

Scorecard



as of 9/30/2022
Internal Statements

	3 Year Avg rounded	FY23 Goal	FY23 Actual YTD	Status	Comments
NEW FINANCING ACTIVITIES					
Loan Guarantees	\$ 18,000,000	\$ 5,000,000	\$ -	Below Target	Will be below target until a loan guarantee is closed later this year
Direct Loans	\$ 3,400,000	\$ 3,000,000	\$ -	Below Target	No Q1 activity. However \$1MM was funded in October and will show up on the next scorecard
Loan Participations	\$ -	\$ 19,000,000	\$ 1,171,342	On Target	Funded \$1.1MM but have committed for \$8.4MM. Requests for financing extremely active.
Bond Issuances	\$ 1,418,900,000	\$ 1,500,000,000	\$ 541,018,729	On Target	Many new bond issuances supporting growing employers
LIQUIDITY					
Funds available to lend	\$ 10,500,000	\$ 16,500,000	\$ 10,585,182	Above Target	BFA has current capacity to support requests both large and small
Funds restricted to specific loan programs	\$ 9,300,000	2,500,000	\$ 21,244,333	Above Target	Extra lending capacity available for SSBCI eligible transactions
OPERATIONS					
Annual Revenue	\$ 10,800,000	\$ 3,131,050	\$ 1,831,406	Above Target	Revenue steady, slightly better than budget.
Annual Expenses	\$ (3,200,000)	\$ (2,499,237)	\$ (530,604)	Above Target	Expenses significantly below budget, running at high efficiency. All spending under close review.
Net Income	\$ 7,600,000	\$ 631,813	\$ 1,300,802	Above Target	Healthy financial condition, proceeds used to retire debt and reduce NH loan guarantee exposure
OTHER "HOT" ITEMS					
Jobs impacted/created	\$ 1,400	1,500	309	Below Target	Direct jobs impact very slightly below target (375), recent months have exceeded goal so will self-correct
Loan Loss Rate (GAP, WAG, ALDO)	0.01%	\$ 34,000 %	\$ - %	Above Target	No losses year to date. However delinquencies slightly increasing amongst smaller businesses, monitoring closely.
New Deal Inquiries	282	250	81	Above Target	Overall inquiry rate very high, concerns about recession top of mind in lender/business community