

GFDA Financial Report November 2024

12/13/24 (Financials as of November 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 11/30/24	As of 11/30/23	Difference	Change
Assets	33,336,398	32,322,471	1,013,927	3%
Liabilities	9,578,926	9,848,078	(269,152)	-3%
Net Assets	23,757,472	22,474,393	1,283,079	6%
Net Income Fiscal Year to Date	1,200,698	5,548,568	(4,347,870)	
Revenue Above (Below) Prorated Budget	1,109,026	(160,174)	1,269,200	
Expenses Above (Below) Prorated Budget	(162,710)	(119,790)	(42,920)	
Days Unrestricted Operating Cash	127	300	(173)	Minimum Target: 180
Investment Paid Fiscal Year to Date	208,152	165,449	42,703	
Investment Paid % of Budget	38%	30%	8%	

We closed on a third AgriTech Park lot sale this fiscal year, applying 100% of the net proceeds to paying down our land acquisition loans. The higher interest loan was completely paid off and the second loan paid down to \$324,439. This boosted net income fiscal year to date from \$545,718 at the end of October to \$1,200,698 at the end of November.

Five months into the fiscal year, revenue ran 78% above budget and expenses 11% under budget. Staff expenses ran 19% under budget, but will catch up to budget the remainder of the year as we have filled more positions. We ran an operating surplus of \$399,985 during the first five months of the fiscal year.

Unrestricted operating cash improved a bit in November, increasing from 122 days at the end of October to 127 days at the end of November, still well below our minimum 180 day target. We expect to close in December on the bank loan for our recent AgriTech Park land acquisition. This will boost unrestricted operating cash by over \$450,000.

We closed on a \$1,000,000 loan capital loan from the Otto Bremer Trust and expect to receive those funds this week.

We were awarded a \$2,214,285.72 loan capital grant from the Montana Department of Commerce's Tourism Development and Enhancement RLF Program and expect to receive those funds next quarter. We also expect to receive our FY2024 CDFI Fund Financial Award next quarter.

We were approved for an additional \$550,000 in SSBCI funds in November.

We have booked \$460,529 in net income from AgriTech Park lot sales this fiscal year, none of which we had in our budget. Proposed budget updates will be considered by the Executive Committee this month and by the Board in January. The proposed budget updates increase projected net income by 3,298% to \$5.2 million, driven by loan capital grants and lot sales. Projected operating deficit drops from \$701,000 to \$119,000.

Our loan portfolio has grown by \$1,128,020 in the first five months of the fiscal year, an increase of 4.3%. Overall assets have grown 1.9% or \$584,230. Liabilities have dropped by \$616,468 or 6.1%.

Management expects substantial growth in assets by the end of the fiscal year as we receive newly awarded grant funds and draw on previously awarded grant funds.

GFDA Balance Sheet
November 30, 2024

	November 2024	June 30, 2024	Change
Current Assets			
Cash and Cash Equivalents	\$ 1,651,122	\$ 2,717,383	\$ (1,066,261)
Cash Restricted For Loans and Grants	2,358,734	2,142,104	216,630
Accounts Receivable	124,715	131,470	(6,755)
Accrued Interest Receivable	758,695	683,264	75,431
Due from Chicago Title-RE Tax	19,891	0	19,891
Due from High Plains Financial	12,790	9,597	3,193
Current Portion of Loans Receivable (Net of Allowance for Doubtful Loans of \$249,668)	9,706,892	9,963,536	(256,644)
Total Current Assets	14,632,839	15,647,355	(1,014,516)
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	771,680	789,653	(17,974)
Office Furniture and Equipment - Net	23,667	22,742	924
Noncurrent Portion of Loans Receivable (Net of Allowance for Doubtful Loans of \$1,988,632)	15,469,058	14,084,394	1,384,664
Total Assets	\$ 33,336,398	\$ 32,752,168	\$ 584,230
Current Liabilities			
Accounts Payable	\$ 39,189	\$ 188,417	\$ (149,228)
Accrued Liabilities	167,251	188,960	(21,709)
Current Portion of Notes Payable	164,443	192,942	(28,499)
Lease-Portage Building	43,908	43,453	455
Deferred Grant Revenues	27,673	41,582	(13,909)
Funds Held in Trust	82,557	2,056	80,501
Total Current Liabilities	525,020	657,410	(132,390)
Noncurrent Liabilities			
FIB AgriTech Land Acquisition Loan #2876	299,028	664,214	(365,186)
FIB AgriTech Land Acquisition Loan #7434	0	300,628	(300,628)
FIB Operating Loan #9287	281,618	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	229,713	258,961	(29,248)
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	3,111,568	2,836,568	275,000
Lease - Portage Building - Office Space	730,757	749,004	(18,247)
Total Noncurrent Liabilities	9,053,906	9,537,984	(484,078)
Total Liabilities	9,578,926	10,195,394	(616,468)
Net Assets			
Beginning of Year	22,556,774	16,925,825	5,630,949
Increase (Decrease) in Net Assets - Current Year	1,200,698	5,630,949	(4,430,251)
Total Net Assets	23,757,472	22,556,774	1,200,698
Total Liabilities and Net Assets	\$ 33,336,398	\$ 32,752,168	\$ 584,230

GFDA INCOME/EXPENSE
November 30, 2024

	5		FY Total		% of		
		Nov	Through	FY 2025	Budget	FY 2025	Over
		2024	11/30/24	Budget	Fiscal Year	Prorated	(Under)
					to Date		Budget
REVENUE							
Investment		27,950	208,152	550,000	38%	229,167	(21,015)
Generated Revenue							
AgriTech Park		372,108	460,529	0	#DIV/0!	0	460,529
AgriTech Park TIF Reimbursement		0	0	270,000	0%	0	0
Downtown BDO		4,417	20,998	67,050	31%	27,938	(6,940)
FADC, APEX & SBDC							
Food & Ag Development Center		4,375	21,875	52,500	42%	21,875	0
Specialty Crop Block Grant		6,150	28,053	65,500	43%	27,292	761
Rural Energy Program (REAP)		19,000	20,350	0	#DIV/0!	0	20,350
APEX Accelerator (PTAC)		9,737	45,275	137,665	33%	57,360	(12,085)
Small Business Dev Center		12,728	66,386	142,000	47%	59,167	7,220
SBDC Program Income		0	0	0	#DIV/0!	0	0
<i>FADC, APEX & SBDC Total</i>		51,990	181,939	397,665	46%	165,694	16,245
HPF Management		0	0	0	#DIV/0!	0	0
Lending Interest & Fees		148,505	707,549	1,343,900	53%	559,958	147,591
Project Grants							
EPA RLF #2 Admin		7,371	30,989	98,500	31%	41,042	(10,053)
EPA Assessment		3,629	69,497	186,200	37%	77,583	(8,086)
USDA MPILP #1		2,782	13,910	35,000	40%	14,583	(674)
USDA MPILP #2		0	0	31,000	0%	0	0
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>		13,782	140,497	555,700	25%	159,309	(18,812)
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>		590,801	1,512,939	2,634,315	57%	912,899	600,040
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		275,000	275,000	275,000	100%	275,000	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>		275,000	805,000	1,613,200	50%	275,000	530,000
Total Revenue		893,751	2,526,091	4,797,515	53%	1,417,066	1,109,026

GFDA INCOME/EXPENSE
November 30, 2024

	Nov 2024	FY Total Through 11/30/24	FY 2025 Budget	% of Budget Fiscal Year to Date	FY 2025 Prorated	Over (Under) Budget
EXPENSE						
Staff						
Salaries and Wages	131,377	582,596	1,703,750	34%	709,896	(127,300)
Payroll Expenses & Benefits	31,230	159,591	477,050	33%	198,771	(39,180)
Professional Development	2,074	19,085	85,000	22%	35,417	(16,332)
	164,681	761,272	2,265,800	34%	944,083	(182,811)
Operations						
Auto	960	4,800	12,000	40%	5,000	(200)
Communication	3,464	10,745	28,000	38%	11,667	(922)
Depreciation	959	4,287	25,000	17%	10,417	(6,130)
Fundraising	1	186	5,000	4%	2,083	(1,897)
Insurance	0	23,677	32,000	74%	13,333	10,344
Meetings & Events	0	3,904	15,000	26%	6,250	(2,346)
Office	4,358	21,322	52,000	41%	21,667	(345)
Operating Debt Interest & Fees	4,098	20,093	55,000	37%	22,917	(2,824)
Professional Fees	250	23,753	70,000	34%	29,167	(5,414)
Supplies, Computing & Copying	1,923	15,373	32,000	48%	13,333	2,040
Miscellaneous	131	2,301	15,000	15%	6,250	(3,949)
	16,144	130,440	341,000	38%	142,083	(11,643)
Business Development						
Marketing						
GFDA Events	0	0	25,000	0%	10,417	(10,417)
Conf & Trade Show Registrations	1,175	17,747	30,000	59%	12,500	5,247
Marketing, PR & Advertising	89	8,254	90,000	9%	37,500	(29,246)
Content Creation & Web Design	185	3,256	40,000	8%	16,667	(13,410)
Marketing Materials	1,560	4,571	20,000	23%	8,333	(3,762)
	3,009	33,828	205,000	17%	85,417	(51,588)
Partnerships/Memberships						
Membership, Dues & Pubs & Sut	1,675	36,130	75,000	48%	31,250	4,880
Partnerships	0	7,500	7,500	100%	7,500	0
	1,675	43,630	82,500	53%	38,750	4,880
Travel						
	6,753	57,649	110,000	52%	45,833	11,816
<i>Business Development Total</i>	11,437	135,108	397,500	34%	170,000	(34,892)

GFDA INCOME/EXPENSE
November 30, 2024

	Nov 2024	FY Total Through 11/30/24	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	7,745	38,677	91,576	42%	38,157	520
Brownfield Loan Capital Grants	0	0	338,200	0%	0	0
Professional Fees & Misc.						
Legal	0	(758)	25,000	-3%	10,417	(11,175)
Miscellaneous	1,013	5,949	14,000	42%	5,833	115
Portfolio Mgmt Systems	0	2,171	17,500	12%	7,292	(5,121)
Brownfield RLF Engineering	0	0	31,000	0%	0	0
CDFI Application Consultants	10,000	10,000	25,000	40%	10,000	0
Lending Consultants	0	0	0	#DIV/0!	0	0
	11,013	17,361	112,500	15%	33,542	(16,180)
<i>Lending Total</i>	18,757	56,038	658,276	9%	71,698	(15,661)
Projects						
AgriTech Park						
TIF Reimbursement	0	0	270,000	0%	0	0
Property Taxes	4,596	17,827	32,000	56%	13,333	4,494
Legal	0	14,970	10,000	150%	4,167	10,803
Interest AgriTech Land Acq Loan	3,806	19,692	25,000	79%	10,417	9,275
Professional Fees	9,709	29,620	15,000	197%	6,250	23,370
Miscellaneous	0	1,438	5,000	29%	2,083	(645)
<i>AgriTech Park Total</i>	18,111	83,547	357,000	23%	36,250	47,297
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	0	26,844	35,000	77%	26,844	0
Energy Market Assessment	0	60,000	25,000	240%	25,000	35,000
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
	0	107,644	190,000	57%	72,644	35,000
<i>Projects Total</i>	18,111	242,536	702,000	35%	160,239	82,297
Total Expense	229,130	1,325,394	4,364,576	30%	1,488,104	(162,710)
Net Income	664,621	1,200,698	432,939	277%	(71,038)	1,271,736
Less Loan Capital Grants	(275,000)	(805,000)	(1,613,200)			
Plus Depreciation	959	4,287	25,000			
Plus Loan Loss Allowance	0	0	116,000			
Plus Brownfield Cleanup Grants	0	0	338,200			
Operating Surplus (Deficit)	390,580	399,985	(701,061)			

GFDA CASH BALANCES
November 30, 2024

	11/30/24	6/30/24
Unrestricted Cash		
Bank Accounts		
Operating - First Interstate Bank 8023	155,872.39	391,198.56
AgriTech Park LLC - First Interstate Bank 7780	80,441.96	132,231.68
EDA RLF (defederalized)	11,155.39	200,749.70
Enterprise - US Bank 4211	1,000.57	6,690.19
Enterprise - US Bank 6937	1,402,651.26	1,986,512.91
	<u>1,651,121.57</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	(216,742.97)	
EDA Defederalized RLF (Board designated for lending)	<u>-</u>	
	<u>(391,742.97)</u>	
	1,259,378.60	
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	127	
Days Unrestricted Operating Cash Minimum Target	180	
	1,782,925.15	
Surplus (Deficit) Unrestricted Operating Cash to Target	(523,546.55)	
Restricted Cash		
Programs		
SBDC-GFDA	182.04	182.04
EPA Assessment - First Interstate Bank 3008	288.90	288.25
EPA RLF	447,215.27	437,646.82
CDBG - Cascade County EDA RLF	36,136.20	33,731.81
Downtown RLF	51,765.31	46,507.68
MicroBusiness RLF	315,723.83	268,153.89
IRP RLF	80,866.20	105,710.85
EDA COVID RLF	183,611.97	134,680.44
SSBCI 2 Principal	903,822.53	1,027,226.24
SSBCI 2 Interest	28,457.87	25,635.92
USDA MPILP	55,771.61	62,082.45
USDA MPILP #2	94.89	69.86
EPA RLF #2	112.75	187.89
Big Sky EDRLF	<u>254,684.37</u>	<u>-</u>
	<u>2,358,733.74</u>	<u>2,142,104.14</u>

GFDA Debt Schedule

11/30/24

<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	324,438.83	4.50%	9/2/27	Monthly P&I Payments of 4,619.37
First Interstate Bank	Land	-	6.10%	1/1/28	Paid off in full
First Interstate Bank	Operating	377,109.62	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	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
		5,376,023.01			