

	3 Year Avg	FY19 Goal	FY 19 Actual	Status	Comments
	rounded		YTD		
<b>NEW FINANCING ACTIVITIES</b>					
Loan Guarantees	\$ 3,200,000	\$ 4,000,000	\$ 14,000,000	Above Target	Significantly above target, BAE impact: 800 new full time jobs
Direct Loans	\$ 2,100,000	\$ 3,000,000	\$ 10,825,000	Above Target	Significantly above target, multiple new NH companies, over 1000 total new jobs
Bond Issuances	\$ 27,900,000	\$ 200,000,000	\$ 261,595,000	Above Target	Extraordinarily robust bond activity. Exceeded full year target in 5 months.
Equity Financing Deployed	\$ 400,000	\$ 400,000	\$ 819,228	Above Target	Vox fund capital call deployed, exceeded full year target. Great opportunity for NH biotech companies.
<b>LIQUIDITY</b>					
Funds available to lend/invest	\$ 15,400,000	\$ 13,400,000	\$ 13,045,539	Above Target	Liquidity is strong, and have deployed significant impact into NH economy
<b>OPERATIONS</b>					
Annual Revenue	\$ 1,822,000	\$ 1,616,908	\$ 959,775	Above Target	Revenue 298k above YTD budget
Annual Expenses	\$ (1,659,000)	\$ (1,689,077)	\$ (484,683)	Above Target	Expenses 304k below YTD budget, 180k of which is recovery of bad debt
Net Income	\$ 163,000	\$ (72,169)	\$ 475,092	Above Target	Net income 602k above YTD budget, 180k of which is recovery of bad debt
<b>OTHER "HOT" ITEMS</b>					
Jobs impacted/created	1,056	1,000	1,195	Above Target	Already above full year target, strong NH impact driven by BFA partnering with growing companies
Loan Loss Rate (GAP, WAG, ALDO)	1.57% (last year)	\$ 309,681 1.00%	\$ - 0.00%	Above Target	Technically less than zero losses due to partial [REDACTED] loan recovery
New Deal Inquires	215 (last year)	150	127	Above Target	New inquiry rate is good, outreach efforts creating good results
Outbound Business Development Calls/Meetings	30 (last year)	36	34	Above Target	Proactive business outreach meetings / calls, staying in touch with business community and needs.

Link to Meeting Minutes:

<http://www.nhbfa.com/meeting-minutes/>