

**New Hampshire District Office  
 ANNUAL REPORT  
 Fiscal Year 2014**

Fiscal year 2014 was one of major achievements. The U.S. Small Business Administration's New Hampshire District Office supported loans for over \$146 million through its three main loan programs - 7(a) Loan Guaranty, the Certified Development Company/504 loans, and Microloans. Loans were made by 65 different lenders to many different industry segments. Collectively the SBA through our partners, the New Hampshire Small Business Development Center, SCORE, and the Women's Business Center at the Center for Women's Business Advancement provided advisory and educational services to over 8,900 customers.

**SUCCESS**

**SBA Lending**

- Loan Activity included **435** 7(a) loans, **72** Certified Development Company 504 loans, and **8** microloans
- Fee relief instituted in 2014 saved NH borrowers over \$205,000
- 7(a) loans ranged in size from \$4,000 to \$4,904,000 and averaged \$159,000; 504 loans ranged in size from \$50,000 to \$2.5mm and averaged \$460,300.
- 32 Loans for \$6 million were made to Veterans and Service Disabled Veterans

**Contract Awards to New Hampshire Small Businesses (estimated):**

- Small Business: **\$609 million**
- Hub Zone: **\$14.3 million**
- 8(a): **\$16.3 million**
- Veterans: **\$53 million**
- Service Disabled Vet: **\$38.9 million**
- Women **\$25.6 million**

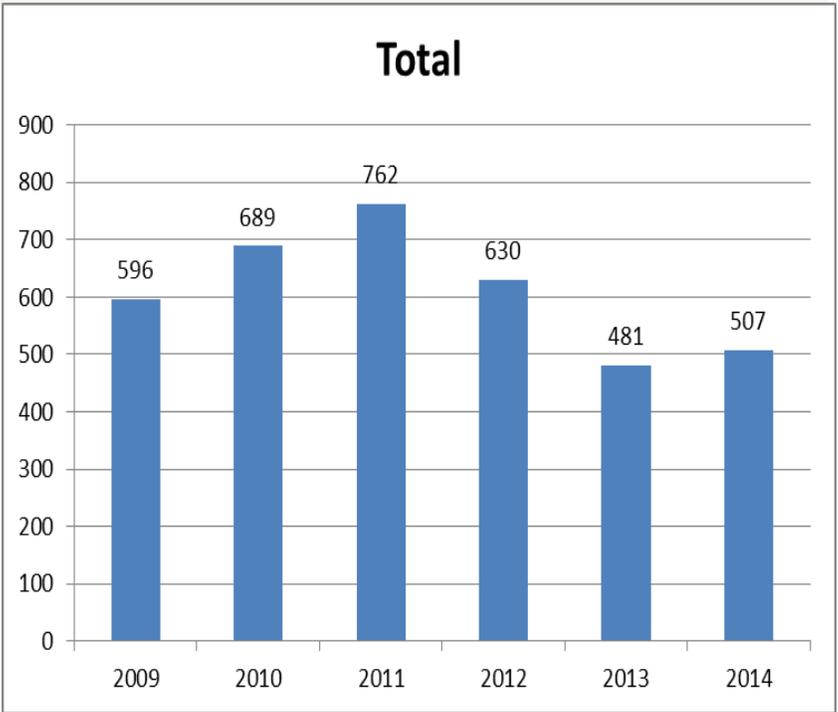
**SBIR/STTR:** 24 R&D grants for nearly \$9.8 million

**SBIC:** 15 investments to 9 businesses totaling \$43,265,122

**Surety Bonds:** 17 Final Bonds issued for \$7.1 million in contract support

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[www.sba.gov/nh](http://www.sba.gov/nh)



**Small Business Clients Counseled and Trained by:**

**NH Small Business Development Center**

**SCORE**

**Center for Women's Business Advancement**

Working from over a dozen locations around the state, these business advisors and mentors assisted over 8,200 clients with their business plans, needs, challenges and growth.

|                                         |              |
|-----------------------------------------|--------------|
| Small Business Development Center       | 2,929        |
| SCORE New Hampshire                     | 5,268        |
| Center for Women's Business Advancement | 763          |
| <b>Total</b>                            | <b>8,950</b> |

| TOP SBA 7(a) LOAN GUARANTY LENDERS                    | GROSS \$ AMOUNT      | LOANS      | SBA 504 CERTIFIED DEVELOPMENT COMPANY | GROSS \$ AMOUNT      | LOANS     |
|-------------------------------------------------------|----------------------|------------|---------------------------------------|----------------------|-----------|
| TD Bank                                               | \$ 5,361,500         | 38         | Granite State Development Corp        | \$ 28,036,000        | 56        |
| The Provident Bank                                    | \$ 5,719,000         | 35         | Bay Colony Development Corp           | \$ 1,871,000         | 7         |
| Northway Bank                                         | \$ 837,200           | 28         | Capital Regional Dev. Council         | \$ 2,545,000         | 5         |
| Centrix Bank and Trust                                | \$ 1,873,400         | 26         | New England Certified Dev. Corp       | \$ 691,000           | 4         |
| St. Mary's Bank                                       | \$ 897,800           | 23         | <b>TOTAL</b>                          | <b>\$ 33,143,000</b> | <b>72</b> |
| Citizens Bank                                         | \$ 5,103,000         | 22         | TOP SBA 504 3rd PARTY LENDER          | GROSS \$ AMOUNT      | LOANS     |
| First Colebrook Bank                                  | \$ 1,503,000         | 20         | Centrix Bank and Trust                | \$ 6,943,305         | 9         |
| Bank of New Hampshire                                 | \$ 1,173,200         | 20         | Enterprise Bank and Trust             | \$ 3,973,500         | 9         |
| Lake Sunapee Bank                                     | \$ 3,386,600         | 19         | The Provident Bank                    | \$ 3,353,000         | 7         |
| Eastern Bank                                          | \$ 685,000           | 15         | Lake Sunapee Bank                     | \$ 4,285,263         | 6         |
| Merrimack Valley Federal CU                           | \$ 515,000           | 15         | Peoples United Bank                   | \$ 1,822,500         | 5         |
| All Others                                            | \$ 42,433,300        | 189        | Optima Bank and Trust                 | \$ 2,353,750         | 5         |
| <b>TOTAL FOR ALL 7(a) LENDERS</b>                     | <b>\$ 69,488,000</b> | <b>435</b> |                                       |                      |           |
| <b>Microloans: Northern Community Investment Corp</b> | <b>\$ 126,000</b>    | <b>7</b>   |                                       |                      |           |

### Some Highlights from 2014

**NH Small Business Week** was capped by a great celebration in May with Chris Licata of Blake's All Natural Foods named as the 2014 NH Small Business Person of the Year. Additionally, seven other businesses and small business champions were recognized for their success and outstanding achievements in support of small business.



Our **Finance Fair** at SNHU during Small Business Week was a major success. Working with the NH Department of Resources and Economic Development and the NH Bankers Association 35 lenders and economic development services providers met with nearly 200 prospective borrowers.



The array of small business training opportunities and events conducted in the state continued to grow in 2014. With the help of our partners we were able to convene **roundtable discussions**, business to business matchmaking events and training through seminars and webinars that connect business owners with local and regional experts.

Notable topics included:

- Quarterly "Boots 2 Business" training for veterans as they complete their service to our nation.
- Four Encore Entrepreneur training events with AARP, SCORE and the Center for Women's Business Advancement
- Government Contracting training to help business owners understand the certification process, how to identify and win sub-contracting opportunities through web based "chats" with buyers and learning how to obtain surety bonds

*Special thanks to our partners...*

*Each day we work with a tremendous team of volunteers and paid professionals. These partners are from local, regional, statewide and national organizations who share our mission and passion to support small business growth, development and success in New Hampshire. Their service is often unheralded and provides tremendous value to the businesses they serve. We have enjoyed working with the **Center for Women's Business Advancement** for the past few years. In 2014 **SCORE** celebrated its 50th Anniversary as the **NH Small Business Development Center** marked its 30th year of service. We congratulate these organizations and their staff for the great work they continue to do on behalf of small business owners throughout New Hampshire.*