	25,000	0%	4,167	(4,167)
CDFI FA Application	0	7,500	13,000	58%	2,167	5,333
Lending Consultants	0	0	7,000	0%	1,167	(1,167)
	<u>740</u>	<u>8,595</u>	<u>71,600</u>	<u>12%</u>	<u>11,933</u>	<u>(3,339)</u>
<i>Lending Total</i>	4,356	15,809	379,330	4%	20,722	(4,913)
<b>Projects</b>						
<b>AgriTech Park</b>						
TIF Reimbursement	0	0	300,000	0%	0	0
Property Taxes	605	1,210	36,000	3%	0	1,210
Legal	2,455	4,390	15,000	29%	2,500	1,890
Professional Fees	539	539	10,000	5%	1,667	(1,128)
Miscellaneous	0	0	5,000	0%	833	(833)
<i>AgriTech Park Total</i>	<u>3,598</u>	<u>6,138</u>	<u>366,000</u>	<u>2%</u>	<u>5,000</u>	<u>1,138</u>
<b>Brownfield Assessment</b>						
2020 Grant Engineering	1,889	5,170	98,000	5%	16,333	(11,163)
Grant Writing Consultant	0	0	7,500	0%	1,250	(1,250)
	<u>1,889</u>	<u>5,170</u>	<u>105,500</u>	<u>0</u>	<u>17,583</u>	<u>(12,413)</u>
<b>Strategic Planning</b>	0	0	60,000	0%	20,000	(20,000)
<b>Talent Attraction</b>						
Marketing Materials	0	0	10,000	0%	1,667	(1,667)
Website	2,405	2,405	10,000	24%	1,667	738
Photography & Videography	1,300	1,300	15,000	9%	2,500	(1,200)
Marketing & Advertising	14,000	14,000	65,000	22%	10,833	3,167
Miscellaneous	0	0	5,000	0%	833	(833)
<i>Talent Attraction Total</i>	<u>17,705</u>	<u>17,705</u>	<u>105,000</u>	<u>17%</u>	<u>17,500</u>	<u>205</u>
<i>Projects Total</i>	23,192	29,013	636,500	5%	60,083	(31,070)
<b>Total Expense</b>	204,467	429,591	3,470,550	12%	489,925	(60,334)
<b>Net Income</b>	<u>962,547</u>	<u>960,919</u>	<u>5,084</u>	<u>18901%</u>	<u>(66,819)</u>	<u>1,027,738</u>
Less AgriTech Park Grant	1,000,000	1,000,000	0			
Less Loan Capital Grants	0	0	712,000			
Less Brownfield Cleanup Grants	0	0	55,000			
<b>Operating Surplus (Deficit)</b>	<u>(37,453)</u>	<u>(39,081)</u>	<u>(761,916)</u>			

**GFDA CASH BALANCES**  
**August 31, 2022**

	8/31/22	6/30/22
<b>Unrestricted Cash</b>		
Bank Accounts		
Operating - First Interstate Bank 8023	49,512.72	58,812.84
AgriTech Park LLC - First Interstate Bank 7780	1,004,517.47	7,305.97
EDA RLF (defederalized)	15,737.41	124,483.24
Enterprise - US Bank 4211	1,524.79	1,524.77
Enterprise - US Bank 6937	<u>3,007,368.68</u>	<u>2,348,588.02</u>
	4,078,661.07	2,540,714.84
CDFI Fund Restrictions		
2020 FA Poverty Persistent County	(70,000.00)	
2021 FA Poverty Persistent County	(176,530.00)	
2021 FA General Loans	(480,296.00)	
US Bank Loan Proceeds	(1,000,000.00)	
Cascade County grant funds for AgriTech	<u>(1,000,000.00)</u>	
	(2,726,826.00)	
	1,351,835.07	
<b>Days Unrestricted Operating Cash</b>		
Annual Budget Expense	3,470,550.00	
Less Depreciation	(32,400.00)	
Less Allowance for Loan Losses	(200,000.00)	
Less AgriTech Park TIF Reimbursement	(300,000.00)	
Less Brownfield Loan Capital Grants	<u>(55,000.00)</u>	
Operating Budget	2,883,150.00	
Daily Operating Expense (365 days)	7,899.04	
Days Unrestricted Operating Cash	171	
Days Unrestricted Operating Cash Minimum Target	180	
	1,421,827.40	
Surplus (Deficit) Unrestricted Operating Cash to Target	(69,992.33)	
<b>Restricted Cash</b>		
Programs		
SBDC	2,446.15	2,296.18
EPA Assessment - First Interstate Bank 3008	284.05	284.02
EPA RLF	518,393.24	516,470.36
CDBG - Cascade County EDA RLF	1,664.76	73,915.48
Downtown RLF	18,050.15	15,132.91
CDBG - City RLF	209,970.40	173,924.45
MicroBusiness RLF	125,231.29	19,607.83
IRP RLF	68,952.12	313,240.07
EDA COVID RLF	92,093.14	75,247.47
	<u>1,037,085.30</u>	<u>1,190,118.77</u>