

AMERICAS SBDC NEW HAMPSHIRE

At Work in NH 2014-2015

NH SBDC
Building Businesses for NH's Future

Innovation, Collaboration, and Job Creation in NH CY14 & CY15

The NH SBDC provided 12,379 hours of advising to 1,395 businesses in 230+ communities.

Resulting in:

- 122 new business starts
- 354+ jobs created/69+ jobs retained
- \$34.9 million in capital formation
- \$565 million in sales generated by SBDC counseled clients, or.....
Over \$5.43 million per week contributing to the NH economy.

2015 NH Small Business Matchmaker

The NH SBDC partnered with the SBA and NH-PTAP to present this government contracting event at Manchester Community College. On December 4th, over 200 attendees, over 25 exhibitors and a half dozen NH



business resources attended. Additionally, NH-PTAP and the SBA presented a workshop, "Key Steps to Life Post-Matchmaker," while representatives from Raytheon and event sponsor BAE Systems led a panel discussion, "Chat with Primes."



Excell Mobile Distributors = Fast Growth

Founded in 2008 as a local supplier of consumer electronics, phones and tablets, Excell now sells across the US and abroad, and has quickly grown to become the largest distributor in New England. Growth has been steady; a testament to the mobile device market and constant changes in technology. *Business New Hampshire Magazine* even listed the company as #24 on its top 100 Private Companies list for NH, with an average of 56% annual growth each of the last three years. The fast growth accounts for Excell Mobile also being named the #1 fastest-growing company in NH by *Business NH Magazine*. Excell is also listed on the 2015 *Inc. 5000* list.

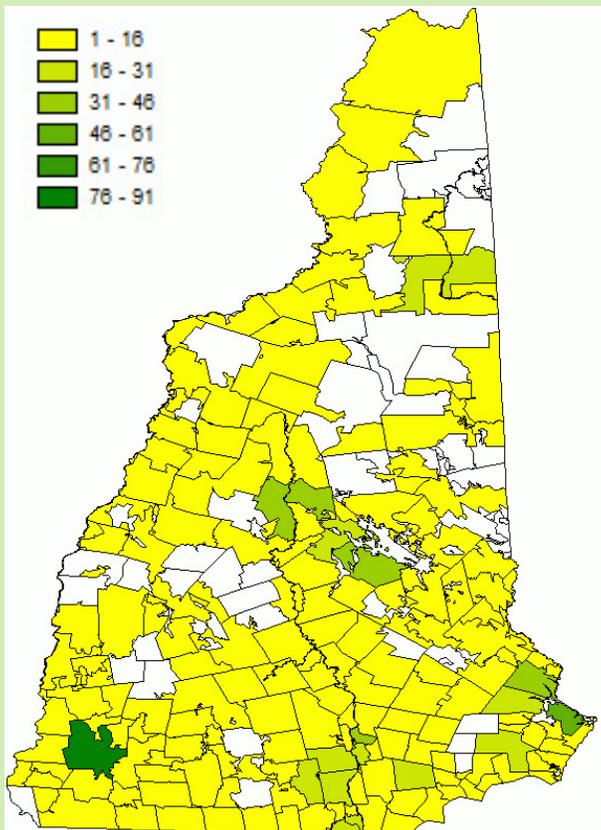


According to Amber Logue, head of operations at Excell, the company connected with Hollis McGuire at NH SBDC in 2014 when they had a need for more financing. "We were looking for all types of resources in the state, and we were seeking more funding, more capital. We reached out to the NH SBDC and asked if they could help us in our uncharted growth," Amber said. "In our very first meeting with Hollis we found great contacts to jump from...Hollis is just an unbelievable resource...with her contacts and understanding, she's able to see right through our questions to determine what we need. She's really helped us." Hollis' suggestion brought Amber and company CEO Eli Posner to Provident Bank. With about 16 employees, the company had another record-breaking year.

"We're so grateful," Amber says of the NH SBDC advice. "It's shown us that we're part of the growing business community in this state. When you're an up-and-coming business, you feel like you're alone with your own challenges. But now we know there's a supportive community that wants to see us do well. To know that our challenges are not unique; it's just very reassuring and important to our continued success."



Statewide Client Distribution 2014-2015



NH SBDC Registers 10,000th e-Learning Course Taken!

Launched in 2008, the NH SBDC's e-Learning for Entrepreneurs program recently had its 10,000th course taken! The program offers over 40 extensive e-course selections at no charge, including finance, marketing, exporting, e-Commerce, business management, and starting and financing a business in NH, along with newly launched mini-courses on consulting, customer service, and video marketing.

10,000!

The NH SBDC is a cooperative venture of the U.S. Small Business Administration, the State of NH (DRED), the University of NH Peter T. Paul College of Business and Economics, and the private sector.

UNH Manchester * Manchester CC * Keene State * North Country * Nashua CC * Dover * Belknap County * Grafton County * UNH Durham