

Scorecard



as of 12/31/2022
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, scheduled for May/June
Direct Loans	\$ 3,400,000	\$ 3,000,000	\$ 3,376,102	Above Target	Increased activity on RDC lines of credit, funding many small local businesses
Loan Participations	\$ -	\$ 19,000,000	\$ 7,501,583	On Target	Extraordinarily active. Committed 16 participations for a total of \$18.5MM, funded \$7.5MM.
Bond Issuances	\$ 1,418,900,000	\$ 1,500,000,000	\$ 797,843,654	On Target	Many new bond issuances supporting growing employers
LIQUIDITY					
Funds available to lend	\$ 10,500,000	\$ 16,500,000	\$ 11,823,598	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	\$ 14,958,524	Above Target	Extra lending capacity available for SSBCI eligible transactions
OPERATIONS					
Annual Revenue	\$ 10,800,000	\$ 3,131,050	\$ 3,370,216	Above Target	Revenue steady, slightly better than budget.
Annual Expenses	\$ (3,200,000)	\$ (2,499,237)	\$ (1,329,182)	Above Target	Expenses significantly below budget, running at high efficiency. All spending under close review.
Net Income	\$ 7,600,000	\$ 631,813	\$ 2,041,033	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	1,185	Above Target	On track to exceed target in conjunction with SSBCI funding
Loan Loss Rate (GAP, WAG, ALDO)	0.01%	\$ 34,000 0.04%	\$ - 0%	Above Target	No losses year to date. However delinquencies slightly increasing amongst smaller businesses, monitoring closely.
New Deal Inquiries	282	250	183	Above Target	Inquiry rate very high, concerns about recession top of mind in lender/business community