

# Scorecard



as of 2/29/2024  
Internal Interim Statements

	3 Year Avg	FY24 Goal	FY24 Actual	Status	Comments
	rounded		YTD		
<b>NEW FINANCING ACTIVITIES</b>					
Loan Guarantees	\$ 17,600,000	\$ 69,098,000	\$ 26,374,329	Below Target	"Below" target due to timing. New Balance (\$50MM) and Sig Sauer (\$33MM) moved forward successfully. But we record only the amount of capital disbursed on facilities as they are built. So this number will increase throughout the year and eventually exceed targeted amount.
Direct Loans	\$ 3,900,000	\$ 9,100,000	\$ 25,127,748	Above Target	Nearly triple expected annual loan volume, and almost 10x average levels. Partnership with NH banks driving growth of NH companies.
Loan Participations	\$ 14,500,000	\$ 19,000,000	\$ 11,894,855	On Target	New Hampshire leads the nation in SSBCI deployment.
Bond Issuances	\$1,373,400,000	\$ 1,000,000,000	\$ 1,161,802,720	Above Target	Very busy with new bond issuances, high rate environment encourages more tax-exempt facility projects.
<b>LIQUIDITY</b>					
Funds available to lend	\$ 13,400,000	\$ 11,600,000	\$ 6,814,398	Below Target	Liquidity at healthy levels, but increased loan demand could strain cash position if not managed carefully.
Funds restricted to specific loan programs	\$ 14,300,000	\$ 10,000,000	\$ 15,132,345	Above Target	These are federally restricted SSBCI loan funds, deployment is rapid and 90% of these funds are committed.
<b>OPERATIONS</b>					
Annual Revenue	\$ 18,200,000	\$ 5,338,137	\$ 4,307,502	Above Target	Revenue steady, on budget without significant deviations.
Annual Expenses	\$ (5,100,000)	\$ (3,661,284)	\$ (1,315,029)	On Target	Expenses less than budgeted. Successfully managing increased activity without increased staff due to previous investments in technology and process improvements.
Net Income	\$ 13,100,000	\$ 1,676,853	\$ 2,992,473	Above Target	On budget and healthy. Proceeds used to repay debt and reduce State of NH guarantee exposure.
<b>OTHER "HOT" ITEMS</b>					
Jobs impacted/created	1700.00	1,600	1,459	Above Target	Significantly ahead of job creation projections due to large projects with New Balance and Sig Sauer.
Loan Loss Rate (GAP, WAG, ALDO)	0.03%	\$ 540,000 0.33%	\$ -	Above Target	No loan losses to date, however, keeping an eye on the uncertain economic outlook going into 2024.
New Deal Inquiries	237	225	140	Below Target	New inquiries slightly slower, but a higher percentage of them are crossing the finish line, resulting in activity levels at an all-time high.