

AMERICA'S SBDC NEW HAMPSHIRE

At Work in NH CY 2014

NH SBDC
Building Businesses for NH's Future

Innovation, Collaboration, Job Creation

In 2014, SBDC provided 6,983 hours of advising to 949 businesses in 200+ communities.

Resulting in:

- 76 new business starts
 - 200+ jobs created/50+ jobs retained
 - \$22.5 million in capital formation
 - \$358.3 million in sales generated by SBDC counseled clients, or.....
- Over \$6.8 million per week contributing to the NH economy.

www.nhsbdc.org

Client profile: Mont Vernon General Store

Dan Bellemore is the new owner of the Mont Vernon General Store, which offers everyday supplies and almost anything else a person could want. The store does gift baskets filled with local products such as jams, jewelry and local wines and Dan hopes to expand those options. Fresh deli sandwiches are also on the menu, as well as the usual general store products.

Dan says a major goal in running the store is to be part of the local community and supporting the small town pride of Mont Vernon. Dan had a longtime dream of owning a general store and had looked at a few before finding his perfect location in Mont Vernon last year. NH SBDC business advisor Andrea O'Brien

helped Dan determine the business's valuation, and to establish his cash flow projections and develop a business plan. He currently employs 7 at the store and its existence there has reinvigorated the town center.

Dan Bellemore, whose store recently became a focal point in cheering on a Mont Vernon local as he competed in American Idol



SBDC Celebrates 30 years of Helping Businesses and Building Partnerships

2014 NH Small Business Matchmaker

The NH SBDC partnered with the SBA and NH-PTAP to present this government contracting event at Rivier University in Nashua. Even in inclement weather on March 13, over 250 attendees, nearly 30 exhibitors and a dozen NH business resources attended. NH-PTAP and SBA offered a series of workshops throughout the day.



Left Photo: SBA NH District Director Greta Johansson; NH DRED Commissioner Jeff Rose; Sister Paula Buley, President, Rivier University; Mary Collins, State Director, NH SBDC; Paul Kling, Deputy VP, BAE Systems

NH SBDC Celebrates 30 years!

On November 20th, 2014 the NH SBDC held a grand 30th Anniversary celebration at Dyn in the Manchester millyard. Over 200 individuals attended the event, including clients, partners, staff, advisory board members, invited guests, Governor Maggie Hassan, and U.S. Representative Anne Kuster. A wonderful video produced by Jay Childs and JBC Communications was shown which tells the story of the NH SBDC's 30 years through the words of its clients and partners.



SBDC Expands e-Learning Outreach Launches 3 Customer Service Mini-Courses



NH SBDC launches an online mini-course series on customer service, the most common characteristic that helped businesses sustain themselves through economic downturns, found at www.nhsbdc.org. The online mini-courses are funded through a Portable Assistance grant from the U.S. Small Business Administration.

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 Community College* Keene State * North Country * Nashua * Dover * Belknap & Grafton Counties * UNH Durham