

~ March Highlights ~

**DYK**

- On March 16, the SBA welcomed Isabella Casillas Guzman as the 27th SBA Administrator.
- In NH, there were 12,717 Paycheck Protection Program (PPP) loans that have been approved for \$1 Billion since the relaunch on Jan. 11th. In total 37,000 PPP loans have been approved for nearly \$3.6B. The Accommodation and Food Service industry ranked highest in receiving these funds.
- As of the end of Feb. 2021, 11,405 businesses across the State have received over \$680 million in funding through EIDL.
- Since the recent passing of the American Rescue Plan, new programs continue for the targeted EIDL advance, debt relief on SBA Backed Loans and the new Restaurant Revitalization Fund Grant.
- In March, 20 Lenders, approved thirty six 7(a) loans for \$8.1M and there were twelve approved 504 loans for \$3.9M. The Food Service and Accommodations industry resulted in 35% of the loans funded.

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**Resource Partner Corner**

CWE is celebrating 26 years of



helping women entrepreneurs realize their dreams and grow their businesses.

**On June 17th**

from 6:30-8:30 they are Celebrating Women Who Lift Up the World Virtual Fundraiser and Celebration. Celebrating the over 4,000 CWE clients who continue to lift up their communities through entrepreneurship. By participating, you will make an impact on the women, families, and communities we serve, and you'll strengthen CWE's pledge to make sure that all women, regardless of their economic status, are able to access our programs and services.

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**Employer Spotlight  
SBA NH Celebrates Women History Month**

**Making a Difference**

**Tidewater Catering Group—Manchester, NH**

Keri Leman's work ethic, passion, and commitment to her clients are admirable. Keri proudly owns and operates a full-service catering company, seven cafes, a private event room, and two micro-markets, all in Manchester. As a result of the COVID-19 pandemic, she had to close four cafes entirely, received many cancellations for events that were already booked, and had to shut down her micro-markets. Keri knew she needed help, so she turned to the SBA and inquired about the Economic Injury Disaster Loan (EIDL) and the Paycheck Protection Program (PPP). It was very important to Keri that things remained operational and she knew it was going to be nearly impossible unless help arrived. Keri applied for the SBA's PPP loan through Primary Bank and received her funding within two weeks. These funds allowed her to keep three managers and 16 additional employees on the payroll. These emergency funds provided Keri with the relief she needed.

After receiving the 2nd round of PPP, Keri explained "It's impact was immeasurable. With the café revenues reaching only 50% of needed levels, and it seeming like it was continuing thru the 1st quarter of 2021, I had to use those funds to pay rent, insurance, payroll, phone bills and other operational expenses that were mounting. Catering during the holiday season was so sharply down from 2019 that I feared the fall out. Thankfully we are starting to see a glimmer of past years, with bookings for Q3 and Q4 looking very strong in catering. We are re-opening one of our shuttered cafes in August, after what will have been 17 months of no revenue. We are hiring and re-building our work force, with hopes of hiring up to 10 more professionals by end of summer."

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**SBA Loans  
March 2021**

48- Loans for	\$12.0 MM
36- 7A Loans	\$8.1 MM
12- 504 Loans	\$3.9 MM
12- 3rd Party	\$5.2 MM
1- Microloans	\$ 50 M

**YTD**

October 2020 - March 2021

215 Loans for	\$81.8 MM
156- 7A Loans	\$55.2 MM
59 - 504 Loans	\$26.6 MM
59- 3rd Party	\$35.7 MM
7- Microloans	\$ 280 M

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**Government Contracting is BIG Business**  
Contracts awarded in NH  
October—March

Small Business	\$ 118.2 MM
Veteran	\$ 22.7 MM
Service Disabled Vets	\$ 20.7 MM
Woman- Owned	\$ 10.6 MM
Small Disadvantaged	\$ 10.6 MM
8 (a)	\$ 2.6 MM
HUBZone	\$ 2.0 MM

(DOD Reporting is delayed by 90 days)

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**Save the Date**

- May 10-14th: Government Contracting Annual Matchmaker Virtual Event
- June 23rd-24th: Boots to Business for Veterans

**ICYMI**

- March 5th- Our NH Staff joined Merrimack Valley SCORE for a discussion with 82 participants on the changes to the Paycheck Protection Program. Topics included the new provisions for Schedule C filers for PPP, EIDL and the Targeted EIDL advance, NH tax implications of the Main Street Relief Fund Grants and the PPP.
- March 12th - Our office joined NH SBDC and CWE to provide updates on Agency programs to economic development leaders in NH's Belknap county area.
- March 18th - Our office and the Keene library met virtually with constituents to discuss the changes to the PPP program for self-employed and independent contractors.
- March 22nd- Amy Bassett, DD joined US Senators Jeanne Shaheen and Maggie Hassan as they met virtually with the NH Chambers Commerce Corridor Coalition, a group of chambers that partnered to help address community and business needs during the pandemic.



- March 23rd - Tuesday Belanger, paid tribute to four NH Women Entrepreneurs in her monthly 'Tuesdays Talks' segment to celebrate Women's History Month. The focus highlighted these women small business owners and celebrated their accomplishments, challenges, goals and gave a view into their daily lives. The four NH women entrepreneurs included:

- Suzanne Foley-Port City Pretzels,**
- Brianna Rolfs-Hammar Art Studio and Cultural Center**
- Megan Prieto Giokas: Granite Commercial Real Estate**
- Jilan Hall-Johnson: The Sassy Biscuit Company and JOOK Restaurant**