

Scorecard



as of 5/31/2024
Internal Interim Statements

	3 Year Avg rounded	FY24 Goal	FY24 Actual May YTD	Status	Comments
NEW FINANCING ACTIVITIES					
Loan Guarantees	\$ 17,600,000	\$ 69,098,000	\$ 40,306,906	Below Target	"Below" target due to timing. New Balance (\$50MM) and Sig Sauer (\$33MM) moved forward successfully. But we record only the amount of capital actually disbursed on facilities as they are built, not the committed amount. This number will increase as construction continues on those facilities. May spill over to next fiscal year.
Direct Loans	\$ 3,900,000	\$ 9,100,000	\$ 28,433,979	Above Target	300% over expected annual loan volume, and almost 10x average levels. Partnership with NH banks driving growth of NH companies.
Loan Participations	\$ 14,500,000	\$ 19,000,000	\$ 15,491,700	On Target	Tranche 2 (19MM) fully committed. NH leads the nation in SSBCI deployment. Tranche 3 en route in July.
Bond Issuances	\$ 1,373,400,000	\$ 1,000,000,000	\$ 2,783,078,263	Above Target	Very busy with new bond issuances, high rate environment encourages more tax-exempt facility projects.
LIQUIDITY					
Funds available to lend	\$ 13,400,000	\$ 11,600,000	\$ 11,052,928	On Target	Liquidity is right where we want it to be, but increased loan demand could strain cash position if not managed carefully.
Funds restricted to specific loan programs	\$ 14,300,000	\$ 10,000,000	\$ 11,816,725	Above Target	These are federally restricted SSBCI loan funds. Deployment is rapid and 100% of these funds are committed
OPERATIONS					
Annual Revenue	\$ 18,200,000	\$ 5,338,137	\$ 7,970,926	Above Target	Revenue steady, one time revenue caused income to temporarily exceed budget. Allocated to one-time uses.
Annual Expenses	\$ (5,100,000)	\$ (3,661,284)	\$ (2,231,824)	On Target	Expenses less than budgeted. Successfully managing increased activity without increased staff due to previous investments in technology and process improvements.
Net Income	\$ 13,100,000	\$ 1,676,853	\$ 5,739,101	Above Target	On budget and healthy. One time proceeds used to repay debt and reduce State of NH guarantee exposure.
OTHER "HOT" ITEMS					
Jobs impacted/created	\$ 1,700	1,600	1,753	Above Target	Significantly ahead of job creation projections due to large projects with New Balance and Sig Sauer.
Loan Loss Rate (GAP, WAG, ALDO)	0.03%	\$ 540,000 0.33%	\$ -	Above Target	No loan losses to date, however, keeping an eye on the uncertain economic outlook going into 2nd half of 2024.
CAP loss rates	\$ 106,000 0.49%	\$ 360,000 1.66%	\$ 39,597 0.17%	Above Target	One small CAP loss, losses still below forecast
New Inquiries	237	225	195	Below Target	Inquiry rate a smidge below average, but closing rate above targets. This is a good thing.