

Scorecard



as of 6/30/2021
Draft Audited Statements

	3 Year Avg rounded	FY21 Goal	FY 21 Actual YTD	Status	Comments
NEW FINANCING ACTIVITIES					
Loan Guarantees	\$ 6,000,000	\$ 6,000,000	\$ 17,061,208	Above Target	Several guarantees closed totaling over \$17MM, demand high due to COVID-19
Direct Loans	\$ 5,300,000	\$ 4,000,000	\$ 2,995,000	Below Target	Direct loans slightly lower than average, likely affected by influx of federal program dollars into economy
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 economic climate, but starting to pick up again
COVID-19 Relief Funds Deployed	N/A	N/A	\$ 19,806,618	On Target	Deployed almost \$20MM in grant funds via NH Gap Fund to assist small NH businesses through pandemic
LIQUIDITY					
Funds available to lend	\$ 10,700,000	\$ 5,000,000	\$ 10,829,954	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	\$ 4,628,658	Above Target	Revenue steady, mostly due to one time bond issuances and fees
Annual Expenses	\$ (2,100,000)	\$ (2,374,743)	\$ (2,193,404)	Above Target	Expenses tightly managed - came in under budget for year, all spending under review
Net Income	\$ 700,000	\$ 925,642	\$ 2,435,254	Above Target	Strong bottom line performance due to one-time revenue influx, will be used to reduce debt / NH guarantee exposure
OTHER "HOT" ITEMS					
Jobs impacted/created	1,329	900	1,952	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, economic recovery hitting full stride across most economic sectors
New Loan Inquiries	270	250	203	Below Target	Loan requests slightly down due to COVID-19, but total requests way up if including PPP and COVID-19 Relief Funds
Business Community Outreach Calls/Meetings	136	200	205	On Target	Proactive business outreach meetings / calls, staying in touch with business community and needs.