

Scorecard



as of 3/31/2020

	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, potential uptick coming due to COVID-19
Direct Loans	\$ 5,400,000	\$ 2,500,000	\$ 1,637,534	Below Target	RDC line of credit draws driving current activity, helping NH companies obtain capital.
Bond Issuances	\$ 110,000,000	\$ 400,000,000	\$ 1,228,862,006	Above Target	Citi Securitization closed in January, 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	\$ 10,773,156	Above Target	Liquidity is strong, important for COVID-19 related reserves
OPERATIONS					
Annual Revenue	\$ 1,888,000	\$ 3,178,955	\$ 4,205,943	Above Target	Revenue 1.51mil above budget, driven by bond activity
Annual Expenses	\$ (1,996,000)	\$ (2,772,908)	\$ (1,996,174)	Above Target	Expenses 271k less than budget, primarily due to timing of expenses
Net Income	\$ (108,000)	\$ 406,047	\$ 2,209,769	Above Target	Net income 1.79mil above budget, dedicated to loan loss reserves due to COVID-19
OTHER "HOT" ITEMS					
Jobs impacted/created	1,096	1,000	1,041	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	\$ (20,813) -0.04%	Above Target	No losses to date, one small recovery
New Deal Inquiries	210	200	362	Above Target	New inquiry rate rising rapidly due to COVID-19
Outbound Business Development Calls/Meetings	56	50	275	Above Target	Proactive business outreach meetings / calls, staying in touch with business community and needs.