

**New Hampshire Community Loan Fund, Inc.**  
**Portfolio Management Report - 09/30/2023 - External**

**FUNDS AVAILABILITY ANALYSIS**

Loans Payable to Investors - Opportunity-NH Investments	114,635,296
Loans Payable to Investors - Other	16,200,000
plus: Subordinated Debt (EQ2s)	12,100,000
plus: Drawn Lines of Credit	405,832
plus: Equity - Financing Activity Net Assets (see below)	<u>38,645,624</u>
Total Capital	181,986,753
less: Loans Receivable from Borrowers (net of ALL)	163,745,970
less: Development Investments Outstanding (at cost)	1,250,000
less: Equity Investments Outstanding (at cost)	880,274
less: Commitments & Reservations (see list below)	<u>8,315,495</u>
Total Capital Less Deployment and Commitments:	7,795,014
less: Liquidity reserve (10% of loans payable to investors above)	13,083,530
plus: Lines of Credit Available for Lending Activities (real estate & unsecured)	<u>7,486,168</u>
<b>TOTAL FUNDS AVAILABLE TO LEND</b>	<b><u>2,197,652</u></b>
Average of last 24 months of lending	1 months
<b>Deployment Ratio</b> (Deployment & Commitments / Total Capital) - excludes interfund loans	95%

**PORTFOLIO MANAGEMENT POLICIES**

<b>Equity Ratio (as of 9/30/2023)</b>		<b>Allowance for loan loss (ALL)</b>	2,945,847
Financing Activity Net Assets (Equity) [a]	38,645,624	ALL % of loans receivable (not including self-financed interfund LR)	1.79%
Other Unrestricted Net Assets [b]	4,611,796		
Total Assets [c]	189,460,546	<b>Maximum loan size</b>	7% of total capital 12,739,073
Subordinated Debt (EQ2s) [d]	12,100,000	<b>Max. loans to borrower</b>	15% of total capital 27,298,013
<b>Equity Ratio - Minimum (Policy)</b>	<b>15.00%</b>		
<b>Equity Ratio - Actual [a + b] / c</b>	<b>22.83%</b>	<b>3 largest borrowers</b>	<b>% of total capital      outstanding bal.</b>
Equity Ratio including Subordinate Debt (EQ2s) - [a + b + d] / c	29.22%	ROC-NH (2 loans; 2029 maturity)	3.35% 6,089,290
		ROC-NH (1 Loan; 2028 maturity)	3.23% 5,883,946
		ROC-NH (2 loans; 2029 maturity)	3.07% 5,594,655
<b>Financing Activity Net Assets - Cumulative Since Inception</b>			
Equity Donations	46,503,029		
plus: self-generated - surplus earnings	5,251,062	Loans Outstanding to Borrowers (excludes non-recourse participations and deferred loan fees)	164,785,702
plus: net gains on development invstmnts.	1,259,975	Self-Financed Property Loans Receivable (Interfund Loans)	<u>1,906,114</u>
less: allowance for loan loss	(2,945,847)	<b>Total Portfolio of Loans Outstanding to Borrowers</b>	<b>166,691,817</b>
less: net borrower losses (2.2% of total loans made)	(9,868,672)	Development and Equity Investments	<u>2,130,274</u>
less: net OREO losses and carrying costs (since FY2008)	(900,095)	<b>Total Financings outstanding</b>	<b>168,822,091</b>
+/- other net gains/(losses)	(653,828)		
<b>Total Financing Activity Net Assets (Equity)</b>	<b>38,645,624</b>		

**SPREAD ANALYSIS (as of 9/30/2023)**

	weighted avg. rate	weighted avg. term remaining (mos.)		weighted avg. rate	weighted avg. term remaining (mos.)
Loans Payable to Investors - Opportunity-NH Investments	2.78%	29	Loans Receivable	6.56%	162
Loans Payable to Investors - Other	4.71%	66	Other Financing (Dev/Inv, Eq/Inv, Guar)	2.93%	n/a
EQ2's	2.61%	75	L/R & Other Financing	6.52%	n/a
Equity	0.00%	159*	Lending Cash & Investment Accounts	4.46%	n/a
Lines of Credit	0.00%	4	L/R, DI & Cash - <b>EARNING RATE [a]</b>	6.34%	n/a
LP, EQ2 & LOC - <b>COST OF FUNDS [b]</b>	2.98%	37	<b>Spread without Equity</b>	<b>3.36%</b> [a - b]	
LP, EQ2, LOC, & Equity [c]	2.34%	63	<b>Spread with Equity</b>	<b>4.00%</b> [a - c]	

\* (Equity / allowance for loss on loans and guaranty x 12)

**COMMITMENTS**

**Committed Loans**

Business Builder	apprv 9/2023	158,000	ROC-NH	apprv 10/2023	130,000
Business Builder	apprv 9/2023	27,000	ROC-NH	closed B-1031	225,000
Child Care	closed B-1015	0	ROC-NH	closed B-939	42,000
Child Care	apprv 9/2023	200,000	ROC-NH	closed B-589A	0
Non-Profit	apprv 9/2023	675,000	ROC-NH	closed B-948	0
ROC-NH	closed B-1080	50,000	ROC-NH	closed B-1075	230,000
ROC-NH	closed B-1081	0	ROC-NH	closed B-1027	100,000
ROC-NH	closed B-1082	0	ROC-NH	closed B-724	0
ROC-NH	apprv 7/2017	15,000	ROC-NH	apprv 10/2023	880,000
ROC-NH	closed B-815	0	ROC-NH	apprv 10/2023	385,000
ROC-NH	closed B-1039	225,000	ROC-NH	closed B-1079	4,000
ROC-NH	closed B-1038	100,000	ROC-NH	closed B-1078	46,000
ROC-NH	closed B-802	20,000	ROC-NH	closed B-844	0
ROC-NH	closed B-1054	0	ROC-NH	closed B-1019	57,500
ROC-NH	closed B-1053	5,000	ROC-NH	closed B-949	100,000
ROC-NH	apprv 2/2023	1,360,000	ROC-NH	closed B-891	0
ROC-NH	apprv 2/2023	550,000	ROC-NH	closed B-964	100,000
ROC-NH	closed B-1040	150,000	ROC-NH	closed B-965	80,000
ROC-NH	closed B-1036	150,000	SFH-HAL-Batch (0 Loans)		0
ROC-NH	closed B-934	0	WHL - Homes in Co-ops Batch B-395 (14 Loans)		1,501,500
ROC-NH	closed B-933	0	WHL - Homes on Land Batch B-685 (2 Loans)		289,200
ROC-NH	closed B-1037	215,000	<b>Total Committed Loans</b>		<b>8,070,200</b>

**Other Commitments (Investments & Guaranties)**

**Reserved Loans**

	ROC-NH	Refinance B-701	31,785
	ROC-NH	Refinance B-450	7,200
	ROC-NH	Refinance B-710	11,310
	ROC-NH	Refi B-890 & B-935	45,000
	ROC-NH	RLOC	150,000
<b>Total Other Commitments</b>	-	<b>Total Reserved Loans</b>	<b>245,295</b>

**NEAR FUTURE INFORMATION**

New investments and EQ2s expected in within 90 days:	3,350,000	
Equity Donations expected in within 90 days:	343,000	
Borrower payments expected within 90 days:	2,470,000	
Loan sales or participations expected within 90 days:	0	
Investor payments within 90 days: (4 investments)	(10,000)	(9,922,841) Total Maturities
Line of Credit maturities within 90 days (none):	0	