

NEW HAMPSHIRE BUSINESS FINANCE AUTHORITY

BUSINESS ENERGY CONSERVATION RLF

Quarterly Report for the Period Ending 6/30/12

1. The NHBFA closed no new loans this quarter. The \$550,000 Warwick Mills loan was scheduled to close the last week of June but slipped into July. We did commit an additional \$1,450,000 during the quarter for two new projects – Smuttynose Brewing (\$500,000) and Androscoggin Valley Hospital (\$950,000).
2. The Warwick Mills project, which has been plagued by regulatory delays, finally received ZBA approval last month. A building permit was issued July 5<sup>th</sup>, and we closed on the loan shortly thereafter. The 2MW Dall biomass unit has been ordered and will be installed in time for the upcoming heating season.
3. The Smuttynose Brewing project involves energy efficiency improvements for their new Gold LEED certified brewery and brew pub in Hampton. But for GGERF funding, these improvements would have been eliminated from the final project design. Improvements include a heat recovery system for the brewery's refrigeration system and a wastewater pretreatment system that will not only reduce the organic load in the brewery's waste water but will generate \$30,000 worth of electricity annually from the system's methane.
4. The Androscoggin Valley Hospital project is a \$4,000,000 effort to significantly reduce the Berlin hospital's energy use and cost. AVH will replace its old oil fired boiler with a biomass boiler and replace the hospital's windows. This project is being completed in conjunction with the Better Buildings program and the Tillotson Foundation.
5. A Revolving Loan Fund status report is attached. To date, we have committed \$5,360,000 in total and have loaned \$3,105,650 to five companies. We have an additional \$2,000,000 in outstanding loan commitments to Warwick Mills, Smuttynose Brewing, and Androscoggin Valley Hospital. We have adequate funds to meet our current outstanding obligations but will need to drawdown the remaining \$675,000 of our grant next quarter.
6. Miscellaneous
  - Foss Manufacturing recapitalizing the company during the quarter to support an expansion in sales and eliminated a technical loan covenant violation. Employment at Foss as of June 30 was over 400, up 100 from the initial 306.

- Ragged Mountain is completing additional energy efficiency and snowmaking improvements this summer with its own funds.
7. Grant Update – With the formal approval of Phase II of our grant in May, we committed our remaining grant funds and got back on schedule. All 3 of our current projects are scheduled to be completed prior to this winter.

**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	\$ 393,000	\$ -	\$ 235,000 CDBG
Ragged Mountain	\$ 873,900	\$ 600,000	\$ 183,900	\$ 90,000	
Smuttynose	\$ 2,000,000	\$ 500,000	\$ 1,500,000		
Androskoggin Valley Hospital	\$ 4,040,000	\$ 950,000	\$ 1,890,000		\$ 900,000 BetterBuildings
	\$ 9,771,710	\$ 3,350,000			\$ 300,000 Tiltonson Foundation

NH Business Finance Authority  
**GGERF Revolving Loan Fund**  
as of June 30, 2012

Funding Received to Date:  
2008 Grant  
2010 Grant

Loans:	Approved	Total Loaned	March 31 Outstanding	June 30 Outstanding	Repaid Quarter	Loaned Quarter	Leverage
1 Foss Manufacturing	\$ 750,000	\$ 750,000	\$ 584,900	\$ 536,661	\$ -	\$ 48,239	\$ 61,000
2 Vitex	\$ 510,000	\$ 255,650	\$ 58,692	\$ 52,210	\$ -	\$ 6,482	\$ 29,700
3 Canam Steel	\$ 750,000	\$ 750,000	\$ 672,703	\$ 656,745	\$ -	\$ 15,958	\$ 943,671
4 Shelburne Plastics	\$ 750,000	\$ 750,000	\$ 697,462	\$ 682,154	\$ -	\$ 15,308	\$ 707,810
5 Ragged Mountain	\$ 600,000	\$ 600,000	\$ 600,000	\$ 600,000	\$ -	\$ -	\$ 273,900
6 Warwick Mills	\$ 550,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 650,000
7 Smuttynose Brewing	\$ 500,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
8 AVRH	\$ 950,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	\$ 5,360,000	\$ 3,105,650	\$ 2,613,757	\$ 2,527,770	\$ 85,987	\$ -	\$ 2,866,081

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

Outstanding Loans \$ 2,527,770

Cash on Hand \$ 797,230.00

Outstanding Commitments \$ 2,000,000

Net Cash \$ (1,202,770)

Total Loan Commitments/Quarte \$ 1,450,000

Total Repaid/Quarter \$ 85,987

Total Loaned/Quarter \$ -