

**MARYLAND AGRICULTURAL
AND RESOURCE-BASED
INDUSTRY DEVELOPMENT CORPORATION**

**BASIC FINANCIAL
STATEMENTS**

JUNE 30, 2024

**MARYLAND AGRICULTURAL AND RESOURCE-BASED
INDUSTRY DEVELOPMENT CORPORATION
JUNE 30, 2024
TABLE OF CONTENTS**

	Page
INDEPENDENT AUDITOR’S REPORT	1 – 3
REQUIRED SUPPLEMENTARY INFORMATION	
• Management’s Discussion and Analysis	4 – 8
BASIC FINANCIAL STATEMENTS	
• Statement of Net Position	9
• Statement of Revenues, Expenses and Changes in Net Position	10
• Statement of Cash Flows	11
NOTES TO FINANCIAL STATEMENTS	12 – 23
INDEPENDENT AUDITOR’S 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	24 - 25

INDEPENDENT AUDITOR'S REPORT

The Board of Directors of the
Maryland Agricultural and Resource-Based
Industry Development Corporation
Annapolis, Maryland

Opinion

We have audited the accompanying financial statements of the Maryland Agricultural and Resource-Based Industry Development Corporation ("MARBIDCO"), which comprise the statement of net position as of June 30, 2024, and the related statements of revenue, expenses, and changes in net position, and cash flows for the year then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of MARBIDCO as of June 30, 2024, and the changes in its net position and its cash flows for the year then ended, in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements, including omissions, are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about MARBIDCO's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Other Matters

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis on pages 4 through 9 be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated October 10, 2024 on our consideration of MARBIDCO's internal control over financial reporting and on 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* in considering MARBIDCO's internal control over financial reporting and compliance.

Handwritten signature of Lindsay & Associates, LLC in cursive script.

October 10, 2024

**MARYLAND AGRICULTURAL AND RESOURCE-BASED
INDUSTRY DEVELOPMENT CORPORATION
MANAGEMENT'S DISCUSSION AND ANALYSIS
JUNE 30, 2024**

Overview of the Financial Statements and Financial Analysis

This discussion and analysis of the Maryland Agricultural and Resource-Based Industry Development Corporation's ("MARBIDCO") financial performance provides an overview of MARBIDCO's financial activities for the year ended June 30, 2024, with the fiscal year 2023 data presented for comparative purposes. Please read it in conjunction with MARBIDCO's basic financial statements, beginning on page 10.

Financial Highlights

MARBIDCO's net position increased from \$49.3 million for the year ended June 30, 2023, to \$63 million for the year ended June 30, 2024. Revenues as disclosed on the schedules of Revenues, Expenses and Changes in net Position on page 6, increased from \$9.7 million for the year ended June 30, 2023 to \$18.1 million for the year ended June 30, 2024. The increase was mainly due to a \$8.5 million increase in State appropriations and a \$0.23 million increase in regional and local grants as well as \$0.22 million increase in interest income on loans receivable. MARBIDCO's expenses decreased from \$4.59 million for the year ended June 30, 2023 to \$4.39 million for the year ended June 30, 2024. The decrease was mainly due to a \$0.85 million decrease in Next Generation Easement Option Purchases.

Statement of Net Position

The Statement of Net Position presents the assets, deferred outflows of resources, liabilities, deferred inflows of resources, and net position of MARBIDCO as of the end of the fiscal year. This statement reflects a "point-of-time" financial picture. The purpose of the Statement of Net Position is to present to the readers a fiscal "snapshot" of MARBIDCO. The Statement of Net Position helps answer the question "is MARBIDCO as a whole financially better off or worse off as a result of the year's activities?" When revenues exceed expenses, the result is an increase in net position. When the reverse occurs, the result is a decrease in net position. The relationship between revenue and expenses may be thought of as MARBIDCO's operating results.

Net position is divided into three major categories. The first category, net investment in capital assets, provides MARBIDCO's equity in capital assets owned by MARBIDCO. The second category is restricted net position for programs that have received special funds from third party entities for designated purposes. The third category is unrestricted net position, which is available to MARBIDCO for any lawful purpose of MARBIDCO.

Total net position as presented on the Statement of Net Position is based on activity presented in the Statement of Revenue, Expenses, and Changes in Net Position. The purpose of this statement is to present the revenue received by MARBIDCO, both operating and non-operating; the expenses paid by MARBIDCO, both operating and non-operating; and any other revenue, expenses, gains and losses received or spent by MARBIDCO.

The last statement presented is the Statement of Cash Flows. It presents detailed information about the activities involving cash and cash equivalents.

**MARYLAND AGRICULTURAL AND RESOURCE-BASED
INDUSTRY DEVELOPMENT CORPORATION
MANAGEMENT'S DISCUSSION AND ANALYSIS
JUNE 30, 2024**

Condensed Financial Information

Schedules of Net Position

	2024	2023	Variance
CURRENT ASSETS			
Cash and cash equivalents	\$ 26,630,364	\$ 13,925,198	\$ 12,705,166
Accounts receivable	325	1,075	(750)
Current portion of loans receivable	4,072,043	2,828,337	1,243,706
Accrued interest receivable	229,759	214,381	15,378
Other assets	9,058	8,932	126
Total current assets	<u>30,941,549</u>	<u>16,977,923</u>	<u>13,963,626</u>
NONCURRENT ASSETS			
Loans receivable, net of current portion and allowance of \$1,132,642 and \$1,303,922 for 2024 and 2023, respectively	32,210,380	32,491,230	(280,850)
Net capital assets	16,086	17,676	(1,590)
Total noncurrent assets	<u>32,226,466</u>	<u>32,508,906</u>	<u>(282,440)</u>
TOTAL ASSETS	63,168,015	49,486,829	13,681,186
DEFERRED OUTFLOWS OF RESOURCES	<u>-</u>	<u>-</u>	<u>-</u>
TOTAL ASSETS AND DEFERRED OUTFLOWS OF RESOURCES	<u>\$ 63,168,015</u>	<u>\$ 49,486,829</u>	<u>\$ 13,681,186</u>
CURRENT LIABILITIES			
Accrued expenses	127,703	112,310	15,393
Other liabilities	-	-	-
Total Current Liabilities	<u>127,703</u>	<u>112,310</u>	<u>15,393</u>
NONCURRENT LIABILITIES			
Other liabilities	3,306	4,690	(1,384)
Total Non-Current Liabilities	<u>3,306</u>	<u>4,690</u>	<u>(1,384)</u>
TOTAL LIABILITIES	<u>131,009</u>	<u>117,000</u>	<u>14,009</u>
DEFERRED INFLOWS OF RESOURCES	<u>-</u>	<u>-</u>	<u>-</u>
NET POSITION			
Net investment in capital assets	16,086	17,676	(1,590)
Restricted	2,656,372	1,309,020	1,347,352
Unrestricted	60,364,548	48,043,133	12,321,415
TOTAL NET POSITION	<u>63,037,006</u>	<u>49,369,829</u>	<u>13,667,177</u>
TOTAL LIABILITIES, DEFERRED INFLOWS OF RESOURCES AND NET POSITION	<u>\$ 63,168,015</u>	<u>\$ 49,486,829</u>	<u>\$ 13,681,186</u>

**MARYLAND AGRICULTURAL AND RESOURCE-BASED
INDUSTRY DEVELOPMENT CORPORATION
MANAGEMENT'S DISCUSSION AND ANALYSIS
JUNE 30, 2024**

Condensed Financial Information

Schedules of Revenues, Expenses and Changes in Net Position

	<u>2024</u>	<u>2023</u>	<u>Variance</u>
Operating Revenues			
Interest income on loans receivable	\$ 1,480,001	\$ 1,251,631	\$ 228,370
Program revenue	269,255	179,724	89,531
Total Operating Revenues	<u>1,749,256</u>	<u>1,431,355</u>	<u>317,901</u>
Operating Expenses			
Grants	1,242,091	673,139	568,952
Administrative	299,167	287,611	11,556
Salaries and benefits	1,239,011	1,030,047	208,964
Depreciation	6,317	6,275	42
Total Operating Expenses	<u>2,786,586</u>	<u>1,997,072</u>	<u>789,514</u>
Net operating loss before provision for loan losses	<u>(1,037,330)</u>	<u>(565,717)</u>	<u>(471,613)</u>
Provision for loan losses	(73,806)	(296,993)	223,187
Net operating loss	<u>(1,111,136)</u>	<u>(862,710)</u>	<u>(248,426)</u>
Non-Operating Revenues/Expenses			
State appropriations (core programs and easement options)	15,235,000	6,735,000	8,500,000
Federal, regional, and local grants	230,000	-	230,000
Easement option repayments	876,547	1,558,869	(682,322)
Easement option purchases	(1,607,614)	(2,458,478)	850,864
Easement purchases	-	(140,724)	140,724
Interest on investments	41,298	5,563	35,735
Other revenue	3,082	3,743	(661)
Total Non-Operating Revenues/Expenses	<u>14,778,313</u>	<u>5,703,973</u>	<u>9,074,340</u>
Change in Net Position	13,667,177	4,841,263	8,825,914
Net Position, beginning of the year	<u>49,369,829</u>	<u>44,528,566</u>	<u>4,841,263</u>
Net Position, end of the year	<u><u>\$ 63,037,006</u></u>	<u><u>\$ 49,369,829</u></u>	<u><u>\$ 13,667,177</u></u>

**MARYLAND AGRICULTURAL AND RESOURCE-BASED
INDUSTRY DEVELOPMENT CORPORATION
MANAGEMENT'S DISCUSSION AND ANALYSIS
JUNE 30, 2024**

Mission and Organizational Structure

MARBIDCO is a quasi-governmental corporation with a mission to promote the viability and profitability of Maryland's agriculture, forestry and seafood industries through specialized economic development assistance programming. A by-product of MARBIDCO's work is to aid in the retention of rural working farm and forest lands in the State which have been disappearing at an alarming rate.

MARBIDCO is broadly authorized to: 1) develop agriculture industries and markets; 2) support the appropriate commercialization of agricultural processes and technologies; 3) assist with rural land preservation efforts; and 4) alleviate the shortage of nontraditional capital and credit available at affordable interest rates for investment in agricultural and resource-based businesses. MARBIDCO received its first State appropriation in fiscal year 2007 and formally began offering services in the spring of 2007.

MARBIDCO is governed by a Board of Directors that consists of 17 individuals representing appropriate government agencies, food and fiber producers and processors, commercial lenders, and public finance and economic development professionals. The public sector members of MARBIDCO's Board include University of Maryland Extension, the Rural Maryland Council, the Maryland Food Center Authority, the Maryland Department of Agriculture, the Maryland Department of Natural Resources, and the Maryland Department of Commerce. From the private sector, the Governor has appointed 11 members representing agricultural, forestry, and seafood industries as well as experts in food processing, commercial finance, and rural economic development.

Capital Additions

Capital additions include computer equipment.

Economic Outlook

MARBIDCO's demand for new agribusiness loans was at an all-time high in fiscal years 2022 and 2023, but it softened somewhat over the preceding year as sustained inflationary pressures and low commodity prices have negatively impacted the agricultural economy, both nationally and locally. Drought conditions also impacted agricultural production in certain areas of Maryland last year. The forestry and seafood sectors have also experienced some market demand challenges, and the outlook for them is at best neutral. The Federal Reserve has signaled that it plans to cut its overnight interest rates over the next several months which will help to bolster economic activity broadly, and some modest growth is expected in regional livestock markets as national cattle markets experience supply shortages. This, coupled with some accelerating farm ownership transfer demand, can reasonably be expected to yield strong MARBIDCO loan demand in FY 2025. The credit quality of the existing loan portfolio remains relatively good. MARBIDCO is not aware of any facts, decisions or conditions that will have a significant negative impact on its financial condition during the upcoming fiscal year, except with respect to the fact that the State Government is expected to face significant

**MARYLAND AGRICULTURAL AND RESOURCE-BASED
INDUSTRY DEVELOPMENT CORPORATION
MANAGEMENT'S DISCUSSION AND ANALYSIS
JUNE 30, 2024**

budgetary pressures next year (and going forward). MARBIDCO's ability to make new loans, non-recoverable financial outlays for incentive grants, and farmland conservation easement purchases substantially correlates to its ability to maintain a solid capital base as well as receive State appropriations for four specialty financial programs. MARBIDCO will continue to monitor and closely watch expenses to the best of its ability.

Contacting MARBIDCO's Financial Management

This financial report is designed to provide Maryland citizens and taxpayers, and our customers, clients and creditors with a general overview of the finances of MARBIDCO. If you have questions about this report or need additional financial information, please contact: Maryland Agricultural and Resource-Based Industry Development Corporation, 1410 Forest Drive, Suite 21, Annapolis, MD 21403.

**MARYLAND AGRICULTURAL AND RESOURCE-BASED
INDUSTRY DEVELOPMENT CORPORATION
STATEMENT OF NET POSITION
JUNE 30, 2024**

ASSETS

Current Assets

Cash and cash equivalents - unrestricted	\$ 26,630,364
Accounts receivable	325
Current portion of loans receivable	4,072,043
Accrued interest receivable	229,759
Other assets	9,058
Total Current Assets	<u>30,941,549</u>

Noncurrent Assets

Loans receivable, net of current portion and allowance of \$1,132,642	32,210,380
Net capital assets	16,086
Total Noncurrent Assets	<u>32,226,466</u>

TOTAL ASSETS	<u>63,168,015</u>
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DEFERRED OUTFLOWS OF RESOURCES	<u>-</u>
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TOTAL ASSETS AND DEFERRED OUTFLOWS OF RESOURCES	<u><u>\$ 63,168,015</u></u>
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LIABILITIES

Current Liabilities

Accrued expenses	\$ 127,703
Total Current Liabilities	<u>127,703</u>

Non-Current Liabilities

Other liabilities	3,306
Total Non-Current Liabilities	<u>3,306</u>

TOTAL LIABILITIES	<u>131,009</u>
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DEFERRED INFLOWS OF RESOURCES	<u>-</u>
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NET POSITION

Net investment in capital assets	16,086
Restricted	2,656,372
Unrestricted	60,364,548
TOTAL NET POSITION	<u><u>63,037,006</u></u>

TOTAL LIABILITIES, DEFERRED INFLOWS OF RESOURCES AND NET POSITION	<u><u>\$ 63,168,015</u></u>
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The accompanying notes to these financial statements are an integral part of this statement.

**MARYLAND AGRICULTURAL AND RESOURCE-BASED
INDUSTRY DEVELOPMENT CORPORATION
STATEMENT OF REVENUES, EXPENSES
AND CHANGES IN NET POSITION
FOR THE YEAR ENDED JUNE 30, 2024**

Operating Revenues

Interest income on loans receivable	\$ 1,480,001
Program revenue	269,255
Total Operating Revenues	<u>1,749,256</u>

Operating Expenses

Grants	1,242,091
Administrative	299,167
Salaries and benefits	1,239,011
Depreciation	6,317
Total Operating Expenses	<u>2,786,586</u>

Net operating loss before provision for loan losses (1,037,330)

Provision for loan loss	(73,806)
Net operating loss	<u>(1,111,136)</u>

Non-Operating Revenues (Expenses)

State appropriation (core programs and easement options)	15,235,000
Interest on investments	41,298
Easement option repayments	876,547
Easement option purchases	(1,607,614)
Other revenue	3,082
Total Non-Operating Revenues (Expenses)	<u>14,778,313</u>

Change in Net Position 13,667,177

Net Position, beginning of the year 49,369,829

Net Position, end of the year \$ 63,037,006

The accompanying notes to these financial statements are an integral part of this statement.

**MARYLAND AGRICULTURAL AND RESOURCE-BASED
INDUSTRY DEVELOPMENT CORPORATION
STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED JUNE 30, 2024**

Cash flows from operating activities	
Cash received from interest and fees on loans	\$ 1,465,247
Cash received from program fees	269,255
Cash paid for operating expenses	(1,524,169)
Cash paid for grant expenses	(1,242,091)
Net cash provided (used) by operating activities	<u>(1,031,758)</u>
Cash flows from capital and related financing activities	
Purchase of capital assets	<u>(4,726)</u>
Net cash provided (used) by capital and related financing activities	<u>(4,726)</u>
Cash flows from non-capital financing activities	
State appropriations	15,235,000
Cash paid for easement options	(1,607,614)
Easement option repayments	876,547
Easement purchases	-
Other revenue	3,082
Net cash provided by non-capital financing activities	<u>14,737,015</u>
Cash flows from investing activities	
Principal receipts on loans	3,839,309
Interest on investments	41,298
Provision for loan loss	(73,806)
Investments in loans	(4,802,166)
Net cash provided by investing activities	<u>(995,365)</u>
Net increase (decrease) in cash and cash equivalents	12,705,166
Cash and cash equivalents at beginning of year	<u>13,925,198</u>
Cash and cash equivalents at end of year	<u><u>\$ 26,630,364</u></u>
Reconciliation of operating income (loss) to net cash provided	
(used) by operating activities:	
Operating income (loss)	\$ (1,111,136)
Adjustments to reconcile operating income to net cash provided	
(used) by operating activities:	
Depreciation expense	6,317
Provision for loan loss	73,806
Changes in assets and liabilities:	
Decrease (increase) in accrued interest receivable	(15,378)
Increase (decrease) in accrued expenses	<u>15,393</u>
Cash provided (used) by operating activities	<u><u>\$ (1,031,758)</u></u>

The accompanying notes to these financial statements are an integral part of this statement.

**MARYLAND AGRICULTURAL AND RESOURCE-BASED
INDUSTRY DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2024**

NOTE 1 – ORGANIZATIONAL STRUCTURE AND SIGNIFICANT ACCOUNTING POLICIES

Financial Reporting Entity

Maryland Agricultural and Resource-Based Industry Development Corporation (“MARBIDCO”) was established to operate The Maryland Resource-Based Industry Financing Fund, The Agri-Business Equipment and Working Capital Fund, and other targeted or industry-specific loan programs. The programs are primarily designed to offer low interest loans to agricultural and resource-based industry firms to purchase land, capital equipment and technology. MARBIDCO also provides grants to improve the financial viability of producers and processors and to assist with business diversification and expansion activities. Since FY 2018, MARBIDCO has administered the Next Generation Farmland Acquisition Program to help transfer ownership of farmland to beginning farmers and facilitate farmland conservation easement option purchases. In FY 2020, the Small Acreage Next Generation Farmland Acquisition Program was established as an offshoot of MARBIDCO’s original Next Generation Farmland Acquisition Program to help qualified beginning farmers to purchase smaller properties by simultaneously purchasing permanent agriculture easements.

MARBIDCO was established by Senate Bill 589, Rural Maryland – Agricultural and Resource-Based Industry Development Act, in 2004. MARBIDCO began operations in December 2006 and opened an office in May 2007.

In evaluating how to define MARBIDCO, for financial reporting purposes, management has considered all potential component units. The decision to include a potential component unit in the reporting entity was made by applying the criteria set by the Governmental Accounting Standards Board. Component units are legally separate organizations for which the officials of MARBIDCO are financially accountable and a financial benefit or burden relationship exists. In addition, component units can be other organizations for which the nature and significance of their relationship with MARBIDCO are such that exclusion would cause MARBIDCO’s financial statements to be misleading. Based upon the application of criteria set by the Governmental Accounting Standards Board, there are no separate component units of MARBIDCO.

The accounting and financial reporting policies of MARBIDCO conform to generally accepted accounting principles (GAAP) as applicable to governments. The following is a summary of the more significant policies.

Basis of Presentation

MARBIDCO’s accounts are organized as an enterprise fund. The operations are accounted for with a set of self-balancing accounts that comprise its assets, deferred outflows of resources, liabilities, deferred inflows of resources, and net position. Enterprise funds are used to account for operations that provide a service to the public financed by charges to users of that service and activities where the periodic measurement of net income is deemed appropriate for capital maintenance, public policy, management control, accountability or other purposes. MARBIDCO’s enterprise fund is accounted for on the flow of economic resources measurement focus. Accounting records are maintained on the accrual basis of accounting, under which revenues are recorded when they are earned and expenses are recorded when the corresponding liabilities are incurred.

**MARYLAND AGRICULTURAL AND RESOURCE-BASED
INDUSTRY DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2024**

NOTE 1 – ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES - continued

Cash and Cash Equivalents – MARBIDCO’s cash and cash equivalents are considered to be cash on hand, demand deposits, and short-term investments with original maturities of three months or less from the date of acquisition. Cash equivalents are stated at cost, which approximates market.

Investments – MARBIDCO’s investments, if any, are stated at fair value. The fair value of investments is based on quoted market prices. Short-term investments are valued at cost, which approximates fair value. MARBIDCO may invest in bank certificates of deposit which are covered by federal depository insurance and money market funds.

Accounts Receivable – Accounts receivable include state appropriations and other loan fees. Accounts receivable is deemed collectible in full and the allowance for doubtful accounts at June 30, 2024, is \$325.

Capital Assets and Depreciation – General capital assets are long-lived assets of MARBIDCO as a whole. Capital assets consist of property and equipment which are stated at cost. Additions, improvements and expenditures that significantly extend the useful life of an asset are capitalized. MARBIDCO follows the practice of capitalizing all expenditures for fixed assets in excess of \$1,000. Purchased capital assets are stated at historical cost. Donated capital assets are recorded at estimated fair value at the date of donation. Depreciation on capital assets is charged as an expense over their estimated service lives, which range from three to seven years, using the straight-line method.

Real Estate Owned – Real estate owned represents real estate acquired through foreclosures. Real estate owned is recorded at the lower of the investment in the loan or the estimated net realizable value.

Compensated Absences – It is MARBIDCO’s policy to allow employees to carry over unused vacation leave as earned. Employees may carry over 50 days into the next fiscal year.

Income Tax Status – MARBIDCO is exempt from federal and state income taxes as it is essentially a political subdivision of the State.

State Appropriation – Funds received from State appropriations are recorded as revenue and funds paid to the State are recorded as expenses.

Special Grants – Funds received from public or private entities to help capitalize special revolving loan funds are recorded as revenue.

Interest Income – Interest income on cash and cash equivalents is recorded when earned.

**MARYLAND AGRICULTURAL AND RESOURCE-BASED
INDUSTRY DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2024**

NOTE 1 – ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES – continued

Allowance for Loan Losses and Conditional Loan Principal Forgiveness Feature

The allowance for loan losses is a reserve account for possible future loan losses. Loan losses and recoveries of previously charged-off loans are charged or credited directly to the allowance account. Management's periodic evaluation of the adequacy of the allowance is based on known and inherent risks in the portfolio, adverse situations that may affect the borrower's ability to repay, the estimated value of any underlying collateral, current economic conditions, historical losses, and delinquency rates. In addition, some MARBIDCO specialty lending loan programs offer an incentive which allows a portion of the loan principal amount to be forgiven when certain performance-related conditions are met. At June 30, 2024, the allowance for loan losses was \$968,368 and the conditional loan principal forgiveness balance was \$164,274.

Equity Classifications

Equity is classified as net position and is displayed in three components:

Net investment in capital assets – Consists of capital assets, net of accumulated depreciation and reduced by the outstanding balances of any bonds, notes, or other borrowings, and reduced or increased by deferred inflows and outflows attributable to the acquisition, construction or improvement of those assets.

Restricted net position – Consists of assets with constraints placed on their use either by 1) external groups, such as creditors, grantors, contributors, or laws or regulations of other governments; or 2) law through constitutional provisions or enabling legislation, reduced by liabilities and deferred inflows of resources related to those assets.

Unrestricted net position – all other net position that does not meet the definition of "restricted" or "net investment in capital assets."

When both restricted and unrestricted resources are available for use, the decision as to which assets are used first is left to the discretion of MARBIDCO.

Revenue and Expenses

MARBIDCO distinguishes operating revenues and expenses from non-operating revenues and expenses. Operating revenues and expenses generally result from providing services and producing and delivering financing in connection with a proprietary activity's principal ongoing operations. Operating revenues include interest income of loans receivable and other program revenues, since they constitute MARBIDCO's ongoing operations. Operating expenses include the cost of services, administrative expenses, and depreciation on capital assets. All revenues and expenses not meeting this definition are reported as non-operating revenues and expenses.

**MARYLAND AGRICULTURAL AND RESOURCE-BASED
INDUSTRY DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2024**

NOTE 1 – ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES - continued

Estimates

Management uses estimates and assumptions in preparing financial statements in accordance with accounting principles generally accepted in the United States of America. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities and the reported revenues, expenditures, and expenses. Actual results could vary from the estimates that were used.

Deferred Outflows and Inflows of Resources

A deferred outflow of resources represents a consumption of net position that applies to a future period and so will not be recognized as an outflow of resources (expense/expenditure) until then. Likewise, a deferred inflow of resources represents an acquisition of net position that applies to a future period and so will not be recognized as an inflow of resources (revenue) until that time.

As of June 30, 2024, the balance of deferred inflows of resources is \$0, and the balance of deferred outflows of resources is \$0.

NOTE 2 – DEPOSITS AND INVESTMENTS

Deposit Policies

According to statute, MARBIDCO maintains its cash balances in federally insured banking institutions. MARBIDCO's deposits are insured by FDIC or are collateralized with securities held by the pledging financial institution's trust department or agent in the name of MARBIDCO.

Custodial credit risk for deposits is the risk that in the event of a bank failure MARBIDCO's deposits may not be returned or MARBIDCO will not be able to recover collateral securities in the possession of an outside party. The Maryland Agricultural and Resource-Based Industry Development Act requires that cash deposits and Certificates of Deposit either be issued or collateralized by obligations of the State or the United States of America. At year-end, the carrying amounts of MARBIDCO's deposits were \$26,630,364 and the bank balances totaled \$26,670,155. At year end, the Corporations bank balances were not exposed to any custodial credit risk because all deposits were fully collateralized or insured by Federal Depositary Insurance Corporation (FDIC).

**MARYLAND AGRICULTURAL AND RESOURCE-BASED
INDUSTRY DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2024**

NOTE 2 – DEPOSITS AND INVESTMENTS - continued

Investment Policies

Credit Risk is the risk that an issuer or other counterparty to an investment will not fulfill its obligations.

Interest Rate Risk is the risk that changes in interest rates will adversely affect the fair value of an investment. Investments held for longer periods are subject to increased risk of adverse interest rate changes. MARBIDCO's policy provides that investment maturities for operating funds shall be scheduled to coincide with projected cash flow needs of the programs, taking into account routine expenditures as well as considering anticipated revenue. Investment maturities do not exceed nine months at June 30, 2024.

Concentration of Credit Risk is the risk of loss attributed to the magnitude of MARBIDCO's investment in a single issuer.

For investments, **custodial credit risk** is the risk that, in the event of the failure of the counterparty, MARBIDCO will not be able to recover the value of its investments or collateral securities in the possession of an outside party. The Maryland Agricultural and Resource-Based Industry Development Act requires that cash deposits and Certificates of Deposit either be issued or collateralized by obligations of the State or the United States of America.

Generally, MARBIDCO's investing activities are managed by MARBIDCO's executive director. Statutes authorize MARBIDCO to invest in obligations of the U.S. Treasury and Federal Government agencies, bankers' acceptances, repurchase agreements and certificates of deposit, the State Treasurer's Investment Pool, commercial paper, and mutual funds dealing in government securities.

Investments

At June 30, 2024, MARBIDCO had no current investments.

**MARYLAND AGRICULTURAL AND RESOURCE-BASED
INDUSTRY DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2024**

NOTE 3 – LOANS RECEIVABLE

The Maryland Resource-Based Industry Financing Fund offers low-interest loans to established and new resource-based industry firms for the purchase of land and capital equipment for production and processing activities as well as environmental enhancement projects.

MARBIDCO provides up to 40% of the financing needed for a project, and a commercial lender and/or a public instrumentality must also have an equal financial commitment in any transaction. MARBIDCO also independently makes smaller loans for working capital and equipment purchases. The loans have amortization periods that do not typically exceed 25 years and bear interest at rates ranging from 4.75% to 6.75% depending on the nature of the loan and the program from which the loan was funded.

In October 2010, MARBIDCO entered into an agreement with the State of Maryland Department of Natural Resources (DNR) to oversee the Maryland Shellfish Aquaculture Financing Fund and Program. The program was established to help make affordable financing available to those wishing to start or expand a shellfish aquaculture business. Loan terms range from 3 to 7 years with the first through third year being interest only. If the borrowers are in good standing on making their payments and implementing their production plans after the interest only period, 25% of the amount of the loan will be forgiven (40% for first time borrowers).

In March 2012, MARBIDCO entered into an agreement with the DNR to assist in the development, administration, and implementation of the Maryland Shellfish Remote Setting Aquaculture Financing Program. This program is instrumental in making affordable financing available to commercial watermen, individuals and other businesses proposing to begin new or expand established remote setting shellfish aquaculture businesses. Loan terms are normally for five or six years, and all borrowers are required to make loan repayments on a quarterly basis. During the first year of the term of the loan agreement, modest interest-only payments are required; thereafter, regular amortizing loan payments are due with the final year of loan payments forgiven for borrowers who are in good standing on making their payments and implementing their production plans. This effectively results in a grant to the borrower of between 22% and 27% of the principal amount of the loan.

**MARYLAND AGRICULTURAL AND RESOURCE-BASED
INDUSTRY DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2024**

NOTE 3 – LOANS RECEIVABLE – continued

In June 2017, MARBIDCO entered into an agreement with Tri-County Council for Southern Maryland to implement and oversee a Southern Maryland Revolving Loan Fund for Agricultural Producers in Anne Arundel County, Calvert County, Charles County, Prince George’s County, and St. Mary’s County. This program was established to provide low-cost loans for the purchase of livestock, (including shellfish aquaculture), the production of small fruits and upgrades for safe growing, harvesting, packing, and holding of produce in conformance with Good Agricultural Practices (GAP) and the Food Safety Modernization Act (FSMA). The loan terms range from 1 to 5 years and start with an interest-only period. There is a forgiveness incentive for borrowers that are in good standing which results in forgiveness of the final 25% of payments of principal and interest.

In July 2022, MARBIDCO launched the Maryland Watermen’s Microloan Program with funds provided by the State of Maryland as required by legislation establishing the program. The program offers unsecured loans of between \$7,000 and \$15,000 in size to assist qualifying commercial watermen with purchasing needed equipment and boat repairs. These loans have terms of four years, and there is a debt forgiveness incentive for borrowers that are in good standing which is expected to result in the forgiveness of the final year of loan repayments.

In the Fall of 2023, MARBIDCO launched the Maryland Oyster Shucking House Loan Program with funds provided by the State of Maryland. The program offers loans from \$25,000 to \$250,000 (which is dependent upon the number of full-time jobs being created or retained). The program assists in financing the cost of eligible seafood processing projects, including historic oyster shucking facilities and to facilitate an increase in the amount of oyster shells retained in the State and Returned to the Chesapeake Bay. Loan terms correspond to the useful life of the assets being financed and the interest rate is 3.25%. There is a debt forgiveness feature, certified by the Maryland Department of Natural Resources for bushels of oyster shell returned to DNR or to public fishery oyster bars.

**MARYLAND AGRICULTURAL AND RESOURCE-BASED
INDUSTRY DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2024**

NOTE 3 – LOANS RECEIVABLE – continued

As of June 30, 2024, the outstanding balance of loans receivable was as follows:

	Current Loan Balance
MRBIFF	\$ 34,455,257
So. MD Ag Revolving Loan	45,611
Agri-Business Equip & WC Loan	686,596
Forestry Equip & WC Loan	67,325
Vineyard Planting Loan	360,137
Energy Efficiency Loan	8,716
Pandemic Adjustment Loan	4,967
Remote Setting Aqua Loan	80,646
Shellfish Aqua Loan	1,067,444
Watermen's Micro Loan	458,366
Oyster Shucking House Loan	180,000
	<u>37,415,065</u>
Allowance for loan losses	<u>(1,132,642)</u>
 Total	 <u><u>\$ 36,282,423</u></u>
 Current	 \$ 4,072,043
Long-term net of allowance	<u>32,210,380</u>
 Total	 <u><u>\$ 36,282,423</u></u>

A summary of the changes in the allowance for loan losses for the year ended June 30, 2024 is as follows:

Balance, beginning of year	\$ 1,303,922
Provision charged to operations	73,806
Loan forgiveness	<u>(245,086)</u>
Balance, end of year	<u><u>\$ 1,132,642</u></u>

**MARYLAND AGRICULTURAL AND RESOURCE-BASED
INDUSTRY DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2024**

NOTE 4 – CAPITAL ASSETS AND DEPRECIATION

Capital asset activity for governmental funds for the year ended June 30, 2024, was as follows:

	Beginning Balance	Additions	Reductions	Ending Balance
Furniture and equipment	\$ 105,712	\$ 4,727	\$ -	\$ 110,439
Accumulated Depreciation	(88,036)	(6,317)	-	(94,353)
Net capital assets	<u>\$ 17,676</u>	<u>\$ (1,590)</u>	<u>\$ -</u>	<u>\$ 16,086</u>

Depreciation was \$6,317 for the year ended June 30, 2024.

MARBIDCO has no material construction commitments as of June 30, 2024.

NOTE 5 – LEASE COMMITMENTS

MARBIDCO leases certain office facilities under a non-cancelable operating lease expiring on October 31, 2024. At the end of the extended term and continuing for four additional lease years to October 31, 2028, the term of the lease shall be automatically extended for one additional lease year beginning November 1, 2024 unless by June 30, 2024, written notice is given that MARBIDCO does not wish to extend the lease. Future minimum lease payments under the lease ending October 31, 2024 are as follows:

FY	
2025	\$ 20,663
Total	<u>\$ 20,663</u>

Rent expense was \$61,484 for the year ended June 30, 2024.

**MARYLAND AGRICULTURAL AND RESOURCE-BASED
INDUSTRY DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2024**

NOTE 6 – LONG-TERM DEBT

A secured \$1,000,000 variable rate line of credit was available to MARBIDCO during fiscal year 2016. This was increased to \$4,000,000 in 2017 and it is secured by \$10,000,000 in loans receivable. The line of credit calls for an initial interest rate of 2.17%. The balance as of June 30, 2024, is \$0.

NOTE 7 – RETIREMENT PLANS

MARBIDCO offers a 401(a) defined contribution money purchase plan to all employees. As of June 30, 2024, nine employees participate in the plan. Under the plan, MARBIDCO contributes four percent of each eligible employee's salary. Employees may also elect to contribute up to an additional four percent which is matched by MARBIDCO. Plan expenses incurred by MARBIDCO for the year ended June 30, 2024, were \$71,884.

MARBIDCO offers a Roth IRA plan to its employees. The plan, available to all employees offers a post-tax savings program with annual contribution limits of \$6,500 (\$7,500 for employees 50 and over). Earnings on Roth IRA accounts may be distributed tax-free, provided they are not withdrawn until after the contributions have been in the account for five years from the date of your first Roth IRA contribution or conversion and certain other requirements are met. Mission Square Retirement formerly, the International City Management Retirement Corporation ("ICMA-RC") administers the plan. Participation is optional and Management's involvement is limited to transferring amounts withheld from payroll to Mission Square Retirement. Accordingly, the investments designated for compensation benefits are not reflected in MARBIDCO's financial statement.

**MARYLAND AGRICULTURAL AND RESOURCE-BASED
INDUSTRY DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2024**

NOTE 8 – DEFERRED COMPENSATION

MARBIDCO offers a Deferred Compensation Plan to its employees in accordance with Section 457 of the Internal Revenue Code. The plan, available to all employees, permits employees to defer a portion of their salary until future years. Participation in the plan is optional. The deferred compensation is not available to employees until termination, retirement, death, or unforeseeable emergency.

Mission Square Retirement formerly, the International City Management Association Retirement Corporation (“ICMA-RC”) administers the plan. Management’s involvement is limited to transferring amounts withheld from payroll to Mission Square Retirement.

All amounts of compensation deferred under the plan, and all related income are held in trust for the exclusive benefit of participants and their beneficiaries. The assets will not be diverted to any other purpose. In compliance with the Internal Revenue Code Section 457(g), all assets and income of the plan are held in trust for the exclusive benefit of participants and their beneficiaries. Accordingly, the investments designated for compensation benefits are not reflected in MARBIDCO’s financial statements.

NOTE 9 – RISK MANAGEMENT

MARBIDCO is exposed to various risks of loss related to torts, theft of, damage to, and destruction of assets, errors and omissions, injuries to and illnesses of employees, and natural disasters. MARBIDCO purchases commercial insurance coverage for general liability, property and casualty, environmental and antitrust liabilities, and certain employee health benefits. Settled claims from these risks have not exceeded commercial coverage and there has not been a reduction in insurance coverage for the year end June 30, 2024. Beginning on October 1, 2008, MARBIDCO gained additional liability protection when it became covered under the Maryland Tort Claims Act.

NOTE 10 – COMMITMENTS AND CONTINGENCIES

MARBIDCO receives grant funds from the State and other funders for various programs. Expenditures from these funds are subject to audit by the grantor, and MARBIDCO is contingently liable to refund amounts received in excess of allowable expenditures. In the opinion of MARBIDCO’s management, no material refunds will be required as a result of expenditures disallowed by the grantors.

The Board approves loans, grants and easement option purchases that had not been disbursed as of June 30, 2024.

There are \$1,508,837 in loan commitments; \$600,000 related to the Maryland Resource-Based Industry Financing Fund; \$776,306 related to the Agri-Business Equipment and Working Capital Loan Fund; \$62,152 related to the Maryland Vineyard/Hopyard/Orchard Planting Loan Fund; \$24,274 related to the Southern Maryland Revolving Loan Fund; \$26,105 related to the Maryland Shellfish Aquaculture Financing Loan Fund; \$20,000 related to the Maryland Oyster Shucking House Loan Fund.

**MARYLAND AGRICULTURAL AND RESOURCE-BASED
INDUSTRY DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2024**

NOTE 10 – COMMITMENTS AND CONTINGENCIES – continued

There are \$853,505 in grant commitments; \$27,733 related to the Local Government Ag/RBI Project Cost Share Grants, \$674,091 related to the Maryland Certified Local Farm Enterprise Food Aggregation Grants; \$85,408 related to the Maryland Livestock Processing Equipment Grant Program; \$58,043 related to the Maryland Value-Added Producer Matching Grant – USDA Option and \$8,230 related to the Upper Shore Equity Incentive Matching Grant Fund.

There are \$1,372,573 in commitments related to the Next Generation Farmland Acquisition Program.

NOTE 11 – CONCENTRATIONS

During the year ended June 30, 2024, MARBIDCO received \$15,235,000 or 85% of its total revenue from State appropriations, with an additional \$1,480,001 in interest income from loans, and \$118,201 in program income.

NOTE 12 – SUBSEQUENT EVENTS

Management has evaluated subsequent events through October 10, 2024, the date that the financial statements were available to be issued. No significant subsequent events have been identified that would require adjustment of or disclosure in the accompanying financial statements.

**INDEPENDENT AUDITOR’S 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***

Board of Directors
Maryland Agricultural and Resource-Based
Industry Development Corporation

We have audited, 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, the financial statements of the Maryland Agricultural and Resource-Based Industry Development Corporation (“MARBIDCO”), which comprise the statement of net position as of June 30, 2024, and the related statements of revenues, expenses and changes in net position and cash flows for the year then ended, and the related notes to the financial statements and have issued our report thereon dated September 12, 2024.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered MARBIDCO’s internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of MARBIDCO’s internal control over financial reporting. Accordingly, we do not express an opinion on the effectiveness of MARBIDCO’s internal control.

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. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether MARBIDCO's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, with which noncompliance 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*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of MARBIDCO's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering MARBIDCO's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Handwritten signature of Lindsay & Associates, LLC in cursive script.

October 10, 2024