

DYK

- **Webinar Wednesdays**
Every week we have 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 PPP and EIDL 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 LRS Tuesday Belanger. The program offers different topics promoting the resources and learning opportunities to NH small businesses and to elaborate the importance of networking and marketing.



Save the Date

11/9 Join CWE and SBA staff at 12:00 with a virtual webinar outlining the resources available to help small businesses.
11/19 Join PTAC for information on the Labor Laws for Federal Contractors,
(See the complete list of events <https://www.sba.gov/offices/district/nh/concord>)

Resource Partner Corner



Dick Vereecke
Merrimack Valley - SCORE
We recognize Dick's dedication and support in educating and guiding small businesses through the programs and resources available to them during these challenging times.

~ **October Highlights** ~

Employer Spotlight for Manufacturing Month
Total Air Supply, Nashua

Total Air Supply is a wholesale distributor and custom metal fabrication shop servicing the HVAC industry since 1975. The company has sixty dedicated employees who focus on supplying quality products and superior customer service in NH, MA, and ME. The industry was deemed "essential", so all the employees continued to work, even though there was a significant reduction in sales, restricted jobsites, and many closed customer locations. They utilized the Paycheck Protection Program through Primary Bank and it provided them with the immediate relief to pay their entire team and fund specific operating costs.



~ **SBA Loans - October 2020** ~

- 29- Loans for \$13.3 Million**
- 19- 7A Loans \$7.5 Million**
- *8- 504 Loans \$5.7 Million**
- 2- Microloans \$80K**

*This resulted in a minimum of \$14.5MM in additional project financing

Government Contracting is BIG Business
190 different #smallbiz received contracts in October FY21
(est. as of 10/31/2020)

Small Business	\$7 million
Veterans	\$ 510k
Service-Disabled Vets	\$ 522k
Women-Owned	\$ 580k
Small Disadvantaged	\$ 376k
8 (a)	\$ 294k
Hub Zone	\$ 214k

(DOD Reporting is delayed by 90 days)



ICYMI

Administrator Jovita Carranza visited NH on Oct. 2, and we stopped at KT&T Distributors in Nashua. DYK that the Payroll Protection Plan (PPP) helped recall their workforce. This included hiring all of their electricians to complete a large LED light project & they are currently adding COVID-19 PPE products to the marketplace.

Small Business Week Celebration was held Oct. 20 at the Manchester Country Club in Bedford.

We celebrated these Small Business Winners and Top Lenders:

- ~ A.J. Letizio Sales and Marketing, LLC
- ~ Hammar's Art & Cultural Studio
- ~ National Flight Simulator
- ~ Granite Commercial Real Estate
- ~ Port City Pretzels
- ~ SCORE ~Merrimack Valley
- ~ Primary Bank

- Recognized participating lenders for 2020:
- ~ TD Bank
 - ~ Granite State Development Corp
 - ~ Primary Bank
 - ~ Regional Economic Development Center
 - ~ Savings Bank of Walpole
 - ~ Service Credit Union
 - ~ St. Mary's Bank



To Celebrate 'Manufacturing Month' our RA Wendell Davis hosted a virtual roundtable and joined us for visits to:

- Simple Life Recycling in Rochester
- AIREX in Somersworth
- AeroDynamics in Seabrook