

Scorecard



as of 9/30/2023
Internal Interim Statements

	3 Year Avg rounded	FY24 Goal	FY24 Actual YTD	Status	Comments
NEW FINANCING ACTIVITIES					
Loan Guarantees	\$ 17,600,000	\$ 69,098,000	\$ 3,313,079	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	\$ 12,751,708	Above Target	Significant activity, partnership with NH banks driving growth of NH companies. RDC loans also quite active.
Loan Participations	\$ 14,500,000	\$ 19,000,000	\$ 9,297,968	On Target	New Hampshire leads the nation in SSBCI deployment.
Bond Issuances	\$ 1,373,400,000	\$ 1,000,000,000	\$ 461,974,720	On Target	Very busy with new bond issuances, high rate environment encourages more tax-exempt facility projects.
LIQUIDITY					
Funds available to lend	\$ 13,400,000	\$ 11,600,000	\$ 9,656,612	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	\$ 17,799,556	Above Target	These are the federally restricted SSBCI loan funds, deployment is rapid and 90% of these funds are committed.
OPERATIONS					
Annual Revenue	\$ 18,200,000	\$ 5,338,137	\$ 2,574,923	Above Target	Revenue steady, on budget without significant deviations.
Annual Expenses	\$ (5,100,000)	\$ (3,661,284)	\$ (631,851)	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	\$ 1,943,072	Above Target	On budget and healthy. Proceeds used to repay debt and reduce State of NH guarantee exposure.
OTHER "HOT" ITEMS					
Jobs impacted/created	1,700	1,600	1,164	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%	\$ - 0.00%	Above Target	No loan losses to date, however, keeping an eye on the uncertain economic outlook going into 2024.
New Inquiries	237	225	90	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.