

Scorecard



as of 6/30/2023
Draft Audited Statements

	3 Year Avg rounded	FY23 Goal	FY23 Actual YTD	Status	Comments
NEW FINANCING ACTIVITIES					
Loan Guarantees	\$ 18,000,000	\$ 5,000,000	\$ -	Below Target	\$50MM+ in Loan guarantees were approved, but closed just after the Fiscal Year end
Direct Loans	\$ 3,400,000	\$ 3,000,000	\$ 3,408,478	Above Target	Increased activity on RDC lines of credit, funding small local businesses.
Loan Participations	\$ -	\$ 19,000,000	\$ 14,450,659	Above Target	Committed 23 participations for a total of \$21.2MM, funded \$14.45MM.
Bond Issuances	\$ 1,418,900,000	\$ 1,500,000,000	\$ 1,092,303,901	Below Target	Many bond issuances supporting growing employers. More transactions than ever but the mix was tilted towards smaller business this year, so fewer dollars in total.
LIQUIDITY					
Funds available to lend	\$ 10,500,000	\$ 16,500,000	\$ 18,896,877	Above Target	BFA has current capacity to support requests both large and small
Funds restricted to specific loan programs	\$ 9,300,000	\$ 2,500,000	\$ 29,353,432	Above Target	Extra lending capacity available for SSBCI eligible transactions
OPERATIONS					
Annual Revenue	\$ 10,800,000	\$ 3,131,050	\$ 26,390,903	Above Target	Revenue steady, slightly better than budget when removing \$20MM in one-time federal funds.
Annual Expenses	\$ (3,200,000)	\$ (2,499,237)	\$ (7,896,507)	Above Target	Operating expenses significantly below budget. Includes \$6.1MM addition to loan loss reserves, a non cash expense.
Net Income	\$ 7,600,000	\$ 631,813	\$ 18,494,396	Above Target	Healthy financial condition, proceeds used to retire debt and reduce NH loan guarantee exposure
OTHER "HOT" ITEMS					
Jobs impacted/created	1,400	1,500	1,983	Above Target	Almost 2,000 NH Jobs. Record BFA impact!
Loan Loss Rate (GAP, WAG, ALDO)	0.01%	\$ 34,000	-	Above Target	No losses year to date. Choosing projects wisely, strong system to support borrowers in place.
New Deal Inquiries	282	250	257	Above Target	Inquiry rate high, concerns about recession top of mind in lender/business community.