

GREAT FALLS DEVELOPMENT AUTHORITY, INC.

GREAT FALLS, MONTANA

FINANCIAL STATEMENTS

AS OF

JUNE 30, 2010

(WITH COMPARATIVE TOTALS FOR THE YEAR ENDED JUNE 30, 2009)

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Douglas Wilson & Company, P.C.

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Douglas **WILSON**
and Company, PC

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Great Falls, Montana

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INDEPENDENT AUDITOR'S REPORT

We have audited the accompanying statement of financial position of Great Falls Development Authority, Inc., "the Authority" (a nonprofit organization) as of June 30, 2010, and the related statements of activities and changes in net assets, and cash flows for the year then ended. These financial statements are the responsibility of the Authority's management. Our responsibility is to express an opinion on these financial statements based on our audit. The prior year summarized comparative information has been derived from the Authority's 2009 financial statements and, in our reported dated September 10, 2009, we expressed an unqualified opinion on those financial statements.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Great Falls Development Authority, Inc., as of June 30, 2010, and the changes in net assets and cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

In accordance with *Government Auditing Standards*, we have also issued a report dated December 17, 2010, on our consideration of Great Falls Development Authority, Inc.'s internal control over financial reporting and our tests of its compliance with certain provisions of laws, regulations, contracts, grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* and should be considered in assessing the results of our audit.

Our audit was performed for the purpose of forming an opinion on the financial statements taken as a whole. The accompanying schedule of federal awards for the year ended June 30, 2010, is presented for purposes of additional analysis as required by U.S. Office of Management and Budget Circular A-133, *Audits of States, Local Governments and Non-profit Organizations*, and is not a required part of the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

A handwritten signature in black ink that reads "Douglas Wilson + Company, P.C." The signature is written in a cursive, flowing style.

Great Falls, Montana
December 17, 2010

Great Falls Development Authority, Inc.
Statement of Financial Position
As of June 30, 2010
(With Comparative Totals as of June 30, 2009)

	2010	2009
ASSETS		
Current Assets		
Cash and Cash Equivalents	\$ 30,803	\$ 23,392
Cash Restricted For Loans and Grants	1,238,617	577,070
Accounts Receivable	76,659	18,224
Prepaid Expenses	9,048	760
Due From High Plains Financial	-	329,045
Current Portion of Loans Receivable (Net of Allowance for Doubtful Loans of \$15,000 in 2010 and in 2009)	1,527,481	1,084,463
Total Current Assets	2,882,608	2,032,954
Furniture and Equipment, Net	34,284	47,249
Noncurrent Portion of Loans Receivable (Net of Allowance for Doubtful Loans of \$220,100 in 2010 and \$227,000 in 2009)	1,956,013	2,902,003
Total Assets	\$ 4,872,905	\$ 4,982,206

LIABILITIES AND NET ASSETS

Current Liabilities		
Accounts Payable	\$ 56,853	\$ 50,441
Accrued Liabilities	78,912	51,457
Note Payable - Operating Line of Credit	109,893	95,000
Obligation Under Capital Lease	2,678	2,467
Current Portion of Long-Term Debt	-	6,476
Total Current Liabilities	248,336	205,841
Long-Term Obligation Under Capital Lease, Net of Current Portion	3,160	5,838
Long-Term Debt, Net of Current Portion	-	8,375
Net Assets		
Unrestricted Net Assets	83,200	207,925
Temporarily Restricted Net Assets	28,084	67,355
Permanently Restricted Net Assets	4,510,125	4,486,872
Total Net Assets	\$ 4,872,905	\$ 4,982,206

See accompanying notes to financial statements.

Great Falls Development Authority, Inc.
Statement of Activities and Changes in Net Assets
For The Year Ended June 30, 2010
(With Comparative Totals For The Year Ended June 30, 2009)

	2010			Total	2009
	Unrestricted	Temporarily Restricted	Permanently Restricted		
Support and Revenues					
Private Support	\$ 374,823	\$ -	\$ -	\$ 374,823	\$ 424,038
Public Support	150,000	-	-	150,000	330,172
Total Support	<u>524,823</u>	<u>-</u>	<u>-</u>	<u>524,823</u>	<u>754,210</u>
Grants	-	17,500	-	17,500	229,610
Loan Funds, Contracts and Programs Revenues	-	273,229	-	273,229	27,148
Expense Reimbursements	-	424	-	424	54,646
Interest	-	247,007	-	247,007	273,907
Fees and Miscellaneous Income	-	148,243	-	148,243	27,048
Total Support and Revenues	<u>524,823</u>	<u>686,403</u>	<u>-</u>	<u>1,211,226</u>	<u>1,366,569</u>
Net Assets Released					
From Restrictions	<u>725,674</u>	<u>(725,674)</u>	<u>-</u>	<u>-</u>	<u>-</u>
Total Support, Revenues and Reclassifications	<u>1,250,497</u>	<u>(39,271)</u>	<u>-</u>	<u>1,211,226</u>	<u>1,366,569</u>
Expenses					
Strategic Priorities					
Business Attraction and Expansion	104,620	-	-	104,620	96,815
Great Falls AgriTech Park	21,800	-	-	21,800	-
Great Falls Brand Development	4,285	-	-	4,285	-
Real Estate Investment	77,100	-	-	77,100	49,771
Targeted Marketing	81,825	-	-	81,825	-
Workforce Development	86	-	-	86	240
Business Technical Assistance	187,125	-	-	187,125	124,397
Fundraising	30,243	-	-	30,243	43,283
Community and Investor Relations	36,415	-	-	36,415	-
Grants	63,717	-	-	63,717	238,003
Lending and Finance	282,476	-	-	282,476	330,300
Management and General	82,151	-	-	82,151	195,410
Total Expenses	<u>971,843</u>	<u>-</u>	<u>-</u>	<u>971,843</u>	<u>1,078,219</u>
Debt Forgiveness	380,126	-	-	380,126	-
Total Expenses and Debt Forgiveness	<u>1,351,969</u>	<u>-</u>	<u>-</u>	<u>1,351,969</u>	<u>1,078,219</u>
Change in Net Assets	(101,472)	(39,271)	-	(140,743)	288,350
Revolving Loan Fund Earnings in Excess of Expenses	(23,253)	-	23,253	-	-
Net Assets, Beginning of Year	<u>207,925</u>	<u>67,355</u>	<u>4,486,872</u>	<u>4,762,152</u>	<u>4,473,802</u>
Net Assets, End of Year	<u>\$ 83,200</u>	<u>\$ 28,084</u>	<u>\$ 4,510,125</u>	<u>\$ 4,621,409</u>	<u>\$ 4,762,152</u>

See accompanying notes to financial statements.

Great Falls Development Authority, Inc.
Statement of Cash Flows
For The Year Ended June 30, 2010
(With Comparative Totals For The Year Ended June 30, 2009)

	2010	2009
Cash Flows From Operating Activities:		
Change in Net Assets	\$ (140,743)	\$ 288,350
Adjustments To Reconcile Change in Net Assets to Net Cash Provided (Used) By Operating Activities:		
Depreciation	16,354	16,521
Abatement of Debt	-	(180,171)
Increase in Allowance For Loan Losses	-	150,100
(Increase) Decrease in Operating Assets:		
Pledges Receivable	(11,650)	-
Accounts Receivable	(141,698)	17,809
Prepaid Expenses	(8,568)	928
Increase (Decrease) in Operating Liabilities:		
Accounts Payable	91,709	(51,276)
Deferred Revenues and Accrued Liabilities	37,351	23,543
Net Cash Provided (Used) By Operating Activities	(157,245)	265,804
Cash Flows From Investing Activities:		
Principal Payments Received on Notes Receivable	1,558,219	598,513
Loans Made To Third Parties	(1,055,247)	(697,821)
Purchase of Office Furniture and Equipment	(3,389)	(25,474)
Net Cash Provided (Used) By Investing Activities	499,583	(124,782)
Cash Flows From Financing Activities:		
Advances Received on Line of Credit and Notes Payable	110,000	95,000
Payments Made on Line of Credit and Notes Payable	(101,372)	(292,822)
Payments Made on Capital Lease	(2,678)	(2,272)
(Decrease) in Related Party Payable	-	42,326
(Increase) Decrease in Cash Restricted For Loans and Grants	(340,877)	22,526
Net Cash Provided (Used) By Financing Activities	(334,927)	(135,242)
Net Increase (Decrease) in Cash	7,411	5,780
Cash and Cash Equivalents, Beginning of Year	23,392	17,612
Cash and Cash Equivalents, End of Year	\$ 30,803	\$ 23,392
Supplemental Information:		
Interest Paid In Cash	\$ 11,034	\$ 16,751
Interest Received in Cash	\$ 291,478	\$ 273,907

See accompanying notes to financial statements.

GREAT FALLS DEVELOPMENT AUTHORITY, INC.
NOTES TO THE FINANCIAL STATEMENTS
JUNE 30, 2010

NOTE 1: GREAT FALLS DEVELOPMENT AUTHORITY, INC.:

Great Falls Development Authority, Inc. (the "Authority") exists to (a) lead Great Falls economic development efforts to promote growth, diversification and the creation of high wage jobs; (b) promote, stimulate and effect economic development in Cascade County and the surrounding region; (c) cooperate with other organizations in the development of commerce and other economic activity within the State of Montana; (d) support the creation, expansion, retention and relocation of new and existing businesses and industries within the State of Montana; (e) forge alliances that strengthen workforce skills and recruit new workers to the Great Falls region; and, (f) attract investment to targeted distressed and designated growth areas of the City of Great Falls and Cascade County.

The Authority is a tax exempt organization as described under Section 501(c)(3) of the Internal Revenue Code (the "Code") and is generally exempt from income taxes pursuant to the provisions of Section 501(a) of the Code. The Authority receives funding from the City of Great Falls, Cascade County and businesses and residents of the region. The Authority earns additional revenue through certain loan programs and the provisions of grants and program economic development services under contract with various public and non-profit agencies.

The Authority has been certified as a Community Development Financial Institution ("CDFI") by the U.S. Department of Treasury. As a CDFI the Authority assists businesses, real estate developers and non-profit organizations with business and project planning, growth and modernization plans, and in arranging financial assistance. The Authority operates several loan funds in conjunction with the Economic Development Administration, U.S. Department of Commerce, and the U.S. Environmental Protection Agency. The Authority operates a sub-center of the Montana Small Business Development ("SBDC") program under contract with the Montana Department of Commerce. The Montana SBDC program is part of the national SBDC program administered by the U.S. Small Business Administration. The Authority also operates a satellite center of the Montana Procurement Technical Assistance Center ("PTAC") program under a contract with Big Sky EDA. The Montana PTAC program is part of the national PTAC program administered by the U.S. Department of Defense.

NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:

- A. Basis of Financial Statement Presentation** – The accompanying financial statements of the Authority have been prepared on the accrual basis of accounting and have been prepared to focus on the Authority as a whole and to present balances and transactions according to the existence or absence of donor-imposed restrictions.

Unrestricted net assets represent those assets that the Authority may use at its discretion.

Temporarily restricted net assets result from contributions and other inflows of assets whose use by the Authority is limited by donor-imposed stipulations that either expire by passage of time or can be fulfilled and removed by actions of the Authority pursuant to those stipulations.

GREAT FALLS DEVELOPMENT AUTHORITY, INC.

NOTES TO THE FINANCIAL STATEMENTS

JUNE 30, 2010

Permanently restricted net assets result from contributions and other inflows of assets whose use by the Authority is limited by donor-imposed stipulations that neither expire by passage of time nor can be fulfilled or otherwise removed by actions of the Authority.

- B. **Use of Estimates** – The process of preparing financial statements in conformity with generally accepted accounting principles requires the use of estimates and assumptions that affect the reported amounts of certain types of assets, liabilities, revenues and expenses. Such estimates primarily relate to unsettled transactions and events as of the date of the financial statements. Actual results could differ from those estimates.
- C. **June 30, 2009 Financial Information** – The financial statements include certain prior-year summarized financial information. Such information does not include sufficient detail to constitute presentation in conformity with generally accepted accounting principles. Accordingly, such information should be read in conjunction with the Authority's financial statements as of and for the year ended June 30, 2009.
- D. **Cash and Cash Equivalents** – For purposes of the statement of cash flows, cash and cash equivalents include time deposits, certificates of deposit and money market accounts, all with original maturities of three months or less.
- E. **Promises to Give** – Contributions, including unconditional promises to give, are recognized as revenues in the period received. Conditional promises to give are not recognized until they become unconditional, that is, when the condition(s) upon which they depend are substantially met.

Contributions of assets other than cash are recorded at their estimated fair value. An allowance for estimated uncollectible pledges and contributions receivable is provided based upon management's judgment, including such factors as prior collection history, the type of pledge or contribution and the nature of the fund-raising activity.

Contributions and pledges received are recorded as unrestricted, temporarily restricted or permanently restricted depending upon the existence and/or nature of donor imposed restrictions.

Support that is restricted by the donor is reported as an increase in unrestricted net assets if the restriction expires in the reporting period in which the support is recognized. All other donor-restricted support is reported as an increase in temporarily or permanently restricted net assets depending upon the nature of the restriction. When a restriction expires (that is, when a stipulated time restriction ends or a purpose restriction is accomplished), temporarily restricted net assets are reclassified to unrestricted net assets and reported in the Statement of Activities and Changes in Net Assets as net assets released from restrictions.

- F. **Accounts Receivable** – Accounts receivable include grants, contracts and other receivables and are reported at amounts management expects to collect on balances outstanding at year-end. Management provides for uncollectible amounts through a provision for bad debt expense and an adjustment to a valuation allowance based on

GREAT FALLS DEVELOPMENT AUTHORITY, INC.
NOTES TO THE FINANCIAL STATEMENTS
JUNE 30, 2010

experience and other factors which may affect the ability of debtors to meet their obligations to the Authority. Balances outstanding after management has used reasonable collection efforts are written off through a charge to the valuation allowance and a credit to accounts receivable.

- G. Loans Receivable** – Loans receivable are the result of the Authority’s lending activities and are carried in the balance sheet at the amount management expects to collect on unpaid principal balances outstanding at year-end. Management provides for uncollectible amounts through a provision for bad debt expense and an adjustment to a valuation allowance based on past experience, known and inherent risks in the Authority’s loan portfolio, adverse conditions that may affect the borrower’s ability to repay, the estimated value of any underlying collateral, current economic conditions and other factors which may affect the ability of debtors to meet their obligations to the Authority. Balances outstanding after management has used reasonable collection efforts are written off through a charge to the valuation allowance and a credit to notes receivable. Interest income on notes receivable is recognized over the term of the notes and is calculated in accordance with the terms of the notes. Accrual of interest income is discontinued when management believes that, based upon current economic and business conditions and management’s evaluations, the borrowers financial condition is such that collection of interest is doubtful. Interest income is subsequently recognized to the extent cash payments are received until such time as in management’s judgment, the borrower’s ability to make periodic interest and principal payments has been restored, in which case the loan is returned to accrual status.
- H. Furniture and Equipment** – Furniture and equipment are stated primarily at cost or, if donated, at the approximate fair value at the date of donation, less accumulated depreciation. Expenditures aggregating \$500 or more are capitalized and depreciated using the straight-line basis over the estimated useful lives of the respective assets ranging from five to ten years.
- I. Advertising** – The Authority uses advertising to promote its programs and activities. The production costs of advertising are expensed as incurred. Advertising costs totaled \$19,462 during 2010.
- J. Expense Allocations** – Expenses have been allocated amongst programs and/or services on the basis of actual benefit received and by estimates made by management.
- K. Income Tax Status** – The Authority is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code. The Authority’s tax returns for the years prior to 2007 are generally no longer subject to examination.
- L. Contributed Services and Materials** – Contributed services are reported in the financial statements for voluntary donations of services when those services: (1) create or enhance non-financial assets, or (2) require specialized skills provided by individuals possessing those skills and are services that would be typically purchased if not provided by donation. Donated materials are recorded at their fair value at the date of the gift.

GREAT FALLS DEVELOPMENT AUTHORITY, INC.

NOTES TO THE FINANCIAL STATEMENTS

JUNE 30, 2010

NOTE 3: CASH RESTRICTED FOR LOANS AND GRANTS:

The following is a summary of restricted cash by loan program and grant awards as of June 30, 2010:

Economic Development Administration	\$ 1,201,317
Small Business Development Program	5,021
Community Development Financial Institution	<u>32,279</u>
Total	<u>\$ 1,238,617</u>

NOTE 4: CONCENTRATIONS AND RISKS:

The Authority maintains cash deposits at financial institutions located in Great Falls, Montana. Deposits at each institution are insured by the Federal Deposit Insurance Corporation up to \$250,000. The Authority has established a repurchase agreement with one such financial institution to collateralize funds held in excess of the insured amount. At June 30, 2010 the Authority had a balance of \$1,163,123 in the repurchase account secured by government securities.

The Authority's existing loans and the market for its lending activities are concentrated in the Great Falls and north central Montana area and are subject to the economic conditions within that area.

NOTE 5: PROMISES TO GIVE:

In 2007 the Authority implemented a "Forward Great Falls" fund-raising campaign to provide revenues to pursue strategies in accordance with the Authority's mission. Statements of intent under the Forward Great Falls campaign are not considered unconditional promises to give. Conditional promises to give are not recognized as assets or as revenues until such time as they become unconditional, that is, when the condition(s) upon which they depend are substantially met, i.e., payment is received.

NOTE 6: LOANS RECEIVABLE:

The Authority has the ability to make loans to third parties pursuant to the provisions of programs administered through the United States Economic Development Administration (EDA). The EDA Revolving Loan Fund (RLF) loan portfolio contains notes receivable ranging in principal balance at June 30, 2010 from \$21,199 to \$896,339 and bearing interest rates ranging from 4% to 10.75%.

The Authority has the ability to make loans and grants to third parties pursuant to a Brownfields Assessment and Cleanup Cooperative Agreement with the United States Environmental Protection Agency (EPA). Prior to this fiscal year, the Authority drew \$2,335 against the \$1.0 million available under this Agreement. On July 19, 2010, the Authority submitted a second draw for \$223,868. Of this amount, \$170,346 was for loan proceeds for Platinum, LLC, \$875 to Glacier Engineering and \$52,646 as reimbursement for administrative costs for the Authority. The EPA funds were received July 23, 2010.

GREAT FALLS DEVELOPMENT AUTHORITY, INC.

NOTES TO THE FINANCIAL STATEMENTS

JUNE 30, 2010

During this fiscal year, the Authority established the Downtown Revolving Loan Fund in the amount of \$600,000. The City of Great Falls committed \$300,000 in grant funds. Of this amount, \$100,000 was received by the Authority during the fiscal year for loan proceeds for Lincoln Properties, LLC. First Interstate Bank issued a \$300,000 line of credit to the Authority for the Downtown Revolving Loan Fund. Four additional banks are participating in this line of credit through First Interstate Bank.

During this fiscal year, the Authority established a Great Falls Community Development Block Grant (CDBG) Revolving Loan Funds. The City of Great Falls awarded two \$50,000 CDBG grants to fund this RLF. Of this amount, \$50,000 was drawn during this fiscal year for loan proceeds for Sapphire, Inc. All notes have been issued with an original maturity of twenty (20) years or less, and are secured by a combination of property and equipment of varying market values. There were no loans receivable on "non-accrual" status at June 30, 2010 and there were no loans receivable more than ninety (90) days past due and still accruing interest at June 30, 2010.

The current portion of loans receivable includes only those principal payments scheduled to be received during the next fiscal year.

Loans receivable issued pursuant to the provisions of programs administered through the indicated agency at June 30, 2010:

U.S. Economic Development Administration	\$ 3,570,719
Downtown Revolving Loan Fund	98,539
Community Development Block Grant – City of Great Falls	<u>49,336</u>
Total Loans Receivable	3,718,594
Less Allowance for Doubtful Loans	<u>(235,100)</u>
Total Loans Receivable, Net	<u>\$ 3,483,494</u>

The U.S. Economic Development Administration loans are net of a loan participation sold to the Montana Board of Investments. The participation is for 67.75% of loan. The amount of the participation at June 30, 2010 was \$970,353.

NOTE 7: FURNITURE AND EQUIPMENT:

Furniture and equipment consists of office furniture and office equipment, including electronic data processing equipment, with a total gross carrying amount at June 30, 2010 of \$133,649 and total accumulated depreciation at June 30, 2010 of \$99,365. Depreciation expense was \$16,354 for the year ended June 30, 2010.

NOTE 8: NOTE PAYABLE – OPERATING LINE OF CREDIT:

The Authority has a line-of-credit with First Interstate Bank in the amount of \$131,000, of which \$109,893 was used at June 30, 2010. The line-of-credit carries interest at the rate of 1% above the prime rate and is payable monthly. The interest rate in effect at June 30, 2010 was 4.25%. The line-of-credit is secured by furniture, equipment and accounts and pledges receivable. The line-of-credit is due on November 30, 2010 and is reduced by \$44,000 each year.

GREAT FALLS DEVELOPMENT AUTHORITY, INC.
NOTES TO THE FINANCIAL STATEMENTS
JUNE 30, 2010

During this fiscal year, the Authority also had a line-of-credit associated with the Downtown Revolving Loan Fund in the amount of \$300,000. These loan funds were to be used to provide financial assistance in the form of real estate secured projects within the Tax Increment Financing (TIF) Development District of Great Falls. The interest rate on the line-of-credit was a floating rate based upon the Prime + 0.00% adjusting as Prime changes with a floor of 5.00%. The line-of-credit matures on January 5, 2016, and is reviewed annually to determine if future advances will be made available. There was not an outstanding balance on this line of credit at year end.

NOTE 9: DEFERRED REVENUES AND ACCRUED LIABILITIES:

Deferred revenues and accrued liabilities consist of the following at June 30, 2010:

Compensation	\$ 16,423
Interest	446
Payroll Taxes and Liabilities	<u>62,043</u>
	<u><u>\$ 78,912</u></u>

NOTE 10: OBLIGATION UNDER CAPITAL LEASE:

The Authority leases office equipment under a capital lease. Following is a schedule by years of future minimum lease payments under the capital lease together with the present value of the net minimum lease payments as of June 30, 2010:

June 30, 2011	\$ 3,060
June 30, 2012	3,060
June 30, 2013	<u>255</u>
Total Minimum Lease Payments	6,375
Less: Amount Representing Interest	<u>(537)</u>
Present Value of Minimum Lease Payments	<u><u>\$ 5,838</u></u>

NOTE 11: RESTRICTIONS ON NET ASSETS:

Temporarily restricted net assets at June 30, 2010 consisted primarily of grants restricted for particular purposes.

Permanently restricted net assets at June 30, 2010 consisted primarily of amounts restricted for use in making loans to third parties pursuant to the provisions of programs administered through the United States Economic Development Administration and the United States Department of Agriculture.

NOTE 12: RETIREMENT PLAN:

The Authority maintains a 401(k) profit sharing plan for its employees. The Authority contributes to the plan at the maximum rate of 6.9% of qualified compensation. The Authority contributed \$22,218 to the plan during the year ended June 30, 2010.

GREAT FALLS DEVELOPMENT AUTHORITY, INC.

NOTES TO THE FINANCIAL STATEMENTS

JUNE 30, 2010

NOTE 13: OPERATING LEASE:

The Authority leases office space under an operating lease. Office rent paid during the year ended June 30, 2010 was \$31,593. Future minimum rental payments on non-cancelable operating leases as of June 30, 2010 are as follows:

June 30, 2011	\$ 33,173
June 30, 2012	<u>8,393</u>
	<u>\$ 41,566</u>

NOTE 14: SUBSEQUENT EVENTS:

Accounting Standards Codification (ASC) No. 855: Subsequent Events establishes general standards of accounting for and disclosures of events that occur after the statement of financial position date but before the financial statements are issued or are available to be issued. Specifically, it sets forth the period after the balance sheet date during which management of a reporting entity should evaluate events or transactions that may occur for potential recognition or disclosure in the financial statements, the circumstances under which an entity should recognize events or transactions occurring after the statement of financial position date in its financial statements, and the disclosures that an entity should make about events or transactions that occurred after the statement of financial position date.

In accordance with ASU No. 855, the Great Falls Development Authority, Inc. evaluated subsequent events through the date these financial statements were available to be issued. There were no material subsequent events that required recognition or additional disclosure in these financial statements

NOTE 15: DEBT FORGIVENESS:

During fiscal year 2009/2010 the Great Falls Development Authority, Inc. forgave \$380,126 in related party payables. The related party payable originated from expenses paid in prior periods on behalf of High Plains Financial, Inc. by the Great Falls Development Authority, Inc.

NOTE 16: CONSOLIDATION OF HIGH PLAINS FINANCIAL, INC.

In previous years the accounts of High Plains Financial, Inc. (HPF) were consolidated with the accounts of the Authority. As a result of recent actions by HPF it was determined that the Authority no longer controls the activities of HPF and consolidated financial statements were not required. The actions by HPF include new members of the corporation and a new board of directors that have no overlap with the Authority. During this fiscal year, new management agreements were executed between HPF and the Authority. The 2009 comparative financial statements included in this report were modified by the removal of the HPF accounts. The following is a summary of the total by account type of HPF removed from the 2009 comparative financial information:

Total Assets	\$370,489	Total Revenue	\$86,515
Total Liabilities	\$757,978	Total Expenses	\$71,529
Net Assets	\$(387,489)		

Great Falls Development Authority, Inc.
Schedule of Expenditures of Federal Awards
For the Year Ended June 30, 2010

<u>Federal Grantor/Pass Through Grantor/Program Title</u>	<u>Federal CFDA Number</u>	<u>Federal Expenditures</u>
U. S. Department of Commerce		
Economic Development Administration		
Economic Adjustment Assistance		
Revolving Loan Funds ("RLF") - Major Program		
Outstanding RLF Loans	11.307	\$ 3,570,719
Cash Balance Available	11.307	1,116,832
Administrative Costs	11.307	224,625
		<u>4,912,176</u>
 U. S. Department of Defense		
Office of Economic Adjustment/Cascade County, Montana		
Community Economic Adjustment Diversification Planning	12.614	5,176
Defense Logistics Agency/State of Montana/		
Procurement Technical Assistance Program	12.002	26,458
		<u>31,634</u>
 U. S. Environmental Protection Agency		
Brownfields Assessment and Cleanup		
Brownfields Revolving Loan Fund	66.818	26,331
		<u>26,331</u>
 U. S. Department of the Treasury		
Community Development Financial Institutions Fund	21.020	44,223
		<u>44,223</u>
 U. S. Small Business Administration/Montana Department		
of Commerce/Small Business Development Center	59.037	44,850
American Recovery and Reinvestment Act	59.037	2,075
		<u>46,925</u>
 U.S. Department of Housing and Urban Development		
Great Falls Industrial Park (AgriTech Park)	N/A	11,858
Black Eagle Road	N/A	230
		<u>12,088</u>
 Total Expenditures of Federal Awards		<u>\$ 5,073,377</u>

NOTE 1: BASIS OF PRESENTATION:

This Schedule of Expenditures of Federal Awards includes the federal grant activity of the Authority and is presented on the accrual basis of accounting. The information in this schedule is presented in accordance with the requirements of OMB Circular A-133, Audits of States, Local Governments and Nonprofit Organizations. Therefore, some amounts presented in this schedule may differ from amounts presented in, or used in the preparation of, the basic financial statements.

Great Falls Development Authority, Inc.
Schedule of Expenditures of Federal Awards
For the Year Ended June 30, 2010

NOTE 2: COST SHARING:

This Schedule of Expenditures of Federal Awards does not include the amount of cost sharing funds provided by or through the Authority as required under the terms of certain grants or programs. The Authority provided cost sharing under the U. S. Small Business Administration/Montana Department of Commerce/Small Business Development Center in the amount of \$62,170 and under the Defense Logistics Agency/State of Montana/Procurement Technical Assistance Program in the amount of \$39,981.

NOTE 3: REVOLVING LOANS:

The Authority made loans to four business projects during the fiscal year ended June 30, 2010 with terms ranging from two to ten years and interest rates ranging from 7.5% to 10.75%. The following is a summary of loan activity for the year ended June 30, 2010.

Outstanding Loans, July 1, 2009	\$ 4,221,566
Advances Made on New Loans During the Year	905,247
Principal Payments Received on Loans During the Year	(1,556,094)
Outstanding Loans, June 30, 2010	<u><u>\$ 3,570,719</u></u>

Costs of Administration	
Salaries and Wages	\$ 119,209
Payroll Taxes and Benefits	29,802
Insurance	2,488
Other Costs of Administration	73,126
	<u><u>\$ 224,625</u></u>



Douglas **WILSON**
and Company, PC

Board of Directors
Great Falls Development Authority, Inc.
Great Falls, Montana

Douglas N. Wilson, CPA
Randal J. Boysun, CPA
Gerard K. Schmitz, CPA
Michael A. Diekhans, CPA
Myra L. Bakke, CPA
Thomas A. Kopp, CPA

Bruce H. Gaare, CPA
Suzanne L. Swanson, CPA

**REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND
ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL
STATEMENTS PERFORMED IN ACCORDANCE WITH
GOVERNMENT AUDITING STANDARDS**

We have audited the financial statements of Great Falls Development Authority, Inc.; (a non-profit organization) as of and for the year ended June 30, 2010, and have issued our report thereon dated December 17, 2010. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States.

Internal Control over Financial Reporting

In planning and performing our audit, we considered Great Falls Development Authority, Inc.'s internal control over financial reporting as a basis for designing our auditing procedures for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of Great Falls Development Authority, Inc.'s internal control over financial reporting. Accordingly, we do not express an opinion on the effectiveness of the Organization's internal control over financial reporting.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct misstatements on a timely basis. *A material weakness* is a deficiency, or a combination of deficiencies, in internal control such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis.

Our consideration of internal control over financial reporting was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over financial reporting that might be deficiencies, significant deficiencies, or material weaknesses. We did not identify any deficiencies in internal control over financial reporting that we consider to be material weaknesses, as defined above.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether Great Falls Development Authority, Inc.'s financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grants, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit and, accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

We noted certain matters that we reported to management of Great Falls Development Authority, Inc. in a separate letter dated December 17, 2010.

This report is intended for the information of the Board of Directors, management, federal agencies and pass-through entities, and is not intended to be and should not be used by anyone other than these specified parties.

A handwritten signature in black ink that reads "Douglas Wilson + Company, P.C." The signature is written in a cursive style.

Great Falls, Montana
December 17, 2010



Douglas **WILSON**
and Company, PC

Board of Directors
Great Falls Development Authority, Inc.
Great Falls, Montana

Douglas N. Wilson, CPA
Randal J. Boysun, CPA
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Dixie L. Swanson, CPA

**REPORT ON COMPLIANCE WITH
REQUIREMENTS APPLICABLE TO EACH MAJOR
PROGRAM AND ON INTERNAL CONTROL OVER COMPLIANCE
IN ACCORDANCE WITH OMB CIRCULAR A-133**

Compliance

We have audited the compliance of Great Falls Development Authority, Inc. (a nonprofit organization) with the types of compliance requirements described in the "U.S. Office of Management and Budget (OMB) Circular A-133 Compliance Supplement" that are applicable to each of its major federal programs for the year ended June 30, 2010. Great Falls Development Authority, Inc.'s major federal programs are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs. Compliance with the requirements of laws, regulations, contracts, and grants applicable to each of its major federal programs is the responsibility of Great Falls Development Authority, Inc.'s management. Our responsibility is to express an opinion on Great Falls Development Authority, Inc.'s compliance based on our audit.

We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and OMB Circular A-133, "Audits of States, Local Governments, and Non-Profit Organizations." Those standards and OMB Circular A-133 require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major federal program occurred. An audit includes examining, on a test basis, evidence about Great Falls Development Authority, Inc.'s compliance with those requirements and performing such other procedures as we considered necessary in the circumstances. We believe that our audit provides a reasonable basis for our opinion. Our audit does not provide a legal determination of Great Falls Development Authority, Inc.'s compliance with those requirements.

In our opinion Great Falls Development Authority, Inc. complied, in all material respects, with the requirements referred to above that are applicable to each of its major federal programs for the year ended June 30, 2010.

Internal Control over Compliance

Management of Great Falls Development Authority, Inc. is responsible for establishing and maintaining effective internal control over compliance with the requirements of laws, regulations, contracts, and grants applicable to federal programs. In planning and performing our audit, we considered Great Falls Development Authority, Inc.'s internal control over compliance with the requirements that could have a direct and material effect on a major federal program in order to determine our auditing procedures for the purpose of expressing our opinion on compliance and to test and report on internal control over compliance in accordance with OMB Circular A-133, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of Great Falls Development Authority, Inc.'s internal control over compliance.

Our consideration of internal control over compliance was for the limited purpose described in the preceding paragraph and was not designed to identify all deficiencies in internal control over compliance that might be significant deficiencies or material weaknesses and therefore, there can be no assurance that all deficiencies, significant deficiencies, or material weaknesses have been identified. However, as discussed below, we identified certain deficiencies in internal control over compliance that we consider to be significant deficiencies.

A deficiency in internal control over compliance exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect and correct noncompliance with a type of compliance requirement of a federal program on a timely basis. *A material weakness in internal control over compliance* is a deficiency, or combination of significant deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program will not be prevented, or detected and corrected, on a timely basis. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses, as defined above.

A significant deficiency in internal control over compliance is a deficiency, or combination of deficiencies, in internal control over compliance with a type of compliance requirement of a federal program that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance. We consider the deficiency in internal control over compliance described in the accompanying schedule of findings and questioned costs as finding #10-1 to be a significant deficiency.

The Great Falls Development Authority, Inc.'s response to the findings identified in our audit is described in the accompanying schedule of findings and questioned costs. We did not audit the response and, accordingly, we express no opinion on it.

This report is intended solely for the information and use of the board of directors, management, others within the organization and federal awarding agencies and pass-through entities and is not intended to be and should not be used by anyone other than these specified parties.



Great Falls, Montana
December 17, 2010

GREAT FALLS DEVELOPMENT AUTHORITY, INC.

GREAT FALLS, MONTANA

SCHEDULE OF FINDINGS AND QUESTIONED COSTS
FOR THE YEAR ENDED JUNE 30, 2010

SECTION I - SUMMARY OF AUDITOR'S RESULTS

Financial Statements:

Type of auditor's report issued: Unqualified

Internal control over financial reporting:

Material weakness(es) identified?	<input type="checkbox"/>	Yes	<input checked="" type="checkbox"/>	No
Significant deficiencies identified not considered to be material weaknesses?	<input type="checkbox"/>	Yes	<input checked="" type="checkbox"/>	None Reported

Noncompliance material to financial statements noted?	<input type="checkbox"/>	Yes	<input checked="" type="checkbox"/>	No
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Federal Awards:

Internal control over major programs:

Material weakness(es) identified?	<input type="checkbox"/>	Yes	<input checked="" type="checkbox"/>	No
Significant deficiencies identified not considered to be material weakness(es)?	<input type="checkbox"/>	Yes	<input checked="" type="checkbox"/>	None Reported

Type of auditor's report issued on compliance for major programs: Unqualified

Any audit findings disclosed that are required to be reported in accordance with Circular A-133, section 510(a)?	<input checked="" type="checkbox"/>	Yes	<input type="checkbox"/>	No
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Identification of major programs:

<u>CFDA Number(s)</u>	<u>Name of Federal Program or Cluster</u>
11.307	U.S. Department of Commerce Economic Development Administration

Dollar threshold used to distinguish between Type A and Type B programs:	\$300,000
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Auditee qualified as low-risk auditee?	<input checked="" type="checkbox"/>	Yes	<input type="checkbox"/>	No
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SECTION II - FINANCIAL STATEMENT FINDINGS

None

SECTION III - FEDERAL AWARDS FINDINGS AND QUESTIONED COSTS

See finding #10-1

GREAT FALLS DEVELOPMENT AUTHORITY, INC.

GREAT FALLS, MONTANA

SCHEDULE OF FINDINGS AND QUESTIONED COSTS
FOR THE YEAR ENDED JUNE 30, 2010

Finding #10-1

Condition: The bank turn-down letter was missing from one of four new EDA loan files reviewed.

Criteria: Federal loan requirements for EDA loans require documentation of a signed bank turn-down letter demonstrating that credit is not otherwise available.

Cause: Internal Control to assure loan file was complete, prior to funding, was not followed properly.

Effect: The loan file was incomplete until the bank turn-down letter was located and placed in the file.

Recommendation: We recommend the GFDA verify all needed documentation is obtained prior to issuing an EDA loan.

Response: GFDA loan policy and procedures were revised and approved by the Executive Committee and the GFDA Board in September, 2010. These new procedures clearly list in detail the compliance documents required by the different loan funds. Administrative staff is reorganizing all of the loan files to include a loan closing instructions checklist which details the compliance documents required for each loan fund. A pre-closing checklist is also included with individual tabs, and a breakdown of the documents included under each tab. We believe our new loan policy and procedures, along with the reorganization of our loan files will clarify the compliance documents required for each loan, and where to find those documents within the individual loan files. The loan file examined by the auditors had not been re-organized by administrative staff at the time of the audit.

GREAT FALLS DEVELOPMENT AUTHORITY, INC.

GREAT FALLS, MONTANA

**STATUS OF PRIOR YEAR'S RECOMMENDATIONS
FOR THE YEAR ENDED JUNE 30, 2010**

None