

## GFDA Financial Report June 2023

7/13/2023 (Financials as of June 30, 2023)

*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 6/30/2023	As of 6/30/2022	Difference	Change
Assets	24,426,362	19,433,536	4,992,826	26%
Liabilities	7,500,537	4,185,943	3,314,594	79%
Net Assets	16,925,825	15,247,593	1,678,232	11%
Net Income Fiscal Year to Date	1,678,232	1,580,864	97,368	
Revenue Above (Below) Prorated Budget	(1,541,921)	363,491	(1,905,412)	
Expenses Above (Below) Prorated Budget	(479,654)	(456,843)	(22,811)	
Days Unrestricted Operating Cash	266	197	69	Minimum Target: 180
Investment Paid Fiscal Year to Date	481,606	534,683	(53,077)	
Investment Paid % of Budget	74%	126%	-52%	

June closed out our FY2023 fiscal year.

We are still collecting in-kind data from investors so income will increase a bit when we finalize those numbers

FY2023 is our thirteenth consecutive fiscal year with positive net income.

Revenue was 22% under budget. The bulk of this was comprised of grants that we did not draw down but plan to draw down in future fiscal years. These totaled \$1,351,130 representing 86% of our under budget revenue total of \$1,574,819. Expenses were 11% under budget with every expense category under budget. Operating deficit was 17% lower than budget. The FY2024 Budget approved by the Board on June 1st projects cutting the operating deficit by 54% from the actual FY2023 deficit result.

We received the second AgriTech Park TIF reimbursement from the City of Great Falls in June in the amount of \$183,322. This brought total reimbursement above budget for the fiscal year. The City reported that it wants to wait until the fall on the Park TIF bond to see how tax mills and assessments turn out.

We received an additional \$679,750 in SSBCI funds with half booked as income and half put on the balance sheet as an asset and liability. We received the \$1,400,000 loan capital grant from the City of Great Falls during the month.

The Montana Department of Commerce approved another \$3,000,000 in SSBCI funds for a loan we expect to close this summer.

Subsequent to the close of the fiscal year, we received the 2022 CDFI Financial Award grant and loan funds in July. We expect to receive the CDFI Equitable Recovery Program funds by the end of September.

Cash flow is going to be very tight the first quarter of FY2024 as we use much of our cash to fund loans. We are working to secure additional loan capital.

**GFDA Balance Sheet**  
**June 30, 2023**

	June 30 2023	June 30, 2022	Change
<b>Current Assets</b>			
Cash and Cash Equivalents	\$ 2,994,998	\$ 2,540,715	\$ 454,283
Cash Restricted For Loans and Grants	2,523,890	1,190,117	1,333,773
Accounts Receivable	141,073	110,127	30,947
Accrued Interest Receivable	471,849	296,675	175,174
Due from High Plains Financial	8,271	4,476	3,795
Prepaid Insurance	0	21,180	(21,180)
Current Portion of Loans Receivable (Net of Allowance for Doubtful Loans of \$107,487)	<u>10,044,273</u>	<u>2,865,908</u>	<u>7,178,365</u>
<b>Total Current Assets</b>	<b>16,184,354</b>	<b>7,029,198</b>	<b>9,155,157</b>
AgriTech TIF Receivable - Long-Term Assets	85,538	98,264	(12,726)
Held for Sale - Agritech Park Land	2,136,111	0	2,136,111
Lease Portage Building Right-of-Use - Office Space	832,035	873,371	(41,336)
Office Furniture and Equipment - Net	25,579	46,004	(20,425)
Noncurrent Portion of Loans Receivable (Net of Allowance for Doubtful Loans of \$1,562,087)	<u>5,162,744</u>	<u>11,386,699</u>	<u>(6,223,955)</u>
<b>Total Assets</b>	<b>\$ 24,426,362</b>	<b>\$ 19,433,536</b>	<b>\$ 4,992,826</b>
<b>Current Liabilities</b>			
Accounts Payable	\$ 53,545	\$ 94,115	\$ (40,570)
Accrued Liabilities	178,405	157,508	20,897
Current Portion of Notes Payable	1,674,175	88,374	1,585,801
Lease-Portage Building	42,381	41,336	1,045
Deferred Grant Revenues	0	0	0
Funds Held in Trust	<u>3,426</u>	<u>12,097</u>	<u>(8,671)</u>
<b>Total Current Liabilities</b>	<b>1,951,932</b>	<b>393,430</b>	<b>1,558,502</b>
<b>Noncurrent Liabilities</b>			
FIB AgriTech Land Acquisition Loan #2876	688,894	0	688,894
FIB AgriTech Land Acquisition Loan #7434	330,570	0	330,570
FIB Operating Loan #9287	414,822	0	0
MDOC - Microloan RLF Loan	0	500,000	(500,000)
CDFI Fund 2020FA Loan - Loan Capital	280,975	280,975	0
CDFI Fund 2021FA Loan - Loan Capital	500,000	500,000	0
MBOI - CDFI FA2020 Match Loan - Loan Capital	280,320	280,975	(655)
MBOI - CDFI FA2021 Match Loan - Loan Capital	295,000	0	295,000
USDA - IRP RLF Loan - Loan Capital	287,920	316,592	(28,672)
MBOI - USDA IRP RLF Match Loan - Loan Capital	71,773	77,852	(6,079)
CNote Group Loan - Loan Capital	0	1,001,276	(1,001,276)
US Bank - CRA Investment for Loan Capital	1,000,000	0	1,000,000
SSBCI MDOC Required RLF Assets 50% Return	605,874	0	605,874
Lease - Portage Building - Office Space	<u>792,457</u>	<u>834,843</u>	<u>(42,386)</u>
<b>Total Noncurrent Liabilities</b>	<b>5,548,604</b>	<b>3,792,513</b>	<b>1,756,091</b>
<b>Total Liabilities</b>	<b>7,500,537</b>	<b>4,185,943</b>	<b>3,314,594</b>
<b>Net Assets</b>			
Beginning of Year	15,247,593	13,666,739	1,580,854
Increase (Decrease) in Net Assets - Current Year	<u>1,678,232</u>	<u>1,580,854</u>	<u>97,378</u>
<b>Total Net Assets</b>	<b>16,925,825</b>	<b>15,247,593</b>	<b>1,678,232</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 24,426,362</b>	<b>\$ 19,433,536</b>	<b>\$ 4,992,826</b>

## GFDA INCOME/EXPENSE

June 30, 2023

	12	June	FY Total Through 6/30/2023	FY 2023 Budget	% of Budget Fiscal Year to Date	FY 2023 Prorated	Over (Under) Budget
<b>REVENUE</b>							
Investment		14,385	481,606	650,000	74%	650,000	(168,394)
<b>GENERATED REVENUE</b>							
AgriTech Park		0	0	0	#DIV/0!	0	0
AgriTech Park TIF Reimbursement		183,322	317,814	300,000	106%	300,000	17,814
Downtown BDO		4,250	72,848	43,234	168%	43,234	29,614
<b>FADC, PTAC &amp; SBDC</b>							
Food & Ag Development Center		5,963	71,552	65,000	110%	65,000	6,552
Specialty Crop Block Grant		5,476	65,707	70,400	93%	70,400	(4,693)
Procurement Tech Assistance		6,333	77,637	74,000	105%	74,000	3,637
Small Business Dev Center		11,903	137,464	130,000	106%	130,000	7,464
SBDC COVID		0	24,183	25,000	97%	25,000	(817)
SBDC Program Income		1	1,890	5,000	38%	5,000	(3,110)
<i>FADC, PTAC &amp; SBDC Total</i>		<u>29,675</u>	<u>378,432</u>	<u>369,400</u>	<u>102%</u>	<u>369,400</u>	<u>9,032</u>
HPF Management		4,000	18,000	91,000	20%	91,000	(73,000)
Lending Interest & Fees		110,320	1,102,321	1,115,000	99%	1,115,000	(12,679)
<b>Project Grants</b>							
AgriTech Park Cascade County		0	1,000,000	1,000,000	100%	1,000,000	0
USDA MPILP		25,036	25,036	25,000	100%	25,000	36
Brownfield RLF #2		17,740	53,732	60,000	90%	60,000	(6,268)
Brownfield Assess FY21		3,302	102,294	100,000	102%	100,000	2,294
New Grants		0	50,000	100,000	50%	100,000	(50,000)
<i>Project Grants Total</i>		<u>46,078</u>	<u>1,231,062</u>	<u>1,285,000</u>	<u>96%</u>	<u>1,285,000</u>	<u>(53,938)</u>
Client Grant Management		6,600	6,600	0	#DIV/0!	0	6,600
Events and Miscellaneous		5,601	20,031	0	#DIV/0!	0	20,031
Sponsorship		0	20,000	25,000	80%	25,000	(5,000)
<i>Generated Revenue Total</i>		<u>389,845</u>	<u>3,167,107</u>	<u>3,228,634</u>	<u>98%</u>	<u>3,228,634</u>	<u>(61,527)</u>
<b>Loan Capital Grants</b>							
SSBCI		339,875	605,874	605,874	100%	605,874	0
City of Great Falls		1,400,000	1,400,000	1,400,000	100%	1,400,000	0
USDA MPILP		0	0	600,000	0%	600,000	(600,000)
Brownfield RLF #2		0	0	712,000	0%	712,000	(712,000)
<i>Loan Capital Grants Total</i>		<u>1,739,875</u>	<u>2,005,874</u>	<u>3,317,874</u>	<u>60%</u>	<u>3,317,874</u>	<u>(1,312,000)</u>
<b>Total Revenue</b>		<b>2,144,105</b>	<b>5,654,587</b>	<b>7,196,508</b>	<b>79%</b>	<b>7,196,508</b>	<b>(1,541,921)</b>
<b>EXPENSE</b>							
<b>Staff</b>							
Salaries and Wages		123,996	1,268,306	1,324,000	96%	1,324,000	(55,694)
Payroll Expenses & Benefits		28,849	354,923	370,720	96%	370,720	(15,797)
Professional Development		894	66,209	95,000	70%	95,000	(28,791)
		<u>153,739</u>	<u>1,689,438</u>	<u>1,789,720</u>	<u>94%</u>	<u>1,789,720</u>	<u>(100,282)</u>

## GFDA INCOME/EXPENSE

June 30, 2023

	June 2023	FY Total Through 6/30/2023	FY 2023 Budget	% of Budget Fiscal Year to Date	FY 2023 Prorated	Over (Under) Budget
<b>Operations</b>						
Auto	960	11,155	12,000	93%	12,000	(845)
Communication	2,213	23,884	28,000	85%	28,000	(4,116)
Depreciation	1,440	26,173	32,400	81%	32,400	(6,227)
Fundraising	36	2,870	10,000	29%	10,000	(7,130)
Insurance	0	30,130	23,000	131%	23,000	7,130
Meetings & Events	2,756	2,781	16,000	17%	16,000	(13,219)
Office	4,134	49,234	47,000	105%	47,000	2,234
Operating Debt Interest & Fees	1,747	22,827	27,600	83%	27,600	(4,773)
Professional Fees	2,655	55,723	60,000	93%	60,000	(4,277)
Supplies, Computing & Copying	4,372	35,892	38,000	94%	38,000	(2,108)
Miscellaneous	16,601	30,778	25,000	123%	25,000	5,778
	<u>36,913</u>	<u>291,446</u>	<u>319,000</u>	<u>91%</u>	<u>319,000</u>	<u>(27,554)</u>
<b>Business Development</b>						
<b>Marketing</b>						
GFDA Events	1,376	21,265	20,000	106%	20,000	1,265
Conf & Trade Show Registrations	2,660	24,925	30,000	83%	30,000	(5,075)
Advertising	446	7,009	18,000	39%	18,000	(10,991)
Marketing Materials	6,005	10,683	18,000	59%	18,000	(7,317)
	<u>10,486</u>	<u>63,881</u>	<u>86,000</u>	<u>74%</u>	<u>86,000</u>	<u>(22,119)</u>
<b>Partnerships/Memberships</b>						
Membership & Dues	7,077	36,182	30,000	121%	30,000	6,182
Partnerships	0	5,000	15,000	33%	15,000	(10,000)
Entrepreneur Mentor Network	0	0	5,000	0%	5,000	(5,000)
Online System Subscriptions	291	53,421	50,000	107%	50,000	3,421
	<u>7,368</u>	<u>94,603</u>	<u>100,000</u>	<u>95%</u>	<u>100,000</u>	<u>(5,397)</u>
<b>Professional Fees</b>						
Content Providers	0	0	12,000	0%	12,000	(12,000)
Photography & Videography	5,000	10,000	15,000	67%	15,000	(5,000)
Web & Graphic Design	1,455	7,604	20,000	38%	20,000	(12,396)
	<u>6,455</u>	<u>17,604</u>	<u>47,000</u>	<u>37%</u>	<u>47,000</u>	<u>(29,396)</u>
<b>Publications</b>						
	0	1,225	3,000	41%	3,000	(1,775)
Travel	15,906	96,583	75,000	129%	75,000	21,583
<i>Business Development Total</i>	<u>40,215</u>	<u>273,896</u>	<u>311,000</u>	<u>88%</u>	<u>311,000</u>	<u>(37,104)</u>

## GFDA INCOME/EXPENSE

June 30, 2023

	June 2023	FY Total Through 6/30/2023	FY 2023 Budget	% of Budget Fiscal Year to Date	FY 2023 Prorated	Over (Under) Budget
<b>Lending</b>						
Allowance For Loan Losses	429,949	429,949	700,000	61%	700,000	(270,051)
Loan Capital Interest	5,531	68,483	77,730	88%	77,730	(9,247)
Brownfield Loan Capital Grants	0	95,725	107,386	89%	107,386	(11,661)
Professional Fees & Misc.						
Legal	1,903	15,235	12,000	127%	12,000	3,235
Miscellaneous	2,289	16,913	6,500	260%	6,500	10,413
Grant Refunds (City CDBG)	155,055	373,073	373,017	100%	373,017	0
Portfolio Mgmt Systems	0	0	8,100	0%	8,100	(8,100)
Brownfield RLF Engineering	0	16,161	25,000	65%	25,000	(8,839)
CDFI Application Consultants	10,000	35,000	13,000	269%	13,000	22,000
Lending Consultants	0	16,193	7,000	231%	7,000	9,193
	<u>169,247</u>	<u>472,575</u>	<u>444,617</u>	<u>106%</u>	<u>444,617</u>	<u>27,902</u>
<i>Lending Total</i>	604,727	1,066,732	1,329,733	80%	1,329,733	(263,058)
<b>Projects</b>						
<b>AgriTech Park</b>						
TIF Reimbursement	183,322	317,815	300,000	106%	300,000	17,815
Property Taxes	2,599	21,563	36,000	60%	36,000	(14,437)
Legal	203	22,242	15,000	148%	15,000	7,242
Interest AgriTech Land Acq Loan	4,732	36,095	70,000	52%	70,000	(33,905)
Professional Fees	0	5,521	10,000	55%	10,000	(4,479)
Miscellaneous	0	4,107	5,000	82%	5,000	(893)
<i>AgriTech Park Total</i>	<u>190,855</u>	<u>407,342</u>	<u>436,000</u>	<u>93%</u>	<u>436,000</u>	<u>(28,658)</u>
<b>Brownfield Assessment</b>						
2020 Grant Engineering	3,302	90,155	98,000	92%	98,000	(7,845)
Grant Writing Consultant	0	10,063	7,500	134%	7,500	2,563
	<u>3,302</u>	<u>100,218</u>	<u>105,500</u>	<u>2</u>	<u>105,500</u>	<u>(5,282)</u>
<b>Strategic Planning</b>						
	0	55,000	60,000	92%	60,000	(5,000)
<b>Talent Attraction</b>						
Marketing Materials	0	7,689	10,000	77%	10,000	(2,311)
Website	0	2,480	10,000	25%	10,000	(7,520)
Photography & Videography	0	11,650	15,000	78%	15,000	(3,350)
Marketing & Advertising	4,480	70,350	65,000	108%	65,000	5,350
Miscellaneous	0	115	5,000	2%	5,000	(4,885)
<i>Talent Attraction Total</i>	<u>4,480</u>	<u>92,284</u>	<u>105,000</u>	<u>88%</u>	<u>105,000</u>	<u>(12,716)</u>
<i>Projects Total</i>	198,637	654,844	706,500	93%	706,500	(51,656)
<b>Total Expense</b>	1,034,231	3,976,355	4,455,953	89%	4,455,953	(479,654)
<b>Net Income</b>	<u>1,109,874</u>	<u>1,678,232</u>	<u>2,740,555</u>	<u>61%</u>	<u>2,740,555</u>	<u>(1,062,267)</u>
Less AgriTech Park Grant	0	1,000,000	1,000,000			
Less Loan Capital Grants	1,739,875	2,005,874	3,317,874			
Plus City CDBG RLF Return	155,055	373,073	373,017			
Less Brownfield Cleanup Grants	0	95,725	107,386			
<b>Operating Surplus (Deficit)</b>	<u>(474,945)</u>	<u>(1,050,294)</u>	<u>(1,311,688)</u>			

**GFDA CASH BALANCES**  
**June 30, 2023**

	6/30/2023	6/30/2022
<b>Unrestricted Cash</b>		
Bank Accounts		
Operating - First Interstate Bank 8023	463,452.55	58,812.84
AgriTech Park LLC - First Interstate Bank 7780	9,364.10	7,305.97
EDA RLF (defederalized)	78,526.66	124,483.24
Enterprise - US Bank 4211	1,524.97	1,524.77
Enterprise - US Bank 6937	<u>2,442,130.16</u>	<u>2,348,588.02</u>
	2,994,998.44	2,540,714.84
CDFI Fund Restrictions		
2020 FA Poverty Persistent County	(70,000.00)	
2021 FA Poverty Persistent County	(176,530.00)	
EDA Defederalized RLF (Board designated for lending)	(78,526.66)	
US Bank Loan Proceeds	<u>(525,797.50)</u>	
	(850,854.16)	
	2,144,144.28	
<b>Days Unrestricted Operating Cash</b>		
Annual Budget Expense	4,455,953.00	
Less Depreciation	(32,400.00)	
Less Allowance for Loan Losses	(700,000.00)	
Less AgriTech Park TIF Reimbursement	(300,000.00)	
Less City CDBG RLF Return	(373,017.00)	
Less Brownfield Loan Capital Grants	<u>(107,386.00)</u>	
Operating Budget	2,943,150.00	
Daily Operating Expense (365 days)	8,063.42	
Days Unrestricted Operating Cash	266	
Days Unrestricted Operating Cash Minimum Target	180	
	1,451,416.44	
Surplus (Deficit) Unrestricted Operating Cash to Target	692,727.84	
<b>Restricted Cash</b>		
Programs		
SBDC	2,810.15	2,296.18
EPA Assessment - First Interstate Bank 3008	285.17	284.02
EPA RLF	422,177.87	516,470.36
CDBG - Cascade County EDA RLF	16,012.10	73,915.48
Downtown RLF	30,502.79	15,132.91
CDBG - City RLF	2,405.04	173,924.45
MicroBusiness RLF	113,231.84	19,607.83
IRP RLF	81,808.38	313,240.07
EDA COVID RLF	999,816.56	75,247.47
SSBCI 2 Principal	850,923.17	-
SSBCI 2 Interest	3,636.48	-
USDA MPILP	259.82	-
EPA RLF #2	<u>20.76</u>	-
	2,523,890.13	1,190,118.77