

GFDA Financial Report December 2024

1/11/25 (Financials as of December 31, 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 12/31/24	As of 12/31/23	Difference	Change
Assets	34,749,052	32,245,055	2,503,997	8%
Liabilities	11,089,469	9,787,141	1,302,328	13%
Net Assets	23,659,583	22,457,914	1,201,669	5%
Net Income Fiscal Year to Date	1,102,809	5,532,089	(4,429,280)	
Revenue Above (Below) Prorated Budget	151,554	(211,964)	363,518	
Expenses Above (Below) Prorated Budget	(108,403)	(283,115)	174,712	
Days Unrestricted Operating Cash	125	288	(163)	Minimum Target: 180
Investment Paid Fiscal Year to Date	250,027	191,084	58,943	
Investment Paid % of Budget	45%	35%	10%	

We have updated the budget numbers on this report to align with the budget updates approved by the Board on January 9th.

We closed on a loan from First Interstate Bank in the amount of \$466,700 to finance our purchase this fall of lots 7, 9, and 10 in the AgriTech Park. This helped our cash position but we ended December with only 125 days of unrestricted operating cash, a slight decrease from 127 days at the end of November. We expect to get back up to above our minimum target of 180 days by the end of the fiscal year.

We received the \$1,000,000 loan proceeds from the Otto Bremer Trust in December. We signed the contracts for the 2024 CDFI Fund Financial Award and the Montana Department of Commerce Tourism RLF and expect to receive the funds from both in the first half of the current quarter.

We received \$60,000 in SSBCI funds from the Montana Department of Commerce in December, booking half as income and half as an asset and liability on the balance sheet as we do with all new SSBCI funds. We were approved for an additional \$60,000 during December for a different loan.

Yesterday we received the first of two annual TIF reimbursements from the City of Great Falls for the first phases of AgriTech Park infrastructure. The check amount was \$233,124.52. These funds will be distributed proportionately to the tenants who invested in the Park infrastructure. We will retain just under \$9,000 as our share and then get back about \$128,000 in loan payments from the tenants.

In the first half of our fiscal year, our assets have increased by 6.1% or \$1,996,885. Our liabilities have increased by 8.8% or \$894,076, but our current liabilities have dropped by 15.2% or \$100,038. Our net assets have increased by 4.9% or \$1,102,809.

Halfway through the fiscal year our income ran 5.7% or \$151,554 above our updated pro-rated budget while our expense: ran 6% or \$259,957 under pro-rated updated budget. We ran an operating surplus of \$273,223 through the first six months of the year, but expect that to change as payroll and project expenses increase in the second half of the fiscal year.

We received full repayment of three delinquent loans in December that totaled \$348,512 in loan principal which will significantly improve our loan delinquency which stood at 3.3% at the end of November. We expect four other delinquent loans to be brought current this quarter.

GFDA Balance Sheet
December 31, 2024

	December 2024	June 30, 2024	Change
Current Assets			
Cash and Cash Equivalents	\$ 3,018,333	\$ 2,717,383	\$ 300,950
Cash Restricted For Loans and Grants	2,654,489	2,142,104	512,385
Accounts Receivable	121,706	131,470	(9,765)
Accrued Interest Receivable	757,266	683,264	74,002
Due from Chicago Title-RE Tax	0	0	0
Due from High Plains Financial	9,926	9,597	329
Current Portion of Loans Receivable (Net of Allowance for Doubtful Loans of \$249,668)	9,961,307	9,963,536	(2,230)
Total Current Assets	16,523,026	15,647,355	875,671
AgriTech TIF Receivable - Long-Term Assets	71,911	71,911	(0)
Held for Sale - AgriTech Park Land	2,367,243	2,136,111	231,132
Lease Portage Building Right-of-Use - Office Space	768,062	789,653	(21,591)
Office Furniture and Equipment - Net	27,240	22,742	4,497
Noncurrent Portion of Loans Receivable (Net of Allowance for Doubtful Loans of \$1,988,632)	14,991,570	14,084,394	907,176
Total Assets	\$ 34,749,052	\$ 32,752,168	\$ 1,996,885
Current Liabilities			
Accounts Payable	\$ 55,465	\$ 188,417	\$ (132,952)
Accrued Liabilities	175,172	188,960	(13,788)
Current Portion of Notes Payable	165,180	192,942	(27,762)
Lease-Portage Building	43,999	43,453	546
Deferred Grant Revenues	24,891	41,582	(16,691)
Funds Held in Trust	92,665	2,056	90,609
Total Current Liabilities	557,372	657,410	(100,038)
Noncurrent Liabilities			
FIB AgriTech Land Acquisition Loan #2876	296,393	664,214	(367,821)
FIB AgriTech Land Acquisition Loan #7434	0	300,628	(300,628)
FIB AgriTech Land Acquisition Loan #6528	466,700	0	466,700
FIB Operating Loan #9287	273,240	322,237	(48,998)
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	264,960	269,006	(4,046)
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	229,713	258,961	(29,248)
MBOI - USDA IRP RLF Match Loan - Loan Capital	62,422	67,131	(4,709)
CNote Group Loan - Loan Capital	814,000	814,000	0
US Bank - CRA Investment for Loan Capital	1,000,000	1,000,000	0
Otto Bremer Trust	1,000,000	0	1,000,000
SSBCI MDOC Required RLF Assets 50% Return	3,141,568	2,836,568	305,000
Lease - Portage Building - Office Space	726,867	749,004	(22,137)
Total Noncurrent Liabilities	10,532,097	9,537,984	994,114
Total Liabilities	11,089,469	10,195,394	894,076
Net Assets			
Beginning of Year	22,556,774	16,925,825	5,630,949
Increase (Decrease) in Net Assets - Current Year	1,102,809	5,630,949	(4,528,140)
Total Net Assets	23,659,583	22,556,774	1,102,809
Total Liabilities and Net Assets	\$ 34,749,052	\$ 32,752,168	\$ 1,996,885

GFDA INCOME/EXPENSE
December 31, 2024

	6	FY Total		% of		Over
	Dec	Through	FY 2025	Budget	FY 2025	(Under)
	2024	12/31/24	Budget	Fiscal Year	Prorated	Budget
				to Date		
REVENUE						
Investment	41,875	250,027	550,000	45%	275,000	(24,973)
Generated Revenue						
AgriTech Park	0	460,529	451,020	102%	451,020	9,509
AgriTech Park TIF Reimbursement	0	0	270,000	0%	0	0
Downtown BDO	4,417	25,415	67,050	38%	33,525	(8,110)
FADC, APEX & SBDC						
Food & Ag Development Center	4,375	26,250	52,500	50%	26,250	0
Specialty Crop Block Grant	6,150	34,203	65,500	52%	32,750	1,453
Rural Energy Program (REAP)	0	20,350	0	#DIV/0!	0	20,350
APEX Accelerator (PTAC)	10,178	55,453	137,665	40%	68,833	(13,380)
Small Business Dev Center	15,728	82,114	142,000	58%	71,000	11,114
SBDC Program Income	0	0	0	#DIV/0!	0	0
<i>FADC, APEX & SBDC Total</i>	36,431	218,370	397,665	55%	198,833	19,538
HPF Management	0	0	0	#DIV/0!	0	0
Lending Interest & Fees	151,658	859,207	1,343,900	64%	671,950	187,257
Project Grants						
EPA RLF #2 Admin	6,037	37,026	98,500	38%	49,250	(12,224)
EPA Assessment	3,541	73,038	186,200	39%	93,100	(20,062)
USDA MPILP #1	2,782	16,692	35,000	48%	17,500	(808)
USDA MPILP #2	0	0	100,000	0%	0	0
Downtown Market Assessment	0	16,101	25,000	64%	16,101	0
EDA Technical Assistance	0	10,000	100,800	10%	10,000	0
New Grants	0	0	100,000	0%	0	0
CDFI FA 2024 Award	0	0	93,750	0%	0	0
<i>Project Grants Total</i>	12,360	152,857	739,250	21%	185,951	(33,094)
Client Grant Management	0	0	0	#DIV/0!	0	0
Events and Miscellaneous	0	1,428	0	#DIV/0!	0	1,428
<i>Generated Revenue Total</i>	204,866	1,717,806	3,268,885	53%	1,541,279	176,527
Loan Capital Grants						
CDFI FA 2024 Award	0	0	531,250	0%	0	0
MDOC BSED RLF	0	530,000	530,000	100%	530,000	0
SSBCI 2.0	30,000	305,000	305,000	100%	305,000	0
USDA MPILP #1	0	0	325,000	0%	0	0
USDA MPILP #2	0	0	1,900,000	0%	0	0
EPA RLF #2	0	0	338,200	0%	0	0
MONTANA TOURISM RLF	0	0	2,214,286	0%	0	0
<i>Loan Capital Grants Total</i>	30,000	835,000	6,143,736	14%	835,000	0
Total Revenue	276,741	2,802,833	9,962,621	28%	2,651,279	151,554

GFDA INCOME/EXPENSE
December 31, 2024

	Dec 2024	FY Total Through 12/31/24	FY 2025 Budget	% of Budget Fiscal Year to Date	FY 2025 Prorated	Over (Under) Budget
EXPENSE						
Staff						
Salaries and Wages	196,615	779,211	1,703,750	46%	851,875	(72,664)
Payroll Expenses & Benefits	37,357	196,948	477,050	41%	238,525	(41,577)
Professional Development	1,634	20,719	85,000	24%	42,500	(21,781)
	235,606	996,878	2,265,800	44%	1,132,900	(136,022)
Operations						
Auto	960	5,760	12,000	48%	6,000	(240)
Communication	1,937	12,682	28,000	45%	14,000	(1,318)
Depreciation	1,127	5,414	25,000	22%	12,500	(7,086)
Fundraising	0	186	5,000	4%	2,500	(2,314)
Insurance	0	23,677	32,000	74%	16,000	7,677
Meetings & Events	356	4,260	15,000	28%	7,500	(3,240)
Office	4,267	25,589	52,000	49%	26,000	(411)
Operating Debt Interest & Fees	3,786	23,879	55,000	43%	27,500	(3,621)
Professional Fees	5,485	29,238	70,000	42%	35,000	(5,762)
Supplies, Computing & Copying	7,485	23,019	32,000	72%	16,000	7,019
Miscellaneous	150	2,451	15,000	16%	7,500	(5,049)
	25,553	156,155	341,000	46%	170,500	(14,345)
Business Development						
Marketing						
GFDA Events	0	0	25,000	0%	12,500	(12,500)
Conf & Trade Show Registrations	2,550	20,632	30,000	69%	15,000	5,632
Marketing, PR & Advertising	89	8,343	90,000	9%	45,000	(36,657)
Content Creation & Web Design	60	3,316	40,000	8%	20,000	(16,684)
Marketing Materials	22	4,593	20,000	23%	10,000	(5,407)
	2,721	36,884	205,000	18%	102,500	(65,616)
Partnerships/Memberships						
Membership, Dues & Pubs & Subscriptions	16,630	53,571	75,000	71%	37,500	16,071
Partnerships	0	7,500	10,000	75%	5,000	2,500
	16,630	61,071	85,000	72%	42,500	18,571
Travel						
	(745)	57,409	110,000	52%	55,000	2,409
<i>Business Development Total</i>	18,606	155,364	400,000	39%	200,000	(44,636)

GFDA INCOME/EXPENSE
December 31, 2024

	Dec 2024	FY Total Through 12/31/24	FY 2025 Budget	% of Budget Fiscal Year to Date	FY 2025 Prorated	Over (Under) Budget
Lending						
Allowance For Loan Losses	0	0	600,000	0%	0	0
Loan Capital Interest	7,825	46,502	93,576	50%	46,788	(286)
Brownfield Loan Capital Grants	0	0	338,200	0%	0	0
Professional Fees & Misc.						
Legal	(2,000)	(2,758)	25,000	-11%	12,500	(15,258)
Miscellaneous	759	6,708	14,000	48%	7,000	(292)
Portfolio Mgmt Systems	4,750	6,921	17,500	40%	8,750	(1,830)
Brownfield RLF Engineering	0	0	31,000	0%	0	0
CDFI Application Consultants	7,500	17,500	25,000	70%	17,500	0
Lending Consultants	0	0	0	#DIV/0!	0	0
	11,009	28,370	112,500	25%	45,750	(17,380)
<i>Lending Total</i>	18,834	74,872	1,144,276	7%	92,538	(17,666)
Projects						
AgriTech Park						
TIF Reimbursement	0	0	270,000	0%	0	0
Property Taxes	20,640	38,467	32,000	120%	16,000	22,467
Legal	3,001	17,971	10,000	180%	5,000	12,971
Interest AgriTech Land Acq Loan	2,388	22,080	25,000	88%	12,500	9,580
Professional Fees	4,817	34,437	15,000	230%	7,500	26,937
Miscellaneous	9,846	11,284	5,000	226%	2,500	8,784
<i>AgriTech Park Total</i>	40,691	124,238	357,000	35%	43,500	80,738
Brownfield Assessment						
Assessment Engineering	0	51,345	80,000	64%	51,345	0
Areawide Assessment	0	0	75,000	0%	0	0
	0	51,345	155,000	1	51,345	0
Strategic Planning						
Downtown Market Assessment	2,727	29,571	26,844	110%	26,844	2,727
Energy Market Assessment	0	60,000	60,000	100%	60,000	0
Childcare Market Assessment	0	0	20,000	0%	0	0
Recreation/Entertainment Mkt	0	0	80,000	0%	0	0
Rail Sites Assessment	10,000	10,000	30,000	33%	10,000	0
Transload/Logistics Mkt Assess	20,800	41,600	20,800	200%	20,800	20,800
	33,527	141,171	237,644	59%	117,644	23,527
<i>Projects Total</i>	74,219	316,755	749,644	42%	212,489	104,266
Total Expense	372,818	1,700,024	4,900,720	35%	1,808,427	(108,403)
Net Income	(96,077)	1,102,809	5,061,901	22%	842,852	259,957
Less Loan Capital Grants	(30,000)	(835,000)	(6,143,736)			
Plus Depreciation	1,127	5,414	25,000			
Plus Loan Loss Allowance	0	0	600,000			
Plus Brownfield Cleanup Grants	0	0	338,200			
Operating Surplus (Deficit)	(124,950)	273,223	(118,635)			

GFDA CASH BALANCES
December 31, 2024

	12/31/24	6/30/24
Unrestricted Cash		
Bank Accounts		
Operating - First Interstate Bank 8023	73,840.97	391,198.56
AgriTech Park LLC - First Interstate Bank 7780	529,610.50	132,231.68
EDA RLF (defederalized)	117,286.33	200,749.70
Enterprise - US Bank 4211	1,000.62	6,690.19
Enterprise - US Bank 6937	2,296,594.33	1,986,512.91
	<u>3,018,332.75</u>	<u>2,717,383.04</u>
CDFI Fund Restrictions		
2022 FA Poverty Persistent County	(150,450.00)	
Enterprise RLF Loan Committed	(613,278.00)	
Otto Bremer Trust Loan Funds	(1,000,000.00)	
EDA Defederalized RLF (Board designated for lending)	-	
	<u>(1,763,728.00)</u>	
	1,254,604.75	
Days Unrestricted Operating Cash		
Annual Budget Expense	4,900,720.00	
Less Depreciation	(25,000.00)	
Less Allowance for Loan Losses	(600,000.00)	
Less AgriTech Park TIF Reimbursement	(270,000.00)	
Less Brownfield Loan Capital Grants	<u>(338,200.00)</u>	
Operating Budget	3,667,520.00	
Daily Operating Expense (365 days)	10,048.00	
Days Unrestricted Operating Cash	125	
Days Unrestricted Operating Cash Minimum Target	180	
	1,808,640.00	
Surplus (Deficit) Unrestricted Operating Cash to Target	(554,035.25)	
Restricted Cash		
Programs		
SBDC-GFDA	182.04	182.04
EPA Assessment - First Interstate Bank 3008	288.91	288.25
EPA RLF	449,307.27	437,646.82
CDBG - Cascade County EDA RLF	36,608.84	33,731.81
Downtown RLF	52,925.58	46,507.68
MicroBusiness RLF	405,866.55	268,153.89
IRP RLF	93,029.64	105,710.85
EDA COVID RLF	387,355.28	134,680.44
SSBCI 2 Principal	885,584.36	1,027,226.24
SSBCI 2 Interest	31,247.71	25,635.92
USDA MPILP	55,946.79	62,082.45
USDA MPILP #2	97.83	69.86
EPA RLF #2	79.90	187.89
Big Sky EDRLF	255,968.03	-
	<u>2,654,488.73</u>	<u>2,142,104.14</u>

GFDA Debt Schedule

12/31/24

<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	321,897.33	4.50%	9/2/27	Monthly P&I Payments of 4,619.37
First Interstate Bank	Land	466,700.00	7.40%	1/5/30	59 Monthly P&I of 5,547.31, balloon 282,383.94
First Interstate Bank	Operating	369,302.14	7.25%	6/1/28	Monthly P&I Payments of 9,979.73
USDA IRP	Loan Capital	258,961.38	1.00%	11/29/34	Annual P&I payments of 31,838.00
Montana Board of Investments	Loan Capital	68,690.88	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	273,055.14	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
Otto Bremer Trust	Loan Capital	1,000,000.00	3.50%	12/15/31	Interest only 1st 3 years 35,000, P&I next 4 years
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
		6,828,841.87			