

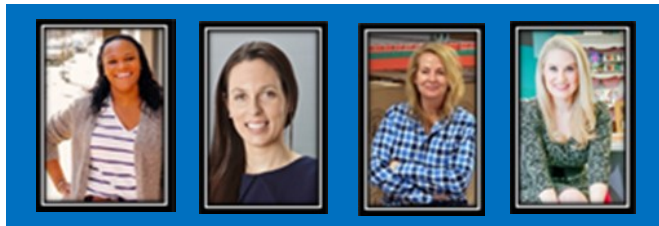


The second quarter of FY 2021 continues to be a busy time for SBA programs and services. We worked hand in hand with our participating lenders to assist small businesses with the re-opening of the Paycheck Protection Program (PPP) on Jan. 11th and providing debt relief on certain SBA regular backed loans. While much of the focus is on disaster relief and recovery, we also saw steady volume in our core lending programs where guaranty fee relief and lender incentives are helping small businesses utilize new loans for capital. Our staff also engaged in non-disaster relief activities as we recognized small business owners and other community leaders in our Celebration of Black History Month in February and our Women’s History Month in March. We ended quarter two on a high note, with the announcement of a new Administrator. Isabella Casillas Guzman the 27th SBA Administrator will lead the agency in helping the Nation’s more than 30 million small businesses. Our resource partners continue assisting many business owners through recovery and growth. The NH Small Business Development Center (NH SBDC) and UNH Extension created a Resiliency Academy to help businesses and community leaders develop their own individualized resiliency plans. SCORE (Merrimack Valley) was honored with 2020 Chapter of the Year Award for their outstanding performance, exceptional growth by providing entrepreneurs a wide range of workshops and for their excellent mentoring. The Center for Women and Enterprise (CWE) was busy with ongoing series of workshops on QuickBooks and Budgeting. With the help and support of our partners collectively we are helping many small business navigate programs and resources through the recovery and beyond. Looking forward to quarter three of FY 21, SBA will launch the Restaurant Revitalization Fund (RRF), Shuttered Venue Operators Grant (SVOG) and the Targeted EIDL Advance Programs.

Quarter 2 Highlights for Jan 1-March 31

- In NH, there have been 12,717 Paycheck Protection Program (PPP) loans approved for \$1 billion since the relaunch on Jan. 11th and in total 37,000 PPP loans have been approved for nearly \$3.6 billion in NH.
- The SBA guaranteed loans totaled for 2nd quarter: 127 loans- \$43.2 million
93—7(a) loans for \$28.2 million and 34—504 loans for \$15 million.
- Government Contract awards \$49.6 million to NH Small Businesses. Veterans and Service disabled awards totaled \$28.7 million, and Women were awarded \$5.5 million.

- We celebrated **Black History Month** with our monthly ‘Tuesday Talks’ and an online panel discussion with black-owned business owners during which they shared their small business stories and how they pivoted during the pandemic and utilized SBA’s resources.
- During **Women’s History Month**, SBA Celebrated with our monthly ‘Tuesday Talks’ and four NH women entrepreneurs who shared their stories of success, challenges, and lessons learned as they continue growing their businesses amid the COVID-19 crisis.



L-R: **Jilan Hall-Johnson**: The Sassy Biscuit, **Megan Prieto Gikas**: Granite Commercial Real Estate, **Suzanne Foley**: Port City Pretzels, **Brianna Rolfs**: Hammar’s Art Studio

Year to Date (FY21)

Government Contract Awards to NH Small Businesses

- **Small Business: \$118.2 million**
- **Veterans: \$22.7 million**
- **Disadvantaged: \$10.6 million**
- **Women: \$10.6 million**
- **Service Disabled Vet: \$20.7 million**
- **8(a): \$2.6 million**
- **Hub Zone: \$2.0 million**

7(a) Loans Approved

Primary Bank	24	\$10,689,700
Merrimack County Savings Bank	17	\$3,151,200
Eastern Bank	9	\$1,811,400
TD Bank, National Association	8	\$1,494,000
Meredith Village Savings Bank	8	\$1,198,700
Woodsville Guaranty Savings Bank	8	\$612,900
Enterprise Bank and Trust Co.	7	\$1,270,000
All Others	75	\$ 34,998,900
Totals	156	\$ 55,226,800

504 Loans Approved

Granite State Economic Development Corp.	44	\$12,773,000
New England Certified Development Corp.	6	\$8,289,000
Capital Regional Development Council	5	\$1,196,000
Bay Colony Development Corp.	4	\$4,400,000
Totals	59	\$26,658,000

SBA Microloans Approved

Regional Economic Development	7	\$ 280,000
Totals	7	\$ 280,000