

Scorecard



as of 9/30/2021
Interim Statements

	3 Year Avg rounded	FY22 Goal	FY 22 Actual YTD	Status	Comments
NEW FINANCING ACTIVITIES					
Loan Guarantees	\$ 10,800,000	\$ 16,500,000	\$ 17,865,460	Above Target	Demand for BFA credit enhancements high due to COVID-19
Direct Loans	\$ 5,600,000	\$ 4,000,000	\$ 4,148,175	Above Target	Loan requests above average. Demand is from growing NH companies vs. COVID-19 assistance
Bond Issuances	\$ 830,100,000	\$ 800,000,000	\$ 714,660,000	Above Target	Many new bond issuances supporting growing employers
Equity Financing Deployed	\$ 700,000	\$ 650,000	\$ 600,000	On Target	New business formation picking up in NH, positive leading indicator for economic activity
LIQUIDITY					
Funds available to lend	\$ 8,600,000	\$ 5,000,000	\$ 6,716,394	Above Target	Available lending dollars shrinking due to high utilization of programs, will be refilled via SSBCI
OPERATIONS					
Annual Revenue	\$ 3,600,000	\$ 3,300,385	\$ 1,458,084	On Target	Revenue steady, on budget
Annual Expenses	\$ (2,000,000)	\$ (2,374,743)	\$ (781,171)	On Target	Expenses below budget, looking for efficiencies with all spending under review
Net Income	\$ 1,600,000	\$ 925,642	\$ 676,913	On Target	Healthy financial condition, will be used to repay debt and reduce NH loan guarantee exposure
OTHER "HOT" ITEMS					
Jobs impacted/created	1,500	1,500	532	On Target	On track, impacting many high quality NH jobs
Loan Loss Rate (GAP, WAG, ALDO)	-0.06%	\$ 150,000 0.25%	\$ - 0.00%	Above Target	No losses to date this year. Majority of loans remain healthy despite COVID-19 headwinds
New Deal Inquiries	266	250	83	On Target	Overall inquiry rate slightly down, but higher percentage of inquiries are applicable to BFA