

	3 Year Avg rounded	FY19 Goal	FY 19 Actual YTD	Status	Comments
NEW FINANCING ACTIVITIES					
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	\$ 11,925,000	Above Target	Significantly above target, multiple new NH companies, over 1000 total new jobs
Bond Issuances	\$ 27,900,000	\$ 200,000,000	\$ 274,270,000	Above Target	Extraordinarily robust bond activity. Exceeded full year target in 5 months.
Equity Financing Deployed	\$ 400,000	\$ 400,000	\$ 1,603,387	Above Target	Vox fund capital call deployed, exceeded full year target. Great opportunity for NH biotech companies.
LIQUIDITY					
Funds available to lend/invest	\$ 15,400,000	\$ 13,400,000	\$ 7,747,497	Above Target	Liquidity is strong, and have deployed significant impact into NH economy
OPERATIONS					
Annual Revenue	\$ 1,822,000	\$ 1,616,908	\$ 2,059,244	Above Target	Revenue 935k above YTD budget
Annual Expenses	\$ (1,659,000)	\$ (1,689,077)	\$ (1,478,122)	Below Target	Expenses 261k above budget due to interest expense of BAE transaction (but offset equally by higher rev.)
Net Income	\$ 163,000	\$ (72,169)	\$ 581,122	Above Target	Net income 674k above YTD budget, 130k of which is recovery of bad debt
OTHER "HOT" ITEMS					
Jobs impacted/created	1,056	1,000	1322	Above Target	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%	\$ (132,252) -0.23%	Above Target	Technically less than zero losses due to partial [REDACTED] loan recovery
New Deal Inquiries	215 (last year)	150	189	Above Target	New inquiry rate is good, outreach efforts creating good results
Outbound Business Development Calls/Meetings	30 (last year)	36	72	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/>