

## GFDA Financial Report December 2023

1/9/24 (Financials as of December 31, 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 12/31/23	As of 12/31/22	Difference	Change
Assets	32,245,055	22,163,813	10,081,242	45%
Liabilities	9,787,141	6,192,666	3,594,475	58%
Net Assets	22,457,914	15,971,147	6,486,767	41%
Net Income Fiscal Year to Date	5,532,089	723,554	4,808,535	
Revenue Above (Below) Prorated Budget	(211,964)	(98,537)	(113,427)	
Expenses Above (Below) Prorated Budget	(283,115)	(88,549)	(194,566)	
Days Unrestricted Operating Cash	288	163	125	Minimum Target: 180
Investment Paid Fiscal Year to Date	191,084	251,546	(60,462)	
Investment Paid % of Budget	35%	39%	-4%	

December was a fairly steady month with no large grant drawdowns. We lost \$7,592 for the month, but are running an operating profit of \$146,095 for the fiscal year. As more project expenses are incurred this quarter, management expects this will turn negative, though expects to close the fiscal year better than the budgeted \$692,832 operating loss. Both revenue and expenses are running slightly under budget. Expenses through December were about \$70,000 under budget more than revenue was under budget. We received \$225,175 in reimbursement for AgriTech Park infrastructure and distributed that pro-rata to Park infrastructure partners as we do twice a year. We have almost reached 50% total reimbursement for the first three phases of infrastructure in the Park. Days of unrestricted operating cash remain strong with over 100 days above our minimum target.

We completed the CDFI Financial Growth Model and Trends & Peer Comparison in December. We have already used the financial projection model for a grant application and will use it for the CDFI Financial Award application that we have started work on.

We have filed FY2023 990 tax returns for both GFDA and HPF.

Investment is running under budget. We are working to bring this back into budget to close out the fiscal year strong.

The Montana Department of Commerce has told us that we have been recertified as a MicroBusiness Development Corporation. We have not yet received the paperwork so the \$500,000 loan for our MicroBusiness loan fund is still in our current liabilities on the balance sheet. We will be able to move it back to long-term liabilities as soon as we have executed the paperwork.

Lack of loan capital continues to hinder growth of our organization and the impact we can generate. We continue efforts to secure additional loan capital and recycle existing loan capital that is not being used as effectively as possible. Our current efforts are focused on need for loan capital that we can use to match participation with additional State Small Business Credit Initiative funds to support more business startups and expansions, and finding additional loan capital that we can use to get more housing into construction this spring. We have submitted an application to USDA to borrow \$1 million that could be used for business gap and bridge loans. If we win the funds we will put them to work in rural areas, but the funds will not be able to be used for SSBCI match or housing production. We are seeking loan capital from a number of banks and investment funds, and continue to work with the City of Great Falls on refinancing loan capital that was used for infrastructure for the first two companies in the Great Falls AgriTech Park. And we continue efforts to recover delinquent loan capital. Note, we have readily available loan capital to support the startup and expansion of meat processing operations and for brownfields cleanup for redevelopment projects, and we have unlimited access to SBA 504 loans.

**GFDA Balance Sheet**  
**December 31, 2023**

	December 31 2023	June 30, 2023	Change
<b>Current Assets</b>			
Cash and Cash Equivalents	\$ 2,814,640	\$ 2,994,998	\$ (180,358)
Cash Restricted For Loans and Grants	1,211,841	2,523,890	(1,312,049)
Accounts Receivable	98,372	141,073	(42,701)
Accrued Interest Receivable	622,862	471,849	151,013
Due from High Plains Financial	6,313	8,271	(1,958)
Current Portion of Loans Receivable (Net of Allowance for Doubtful Loans of \$132,793)	9,796,060	10,044,273	(248,213)
<b>Total Current Assets</b>	14,550,088	16,184,354	(1,634,266)
AgriTech TIF Receivable - Long-Term Assets	76,522	85,538	(9,016)
Held for Sale - Agritech Park Land	2,136,111	2,136,111	0
Lease Portage Building Right-of-Use - Office Space	810,976	832,035	(21,058)
Office Furniture and Equipment - Net	22,166	25,579	(3,413)
Noncurrent Portion of Loans Receivable (Net of Allowance for Doubtful Loans of \$1,638,007)	14,649,191	5,162,744	9,486,447
<b>Total Assets</b>	<b>\$ 32,245,055</b>	<b>\$ 24,426,362</b>	<b>\$ 7,818,693</b>
<b>Current Liabilities</b>			
Accounts Payable	\$ 23,468	\$ 53,545	\$ (30,077)
Accrued Liabilities	154,150	178,405	(24,255)
Current Portion of Notes Payable	1,683,804	1,674,175	9,629
Lease-Portage Building	42,914	42,381	533
Deferred Grant Revenues	58,273	0	58,273
Funds Held in Trust	3,929	3,426	503
<b>Total Current Liabilities</b>	1,966,538	1,951,932	14,606
<b>Noncurrent Liabilities</b>			
FIB AgriTech Land Acquisition Loan #2876	676,610	688,894	(12,284)
FIB AgriTech Land Acquisition Loan #7434	315,845	330,570	(14,725)
FIB Operating Loan #9287	369,231	414,822	0
MDOC - Microloan RLF Loan	0	0	0
CDFI Fund 2020FA Loan - Loan Capital	280,975	280,975	0
CDFI Fund 2021FA Loan - Loan Capital	500,000	500,000	0
CDFI Fund 2022FA Loan - Loan Capital	237,630	0	237,630
MBOI - CDFI FA2020 Match Loan - Loan Capital	276,369	280,320	(3,951)
MBOI - CDFI FA2021 Match Loan - Loan Capital	500,000	295,000	205,000
MBOI - CDFI FA2022 Match Loan - Loan Capital	237,630		
USDA - IRP RLF Loan - Loan Capital	258,961	287,920	(28,959)
MBOI - USDA IRP RLF Match Loan - Loan Capital	70,236	71,773	(1,537)
CNote Group Loan - Loan Capital	0	0	0
US Bank - CRA Investment for Loan Capital	1,000,000	1,000,000	0
SSBCI MDOC Required RLF Assets 50% Return	2,326,251	605,874	1,720,377
Lease - Portage Building - Office Space	770,866	792,457	(21,591)
<b>Total Noncurrent Liabilities</b>	7,820,603	5,548,605	2,271,998
<b>Total Liabilities</b>	9,787,141	7,500,537	2,286,604
<b>Net Assets</b>			
Beginning of Year	16,925,825	15,247,593	1,678,232
Increase (Decrease) in Net Assets - Current Year	5,532,089	1,678,232	3,853,857
<b>Total Net Assets</b>	22,457,914	16,925,825	5,532,089
<b>Total Liabilities and Net Assets</b>	<b>\$ 32,245,055</b>	<b>\$ 24,426,362</b>	<b>\$ 7,818,693</b>

**GFDA INCOME/EXPENSE**  
**December 31, 2023**

	6		FY Total Through 12/31/23	FY 2024 Budget	% of Budget Fiscal Year to Date	FY 2024 Prorated	Over (Under) Budget
REVENUE		Dec 2023					
Investment		25,635	191,084	550,000	35%	275,000	(83,916)
Generated Revenue							
AgriTech Park		0	9,509	0	#DIV/0!	0	9,509
AgriTech Park TIF Reimbursement		225,175	225,175	270,000	83%	225,175	(0)
Downtown BDO		4,250	25,500	51,000	50%	25,500	0
FADC, APEX & SBDC							
Food & Ag Development Center		4,375	21,876	65,000	34%	32,500	(10,624)
Specialty Crop Block Grant		5,476	32,855	66,000	50%	33,000	(145)
APEX Accelerator (PTAC)		8,720	60,903	74,000	82%	37,000	23,903
Small Business Dev Center		9,190	56,769	130,000	44%	65,000	(8,231)
SBDC Program Income		0	2	5,000	0%	2,500	(2,498)
<i>FADC, APEX &amp; SBDC Total</i>		27,760	172,404	340,000	51%	170,000	2,404
HPF Management		0	1,000	48,500	2%	24,250	(23,250)
Lending Interest & Fees		139,352	802,983	1,868,600	43%	934,300	(131,317)
Project Grants							
EPA RLF #2 Admin		6,808	41,614	60,000	69%	30,000	11,614
EPA Assessment		3,959	31,122	100,000	31%	50,000	(18,878)
USDA MPILP #1		2,782	16,692	33,384	50%	16,692	(0)
USDA MPILP #2		0	0	0	#DIV/0!	0	0
Downtown Market Assessment		0	0	45,000	0%	0	0
New Grants		0	0	80,000	0%	0	0
CDFI 22FA		0	75,356	75,356	100%	75,356	0
CDFI ERP		0	292,280	292,280	100%	292,280	0
<i>Project Grants Total</i>		13,549	457,064	686,020	67%	464,328	(7,264)
Client Grant Management		0	0	0	#DIV/0!	0	0
Events and Miscellaneous		0	26,370	0	#DIV/0!	0	26,370
Sponsorship		0	8,000	25,000	32%	12,500	(4,500)
<i>Generated Revenue Total</i>		410,086	1,728,005	3,289,120	53%	1,856,053	(128,048)
Loan Capital Grants							
CDFI FA22		0	427,015	427,015	100%	427,015	0
CDFI ERP		0	1,656,252	1,656,254	100%	1,656,252	0
SSBCI		0	1,720,377	1,720,377	100%	1,720,377	0
USDA MPILP #1		0	1,575,000	1,575,000	100%	1,575,000	0
USDA MPILP #2		0	0	0	#DIV/0!	0	0
EPA RLF #2		0	97,360	583,925	17%	97,360	0
<i>Loan Capital Grants Total</i>		0	5,476,004	5,962,571	92%	5,476,004	0
Total Revenue		435,721	7,395,093	9,801,691	75%	7,607,057	(211,964)

# GFDA INCOME/EXPENSE

December 31, 2023

	Dec 2023	FY Total Through 12/31/23	FY 2024 Budget	% of Budget Fiscal Year to Date	FY 2024 Prorated	Over (Under) Budget
EXPENSE						
Staff						
Salaries and Wages	126,006	701,310	1,575,000	45%	787,500	(86,190)
Payroll Expenses & Benefits	37,358	202,714	441,000	46%	220,500	(17,786)
Professional Development	840	12,635	110,000	11%	55,000	(42,365)
	164,204	916,659	2,126,000	43%	1,063,000	(146,341)
Operations						
Auto	960	5,760	12,000	48%	6,000	(240)
Communication	1,987	11,444	28,000	41%	14,000	(2,556)
Depreciation	1,440	9,137	28,000	33%	14,000	(4,863)
Fundraising	0	459	7,000	7%	3,500	(3,041)
Insurance	0	21,096	32,000	66%	16,000	5,096
Meetings & Events	203	3,958	15,000	26%	7,500	(3,542)
Office	4,178	25,056	50,000	50%	25,000	56
Operating Debt Interest & Fees	4,617	28,223	40,000	71%	20,000	8,223
Professional Fees	2,015	32,676	90,000	36%	45,000	(12,324)
Supplies, Computing & Copying	2,582	20,771	32,000	65%	16,000	4,771
Miscellaneous	83	28,672	15,000	191%	7,500	21,172
	18,064	187,252	349,000	54%	174,500	12,752
Business Development						
Marketing						
GFDA Events	0	6,957	25,000	28%	12,500	(5,543)
Conf & Trade Show Registrations	510	14,556	30,000	49%	15,000	(444)
Advertising	89	12,697	22,000	58%	11,000	1,697
Marketing Materials	111	6,144	22,000	28%	11,000	(4,856)
	710	40,354	99,000	41%	49,500	(9,146)
Partnerships/Memberships						
Membership, Dues & Publications	824	11,423	35,000	33%	17,500	(6,077)
Partnerships	0	2,500	15,000	17%	7,500	(5,000)
Entrepreneur Mentor Network	0	0	5,000	0%	2,500	(2,500)
Online System Subscriptions	3,883	27,149	50,000	54%	25,000	2,149
	4,707	41,072	105,000	39%	52,500	(11,428)
Professional Fees						
Content Providers	0	0	5,000	0%	2,500	(2,500)
Photography & Videography	0	0	22,000	0%	11,000	(11,000)
Web & Graphic Design	270	2,376	20,000	12%	10,000	(7,624)
	270	2,376	47,000	5%	23,500	(21,124)
Travel	6,783	51,684	90,000	57%	45,000	6,684
<i>Business Development Total</i>	12,470	135,486	341,000	40%	170,500	(35,014)

# GFDA INCOME/EXPENSE

December 31, 2023

	Dec 2023	FY Total Through 12/31/23	FY 2024 Budget	% of Budget Fiscal Year to Date	FY 2024 Prorated	Over (Under) Budget
<b>Lending</b>						
Allowance For Loan Losses	0	101,226	585,000	17%	101,226	0
Loan Capital Interest	7,789	45,068	88,952	51%	44,476	592
Brownfield Loan Capital Grants	0	90,010	583,925	15%	90,010	0
Professional Fees & Misc.						
Legal	649	8,658	30,000	29%	15,000	(6,343)
Miscellaneous	524	7,179	12,000	60%	6,000	1,179
Grant Refunds (City CDBG)	0	732	0	#DIV/0!	0	0
Portfolio Mgmt Systems	0	0	7,000	0%	3,500	(3,500)
Brownfield RLF Engineering	0	7,350	25,000	29%	12,500	(5,150)
CDFI Application Consultants	0	7,500	56,000	13%	28,000	(20,500)
Lending Consultants	0	0	20,000	0%	10,000	(10,000)
	1,172	31,418	150,000	21%	75,000	(44,314)
<i>Lending Total</i>	8,961	267,722	1,407,877	19%	310,712	(43,722)
<b>Projects</b>						
AgriTech Park						
TIF Reimbursement	225,175	225,175	270,000	83%	225,175	(0)
Property Taxes	2,828	18,538	25,000	74%	12,500	6,038
Legal	0	833	25,000	3%	12,500	(11,667)
Interest AgriTech Land Acq Loan	4,611	26,663	65,000	41%	32,500	(5,837)
Professional Fees	499	3,352	15,000	22%	7,500	(4,149)
Miscellaneous	313	2,928	5,000	59%	2,500	428
<i>AgriTech Park Total</i>	233,426	277,489	405,000	69%	292,675	(15,186)
Brownfield Assessment						
Grant Engineering	0	18,943	80,000	24%	40,000	(21,057)
Strategic Planning						
Downtown Market Assessment	0	0	50,000	0%	0	0
CDFI Growth Model	0	0	9,000	0%	0	0
Energy Market Assessment	0	0	80,000	0%	0	0
Transload/Logistics Mkt Assess	0	0	80,000	0%	0	0
Bioscience	0	30,000	60,000	50%	30,000	0
	0	30,000	279,000	11%	0	0
Talent Attraction						
Marketing Materials	0	0	10,000	0%	5,000	(5,000)
Website	0	0	10,000	0%	5,000	(5,000)
Photography & Videography	0	0	20,000	0%	10,000	(10,000)
Marketing & Advertising	6,189	29,453	80,000	37%	40,000	(10,547)
Miscellaneous	0	0	8,000	0%	4,000	(4,000)
<i>Talent Attraction Total</i>	6,189	29,453	128,000	23%	64,000	(34,547)
<i>Projects Total</i>	239,615	355,885	892,000	40%	396,675	(70,790)
Total Expense	443,314	1,863,004	5,115,877	36%	2,115,387	(283,115)
Net Income	(7,592)	5,532,089	4,685,814	118%	5,491,670	71,151
Less Loan Capital Grants	0	(5,476,004)	(5,962,571)			
Plus Brownfield Cleanup Grants	0	90,010	583,925			
Operating Surplus (Deficit)	(7,592)	146,095	(692,832)			

**GFDA CASH BALANCES**  
**December 31, 2023**

	12/31/23	6/30/23
<b>Unrestricted Cash</b>		
Bank Accounts		
Operating - First Interstate Bank 8023	409,029.27	463,452.55
AgriTech Park LLC - First Interstate Bank 7780	18,510.84	9,364.10
EDA RLF (defederalized)	177,691.95	78,526.66
Enterprise - US Bank 4211	6,634.87	1,524.97
Enterprise - US Bank 6937	<u>2,202,773.38</u>	<u>2,442,130.16</u>
	2,814,640.31	2,994,998.44
CDFI Fund Restrictions		
2021 FA Poverty Persistent County	(166,530.00)	
2022 FA CDFI Award	-	
2022 FA Poverty Persistent County	(100,000.00)	
2023 ERP CDFI Award	-	
EDA Defederalized RLF (Board designated for lending)	(168,000.00)	
US Bank Loan Proceeds	<u>-</u>	
	(434,530.00)	
	2,380,110.31	
<b>Days Unrestricted Operating Cash</b>		
Annual Budget Expense	4,481,952.00	
Less Depreciation	(28,000.00)	
Less Allowance for Loan Losses	(585,000.00)	
Less AgriTech Park TIF Reimbursement	(270,000.00)	
Less Brownfield Loan Capital Grants	<u>(583,925.00)</u>	
Operating Budget	3,015,027.00	
Daily Operating Expense (365 days)	8,260.35	
Days Unrestricted Operating Cash	288	
Days Unrestricted Operating Cash Minimum Target	180	
	1,486,862.63	
Surplus (Deficit) Unrestricted Operating Cash to Target	893,247.68	
<b>Restricted Cash</b>		
Programs		
SBDC-GFDA	982.04	2,810.15
EPA Assessment - First Interstate Bank 3008	4,606.60	285.17
EPA RLF	433,284.12	422,177.87
CDBG - Cascade County EDA RLF	29,425.20	16,012.10
Downtown RLF	38,836.22	30,502.79
CDBG - City RLF	-	2,405.04
MicroBusiness RLF	132,291.96	113,231.84
IRP RLF	86,421.59	81,808.38
EDA COVID RLF	64,280.70	999,816.56
SSBCI 2 Principal	327,565.89	850,923.17
SSBCI 2 Interest	17,250.43	3,636.48
USDA MPILP	70,059.09	259.82
USDA MPILP #2	159.76	-
EPA RLF #2	<u>6,676.95</u>	<u>20.76</u>
	1,211,840.55	2,523,890.13

## GFDA Debt Schedule

12/31/23

<i><b>Lender</b></i>	<i><b>Loan Purpose</b></i>	<i><b>Current Balance</b></i>	<i><b>Interest Rate</b></i>	<i><b>Maturity Date</b></i>	<i><b>Payment Schedule</b></i>
First Interstate Bank	Land	700,908.73	4.50%	9/2/27	Monthly P&I Payments of 4,619.37
First Interstate Bank	Land	345,140.45	6.10%	1/1/28	Monthly P&I Payments of 4,132.91
First Interstate Bank	Operating	458,488.67	7.25%	6/1/28	Monthly P&I Payments of 9,979.73
USDA IRP	Loan Capital	287,920.18	1.00%	11/29/34	Annual P&I payments of 31,838.00
Montana Board of Investments	Loan Capital	76,346.11	2.00%	10/13/34	Quarterly P&I payments of 1,898.93
Montana Dept. Commerce	Loan Capital	500,000.00	2.75%	12/31/23	Quarterly interest-only payments of 3,437.50 Rolls over every four years.
Montana Board of Investments #20006	Loan Capital	280,975.00	2.00%	12/1/50	Quarterly interest-only payments of 1,401.03 P&I payments start June 2024
CDFI Fund #201FA054510	Loan Capital	280,975.00	1.70%	11/18/33	Semi-annual interest-only payments of 2,388.29 P&I payments start June 2031
Montana Board of Investments #20024	Loan Capital	500,000.00	2.00%	6/30/52	Quarterly interest-only payments of 1,980.09 P&I payments start April 2025
CDFI Fund #211FA058137	Loan Capital	500,000.00	0.66%	6/2/35	Semi-annual interest-only payments of 1,650.00 P&I payments start December 2032
CDFI Fund #221FA059938	Loan Capital	237,630.00	1.39%	7/5/36	Semi-annual interest-only payments of 1,596.48 P&I payments start December 2033
Montana Board of Investments	Loan Capital	237,630.00	2.00%	3/10/53	Quarterly interest-only payments of 1,300.00 P&I payments start June 2026
US Bank CDC	Loan Capital	1,000,000.00	2.74%	8/11/28	Quarterly interest-only payments of 6,850.00 Due three years from Initial term August 2025 Auto extend 1 year, up to three times
CNote Group	Loan Capital	197,548.00	3.50%	1/8/24	Monthly interest-only payments; balloon
CNote Group	Loan Capital	631,759.00	3.50%	1/13/24	Monthly interest-only payments; balloon
CNote Group	Loan Capital	94,979.00	3.50%	1/16/24	Monthly interest-only payments; balloon
CNote Group	Loan Capital	36,989.90	3.50%	2/5/24	Monthly interest-only payments; balloon
CNote Group	Loan Capital	40,000.00	3.50%	5/18/24	Monthly interest-only payments; balloon
		6,407,290.04			