GFDA Financial Report April 2024

5/11/24 (Financials as of April 30, 2024)

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 4/30/24	As of 4/30/23	Difference	Change	
Assets Liabilities	31,732,364 9.659.125	22,511,344 6.635.169	9,221,020 3.023.956	41% 46%	
Net Assets	22,073,239	15,876,175	6,197,064	39%	
Net Income Fiscal Year to Date	5,147,414	628,582	4,518,832		
Revenue Above (Below) Prorated Budget Expenses Above (Below) Prorated Budge	(88,331) (293,597)	(159,200) (250,700)	70,869 (42,897)		
Days Unrestricted Operating Cash	250	144	106	Minimum Target:	180
Investment Paid Fiscal Year to Date Investment Paid % of Budget	325,344 59%	423,296 65%	(97,952) -6%		

April was a strong financial month. We received \$64,825 in local investment, improving investment from 47% of budget at the end of March to 59% of budget at the end of April. We received \$225,500 in new grant funds from the Federal Home Loan Bank match program. The Montana Department of Commerce approved five new SSBCI loans totaling \$1,082,000. We expect to receive these funds and close the loans by the end of the fiscal year. Days unrestricted operating cash improved form 228 days to 250 days. We booked \$9,000 in loan loss allowance, accounting for growth of our loan portfolio last quarter.

Revenue fiscal-year-to-date improved from 3.6% under budget to 1% under budget. Expenses heal steady under budget, changing from 8% under budget to 6% under budget. Net income for the month was \$173,781.

Cnote has agreed to roll over a \$40,000 note due May 18th.

Ten months into the fiscal year, we have increased assets and net assets by 30% and lowered current liabilities by 73%. Our loan portfolio, net of allowance for loan loss, has grown by 59%, an increase of \$8,912,919.

Three AgriTech Park lot purchase agreements were signed by companies and the subdivision application was submitted to the City of Great Falls. The renewal contract for our APEX Accelerator was executed.

In May, the Great Falls City Commission unanimously approved the FY2024 and FY2025 tax increment financing with the Downtown Development Partnership. The TIF funding includes 50% of salary and fringe for the Downtown Business Development Officer position for both fiscal years.

GFDA Balance Sheet April 30, 2024

	_	April 30 2024	-	June 30, 2023	-	Change
Current Assets Cash and Cash Equivalents Cash Restricted For Loans and Grants Accounts Receivable Accrued Interest Receivable Due from High Plains Financial Current Portion of Loans Receivable (Net of Allowance	\$	2,479,660 1,295,822 97,524 696,537 12,478	\$	2,994,998 2,523,890 141,073 471,849 8,271	\$	(515,338) (1,228,068) (43,549) 224,688 4,207
for Doubtful Loans of \$255,518)	-	10,023,936	=	10,044,273	-	(20,337)
Total Current Assets		14,605,956		16,184,354		(1,578,398)
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		796,791		832,035		(35,244)
Office Furniture and Equipment - Net		20,984		25,579		(4,595)
Noncurrent Portion of Loans Receivable (Net of Allowance for Doubtful Loans of \$2,006,182)	_	14,096,000	_	5,162,744	_	8,933,256
Total Assets	\$	31,732,364	\$	24,426,362	\$	7,306,002
Current Liabilities Accounts Payable Accrued Liabilities Current Portion of Notes Payable Lease-Portage Building Deferred Grant Revenues Funds Held in Trust Total Current Liabilities Noncurrent Liabilities Noncurrent Liabilities FIB AgriTech Land Acquisition Loan #2876 FIB AgriTech Land Acquisition Loan #7434 FIB Operating Loan #9287 MDOC - Microloan RLF Loan CDFI Fund 2020FA Loan - Loan Capital CDFI Fund 2021FA Loan - Loan Capital CDFI Fund 2022FA Loan - Loan Capital MBOI - CDFI FA2020 Match Loan - Loan Capital MBOI - CDFI FA2021 Match Loan - Loan Capital MBOI - CDFI FA2022 Match Loan - Loan Capital MBOI - USDA IRP RLF Match Loan - Loan Capital USDA - IRP RLF Loan - Loan Capital MBOI - USDA IRP RLF Match Loan - Loan Capital CNote Group Loan - Loan Capital US Bank - CRA Investment for Loan Capital SSBCI MDOC Required RLF Assets 50% Return Lease - Portage Building - Office Space	\$	40,817 168,383 229,326 43,273 47,146 3,236 532,181 668,180 305,625 337,910 500,000 280,975 500,000 237,630 271,013 500,000 237,630 258,961 67,131 774,000 1,000,000 2,431,568 756,321	\$	53,545 178,405 1,674,175 42,381 0 3,426 1,951,932 688,894 330,570 414,822 0 280,975 500,000 0 280,320 295,000 287,920 71,773 0 1,000,000 605,874 792,457	\$	(12,728) (10,022) (1,444,849) 892 47,146 (190) (1,419,751) (20,714) (24,945) 0 500,000 0 0 237,630 (9,307) 205,000 (28,959) (4,642) 774,000 0 1,825,694 (36,136)
Total Noncurrent Liabilities		9,126,944		5,548,605		3,578,339
Total Liabilities		9,659,125		7,500,537		2,158,588
Net Assets Beginning of Year Increase (Decrease) in Net Assets - Current Year	_	16,925,825 5,147,414	-	15,247,593 1,678,232	_	1,678,232 3,469,182
Total Net Assets	_	22,073,239	_	16,925,825	_	5,147,414
Total Liabilities and Net Assets	\$	31,732,364	\$	24,426,362	\$	7,306,002

GFDA INCOME/EXPENSE April 30, 2024

10 REVENUE	April 2024	FY Total Through 4/30/24	FY 2024 Budget	% of Budget Fiscal Year to Date	FY 2024 Prorated	Over (Under) Budget
Investment	64,825	325,344	550,000	59%	458,333	(132,989)
Generated Revenue						
AgriTech Park	0	10,509	0	#DIV/0!	0	10,509
AgriTech Park TIF Reimbursement	0	225,175	270,000	83%	225,175	0
Downtown BDO	4,041	41,371	51,000	81%	42,500	(1,129)
FADC, APEX & SBDC .	1,011	11,07	01,000	0.70	12,000	(1,120)
Food & Ag Development Center	4,375	39,375	65,000	61%	54,167	(14,792)
Specialty Crop Block Grant	5,476	54,756	66,000	83%	55,000	(244)
Rural Energy Program (REAP)	. 0	245	. 0	#DIV/0!	. 0	245
APEX Accelerator (PTAC)	11,044	103,781	74,000	140%	61,667	42,114
Small Business Dev Center	11,833	112,078	130,000	86%	108,333	3,745
SBDC Program Income	0	2	5,000	0%	4,167	(4,165)
FADC, APEX & SBDC Total	32,728	310,237	340,000	91%	283,333	26,904
LIDE M	0.000	0.000	40.500	00/	40.447	(07.447)
HPF Management	2,000	3,000	48,500	6%	40,417	(37,417)
Lending Interest & Fees	136,899	1,358,065	1,868,600	73%	1,557,167	(199,102)
Project Grants EPA RLF #2 Admin	7 460	70 222	60,000	1170/	E0 000	20.222
EPA REF #2 Admin	7,469	70,323	60,000	117% 62%	50,000	20,323
USDA MPILP #1	11,192 2,782	61,661 27,818	100,000 33,384	83%	83,333 27,820	(21,673)
USDA MPILP #2	2,762	0	0	#DIV/0!	0 27	(2) 0
Downtown Market Assessment	0	0	45,000	#DIV/0!	0	0
New Grants	225,500	283,500	80,000	354%	66,667	216,833
CDFI 22FA	0	75,356	75,356	100%	75,356	0
CDFI ERP	0	292,280	292,280	100%	292,280	0
Project Grants Total	246,943	810,938	686,020	118%	595,456	215,482
	,	0.0,000	333,3=3			_,,,,,_
Client Grant Management	0	0	0	#DIV/0!	0	0
Events and Miscellaneous	0	32,245	0	#DIV/0!	0	32,245
Sponsorship _	0	18,000	25,000	72%	20,833	(2,833)
Generated Revenue Total	422,610	2,809,539	3,289,120	85%	2,764,881	44,658
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	1,825,694	1,825,694	100%	1,825,694	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	7,929	178,834	583,925	31%	178,834	0
Loan Capital Grants Total	7,929	5,662,795	6,067,888	93%	5,662,795	0
Total Revenue	495,364	8,797,678	9,907,008	89%	8,886,009	(88,331)

GFDA INCOME/EXPENSE April 30, 2024

	April 2024	FY Total Through 4/30/24	FY 2024 Budget	% of Budget Fiscal Year to Date	FY 2024 Prorated	Over (Under) Budget
EXPENSE						
Staff						
Salaries and Wages	117,030	1,191,764	1,575,000	76%	1,312,500	(120,736)
Payroll Expenses & Benefits	36,615	352,840	441,000	80%	367,500	(14,660)
Professional Development	198	31,722	110,000	29%	91,667	(59,945)
	153,843	1,576,326	2,126,000	74%	1,771,667	(195,341)
Operations						
Auto	960	9,600	12,000	80%	10,000	(400)
Communication	1,843	19,858	28,000	71%	23,333	(3,475)
Depreciation	295	10,317	28,000	37%	23,333	(13,016)
Fundraising	2,363	3,343	7,000	48%	5,833	(2,490)
Insurance	0	24,876	32,000	78%	26,667	(1,791)
Meetings & Events	355	6,441	15,000	43%	12,500	(6,059)
Office	4,208	41,793	50,000	84%	41,667	126
Operating Debt Interest & Fees	4,232	45,457	40,000	114%	33,333	12,124
Professional Fees	8,538	43,418	90,000	48%	75,000	(31,582)
Supplies, Computing & Copying	1,741	28,990	32,000	91%	26,667	2,323
Miscellaneous	3,989	34,035	15,000	227%	12,500	21,535
_	28,525	268,128	349,000	77%	290,833	(22,705)
Rusinasa Davalanment						
Business Development Marketing						
GFDA Events	3,181	19,035	25,000	76%	20,833	(1,799)
Conf & Trade Show Registrations	950	24,920	30,000	83%	25,000	(80)
Advertising	539	14,403	22,000	65%	18,333	(3,930)
Marketing Materials	133	7,090	22,000	32%	18,333	(11,243)
	4,803	65,448	99,000	66%	82,500	(17,052)
Partnerships/Memberships	1,000	00,110	00,000	0070	02,000	(11,002)
Membership, Dues & Publications	4,231	31,345	35,000	90%	29,167	2,178
Partnerships	2,500	5,000	15,000	33%	12,500	(7,500)
Entrepreneur Mentor Network	0	0	5,000	0%	4,167	(4,167)
Online System Subscriptions	3,334	38,788	50,000	78%	41,667	(2,879)
· -	10,064	75,133	105,000	72%	87,500	(12,367)
Professional Fees						
Content Providers	0	3,239	5,000	65%	4,167	(928)
Photography & Videography	0	5,000	22,000	23%	18,333	(13,333)
Web & Graphic Design	60	4,562	20,000	23%	16,667	(12,105)
	60	12,801	47,000	27%	39,167	(26,366)
Travel	7,360	98,454	90,000	109%	75,000	23,454
Business Development Total	22,287	251,836	341,000	74%	284,167	(32,331)

GFDA INCOME/EXPENSE April 30, 2024

_	April 2024	Through 4/30/24	FY 2024 Budget	Fiscal Year to Date	FY 2024 Prorated	(Under) Budget
Lending						
Allowance For Loan Losses	9,000	592,126	585,000	101%	585,000	7,126
Loan Capital Interest	6,998	141,349	88,952	159%	74,127	67,223
Brownfield Loan Capital Grants	7,929	171,484	583,925	29%	171,484	0
Professional Fees & Misc.						
Legal	4,593	24,500	30,000	82%	25,000	(500)
Miscellaneous	1,995	11,967	12,000	100%	10,000	1,967
Grant Refunds (City CDBG)	0	732	0	#DIV/0!	0	732
Portfolio Mgmt Systems	0	0	7,000	0%	5,833	(5,833)
Brownfield RLF Engineering	810	18,235	25,000	73%	20,833	(2,598)
CDFI Application Consultants	0	15,000	56,000	27%	46,667	(31,667)
Lending Consultants	0	0	20,000	0%	16,667	(16,667)
	7,399	70,435	150,000	47%	125,000	(54,565)
	,,000	7 0, 100	100,000	17,0	.20,000	(0.,000)
Lending Total	31,326	975,394	1,407,877	69%	955,610	19,783
Projects						
ÁgriTech Park						
TIF Reimbursement	0	225,175	270,000	83%	225,175	0
Property Taxes	2,828	29,850	25,000	119%	20,833	9,017
Legal	4,883	10,801	25,000	43%	20,833	(10,033)
Interest AgriTech Land Acq Loan	4,409	43,925	65,000	68%	54,167	(10,242)
Professional Fees	24,000	27,352	15,000	182%	12,500	14,852
Miscellaneous	400	19,724	5,000	394%	4,167	15,557
AgriTech Park Total	36,520	356,827	405,000	88%	337,675	19,152
Agiirecii Faik Tolai	30,320	350,627	405,000	00%	337,073	19,152
Brownfield Assessment						
Grant Engineering	8,499	34,902	80,000	44%	66,667	(31,765)
Grain Engineering	0, .00	0 .,00=	33,333	,	00,00.	(0.,.00)
Strategic Planning						
Downtown Market Assessment	8,835	24,937	50,000	50%	24,937	0
CDFI Growth Model	0	11,200	9,000	124%	9,000	2,200
Energy Market Assessment	0	0	80,000	0%	0,000	0
Transload/Logistics Mkt Assess	31,639	36,639	80,000	46%	36,639	0
Bioscience	0	60,000	60,000	100%	60,000	0
	40,474	132,776	279,000	48%	70,576	2,200
Talent Attraction	40,474	132,770	219,000	40 /0	70,370	2,200
Marketing Materials	109	109	10,000	1%	8,333	(8,224)
_						
Website	0	0	10,000	0%	8,333	(8,333)
Photography & Videography	0	0	20,000	0%	16,667	(16,667)
Marketing & Advertising	0	46,466	80,000	58%	66,667	(20,201)
Miscellaneous	0	7,500	8,000	94%	6,667	833
Talent Attraction Total	109	54,075	128,000	42%	106,667	(52,591)
Projects Total	85,602	578,580	892,000	65%	581,584	(63,004)
Frojecis Tolai	03,002	376,360	092,000	03 /6	361,364	(03,004)
Total Expense	321,583	3,650,264	5,115,877	71%	3,883,861	(293,597)
Net Income	173,781	5,147,414	4,791,131	107%	5,002,148	205,266
	/= :	/= aas ===:	(0.00=			_
Less Loan Capital Grants		(5,662,795)	(6,067,888)			
Plus Depreciation	295	10,317	28,000			
Plus Loan Loss Allowance	9,000	592,126	585,000			
Plus Brownfield Cleanup Grants _	7,929	171,484	583,925	_		
Operating Surplus (Deficit)	183,076	258,546	(79,832)	-		

GFDA CASH BALANCES April 30, 2024

	4/30/24	6/30/23
Unrestricted Cash		
Bank Accounts		
Operating - First Interstate Bank 8023	394,242.12	463,452.55
AgriTech Park LLC - First Interstate Bank 7780	9,635.67	9,364.10
EDA RLF (defederalized)	158,588.55	78,526.66
Enterprise - US Bank 4211	1,000.26	1,524.97
Enterprise - US Bank 6937	1,916,192.95	2,442,130.16
	2,479,659.55	2,994,998.44
CDFI Fund Restrictions		
2021 FA Poverty Persistent County	(166,530.00)	
2022 FA CDFI Award	(100,000.00)	
2022 FA Poverty Persistent County	(100,000.00)	
2023 ERP CDFI Award	-	
EDA Defederalized RLF (Board designated for lending)	(146,177.99)	
US Bank Loan Proceeds	- (440.707.00)	
	(412,707.99)	
	2,066,951.56	
	, ,	
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 Less Brownfield Loan Capital Grants	(270,000.00) (583,925.00)	
Less Brownilleid Loan Capital Grants	(303,923.00)	
Operating Budget	3,015,027.00	
D. 11. O	0.000.05	
Daily Operating Expense (365 days)	8,260.35	
Days Unrestricted Operating Cash	250	
3		
Days Unrestricted Operating Cash Minimum Target	180	
	1,486,862.63	
Surplus (Deficit) Unrestricted Operating Cash to Target	E00 000 00	
Surplus (Deficit) Offiestricted Operating Cash to Target	580,088.93	
Restricted Cash		
Programs		
SBDC-GFDA	182.04	2,810.15
EPA Assessment - First Interstate Bank 3008	287.98	285.17
EPA RLF	433,475.37	422,177.87
CDBG - Cascade County EDA RLF Downtown RLF	32,295.93	16,012.10
CDBG - City RLF	44,130.26	30,502.79 2,405.04
MicroBusiness RLF	144,675.64	113,231.84
IRP RLF	98,701.34	81,808.38
EDA COVID RLF	102,780.69	999,816.56
SSBCI 2 Principal	353,889.40	850,923.17
SSBCI 2 Interest	18,232.44	3,636.48
USDA MPILP	66,852.81	259.82
USDA MPILP #2	99.84	-
EPA RLF #2	217.84	20.76
	1,295,821.58	2,523,890.13

GFDA Debt Schedule

4/30/24

Lender	Loan Purpose	Current Balance	Interest Rate	Maturity Date	Payment Schedule
Lender	rurposc	Dalance	nate	Dute	Schedule
First Interstate Bank	Land	692,929.91	4.50%	9/2/27	Monthly P&I Payments of 4,619.37
First Interstate Bank	Land	335,574.41	6.10%	1/1/28	Monthly P&I Payments of 4,132.91
First Interstate Bank	Operating	429,421.34	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	74,832.05	2.00%	10/13/34	Quarterly P&I payments of 1,898.93
Montana Dept. Commerce	Loan Capital	500,000.00	2.75%	12/31/27	Quarterly interest-only payments of 3,437.50
·	·				Rolls over every four years.
Montana Board of Investments	Loan Capital	278,986.94	2.00%	12/1/50	Quarterly P&I payments of 3,373.69
#20006	·				P&I payments start April 2024
CDFI Fund	Loan Capital	280,975.00	1.70%	11/18/33	Semi-annual interest-only payments of 2,388.29
#201FA054510					P&I payments start June 2031
Montana Board of Investments	Loan Capital	500,000.00	2.00%	6/30/52	Quarterly interest-only payments of 1,980.09
#20024					P&I payments start April 2025
CDFI Fund	Loan Capital	500,000.00	0.66%	6/2/35	Semi-annual interest-only payments of 1,650.00
#211FA058137					P&I payments start December 2032
CDFI Fund	Loan Capital	237,630.00	1.39%	7/5/36	Semi-annual interest-only payments of 1,596.48
#221FA059938					P&I payments start December 2033
Montana Board of Investments	Loan Captial	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	210,457.12	4.50%	7/7/26	Monthly interest-only payments; balloon
CNote Group	Loan Capital	563,542.88	4.50%	7/12/26	Monthly interest-only payments; balloon
CNote Group	Loan Capital	40,000.00	3.50%	5/18/24	Monthly interest-only payments; balloon
	_				
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