

GFDA Financial Report September 2024

10/15/24 (Financials as of September 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 9/30/24	As of 9/30/23	Difference	Change
Assets	32,960,129	32,187,704	772,425	2%
Liabilities	9,935,657	9,592,026	343,631	4%
Net Assets	23,024,472	22,595,678	428,794	2%
Net Income Fiscal Year to Date	467,698	5,669,853	(5,202,155)	
Revenue Above (Below) Prorated Budget	558,141	267,666	290,475	
Expenses Above (Below) Prorated Budget	(114,240)	(158,910)	44,670	
Days Unrestricted Operating Cash	182	260	(78)	Minimum Target: 180
Investment Paid Fiscal Year to Date	69,444	113,970	(44,526)	
Investment Paid % of Budget	13%	21%	-8%	

Revenue continued to run well above budget through the first quarter of the fiscal year, fueled by the \$530,000 loan capital grant we received in July. Earnings from lending interest started the year strong, running 25% above budget. Expenses ran 12.5% under budget in the first quarter. As we continue to fill staff positions, we expect expenses to run more closely to budget. Personnel expenses ran 21% under budget through the first quarter.

We issued our FY2024 Audited Financial Statement in September and have begun work on our 990 tax return.

In September we sold a 2-acre lot in the Great Falls AgriTech Park to Best Oil, enabling expansion of the business. The sale generated \$13,512 in un-budgeted revenue. We are scheduled to close on a 5-acre lot sale in October and a 22-acre lot sale in November. In October, we purchased three lots totaling just under 38 acres. We used cash for the purchase and have requested bank financing. We received the annual farm lease payment of \$9,509.

Days unrestricted operating cash came close to our minimum target of 180 days in September as we allocated cash to loan commitments. We have been awarded a \$625,000 grant financial award from the CDFI Fund. We expect to receive the funds by the end of the second quarter of the fiscal year. We signed a \$1,000,000 line of credit from First Interstate Bank and will draw these funds as needed. This replaced our old \$300,000 line of credit that we let expire. We never drew funds under that LOC. We expect days unrestricted operating cash to be back above 200 days by the end of the second quarter, dependent on borrowing more loan capital.

We expect to draw \$350,000 in grant funds in the second quarter from our USDA Meat processing awards to fund a loan for which we have issued a commitment. We have submitted two loans requesting \$610,000 in additional SSBCI funds.

The Montana APEX Accelerator Lead Center has approved a staffing increase for our regional center to go from 1.75 FTE to 2.0 FTE starting April 1, 2025.

Our Food & Ag Development Center has won three state grants since the start of the fiscal year that are not in our budget. The grants will fund 100% of consultant expenses for three projects.

We plan to present budget updates for Executive Committee and Board action by the end of the second quarter, incorporating the new loan capital we have secured, new grants we have won, and AgriTech Park land purchases and sales.

GFDA Balance Sheet
September 30, 2024

	September 2024	June 30, 2024	Change
Current Assets			
Cash and Cash Equivalents	\$ 2,446,993	\$ 2,717,383	\$ (270,390)
Cash Restricted For Loans and Grants	2,713,174	2,142,104	571,070
Accounts Receivable	120,137	131,470	(11,334)
Accrued Interest Receivable	713,349	683,264	30,085
Due from High Plains Financial	13,988	9,597	4,391
Current Portion of Loans Receivable (Net of Allowance for Doubtful Loans of \$249,668)	9,698,712	9,963,536	(264,824)
Total Current Assets	15,706,353	15,647,355	58,998
AgriTech TIF Receivable - Long-Term Assets	71,911	71,911	(0)
Held for Sale - AgriTech Park Land	2,119,623	2,136,111	(16,488)
Lease Portage Building Right-of-Use - Office Space	778,892	789,653	(10,762)
Office Furniture and Equipment - Net	20,300	22,742	(2,443)
Noncurrent Portion of Loans Receivable (Net of Allowance for Doubtful Loans of \$1,988,632)	14,263,051	14,084,394	178,657
Total Assets	\$ 32,960,129	\$ 32,752,168	\$ 207,962
Current Liabilities			
Accounts Payable	\$ 41,201	\$ 188,417	\$ (147,216)
Accrued Liabilities	167,720	188,960	(21,240)
Current Portion of Notes Payable	193,537	192,942	595
Lease-Portage Building	43,725	43,453	272
Deferred Grant Revenues	33,237	41,582	(8,345)
Funds Held in Trust	2,331	2,056	275
Total Current Liabilities	481,751	657,410	(175,659)
Noncurrent Liabilities			
FIB AgriTech Land Acquisition Loan #2876	657,779	664,214	(6,435)
FIB AgriTech Land Acquisition Loan #7434	263,458	300,628	(37,170)
FIB Operating Loan #9287	297,949	322,237	0
MDOC - Microloan RLF Loan	500,000	500,000	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	237,630	0
MBOI - CDFI FA2020 Match Loan - Loan Capital	266,988	269,006	(2,018)
MBOI - CDFI FA2021 Match Loan - Loan Capital	500,000	500,000	0
MBOI - CDFI FA2022 Match Loan - Loan Capital	237,630	237,630	0
USDA - IRP RLF Loan - Loan Capital	258,961	258,961	0
MBOI - USDA IRP RLF Match Loan - Loan Capital	63,998	67,131	(3,133)
CNote Group Loan - Loan Capital	814,000	814,000	0
US Bank - CRA Investment for Loan Capital	1,000,000	1,000,000	0
SSBCI MDOC Required RLF Assets 50% Return	2,836,568	2,836,568	0
Lease - Portage Building - Office Space	737,970	749,004	(11,034)
Total Noncurrent Liabilities	9,453,906	9,537,984	(84,078)
Total Liabilities	9,935,657	10,195,394	(259,736)
Net Assets			
Beginning of Year	22,556,774	16,925,825	5,630,949
Increase (Decrease) in Net Assets - Current Year	467,698	5,630,949	(5,163,251)
Total Net Assets	23,024,472	22,556,774	467,698
Total Liabilities and Net Assets	\$ 32,960,129	\$ 32,752,168	\$ 207,962

GFDA INCOME/EXPENSE
Sept 30, 2024

	3		FY Total		% of		
		Sept	Through	FY 2025	Budget	FY 2025	Over
		2024	9/30/24	Budget	Fiscal Year	Prorated	(Under)
					to Date		Budget
REVENUE							
Investment		39,575	69,444	550,000	13%	137,500	(68,056)
Generated Revenue							
AgriTech Park		23,021	23,021	0	#DIV/0!	0	23,021
AgriTech Park TIF Reimbursement		0	0	270,000	0%	0	0
Downtown BDO		3,331	11,831	67,050	18%	16,763	(4,931)
FADC, APEX & SBDC							
Food & Ag Development Center		4,375	13,125	52,500	25%	13,125	0
Specialty Crop Block Grant		5,476	16,427	65,500	25%	16,375	52
Rural Energy Program (REAP)		1,350	1,350	0	#DIV/0!	0	1,350
APEX Accelerator (PTAC)		10,114	24,602	137,665	18%	34,416	(9,814)
Small Business Dev Center		14,228	38,305	142,000	27%	35,500	2,805
SBDC Program Income		0	0	0	#DIV/0!	0	0
<i>FADC, APEX & SBDC Total</i>		35,543	93,809	397,665	24%	99,416	(5,607)
HPF Management		0	0	0	#DIV/0!	0	0
Lending Interest & Fees		136,694	419,546	1,343,900	31%	335,975	83,571
Project Grants							
EPA RLF #2 Admin		5,943	17,269	98,500	18%	24,625	(7,356)
EPA Assessment		30,799	62,203	186,200	33%	46,550	15,653
USDA MPILP #1		2,782	8,346	35,000	24%	8,750	(404)
USDA MPILP #2		0	0	31,000	0%	7,750	(7,750)
Downtown Market Assessment		0	16,101	25,000	64%	16,101	0
EDA Technical Assistance		0	10,000	80,000	13%	10,000	0
New Grants		0	0	100,000	0%	0	0
CDFI FA		0	0	0	#DIV/0!	0	0
<i>Project Grants Total</i>		39,525	113,920	555,700	21%	113,776	144
Client Grant Management		0	0	0	#DIV/0!	0	0
Events and Miscellaneous		0	0	0	#DIV/0!	0	0
<i>Generated Revenue Total</i>		238,114	662,127	2,634,315	25%	565,930	96,197
Loan Capital Grants							
CDFI FA		0	0	0	#DIV/0!	0	0
MDOC BSED RLF		0	530,000	0	#DIV/0!	0	530,000
SSBCI 2.0		0	0	0	#DIV/0!	0	0
USDA MPILP #1		0	0	500,000	0%	0	0
USDA MPILP #2		0	0	0	#DIV/0!	0	0
EPA RLF #2		0	0	838,200	0%	0	0
<i>Loan Capital Grants Total</i>		0	530,000	1,338,200	40%	0	530,000
Total Revenue		277,689	1,261,571	4,522,515	28%	703,430	558,141

GFDA INCOME/EXPENSE

Sept 30, 2024

	Sept 2024	FY Total Through 9/30/24	FY 2025 Budget	% of Budget Fiscal Year to Date	FY 2025 Prorated	Over (Under) Budget
EXPENSE						
Staff						
Salaries and Wages	108,780	338,654	1,703,750	20%	425,938	(87,284)
Payroll Expenses & Benefits	31,104	95,172	477,050	20%	119,263	(24,090)
Professional Development	10,554	13,008	85,000	15%	21,250	(8,242)
	150,438	446,834	2,265,800	20%	566,450	(119,616)
Operations						
Auto	960	2,880	12,000	24%	3,000	(120)
Communication	1,660	5,431	28,000	19%	7,000	(1,569)
Depreciation	814	2,443	25,000	10%	6,250	(3,807)
Fundraising	49	105	5,000	2%	1,250	(1,145)
Insurance	0	0	32,000	0%	8,000	(8,000)
Meetings & Events	236	2,303	15,000	15%	3,750	(1,447)
Office	4,245	12,712	52,000	24%	13,000	(288)
Operating Debt Interest & Fees	3,815	12,155	55,000	22%	13,750	(1,595)
Professional Fees	374	4,425	70,000	6%	17,500	(13,075)
Supplies, Computing & Copying	1,855	8,031	32,000	25%	8,000	31
Miscellaneous	264	115	15,000	1%	3,750	(3,635)
	14,272	50,599	341,000	15%	85,250	(34,651)
Business Development						
Marketing						
GFDA Events	0	0	25,000	0%	6,250	(6,250)
Conf & Trade Show Registrations	0	12,440	30,000	41%	7,500	4,940
Marketing, PR & Advertising	174	5,676	90,000	6%	22,500	(16,824)
Content Creation & Web Design	180	2,728	40,000	7%	10,000	(7,272)
Marketing Materials	1,242	1,263	20,000	6%	5,000	(3,738)
	1,595	22,106	205,000	11%	51,250	(29,144)
Partnerships/Memberships						
Membership, Dues & Pubs & Sut	3,423	20,367	75,000	27%	18,750	1,617
Partnerships	0	7,500	7,500	100%	7,500	0
	3,423	27,867	82,500	34%	26,250	1,617
Travel						
	24,517	32,758	110,000	30%	27,500	5,258
<i>Business Development Total</i>	29,535	82,731	397,500	21%	105,000	(22,269)

GFDA INCOME/EXPENSE
Sept 30, 2024

	Sept 2024	FY Total Through 9/30/24	FY 2025 Budget	% of Budget Fiscal Year to Date	FY 2025 Prorated	Over (Under) Budget
Lending						
Allowance For Loan Losses	0	0	116,000	0%	0	0
Loan Capital Interest	7,388	23,323	91,576	25%	22,894	429
Brownfield Loan Capital Grants	0	0	338,200	0%	0	0
Professional Fees & Misc.						
Legal	(2,947)	(758)	25,000	-3%	6,250	(7,008)
Miscellaneous	452	3,975	14,000	28%	3,500	475
Portfolio Mgmt Systems	0	2,171	17,500	12%	4,375	(2,205)
Brownfield RLF Engineering	0	0	31,000	0%	0	0
CDFI Application Consultants	0	0	25,000	0%	0	0
Lending Consultants	0	0	0	#DIV/0!	0	0
	(2,495)	5,387	112,500	5%	14,125	(8,738)
<i>Lending Total</i>	4,892	28,710	658,276	4%	37,019	(8,309)
Projects						
AgriTech Park						
TIF Reimbursement	0	0	270,000	0%	0	0
Property Taxes	2,863	8,520	32,000	27%	8,000	520
Legal	3,806	10,965	10,000	110%	2,500	8,465
Interest AgriTech Land Acq Loan	3,723	12,494	25,000	50%	6,250	6,244
Professional Fees	12,025	12,625	15,000	84%	3,750	8,875
Miscellaneous	805	1,405	5,000	28%	1,250	155
<i>AgriTech Park Total</i>	23,223	46,010	357,000	13%	21,750	24,260
Brownfield Assessment						
Assessment Engineering	27,096	51,345	80,000	64%	20,000	31,345
Areawide Assessment	0	0	75,000	0%	0	0
	27,096	51,345	155,000	1	20,000	31,345
Strategic Planning						
Downtown Market Assessment	26,844	26,844	35,000	77%	26,844	0
Energy Market Assessment	0	40,000	25,000	160%	25,000	15,000
Childcare Market Assessment	0	0	20,000	0%	0	0
Recreation/Entertainment Mkt	0	0	80,000	0%	0	0
Transload/Logistics Mkt Assess	0	20,800	30,000	69%	20,800	0
	26,844	87,644	190,000	46%	72,644	15,000
<i>Projects Total</i>	77,162	184,998	702,000	26%	114,394	70,605
Total Expense	276,300	793,873	4,364,576	18%	908,113	(114,240)
Net Income	1,389	467,698	157,939	296%	(204,683)	672,381
Less Loan Capital Grants	0	(530,000)	(1,338,200)			
Plus Depreciation	814	2,443	25,000			
Plus Loan Loss Allowance	0	0	116,000			
Plus Brownfield Cleanup Grants	0	0	338,200			
Operating Surplus (Deficit)	2,203	(59,859)	(701,061)			

GFDA CASH BALANCES
September 30, 2024

	9/30/24	6/30/24
Unrestricted Cash		
Bank Accounts		
Operating - First Interstate Bank 8023	167,099.12	391,198.56
AgriTech Park LLC - First Interstate Bank 7780	19,875.69	132,231.68
EDA RLF (defederalized)	278,691.73	200,749.70
Enterprise - US Bank 4211	1,000.49	6,690.19
Enterprise - US Bank 6937	1,980,325.68	1,986,512.91
	<u>2,446,992.71</u>	<u>2,717,383.04</u>
CDFI Fund Restrictions		
2021 FA Poverty Persistent County	-	
2022 FA Poverty Persistent County	(175,000.00)	
Enterprise RLF Loan Committed	(202,946.00)	
EDA Defederalized RLF (Board designated for lending)	<u>(262,375.53)</u>	
	<u>(640,321.53)</u>	
	1,806,671.18	
Days Unrestricted Operating Cash		
Annual Budget Expense	4,364,576.00	
Less Depreciation	(25,000.00)	
Less Allowance for Loan Losses	(116,000.00)	
Less AgriTech Park TIF Reimbursement	(270,000.00)	
Less Brownfield Loan Capital Grants	<u>(338,200.00)</u>	
Operating Budget	3,615,376.00	
Daily Operating Expense (365 days)	9,905.14	
Days Unrestricted Operating Cash	182	
Days Unrestricted Operating Cash Minimum Target	180	
	1,782,925.15	
Surplus (Deficit) Unrestricted Operating Cash to Target	23,746.03	
Restricted Cash		
Programs		
SBDC-GFDA	182.04	182.04
EPA Assessment - First Interstate Bank 3008	288.76	288.25
EPA RLF	443,115.31	437,646.82
CDBG - Cascade County EDA RLF	35,177.62	33,731.81
Downtown RLF	49,446.12	46,507.68
MicroBusiness RLF	314,645.96	268,153.89
IRP RLF	108,264.58	105,710.85
EDA COVID RLF	164,284.46	134,680.44
SSBCI 2 Principal	976,662.10	1,027,226.24
SSBCI 2 Interest	28,462.27	25,635.92
USDA MPILP	62,525.85	62,082.45
USDA MPILP #2	24.89	69.86
EPA RLF #2	142.76	187.89
Big Sky EDRLF	<u>529,951.38</u>	<u>-</u>
	<u>2,713,174.10</u>	<u>2,142,104.14</u>

GFDA Debt Schedule

9/30/24

<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	682,999.34	4.50%	9/2/27	Monthly P&I Payments of 4,619.37
First Interstate Bank	Land	294,181.32	6.10%	1/1/28	Monthly P&I Payments of 4,132.91
First Interstate Bank	Operating	392,290.66	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	70,235.74	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 #20006	Loan Capital	275,042.44	2.00%	12/1/50	Quarterly P&I payments of 3,373.69 P&I payments start April 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	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	4.80%	11/17/26	Monthly interest-only payments; balloon
		6,072,904.68			
			814,000.00		