

NEW HAMPSHIRE BUSINESS FINANCE AUTHORITY

BUSINESS ENERGY CONSERVATION RLF

Quarterly Report for the Period Ending 3/31/12

1. The NHBFA closed no new loans this quarter. Instead, we focused on closing/completing our active projects – Ragged Mountain and Warwick Mills, and building a pipeline of new applications.
2. The \$600,000 Ragged Mountain Resort Management improvements were completed in time for the ski season. Ragged was one of the least energy efficient ski areas in the Northeast. The project involved compressor and pump upgrades, as well as the installation of low-energy snowmaking guns. Initial indications are that the improvements reduced Ragged Mountain's electric expense by \$120,000 while improving the ski area's snowmaking capacity. Ragged plans to fund additional snowmaking upgrades this year with its own funds.
3. The \$550,000 Warwick Mills project has been delayed since last spring by state and local permitting processes. The project received state air and shoreline impact permits in 2011 and has been going through the local planning process. The planning board gave the project final approval last week, and we are scheduled to close our loan by the end of the month. The improvements will be completed in time for the upcoming heating season.
4. A Revolving Loan Fund status report is attached. To date, we have committed \$3,910,000 in total and have loaned \$3,105,650 to five companies. We have an additional \$550,000 in outstanding loan commitments to Warwick Mills. We have adequate funds to meet our current outstanding obligations.
5. Miscellaneous
 - Foss Manufacturing has a loan covenant violation with a lender that has prohibited the company from paying our loan since last June. Foss is recapitalizing the company to support an expansion in sales and will be paying off the lender by May 15, thereby allowing the company to resume BFA payments. Employment at Foss as of March 31 was 399, up 93 from the initial 306.

- Vitex Extrusion has installed a new, highly efficient \$7 million production line. Although we did not participate in the funding of this new line, its genesis was work we did with GDS looking at possible upgrades to the existing lines.
6. Grant Update – We continue to be slightly behind schedule but will catch up this quarter once Warwick Mills is underway.

We are awaiting a decision by the Commissioners regarding the funding of the \$675,000 Phase Two of the grant. We currently have approximately \$1.5 million in projects currently in process but have delayed making commitments pending approval of Phase Two. We will make commitments to at least 2 of these projects if Phase Two is funded and complete the improvements by year-end.

LEVERAGE

Project	Total Cost	GHGERF	Owner	Core PSNH	Other
Shelburne Plastics	\$ 1,457,810	\$ 750,000	\$ 560,586	\$ 147,224	
Warwick Mills	\$ 1,400,000	\$ 550,000	\$ 615,000	\$ -	\$ 235,000 CDBG
Ragged Mountain	\$ 873,900	\$ 600,000	\$ 183,900	\$ 90,000	
	\$ 3,731,710	\$ 1,900,000			

NH Business Finance Authority
GGERF Revolving Loan Fund
as of March 31, 2012

Funding Received to Date:

2008 Grant \$ 2,000,000.00
2010 Grant \$ 1,325,000.00
\$ 3,325,000.00

<u>Loans:</u>	<u>Approved</u>	<u>Total Loaned</u>	<u>March 31 Outstanding</u>	<u>December 31 Outstanding</u>	<u>Repaid Quarter</u>	<u>Loaned Quarter</u>	<u>Leverage</u>
1 Foss Manufacturing	\$ 750,000	\$ 750,000	\$ 584,900	\$ 584,900	\$ -		\$ 61,000
2 Vitex	\$ 510,000	\$ 255,650	\$ 58,692	\$ 61,867	\$ 3,175		\$ 29,700
3 Canam Steel	\$ 750,000	\$ 750,000	\$ 672,703	\$ 688,492	\$ 15,789		\$ 943,671
4 Shelburne Plastics	\$ 750,000	\$ 750,000	\$ 697,462	\$ 712,637	\$ 15,175		\$ 707,810
5 Ragged Mountain	\$ 600,000	\$ 600,000	\$ 600,000	\$ 510,462		\$ 89,538	\$ 273,900
6 Warwick Mills	\$ 550,000	\$ -	\$ -	\$ -			\$ 850,000
	\$ 3,910,000	\$ 3,105,650	\$ 2,613,757	\$ 2,558,358	\$ 34,139	\$ 89,538	\$ 2,866,081

Grant Received to Date: \$ 3,325,000

Total Loan Commitments/Quarte \$ -

Outstanding Loans \$ 2,613,757

Total Repaid/Quarter \$ 34,139

Cash on Hand \$ 711,243.00

Total Loaned/Quarter \$ 89,538

Outstanding Commitments \$ 550,000

Net Cash \$ 161,243