

## GFDA Financial Report July 2022

8/10/22 (Financials as of July 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

	As of 7/31/22	As of 7/31/21	Difference	Change
Assets	19,347,366	17,522,788	1,824,578	10%
Liabilities	4,101,933	3,905,043	196,890	5%
Net Assets	15,245,433	13,617,745	1,627,688	12%
Net Income Fiscal Year to Date	(2,170)	(51,801)	49,631	
Revenue Above (Below) Prorated Budget	9,235	(18,929)	28,164	
Expenses Above (Below) Prorated Budget	(22,005)	(35,713)	13,708	
Days Unrestricted Operating Cash	208	190	18	Minimum Target: 180
Investment Paid Fiscal Year to Date	15,275	27,000	(11,725)	
Investment Paid % of Budget	2%	6%	-4%	

This first monthly financial report of the new fiscal year incorporates the preliminary budget approved by the Board on June 2nd. We anticipate proposing budget revisions in October that take into account line item close outs for FY 2022 and major awards and decisions made since the budget was drafted in May.

The FY 2023 budgeted expense of \$3,470,550 is lower than the \$3,921,184 budgeted for FY 2022. This lowered the daily operating expense to \$7,899.04.

Three awards/decisions made in July and August that will have significant effect on future financial reports and the FY 2023 budget include: 1) planned purchase of land in the AgriTech Park, funded partially by a grant from Cascade County and a bank loan; 2) a loan capital loan of \$1 million that we expect to close this quarter; and, 3) a transfer of \$100,000 from unrestricted funds to the MicroBusiness RLF that we made in August to cover a loan default (required per our loan contract with the Montana Department of Commerce).

As usual, most income and expense budget line items are pro-rated by the number of months completed of the fiscal year. The exception are those income and expense line items that occur as milestones during the year such as the bi-yearly AgriTech Park TIF reimbursement.

Unrestricted operating days cash improved from 197 days at the end of June to 208 days at the end of June, due solely to the lower expense budget for FY 2023. One month into the fiscal year, income is tracking above budget and expenses below budget.

Work on our annual audit is underway. Douglas Wilson & Co. will hold a pre-audit meeting with the Executive Committee on August 17th.

**GFDA Balance Sheet**  
**July 31, 2022**

	<u>July 31</u> <u>2022</u>	<u>June 30,</u> <u>2022</u>
<b>Current Assets</b>		
Cash and Cash Equivalents	\$ 2,575,272	\$ 2,540,715
Cash Restricted For Loans and Grants	1,209,516	1,190,119
Accounts Receivable	58,887	110,127
Accrued Interest Receivable	334,028	296,675
Due from High Plains Financial	4,536	4,476
Current Portion of Loans Receivable (Net of Allowance for Doubtful Loans of \$32,563)	<u>2,868,495</u>	<u>2,865,908</u>
<b>Total Current Assets</b>	<b>7,050,735</b>	<b>7,008,020</b>
 AgriTech TIF Receivable - Long-Term Assets	 98,264	 98,264
 Lease Right-of-Use	 869,966	 873,371
 Office Furniture and Equipment - Net	 43,313	 46,004
 Noncurrent Portion of Loans Receivable (Net of Allowance for Doubtful Loans of \$1,207,062)	 <u>11,285,089</u>	 <u>11,386,698</u>
 <b>Total Assets</b>	 <b>\$ 19,347,366</b>	 <b>\$ 19,412,357</b>
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<b>Current Liabilities</b>		
Accounts Payable	\$ 42,602	\$ 94,112
Accrued Liabilities	136,253	136,326
Current Portion of Notes Payable	80,791	88,374
Lease-Portage Building	41,422	41,336
Deferred Grant Revenues	0	0
Funds Held in Trust	<u>11,847</u>	<u>12,097</u>
<b>Total Current Liabilities</b>	<b>312,915</b>	<b>372,245</b>
 Noncurrent Notes Payable		
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
Lease-Portage Building	<u>831,347</u>	<u>834,838</u>
<b>Total Noncurrent Liabilities</b>	<b>3,789,018</b>	<b>3,792,509</b>
 <b>Total Liabilities</b>	 <b>4,101,933</b>	 <b>4,164,754</b>
 <b>Net Assets</b>		
Beginning of Year	15,247,603	13,666,739
Increase (Decrease) in Net Assets - Current Year	<u>(2,170)</u>	<u>1,580,864</u>
<b>Total Net Assets</b>	<b><u>15,245,433</u></b>	<b><u>15,247,603</u></b>
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<b>Total Liabilities and Net Assets</b>	<b>\$ 19,347,366</b>	<b>\$ 19,412,357</b>
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**GFDA INCOME/EXPENSE**  
**July 31, 2022**

1	July 2022	FY Total Through 7/31/22	FY 2023 Budget	% of Budget Fiscal Year to Date	FY 2023 Prorated	Over (Under) Budget
<b>REVENUE</b>						
Investment	15,275	15,275	650,000	2%	54,167	(38,892)
<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	4,250	43,234	10%	3,603	647
<b>FADC, PTAC &amp; SBDC</b>						
Food & Ag Development Center	5,963	5,963	65,000	9%	5,417	546
Specialty Crop Block Grant	5,476	5,476	70,400	8%	5,867	(391)
Procurement Tech Assistance	5,058	5,058	74,000	7%	6,167	(1,109)
Small Business Dev Center	17,848	17,848	130,000	14%	10,833	7,015
SBDC COVID	7,845	7,845	25,000	31%	8,333	(488)
SBDC Program Income	435	435	5,000	9%	417	19
<i>FADC, PTAC &amp; SBDC Total</i>	42,625	42,625	369,400	12%	37,033	5,592
HPF Management	0	0	91,000	0%	7,583	(7,583)
Lending Interest & Fees	105,462	105,462	1,025,000	10%	85,417	20,045
<b>Project Grants</b>						
Brownfield RLF	0	0	60,000	0%	5,000	(5,000)
Brownfield Assess FY21	3,176	3,176	100,000	3%	8,333	(5,158)
New Grants	50,000	50,000	100,000	50%	8,333	41,667
<i>Project Grants Total</i>	53,176	53,176	260,000	20%	21,667	31,509
Client Grant Management	0	0	0	#DIV/0!	0	0
Events and Miscellaneous	0	0	0	#DIV/0!	0	0
Sponsorship	0	0	25,000	0%	2,083	(2,083)
<i>Generated Revenue Total</i>	205,513	205,513	2,113,634	10%	157,386	48,126
<b>Loan Capital Grants</b>						
Brownfield RLF	0	0	712,000	0%	0	0
<i>Loan Capital Grants Total</i>	0	0	712,000	0%	0	0
<b>Total Revenue</b>	<b>220,788</b>	<b>220,788</b>	<b>3,475,634</b>	<b>6%</b>	<b>211,553</b>	<b>9,235</b>
<b>EXPENSE</b>						
<b>Staff</b>						
Salaries and Wages	131,488	131,488	1,324,000	10%	110,333	21,154
Payroll Expenses & Benefits	35,976	35,976	370,720	10%	30,893	5,083
Professional Development	9,683	9,683	95,000	10%	7,917	1,767
	<u>177,147</u>	<u>177,147</u>	<u>1,789,720</u>	<u>10%</u>	<u>149,143</u>	<u>28,004</u>

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

	July 2022	FY Total Through 7/31/22	FY 2023 Budget	% of Budget Fiscal Year to Date	FY 2023 Prorated	Over (Under) Budget
<b>Operations</b>						
Auto	899	899	12,000	7%	1,000	(101)
Communication	1,853	1,853	28,000	7%	2,333	(481)
Depreciation	2,691	2,691	32,400	8%	2,700	(9)
Fundraising	0	0	10,000	0%	833	(833)
Insurance	685	685	23,000	3%	1,917	(1,232)
Meetings & Events	55	55	16,000	0%	1,333	(1,279)
Office	4,055	4,055	47,000	9%	3,917	139
Operating Debt Interest & Fees	2,071	2,071	27,600	8%	2,300	(229)
Professional Fees	930	930	60,000	2%	5,000	(4,070)
Supplies, Computing & Copying	3,414	3,414	38,000	9%	3,167	247
Miscellaneous	1,605	1,605	25,000	6%	2,083	(478)
	18,257	18,257	319,000	6%	26,583	(8,327)
<b>Business Development</b>						
<b>Marketing</b>						
GFDA Events	1,955	1,955	20,000	10%	1,667	288
Conf & Trade Show Registrations	0	0	30,000	0%	2,500	(2,500)
Advertising	346	346	18,000	2%	1,500	(1,154)
Marketing Materials	74	74	18,000	0%	1,500	(1,426)
	2,375	2,375	86,000	3%	7,167	(4,792)
<b>Partnerships/Memberships</b>						
Membership & Dues	500	500	30,000	2%	2,500	(2,000)
Partnerships	0	0	15,000	0%	1,250	(1,250)
Women's Business Center	0	0	35,000	0%	2,917	(2,917)
Entrepreneur Mentor Network	0	0	5,000	0%	417	(417)
Online System Subscriptions	934	934	50,000	2%	4,167	(3,233)
	1,434	1,434	135,000	1%	11,250	(9,816)
<b>Professional Fees</b>						
Content Providers	0	0	12,000	0%	1,000	(1,000)
Photography & Videography	5,000	5,000	15,000	33%	1,250	3,750
Web & Graphic Design	753	753	20,000	4%	1,667	(914)
	5,753	5,753	47,000	12%	3,917	1,836
<b>Publications</b>						
Publications	39	39	3,000	1%	250	(211)
Travel	680	680	75,000	1%	6,250	(5,570)
<i>Business Development Total</i>	10,280	10,280	346,000	3%	28,833	(18,553)

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

	July 2022	FY Total Through 7/31/22	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	3,598	3,598	52,730	7%	4,394	(796)
Brownfield Loan Capital Grants	0	0	55,000	0%	0	0
Professional Fees & Misc.						
Legal	0	0	12,000	0%	1,000	(1,000)
Miscellaneous	356	356	6,500	5%	542	(186)
Portfolio Mgmt Systems	0	0	8,100	0%	675	(675)
Brownfield RLF Engineering	0	0	25,000	0%	2,083	(2,083)
CDFI FA Application	7,500	7,500	13,000	58%	1,083	6,417
Lending Consultants	0	0	7,000	0%	583	(583)
	<u>7,856</u>	<u>7,856</u>	<u>71,600</u>	<u>11%</u>	<u>5,967</u>	<u>1,889</u>
<i>Lending Total</i>	11,454	11,454	379,330	3%	10,361	1,093
<b>Projects</b>						
<b>AgriTech Park</b>						
TIF Reimbursement	0	0	300,000	0%	0	0
Property Taxes	605	605	36,000	2%	0	605
Legal	1,935	1,935	15,000	13%	1,250	685
Professional Fees	0	0	10,000	0%	833	(833)
Miscellaneous	0	0	5,000	0%	417	(417)
<i>AgriTech Park Total</i>	<u>2,540</u>	<u>2,540</u>	<u>366,000</u>	<u>1%</u>	<u>2,500</u>	<u>40</u>
<b>Brownfield Assessment</b>						
2020 Grant Engineering	3,281	3,281	98,000	3%	8,167	(4,886)
Grant Writing Consultant	0	0	7,500	0%	625	(625)
	<u>3,281</u>	<u>3,281</u>	<u>105,500</u>	<u>0</u>	<u>8,792</u>	<u>(5,511)</u>
Strategic Planning	0	0	60,000	0%	10,000	(10,000)
<b>Talent Attraction</b>						
Marketing Materials	0	0	10,000	0%	833	(833)
Website	0	0	10,000	0%	833	(833)
Photography & Videography	0	0	15,000	0%	1,250	(1,250)
Marketing & Advertising	0	0	65,000	0%	5,417	(5,417)
Miscellaneous	0	0	5,000	0%	417	(417)
<i>Talent Attraction Total</i>	<u>0</u>	<u>0</u>	<u>105,000</u>	<u>0%</u>	<u>8,750</u>	<u>(8,750)</u>
<i>Projects Total</i>	5,821	5,821	636,500	1%	30,042	(24,221)
Total Expense	222,958	222,958	3,470,550	6%	244,963	(22,005)
Net Income	<u>(2,170)</u>	<u>(2,170)</u>	<u>5,084</u>	<u>-43%</u>	<u>(33,410)</u>	<u>31,239</u>
Less Loan Capital Grants	0	0	712,000			
Less Brownfield Cleanup Grants	0	0	55,000			
Operating Surplus (Deficit)	<u>(2,170)</u>	<u>(2,170)</u>	<u>(49,916)</u>			

**GFDA CASH BALANCES**  
**July 31, 2022**

	7/31/22	6/30/22
<b>Unrestricted Cash</b>		
Bank Accounts		
Operating - First Interstate Bank 8023	63,578.89	58,812.84
AgriTech Park LLC - First Interstate Bank 7780	5,055.97	7,305.97
EDA RLF (defederalized)	222,845.80	124,483.24
Enterprise - US Bank 4211	1,524.78	1,524.77
Enterprise - US Bank 6937	<u>2,282,266.78</u>	<u>2,348,588.02</u>
	2,575,272.22	2,540,714.84
CDFI Fund Restrictions		
2020 FA Poverty Persistent County Rapid Response Program	(100,000.00)	Closed \$30,000 loan in June that funded in July
2021 FA Poverty Persistent County	(104,276.00)	
2021 FA General Loans	(176,530.00)	
	(550,020.00)	
	<u>(930,826.00)</u>	
	1,644,446.22	
<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	208	
Days Unrestricted Operating Cash Minimum Target	180	
	1,421,827.40	
Surplus (Deficit) Unrestricted Operating Cash to Target	222,618.82	
<b>Restricted Cash</b>		
Programs		
SBDC	2,445.37	2,296.18
EPA Assessment - First Interstate Bank 3008	284.03	284.02
EPA RLF	517,839.29	516,470.36
CDBG - Cascade County EDA RLF	74,783.13	73,915.48
Downtown RLF	16,590.80	15,132.91
CDBG - City RLF	176,389.08	173,924.45
MicroBusiness RLF	21,434.30	19,607.83
IRP RLF	316,083.38	313,240.07
EDA COVID RLF	83,666.27	75,247.47
	<u>1,209,515.65</u>	<u>1,190,118.77</u>