

**New Hampshire District Office
 ANNUAL REPORT
 Fiscal Year 2016**

Fiscal year 2016 was one of major achievements. The U.S. Small Business Administration's New Hampshire District Office supported loans for over \$154 million through its three main loan programs - 7(a) Loan Guaranty, the Certified Development Company/504 loans including participating lenders, and Microloans. Loans were made by 63 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 and Enterprise provided advisory and educational services to 9,000 customers.

SUCCESS

SBA Lending

- Loan Activity included **515** 7(a) loans, **85** Certified Development Company 504 loans, loans and **7** microloans
- Fee relief instituted in 2016 saved NH borrowers nearly \$300,000
- 7(a) loans ranged in size from \$5,500 to \$4,600,000 and averaged \$146,037; 504 loans ranged in size from \$43,000 to \$2,269,000 and averaged \$392,741.
- 38 Loans for \$7.1 million were made to Veterans and Service Disabled Veterans

Contract Awards to New Hampshire Small Businesses (2015 data):

- Small Business: **\$638 million**
- Hub Zone: **\$24 million**
- 8(a): **\$18 million**
- Veterans: **\$93 million**
- Service Disabled Vet: **\$56 million**
- Women **\$38 million**
- Preliminary 2016 data shows \$486 million to small businesses; final numbers later this year

SBIR/STTR: (2015 data) 81 R&D grants for over \$47 million; Preliminary 2016 data: 27 for \$7.7 million

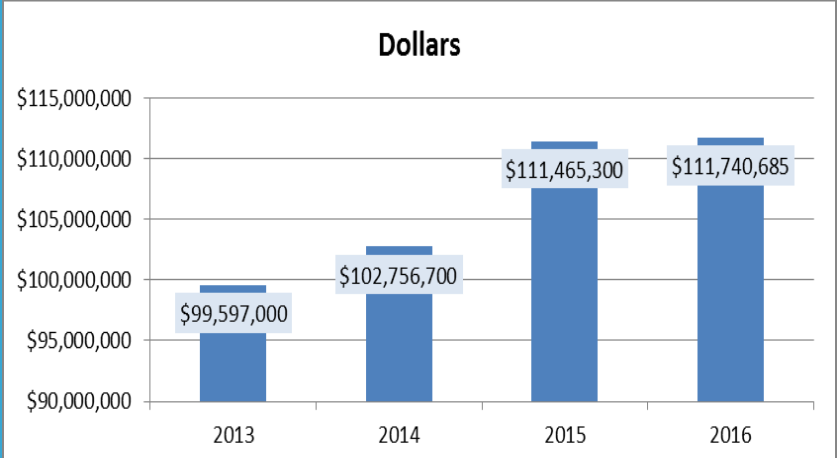
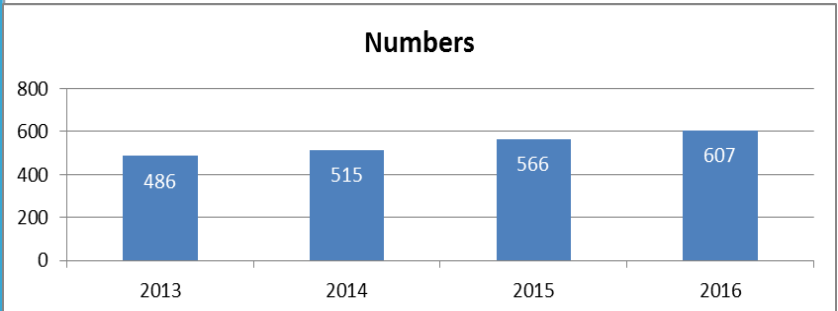
SBIC: 9 investments to 6 businesses, \$34.5 million

Surety Bonds: 8 Final Bonds issued for \$ 3.6 million in contract support

New Hampshire District Office
 603-225-1400; www.sba.gov/nh

Greta Johansson, District Director	603-225-1401
Amy Bassett, Dep. District Director	603-225-1606
Bob Welch, District Counsel	603-225-1406
Hugh Curley	603-225-1402
Phillip Frechette	603-225-1600
Warren Haggerty	603-225-1405
Miguel Moralez	603-225-1601
Rachael Roderick	603-225-1603

Total 7a, 504 and Microloans



**Small Business Clients Counseled and Trained by:
 NH Small Business Development Center
 SCORE
 Center for Women and Enterprise**

Working from over a dozen locations around the state, these business advisors and mentors assisted approximately 9,000 clients with their business plans, needs, challenges and growth.

Small Business Development Center	2,782
SCORE New Hampshire (6 chapters)	5,630
Center for Women and Enterprise	587
Total	8,999

Our new Veterans Business Outreach Center will be added in 2017.

TOP SBA 7(a) LOAN GUARANTY LENDERS	GROSS \$ AMOUNT	LOANS	SBA 504 CERTIFIED DEVELOPMENT COMPANY	GROSS \$ AMOUNT	LOANS		
Eastern Bank	\$4,040,000	48	Granite State Development Corp	\$28,090,000	75		
Citizens Bank	\$3,419,600	47	Capital Regional Dev. Council	\$3,561,000	7		
Northway Bank	\$1,690,900	45	New England Certified Dev. Corp	\$214,000	2		
TD Bank	\$5,033,400	36	Bay Colony Development Corp	\$1,518,000	1		
Peoples United Bank	\$3,820,500	25	TOTAL	\$33,383,200	85		
Bank of New Hampshire	\$1,275,900	25	TOP SBA 504 3rd PARTY LENDER	GROSS \$ AMOUNT	LOANS		
Granite Bank	\$2,128,800	23	Enterprise Bank and Trust	\$ 4,889,750	11		
Merrimack County Savings Bank	\$1,910,700	21	The Provident Bank	\$ 3,980,000	10		
The Provident Bank	\$6,100,000	20	Eastern Bank	\$4,997,313	10		
Lake Sunapee Bank	\$1,837,500	19					
All Others	\$46,983,400	206					
TOTAL FOR ALL 7(a) LENDERS	\$78,240,700	515	Microloans— loans of \$50,000 or less	Northern Community Investment Corp	4 Microloans for \$81,333	Accion	3 Microloans for \$35,653

2016 Highlights

SBA New Hampshire's Emerging Leaders 2016

In April the NH district office launched its first Emerging Leaders program in Manchester. Sixteen small business owners completed the seven-month federal training initiative that specifically focuses on executives of businesses poised for growth. The no-cost program includes 100+ hours of professional specialized training and peer-to-peer counseling over the term of the program. Plans are underway for recruitment of the class of 2017.



Pictured at right: The 2016 NH Emerging Leaders Graduating Class



Small Business Saturday Promotion "Shop Local" Concord

- Late in the year, we welcomed our new Veterans Business Outreach Center, headquartered with the CWE in Providence, RI. We welcome Brian LaFauci as the Program Manager and look forward to getting to know him in 2017.
- Our first Boots to Business—Reboot in support of Veterans Small Business Week was held the first week of November 2015; we continued our quarterly Boots to Business at Pease AFB.
- In December 2015 we held a successful Matchmaker with our friends and partners the NH SBDC and the NH Government Contracting Assistance Center.
- The CWE launched a multi-week training program in Claremont; the NH SBDC added personnel in several locations for expanded advisory services; Merrimack Valley SCORE is expanding COMPASS, their online business assessment tool, to other areas of the state; and our SCORE state director Kerry Pfrimmer now also leads SCORE operations in Vermont.



Small Business Week Honorees
May 3, 2016



Growth Accelerator Fund Competition Prize Winner
New England Pediatric Device Consortium