

Scorecard



as of 11/31/2020
unaudited

	3 Year Avg rounded	FY21 Goal	FY 21 Actual YTD	Status	Comments
NEW FINANCING ACTIVITIES					
Loan Guarantees	\$ 6,000,000	\$ 6,000,000	\$ 4,882,000	Above Target	Four guarantees closed YTD for \$4.88mil, demand high due to COVID-19
Direct Loans	\$ 5,300,000	\$ 4,000,000	\$ 145,000	Below Target	\$5.1 million in loans committed for Dec 2020 / Early 2021. Demand high due to COVID-19
Bond Issuances	\$ 517,900,000	\$ 750,000,000	\$ 481,245,000	Above Target	Extremely significant bond volume helping NH companies access capital
Equity Financing Deployed	\$ 1,000,000	\$ 200,000	\$ 150,000	On Target	New business formation slow due to cautious startup market, but happening
COVID-19 Relief Funds Deployed	N/A	N/A	\$ 19,806,618	On Target	Deployed NH Gap Fund to assist small NH businesses through pandemic
LIQUIDITY					
Funds available to lend	\$ 10,700,000	\$ 5,000,000	\$ 9,763,766	Above Target	Liquidity is strong, will be needed for potential loan loss reserves and new deployment
OPERATIONS					
Annual Revenue	\$ 2,800,000	\$ 3,300,385	\$ 2,442,455	Above Target	Revenue steady, mostly due to one time bond issuances
Annual Expenses	\$ (2,100,000)	\$ (2,374,743)	\$ (777,693)	Above Target	Expenses being tightly managed, all spending under review
Net Income	\$ 700,000	\$ 925,642	\$ 1,664,762	Above Target	This figure is prior to audit adjustments for loan loss reserves
OTHER "HOT" ITEMS					
Jobs impacted/created	1,329	900	975	Above Target	Significantly ahead of target, great NH impact!
Loan Loss Rate (GAP, WAG, ALDO)	0.44%	\$ 300,000 0.51%	\$ - 0.00%	Above Target	No losses to date, but many borrowers requiring loan deferment and other assistance.
New Deal Inquiries	270	250	81	Below Target	Below pace (62 per quarter), driven by dip in bank lending activity
Outbound Business Development Calls/Meetings	136	200	102	Above Target	Proactive business outreach meetings / calls, staying in touch with business community and needs.