Scorecard

	3 Year Avg	FY23 Goal	FY23 Actual	Status	Comments
	rounded		**YTD**		
NEW FINANCING ACTIVITIES					
Loan Guarantees	$ 18,000,000	$ 5,000,000	$ -	Below Target	$90MM+ in Loan guarantees approved, but are scheduled close just after the Fiscal Year
Direct Loans	$ 3,400,000	$ 3,000,000	$ 3,376,102	Above Target	Increased activity on RDC lines of credit, funding small local businesses
Loan Participations	$ -	$ 19,000,000	$ 12,673,462	On Target	Committed 23 participations for a total of $20.4MM, funded $12.7MM.
Bond Issuances	$ 1,418,900,000	$ 1,500,000,000	$ 911,733,901	Below Target	Many bond issuances supporting growing employers, mix titled towards smaller businesss this year
LIQUIDITY					
Funds available to lend	$ 10,500,000	$ 16,500,000	$ 13,877,725	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	$ 31,044,926	Above Target	Extra lending capacity available for SSBCI eligible transactions
OPERATIONS					
Annual Revenue	$ 10,800,000	$ 3,131,050	$ 24,986,634	Above Target	Revenue steady, slightly better than budget when removing $20MM in one-time federal funds.
Annual Expenses	$ (3,200,000)	$ (2,499,237)	$ (1,759,810)	Above Target	Expenses significantly below budget, running at high efficiency. All spending under close review.
Net Income	$ 7,600,000	$ 631,813	$ 23,226,824	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	1,865	Above Target	Almost 2,000 NH Jobs. Record BFA impact!
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	242	On Target	Inquiry rate very high, concerns about recession top of mind in lender/business community