

Scorecard

| | 3 Year Avg rounded | FY21 Goal | FY 21 Actual YTD | Status | Comments |
|---|-----------------------|------------------|---------------------|--------------|---|
| NEW FINANCING ACTIVITIES | | | | | |
| Loan Guarantees | \$ 6,000,000 | \$ 6,000,000 | \$ 16,504,987 | Above Target | Several guarantees closed YTD for \$16.5MM, demand high due to COVID-19 |
| Direct Loans | \$ 5,300,000 | \$ 4,000,000 | \$ 2,995,000 | Below Target | Loan demand increasing due to COVID-19, \$2.9MM closed w/ another in \$3MM pending disbursements |
| Bond Issuances | \$ 517,900,000 | \$ 750,000,000 | \$ 987,175,000 | Above Target | Extremely significant bond volume helping NH companies access capital |
| Equity Financing Deployed | \$ 1,000,000 | \$ 200,000 | \$ 300,000 | Above 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 | \$ 9,527,910 | Above Target | Liquidity is strong, will be needed for potential loan loss reserves and new loan deployment |
| OPERATIONS | | | | | |
| Annual Revenue | \$ 2,800,000 | \$ 3,300,385 | \$ 3,930,944 | Above Target | Revenue steady, mostly due to one time bond issuances |
| Annual Expenses | \$ (2,100,000) | \$ (2,374,743) | \$ (1,477,448) | Above Target | Expenses being tightly managed, all spending under review |
| Net Income | \$ 700,000 | \$ 925,642 | \$ 2,453,496 | Above Target | This figure is prior to audit adjustments for loan loss reserves |
| OTHER "HOT" ITEMS | | | | | |
| Jobs impacted/created | 1,329 | 900 | 1,892 | Above Target | Significantly ahead of target, great NH impact! |
| Loan Loss Rate (GAP, WAG, ALDO) | 0.44% | \$ 300,000 0.51% | \$ 40,581 0.08% | Above Target | Overall very low loss rate. Borrowers have hit full stride recovery, now generally doing quite well. |
| New Deal Inquiries | 270 | 250 | 183 | Below Target | Requests temporarily down during worst of COVID, however requests up overall when including GAP Fund, PPP, etc. |
| Outbound Business Development Calls/Meetings | 136 | 200 | 193 | Above Target | Proactive business outreach meetings / calls, staying in touch with business community and needs. |