

# Scorecard



as of 4/30/2022  
Interim Statements

	3 Year Avg	FY22 Goal	FY 22 Actual	Status	Comments
	rounded		YTD		
<b>NEW FINANCING ACTIVITIES</b>					
Loan Guarantees	\$ 10,800,000	\$ 16,500,000	\$ 35,271,606	Above Target	Bank requests for BFA credit enhancements high due to COVID-19 and uncertain geopolitical climate
Direct Loans	\$ 5,600,000	\$ 4,000,000	\$ 4,148,175	Above Target	Loan requests are up. Demand is from growth oriented NH companies, less so COVID-19 assistance
Bond Issuances	\$ 830,100,000	\$ 800,000,000	\$ 1,188,820,000	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
<b>LIQUIDITY</b>					
Funds available to lend	\$ 8,600,000	\$ 5,000,000	\$ 11,114,868	On Target	BFA has current capacity to support requests both large and small
<b>OPERATIONS</b>					
Annual Revenue	\$ 3,600,000	\$ 3,300,385	\$ 2,814,892	On Target	Revenue steady, on budget
Annual Expenses	\$ (2,000,000)	\$ (2,374,743)	\$ (1,735,340)	Above Target	Expenses below budget, looking for efficiencies with all spending under review
Net Income	\$ 1,600,000	\$ 925,642	\$ 1,079,551	Above Target	Healthy financial condition, proceeds used to retire debt and reduce NH loan guarantee exposure
<b>OTHER "HOT" ITEMS</b>					
Jobs impacted/created	1,500	1,500	1,055	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. However concerns about recession causing examination of reserve levels.
New Deal Inquiries	266	250	195	On Target	Overall inquiry rate increasing, concerns about recession top of mind in lender/business community