

	3 Year Avg rounded	FY20 Goal	FY 20 Actual YTD	Status	Comments
<b>NEW FINANCING ACTIVITIES</b>					
Loan Guarantees	\$ 7,700,000	\$ 4,000,000	\$ 1,350,000	Above Target	Slightly above YTD target. BFA enhancements helping NH businesses obtain critical capital
Direct Loans	\$ 5,400,000	\$ 2,500,000	\$ 390,985	Below Target	Currently below target, but expansion of [REDACTED] expected in early 2020
Bond Issuances	\$ 110,000,000	\$ 400,000,000	\$ 403,510,000	Above Target	Significantly above target, already above full-year expected volume for bond issuances
Equity Financing Deployed	\$ 900,000	\$ 1,100,000	\$ -	Below Target	\$1.1MM investment into biotech fund will occur until later this year
<b>LIQUIDITY</b>					
Funds available to lend/invest	\$ 12,800,000	\$ 4,505,790	\$ 8,495,911	Below Target	Liquidity is strong, but goal is to slightly reduce cash via deployment of new loans
<b>OPERATIONS</b>					
Annual Revenue	\$ 1,888,000	\$ 3,178,955	\$ 1,191,467	Above Target	Revenue slightly YTD above budget, driven by bond activity
Annual Expenses	\$ (1,996,000)	\$ (2,772,908)	\$ (705,296)	Above Target	Expenses 137k less than budget, primarily due timing of expenses and low loan losses
Net Income	\$ (108,000)	\$ 406,047	\$ 486,171	Above Target	Net income 271k above budget, reflects timing of expenses and low loan losses
<b>OTHER "HOT" ITEMS</b>					
Jobs impacted/created	1,096	1,000	495	Above Target	Above YTD year target, strong NH impact driven by BFA partnering with growing companies
Loan Loss Rate (GAP, WAG, ALDO)	1.35% <small>(last year)</small>	\$ 615,720 1.00%	\$ - 0.00%	Above Target	No loan losses to date
New Deal Inquiries	210	200	85	Above Target	New inquiry rate is good, outreach efforts creating good results in NH communities
Outbound Business Development Calls/Meetings	56	50	68	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/>