

Scorecard



as of 12/31/2019

| | 3 Year Avg rounded | FY20 Goal | FY 20 Actual YTD | Status | Comments |
|---|-----------------------|----------------|---------------------|--------------|---|
| NEW FINANCING ACTIVITIES | | | | | |
| Loan Guarantees | \$ 7,700,000 | \$ 4,000,000 | \$ 1,350,000 | Below Target | Below YTD target, tepid demand for guarantees. Coronavirus changing this dramatically. |
| Direct Loans | \$ 5,400,000 | \$ 2,500,000 | \$ 1,570,595 | Above Target | RDC line of credit draws driving current activity, helping NH companies obtain capital. |
| Bond Issuances | \$ 110,000,000 | \$ 400,000,000 | \$ 1,221,482,006 | Above Target | Citi Securitization closed in Janaury, already above full-year expected volume. |
| Equity Financing Deployed | \$ 900,000 | \$ 1,100,000 | \$ 161,607 | Below Target | Funding of new biotech companies, expecting capital call later this year. |
| LIQUIDITY | | | | | |
| Funds available to lend/invest | \$ 12,800,000 | \$ 4,505,790 | \$ 8,817,847 | Above Target | Liquidity is strong |
| OPERATIONS | | | | | |
| Annual Revenue | \$ 1,888,000 | \$ 3,178,955 | \$ 3,489,986 | Above Target | Revenue 1.55mil above budget, driven by bond activity |
| Annual Expenses | \$ (1,996,000) | \$ (2,772,908) | \$ (1,470,213) | Above Target | Expenses 222k less than budget, primarily due to timing of expenses |
| Net Income | \$ (108,000) | \$ 406,047 | \$ 2,019,773 | Above Target | Net income 1.77mil above budget, reflects timing of expenses and low loan losses |
| OTHER "HOT" ITEMS | | | | | |
| Jobs impacted/created | 1,096 | 1,000 | 738 | Above Target | Above YTD year target, strong NH impact driven by BFA partnering with growing companies |
| Loan Loss Rate (GAP, WAG, ALDO) | 1.35% | \$ 615,720 | \$ - 0.00% | Above Target | No losses to date |
| New Deal Inquiries | 210 | 200 | 155 | Above Target | New inquiry rate is good, outreach efforts creating good results in NH communities |
| Outbound Business Development Calls/Meetings | 56 | 50 | 140 | Above Target | Proactive business outreach meetings / calls, staying in touch with business community and needs. |