

Scorecard



as of 6/30/2020
unaudited

	3 Year Avg rounded	FY20 Goal	FY 20 Actual YTD	Status	Comments
NEW FINANCING ACTIVITIES					
Loan Guarantees	\$ 7,700,000	\$ 4,000,000	\$ 1,026,000	Below Target	Potential uptick coming next FY due to COVID-19
Direct Loans	\$ 5,400,000	\$ 2,500,000	\$ 1,861,534	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	Extremely significant bond volume helping NH companies access capital
Equity Financing Deployed	\$ 900,000	\$ 1,100,000	\$ 161,607	Below Target	Early-stage capital calls slow due to cautious startup investing market
LIQUIDITY					
Funds available to lend/invest	\$ 12,800,000	\$ 4,505,790	\$ 5,591,647	Above Target	Liquidity is strong, will be needed for potential loan loss reserves and new deployment
OPERATIONS					
Annual Revenue	\$ 1,888,000	\$ 3,178,955	\$ 4,506,653	Above Target	Revenue \$1.3 mil above budget, driven by bond activity
Annual Expenses	\$ (1,996,000)	\$ (2,772,908)	\$ (4,076,464)	Above Target	Expenses \$1.3 mil more than budget, driven by increases in loan loss reserves
Net Income	\$ (108,000)	\$ 406,047	\$ 430,189	Above Target	Net income at budget, watching next year carefully due to COVID-19
OTHER "HOT" ITEMS					
Jobs impacted/created	1,096	1,000	1,180	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 this year, one small recovery. Likely to change due to COVID-19.
New Deal Inquiries	210	200	392	Above Target	New inquiry rate rising rapidly due to COVID-19
Outbound Business Development Calls/Meetings	56	50	295	Above Target	Proactive business outreach meetings / calls, staying in touch with business community and needs.