

GFDA Financial Report October 2023

11/14/23 (Financials as of October 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

	<i>As of</i> 10/31/23	<i>As of</i> 10/31/22	<i>Difference</i>	<i>Change</i>
Assets	32,329,601	21,948,046	10,381,555	47%
Liabilities	9,806,314	5,822,243	3,984,071	68%
Net Assets	22,523,287	16,125,803	6,397,484	40%
Net Income Fiscal Year to Date	5,597,462	878,210	4,719,252	
Revenue Above (Below) Prorated Budget	269,676	953,312	(683,636)	
Expenses Above (Below) Prorated Budget	(202,040)	(65,537)	(136,503)	
Days Unrestricted Operating Cash	284	174	110	Minimum Target: 180
Investment Paid Fiscal Year to Date	151,624	196,750	(45,126)	
Investment Paid % of Budget	28%	30%	-2%	

We're running an operating surplus fiscal year to date of \$236,468. Revenues are running above budget and expenses below budget. Lending revenue is \$190,357 under budget through October, but we have just closed and funded \$7.85 million in loans so expect lending revenue to catch up with budget.

We calculated an increase of \$101,226 in loan loss allowance for the first quarter of the fiscal year after completing a review of our outstanding loan portfolio. The increase is due entirely to an increase in our loan portfolio outstanding balance. We will book this in November. We plan to get this done earlier next quarter.

Unrestricted operating cash remains healthy because of the \$500,000 we borrowed in the Spring. We will soon have some fairly large project expenses so need to make more progress on investment and new grants. Potential AgriTech Park land sales net income must be 100% applied to debt on the land. The sales will improve our balance sheet, but not our cash position.

We have received \$50,000 in additional SSBCI funds in November to date. We have funded \$8,050,000 in loans in November to date.

GFDA Balance Sheet
October 31, 2023

	October 30 2023	June 30, 2023	Change
Current Assets			
Cash and Cash Equivalents	\$ 5,255,498	\$ 2,994,998	\$ 2,260,500
Cash Restricted For Loans and Grants	6,729,433	2,523,890	4,205,543
Accounts Receivable	139,763	141,073	(1,310)
Accrued Interest Receivable	554,750	471,849	82,901
Due from High Plains Financial	11,329	8,271	3,058
Current Portion of Loans Receivable (Net of Allowance for Doubtful Loans of \$107,487)	<u>10,293,977</u>	<u>10,044,273</u>	<u>249,704</u>
Total Current Assets	22,984,751	16,184,354	6,800,397
AgriTech TIF Receivable - Long-Term Assets	85,538	85,538	0
Held for Sale - Agritech Park Land	2,136,111	2,136,111	0
Lease Portage Building Right-of-Use - Office Space	818,025	832,035	(14,010)
Office Furniture and Equipment - Net	21,817	25,579	(3,762)
Noncurrent Portion of Loans Receivable (Net of Allowance for Doubtful Loans of \$1,562,087)	<u>6,283,358</u>	<u>5,162,744</u>	<u>1,120,614</u>
Total Assets	\$ 32,329,601	\$ 24,426,362	\$ 7,903,239
Current Liabilities			
Accounts Payable	\$ 36,654	\$ 53,545	\$ (16,891)
Accrued Liabilities	157,080	178,405	(21,325)
Current Portion of Notes Payable	1,681,474	1,674,175	7,299
Lease-Portage Building	42,736	42,381	355
Deferred Grant Revenues	63,837	0	63,837
Funds Held in Trust	<u>3,315</u>	<u>3,426</u>	<u>(111)</u>
Total Current Liabilities	1,985,096	1,951,932	33,164
Noncurrent Liabilities			
FIB AgriTech Land Acquisition Loan #2876	680,909	688,894	(7,985)
FIB AgriTech Land Acquisition Loan #7434	320,968	330,570	(9,602)
FIB Operating Loan #9287	376,874	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	277,690	280,320	(2,630)
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	2,301,251	605,874	1,695,377
Lease - Portage Building - Office Space	<u>778,093</u>	<u>792,457</u>	<u>(14,364)</u>
Total Noncurrent Liabilities	7,821,218	5,548,605	2,272,613
Total Liabilities	9,806,314	7,500,537	2,305,777
Net Assets			
Beginning of Year	16,925,825	15,247,593	1,678,232
Increase (Decrease) in Net Assets - Current Year	<u>5,597,462</u>	<u>1,678,232</u>	<u>3,919,230</u>
Total Net Assets	22,523,287	16,925,825	5,597,462
Total Liabilities and Net Assets	\$ 32,329,601	\$ 24,426,362	\$ 7,903,239

GFDA INCOME/EXPENSE
October 31, 2023

4	Oct 2023	FY Total Through 10/31/23	FY 2024 Budget	% of Budget Fiscal Year to Date	FY 2024 Prorated	Over (Under) Budget
REVENUE						
Investment	37,653	151,624	550,000	28%	183,333	(31,709)
Generated Revenue						
AgriTech Park	9,509	9,509	0	#DIV/0!	0	9,509
AgriTech Park TIF Reimbursement	0	0	270,000	0%	0	0
Downtown BDO	4,250	17,000	51,000	33%	17,000	0
FADC, APEX & SBDC						
Food & Ag Development Center	4,375	19,088	65,000	29%	21,667	(2,579)
Specialty Crop Block Grant	5,476	21,903	66,000	33%	22,000	(97)
APEX Accelerator (PTAC)	10,807	40,846	74,000	55%	24,667	16,179
Small Business Dev Center	11,274	42,053	130,000	32%	43,333	(1,280)
SBDC Program Income	0	2	5,000	0%	1,667	(1,664)
<i>FADC, APEX & SBDC Total</i>	<u>31,932</u>	<u>123,892</u>	<u>340,000</u>	<u>36%</u>	<u>113,333</u>	<u>10,559</u>
HPF Management	0	1,000	48,500	2%	16,167	(15,167)
Lending Interest & Fees	110,319	432,510	1,868,600	23%	622,867	(190,357)
Project Grants						
EPA RLF #2 Admin	6,321	28,205	60,000	47%	20,000	8,205
EPA Assessment	3,899	22,844	100,000	23%	33,333	(10,489)
USDA MPILP #1	2,782	11,128	33,384	33%	11,128	(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%	0	75,356
CDFI ERP	0	292,280	292,280	100%	0	292,280
<i>Project Grants Total</i>	<u>13,002</u>	<u>429,813</u>	<u>686,020</u>	<u>63%</u>	<u>64,461</u>	<u>365,351</u>
Client Grant Management	0	0	0	#DIV/0!	0	0
Events and Miscellaneous	6,616	24,463	0	#DIV/0!	0	24,463
Sponsorship	4,000	8,000	25,000	32%	8,333	(333)
<i>Generated Revenue Total</i>	<u>179,628</u>	<u>1,046,186</u>	<u>3,289,120</u>	<u>32%</u>	<u>842,161</u>	<u>204,025</u>
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	1,695,377	1,695,377	100%	1,695,377	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	41,103	97,360	583,925	17%	0	97,360
<i>Loan Capital Grants Total</i>	<u>41,103</u>	<u>5,451,004</u>	<u>5,937,571</u>	<u>92%</u>	<u>5,353,644</u>	<u>97,360</u>
Total Revenue	258,384	6,648,815	9,776,691	68%	6,379,139	269,676

GFDA INCOME/EXPENSE

October 31, 2023

EXPENSE	Oct 2023	FY Total Through 10/31/23	FY 2024 Budget	% of Budget Fiscal Year to Date	FY 2024 Prorated	Over (Under) Budget
Staff						
Salaries and Wages	112,594	436,092	1,575,000	28%	525,000	(88,908)
Payroll Expenses & Benefits	32,738	131,478	441,000	30%	147,000	(15,522)
Professional Development	724	6,675	110,000	6%	36,667	(29,991)
	<u>146,056</u>	<u>574,245</u>	<u>2,126,000</u>	<u>27%</u>	<u>708,667</u>	<u>(134,421)</u>
Operations						
Auto	960	3,840	12,000	32%	4,000	(160)
Communication	1,907	7,180	28,000	26%	9,333	(2,153)
Depreciation	1,689	6,009	28,000	21%	9,333	(3,324)
Fundraising	50	157	7,000	2%	2,333	(2,176)
Insurance	17,822	21,096	32,000	66%	10,667	10,429
Meetings & Events	205	2,860	15,000	19%	5,000	(2,140)
Office	4,163	16,609	50,000	33%	16,667	(57)
Operating Debt Interest & Fees	4,534	19,122	40,000	48%	13,333	5,788
Professional Fees	0	27,136	90,000	30%	30,000	(2,864)
Supplies, Computing & Copying	9,282	13,600	32,000	42%	10,667	2,933
Miscellaneous	1,584	18,800	15,000	125%	5,000	13,800
	<u>42,197</u>	<u>136,409</u>	<u>349,000</u>	<u>39%</u>	<u>116,333</u>	<u>20,076</u>
Business Development						
Marketing						
GFDA Events	0	6,957	25,000	28%	8,333	(1,376)
Conf & Trade Show Registrations	1,285	9,915	30,000	33%	10,000	(85)
Advertising	389	10,049	22,000	46%	7,333	2,716
Marketing Materials	546	2,830	22,000	13%	7,333	(4,503)
	<u>2,220</u>	<u>29,751</u>	<u>99,000</u>	<u>30%</u>	<u>33,000</u>	<u>(3,249)</u>
Partnerships/Memberships						
Membership, Dues & Publications	2,013	9,707	35,000	28%	11,667	(1,960)
Partnerships	0	2,500	15,000	17%	5,000	(2,500)
Entrepreneur Mentor Network	0	0	5,000	0%	1,667	(1,667)
Online System Subscriptions	2,170	15,687	50,000	31%	16,667	(979)
	<u>4,182</u>	<u>27,894</u>	<u>105,000</u>	<u>27%</u>	<u>35,000</u>	<u>(7,106)</u>
Professional Fees						
Content Providers	0	0	5,000	0%	1,667	(1,667)
Photography & Videography	0	0	22,000	0%	7,333	(7,333)
Web & Graphic Design	854	2,047	20,000	10%	6,667	(4,620)
	<u>854</u>	<u>2,047</u>	<u>47,000</u>	<u>4%</u>	<u>15,667</u>	<u>(13,620)</u>
Travel	8,552	35,457	90,000	39%	30,000	5,457
<i>Business Development Total</i>	<u>15,807</u>	<u>95,149</u>	<u>341,000</u>	<u>28%</u>	<u>113,667</u>	<u>(18,518)</u>

GFDA INCOME/EXPENSE

October 31, 2023

	Oct 2023	FY Total Through 10/31/23	FY 2024 Budget	% of Budget Fiscal Year to Date	FY 2024 Prorated	Over (Under) Budget
Lending						
Allowance For Loan Losses	0	0	585,000	0%	0	0
Loan Capital Interest	7,375	29,839	88,952	34%	29,651	188
Brownfield Loan Capital Grants	90,010	90,010	583,925	15%	90,010	0
Professional Fees & Misc.						
Legal	2,462	13,049	30,000	43%	10,000	3,049
Miscellaneous	536	4,650	12,000	39%	4,000	650
Grant Refunds (City CDBG)	732	732	0	#DIV/0!	0	0
Portfolio Mgmt Systems	0	0	7,000	0%	2,333	(2,333)
Brownfield RLF Engineering	7,350	7,350	25,000	29%	8,333	(983)
CDFI Application Consultants	0	0	56,000	0%	18,667	(18,667)
Lending Consultants	0	0	20,000	0%	6,667	(6,667)
	11,079	25,780	150,000	17%	50,000	(24,951)
<i>Lending Total</i>	108,464	145,629	1,407,877	10%	169,661	(24,763)
Projects						
AgriTech Park						
TIF Reimbursement	0	0	270,000	0%	0	0
Property Taxes	3,957	11,753	25,000	47%	8,333	3,420
Legal	0	473	25,000	2%	8,333	(7,860)
Interest AgriTech Land Acq Loan	4,363	17,710	65,000	27%	21,667	(3,957)
Professional Fees	0	0	15,000	0%	5,000	(5,000)
Miscellaneous	0	2,615	5,000	52%	1,667	948
<i>AgriTech Park Total</i>	8,320	32,551	405,000	8%	45,000	(12,449)
Brownfield Assessment						
Grant Engineering	0	18,943	80,000	24%	26,667	(7,724)
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%	3,333	(3,333)
Website	0	0	10,000	0%	3,333	(3,333)
Photography & Videography	0	0	20,000	0%	6,667	(6,667)
Marketing & Advertising	4,580	18,426	80,000	23%	26,667	(8,241)
Miscellaneous	0	0	8,000	0%	2,667	(2,667)
<i>Talent Attraction Total</i>	4,580	18,426	128,000	14%	42,667	(24,241)
<i>Projects Total</i>	12,900	99,920	892,000	11%	114,333	(44,413)
Total Expense	325,425	1,051,353	5,115,877	21%	1,222,661	(202,040)
Net Income	(67,041)	5,597,462	4,660,814	120%	5,156,478	471,716
Less Loan Capital Grants	(41,103)	(5,451,004)	(5,937,571)			
Plus Brownfield Cleanup Grants	90,010	90,010	583,925			
Operating Surplus (Deficit)	(18,134)	236,468	(692,832)			

GFDA CASH BALANCES
October 31, 2023

	10/31/23	6/30/23
Unrestricted Cash		
Bank Accounts		
Operating - First Interstate Bank 8023	426,502.32	463,452.55
AgriTech Park LLC - First Interstate Bank 7780	9,693.34	9,364.10
EDA RLF (defederalized)	224,786.24	78,526.66
Enterprise - US Bank 4211	1,652.11	1,524.97
Enterprise - US Bank 6937	4,592,864.47	2,442,130.16
	<u>5,255,498.48</u>	<u>2,994,998.44</u>
CDFI Fund Restrictions		
2021 FA Poverty Persistent County	(166,530.00)	
2022 FA CDFI Award	(564,645.00)	
2022 FA Poverty Persistent County	(100,000.00)	
2023 ERP CDFI Award	(1,656,252.20)	
EDA Defederalized RLF (Board designated for lending)	(206,057.46)	
US Bank Loan Proceeds	(215,797.50)	
	<u>(2,909,282.16)</u>	
	2,346,216.32	
Days Unrestricted Operating Cash		
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	(583,925.00)	
	<u>3,015,027.00</u>	
Operating Budget	3,015,027.00	
Daily Operating Expense (365 days)	8,260.35	
Days Unrestricted Operating Cash	284	
Days Unrestricted Operating Cash Minimum Target	180	
	1,486,862.63	
Surplus (Deficit) Unrestricted Operating Cash to Target	859,353.69	
Restricted Cash		
Programs		
SBDC	-	2,810.15
EPA Assessment - First Interstate Bank 3008	287.42	285.17
EPA RLF	429,270.08	422,177.87
CDBG - Cascade County EDA RLF	27,992.05	16,012.10
Downtown RLF	36,191.07	30,502.79
CDBG - City RLF	-	2,405.04
MicroBusiness RLF	123,872.15	113,231.84
IRP RLF	66,163.11	81,808.38
EDA COVID RLF	1,038,907.85	999,816.56
SSBCI 2 Principal	3,320,978.60	850,923.17
SSBCI 2 Interest	10,280.85	3,636.48
USDA MPILP	1,675,229.91	259.82
USDA MPILP #2	179.72	-
EPA RLF #2	80.53	20.76
	<u>6,729,433.34</u>	<u>2,523,890.13</u>

GFDA Debt Schedule

10/31/23

<i>Lender</i>	<i>Loan Purpose</i>	<i>Current Balance</i>	<i>Interest Rate</i>	<i>Maturity Date</i>	<i>Payment Schedule</i>
First Interstate Bank	Land	705,026.89	4.50%	9/2/27	Monthly P&I Payments of 4,619.37
First Interstate Bank	Land	349,967.72	6.10%	1/1/28	Monthly P&I Payments of 4,132.91
First Interstate Bank	Operating	465,601.45	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
		6,423,348.25			