

Scorecard



as of 6/30/2022
Internal Statements

	3 Year Avg rounded	FY22 Goal	FY 22 Actual YTD	Status	Comments
NEW FINANCING ACTIVITIES					
Loan Guarantees	\$ 10,800,000	\$ 16,500,000	\$ 35,598,760	Above Target	Bank requests for BFA credit enhancements high due to uncertain economic and geopolitical climate
Direct Loans	\$ 5,600,000	\$ 4,000,000	\$ 5,268,175	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	\$ 1,968,597,248	Above Target	Many new bond issuances supporting growing employers
Equity Financing Deployed	\$ 700,000	\$ 650,000	\$ 600,000	On Target	New business formation is uneven, future economic indicators are sending mixed signals
LIQUIDITY					
Funds available to lend	\$ 8,600,000	\$ 5,000,000	\$ 12,647,973	Above Target	BFA has current capacity to support requests both large and small
OPERATIONS					
Annual Revenue	\$ 3,600,000	\$ 21,857,663	\$ 23,925,674	Above Target	Revenue steady, on budget. Numbers inclusive of one-time COVID grant for lending activity
Annual Expenses	\$ (2,000,000)	\$ (2,374,743)	\$ (2,355,480)	Above Target	Expenses below budget, looking for efficiencies. All spending under close review.
Net Income	\$ 1,600,000	\$ 19,482,920	\$ 21,570,194	Above Target	Healthy financial condition, proceeds used to retire debt and reduce NH loan guarantee exposure
OTHER "HOT" ITEMS					
Jobs impacted/created	1,500	1,500	1,190	Below Target	Direct jobs impact slightly below target, does not include indirect economic effect of Sig Sauer transaction
Loan Loss Rate (GAP, WAG, ALDO)	-0.06%	\$ 150,000 0.25%	\$ - 0.00%	Above Target	No losses in FY22. However delinquencies and losses increasing amongst small businesses going into Q3.
New Deal Inquiries	266	250	250	On Target	Overall inquiry rate increasing, concerns about recession top of mind in lender/business community