

	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	\$ 12,036,000	Above Target	Significantly above target, multiple new NH companies, over 1400 total new jobs
Bond Issuances	\$ 27,900,000	\$ 200,000,000	\$ 274,270,000	Above Target	Very robust bond activity
Equity Financing Deployed	\$ 400,000	\$ 400,000	\$ 1,603,387	Above Target	Vox fund capital call deployed, great opportunity for NH biotech companies
LIQUIDITY					
Funds available to lend/invest	\$ 15,400,000	\$ 13,400,000	\$ 6,922,279	Above Target	Liquidity is strong, and have deployed significant impact into NH economy
OPERATIONS					
Annual Revenue	\$ 1,822,000	\$ 1,268,387	\$ 2,333,566	Above Target	Revenue 1065k above annual budget (offset by higher expenses via BAE expansion interest expense)
Annual Expenses	\$ (1,659,000)	\$ (1,331,520)	\$ (2,306,515)	Below Target	Expenses 975k above budget due to interest expense of BAE transaction (offset equally by higher rev.)
Net Income	\$ 163,000	\$ (63,133)	\$ 27,051	Above Target	Net income 90k above budget, reflects tight expense control and accurate forecasting
OTHER "HOT" ITEMS					
Jobs impacted/created	1,056	1,000	1,438	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)	\$ 309,771 1.00%	\$ (132,252) -0.23%	Above Target	Technically less than zero losses due to partial loan recovery from prior year
New Deal Inquiries	215 (last year)	150	204	Above Target	New inquiry rate is good, outreach efforts creating good results in NH communities
Outbound Business Development Calls/Meetings	30 (last year)	36	82	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/>