

~ December Highlights ~



Employer Spotlight
Truly Truly Clean, Northwood

Truly Truly Clean is a commercial cleaning company with a large portfolio of clients in New Hampshire from Plaistow to Rochester. Owner George Jackman, a U.S. Marine veteran, has been in this business for over 10 years. Today, George maintains the day-to-day operations of his high-end quality cleaning company providing services for a customer base of large commercial companies as well as residential homes. The company services include cleaning daily, weekly, or monthly. Like most entrepreneurs, George was handling everything on his own but knew he needed to change that to grow his business. George attended and is a recent graduate of the SBA's Veteran Entrepreneurial Training & Resource Network (VETRN) program. His company was also able to keep its employees and operations going during these challenging times with the help of the agency's Paycheck Protection Program (PPP) loan. [Read the Success Story Here](#)

SBA Loans
December 2020

34 - Loans for \$12.3mm
26- 7A Loans \$8.7MM
7- 504 Loans \$3.4MM
1- 3rd Party \$207M

YTD
October -December 2020

100 - Loans for \$42.3mm
63- 7A Loans \$26.9MM
25- 504 Loans \$11.5MM
8- 3rd Party \$ 3.8MM
4- Microloans \$ 155M

**This resulted in a minimum of \$4.7 MM in additional project financing*

Government Contracting is BIG Business

460 different #smallbiz received contracts from October -December 2020

Small Business	\$19.6MM
Small Disadvantaged	\$ 3.2MM
Woman- Owned	\$ 3.4MM
Veteran	\$ 2.9MM
Service Disabled Vets	\$ 2.8MM
8 (a)	\$ 2.5MM
HUBZone	\$ 1.2MM

(DOD Reporting is delayed by 90 days)

~ SAVE The DATE ~

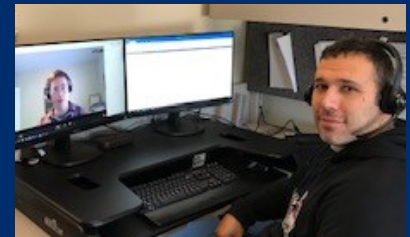
January - [Upcoming Virtual Events and Workshops](#)

1/14-NH SBDC - [Updates on PPP and COVID Relief Programs](#)

1/14, 1/21 SCORE -[The Paycheck Protection Program Latest Revisions](#)

Watch for : Ascent, Matchmaker Event, Small Business Week

- ICYMI
- SBA NH announced a new district director (DD), Amy K. Bassett. Amy began her career with the SBA in the NH district office in 1990 and held a variety of positions, including deputy district director (DDD) and lender relations specialist. (LRS). She has recently served as the SBA District Director in Maine for nearly four years.
 - 12/5—Rachael Roderick (DDD) and Warren Haggerty (EDS) participated in the presentation of final growth plans and the graduation ceremony for the 1st virtual VETRN program. The event included remarks from the SBA Administrator and the Office of Veterans Business Development.
 - 12/9 & 12/10—Phil Frechette and Tuesday Belanger (LRS's) were busy with a virtual Lender Roundtable and they also met with NH Agriculture Financiers where they discussed Federal, State & Local programs available to the farm & food industry.



- 12/15—Miguel Moralez, veterans outreach specialist, hosted and presented a virtual workshop on 'Veteran Readiness & Employment' along with 25 attendees from NH, MA and VT.
- 12/16—Warren Haggerty (EDS) and the Claremont Makerspace held a virtual presentation for #smallbiz owners and entrepreneurs on the SBA programs and resources.
- 12/20—Rachael Roderick (DDD) joined SCORE's virtual workshop helping approximately 75 small business owners understand revisions to the PPP. The focus also included the 2020 tax implications of existing PPP loans.

DYK

- Webinar Wednesdays**
Every week we present a virtual overview of the SBA programs and resources that help small business owners start, grow, expand, and recover. We offer an up-to-date explanation of the Agency's debt relief programs. We also highlight all the training opportunities available from our resource partners.
- 'Tuesday Talks'**
Every 2 weeks we hold a virtual meeting on Tuesday mornings at 10am hosted by Tuesday Belanger (LRS). The program offers different topics promoting the resources and learning opportunities available to NH small businesses.
- Monthly SOS Workshops**
Our SBA office collaborates with the NH Secretary of State (SOS) the first Thursday morning of each month to highlight the SBA's programs and resources and the SOS Quick Start Program.

Resource Partner Corner

Great Success!!

In March 2020, Bob Leivans and Paul Mondello of Merrimack Valley Score worked with Dahlia Rizk of 'Buckle Me Baby Car Seat Friendly Coats' to assist her in perfecting a pitch for a FedEx Small Business Award. Dahlia competed against 7800 other small business owners and was awarded the FedEx Small Business grant. Dahlia perfected her presentation and refined her delivery style for her Shark Tank presentation on Dec. 4, 2020 when she struck a deal with 'Shark' John Damon. Paul Mondello of SCORE continues to work with Dahlia.

[Read here!](#)