**SBA Loans - October 1, 2019 thru March 21, 2020**

<table>
<thead>
<tr>
<th>Type of Loan</th>
<th>Total Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>207—7A Loans</td>
<td>$43 million</td>
</tr>
<tr>
<td>60—504 Loans</td>
<td>$23 million</td>
</tr>
<tr>
<td>60—3rd Party Loans</td>
<td>$54 million</td>
</tr>
<tr>
<td>7—Microloans</td>
<td>$242k</td>
</tr>
</tbody>
</table>

**Government Contracting is BIG Business**

$621 Million in NH for Qtr. 1 and 2—FY 2020

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Businesses</td>
<td>$152 million</td>
</tr>
<tr>
<td>Women-Owned</td>
<td>$25 million</td>
</tr>
<tr>
<td>Veteran Owned</td>
<td>$25 million</td>
</tr>
<tr>
<td>Service-Disabled Veterans</td>
<td>$21 million</td>
</tr>
<tr>
<td>Small Disadvantaged Firms</td>
<td>$13 million</td>
</tr>
<tr>
<td>8A Business Development</td>
<td>$7 million</td>
</tr>
<tr>
<td>Hub Zone</td>
<td>$2 million</td>
</tr>
</tbody>
</table>

**National Small Business Week NH Winners**

**Small Business Person of the Year**

- A.J. Letizio Sales and Marketing – Windham
- Exporter
- Comptus—Thornton
- Veteran Owned
- National Flight Simulator – Manchester
- Woman Owned
- Port City Pretzels – Portsmouth
- Minority Owned
- Granite Commercial Real Estate – Nashua
- Micro-Enterprise
- Hammar’s Art Studio – Pelham
- Financial Champion
- Primary Bank - Joseph Bator - Bedford

**The SBA and the NH Bankers Association plan to re-schedule the awards recognition ceremony normally held in May to early fall due to the current restrictions in place.**

**SBA Celebrates**

**TREAT Center in Lebanon**—Won the $50k accelerator prize with a big check presentation from RA Wendell Davis on October 23rd.

**Annual Lender Awards Breakfast & Emerging Leaders Graduation**—Eight NH entrepreneurs graduated from the NH’s 4th Emerging Leaders Class and were recognized at an award ceremony on October 18th in Manchester along with our 2018 Leading Lenders.


**Small Business Saturday**—SBA and partners were joined by Senator Shaheen and visited downtown Milford the last week of November to support #ShopSmall.

**SBA/NHSBDC/NHPTAC Government Contracting Matchmaker** event was held on December 6th in Manchester. It was a full day event that included one-on-one matchmaking for 260 small businesses. There were 30 reps from federal agencies/prime contractors and 12 small business resources were represented. Senator Hassan’s remarks opened the event which also included breakout sessions on Cyber Security, Goldman Sachs 10k SBs and Bonding & Financing Gov’t Contracts.

**Opportunity Zone Roundtables & Federal Resource Fairs** in Newport, Derry, and Rochester. Over 12 different federal agencies, SB resources participated with over 80 small businesses attending.

**Monthly Small Business Webinars– March Madness Events** with our resource partners CWE, NH SBDC, and SCORE mentors.

We welcomed Tuesday Belanger our new Lender Relation Specialist (LRS) and bid farewell to District Director, Greta Johansson, retiring from Federal Service after 38 years.

**Coronavirus News**

**Economic Injury Disaster Loans (EIDL)** NH receives one of the first Statewide Declarations—opening the Disaster Assistance Application process for all Business on March 17th. Our office responded with daily webinars, extended hours, press releases, and panel discussions.

With the passing of the CARES Act, SBA began accepting applications for the Paycheck Protection Program incentivating businesses to keep workers on the payroll. During the 1st round of funding, we had 210 different lenders participating resulting in 11,500 loan approvals for nearly $2Billion and an average loan size of $173k. As of May 1st, we are currently in the 2nd round of funding, but have already surpassed 20,000 loan approvals in the state.

**NH Winners**

- A.J. Letizio Sales and Marketing – Windham
- Exporter
- Comptus—Thornton
- Veteran Owned
- National Flight Simulator – Manchester
- Woman Owned
- Port City Pretzels – Portsmouth
- Minority Owned
- Granite Commercial Real Estate – Nashua
- Micro-Enterprise
- Hammar’s Art Studio – Pelham
- Financial Champion
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**Office HIGHLIGHTS**

- Economic Injury Disaster Loans (EIDL)

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Winner of $50K Accelerator Award to New Hampshire’s Center for the Translation of Rehabilitation Engineering Advances and Technology (TREAT) in Lebanon

Events

Emerging Leader Graduates

NVSBW Visit—National Flight Simulator

Annual Meeting and Lenders Awards “Lender of the Year”
Primary Bank—Bedford

Senator Shaheen joins the SBA Staff on Shop Small Saturday in Milford

A very special “Congratulations and Thank You” to Greta Johansson after 38 years of Federal Service. During this time, Greta served under 6 administrations and 14 SBA Administrators, worked over 14 years for the Office of Disaster Assistance and held positions in 7 different SBA Offices.

We wish you the Best because you were the “BEST!”

Ways to stay connected with NH SBA: Phone: (603) 225-1400 | Website: www.sba.gov/nh | Email: NewHampshire_DO@sba.gov | Twitter: SBA_NH