

Celebrating 35 years of building businesses for NH's future

AMERICA'S
SBDC
NEW HAMPSHIRE



PT United
Medical and Therapy Equipment Source

NHSBDC.org

Our business advisor's advice has been sound and valuable. She knew everything we had going on, including our goals and initiatives and my pain points—accounting, human resources, and access to capital. I can't see that even as we expand we will outgrow NH SBDC and the resources our advisor offers.

PT United
Quinn Worden | Nashua, NH

New Hampshire's Premier Business Advising Resource

NH SBDC is the leading resource for business advising and education for small to medium businesses in the Granite State. Our team of certified business advisors provides highly individualized, confidential advising at no charge to NH enterprises. With over 120 years of management advising experience amongst the staff, we stand ready to support your company at every stage of growth. Whether you're just getting started, seeking capital, bringing new products to market, or improving operations, we can work with you to help you achieve your goals.

Over the past 35 years, NH SBDC has advised or trained more than 96,000 New Hampshire entrepreneurs, helping them to start over 2,000 businesses and create more than 7,500 jobs.

According to America's SBDC's economist Dr. James Chrisman, after 5 years, 80% of SBDC-counseled businesses are still in business compared to the 44% survival rate of non-assisted businesses.



NH SBDC has business advising centers and satellite offices around the state, from the North Country to Nashua, and the Seacoast to Keene.

Visit nhsbdc.org/locations for more detailed information.

NH SBDC 2018 by the Numbers



\$147 M

NH SBDC's Total Annual Impact on the NH Economy

As calculated by UNH Peter T. Paul College of Business and Economics economist



launch grow learn

The **NH SBDC Advisory Board** lends its time, talent and expertise to supporting our vision, strategic direction, and program development. We truly appreciate all their support.

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(Board Chair)
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NH Dept. of Business & Economic Affairs

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Business NH Magazine

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Kimberly Pope

Andrew Smith
UNH Survey Center

Jonathan Smith
Harvest Small Business Finance

Benjamin Wheeler
NBT Bank

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@NH Small Business Development Center



@NHSBDC

Over the past ten years, NH SBDC's small business clients have significantly impacted the NH economy. With our help, our clients have accomplished:



 **\$231.5 million**
in new capital infused into client businesses

 **\$126.1 million**
increase in client sales

 **500+**
new businesses started

 **3,500+**
jobs created and retained

 **29,000+**
entrepreneurs served through direct advising and educational training programs



NH SBDC offers over 20 courses online to help entrepreneurs learn about starting and building their businesses. More than 15,000 courses have been taken since 2008.

Starting a Business

- Starting a Business in New Hampshire
- Démarrer une Entreprise dans le New Hampshire - *Starting a Business in New Hampshire, en français*
- Considering Consulting – A Checklist Before Taking the Leap

Customer Service

- Achieving Good Customer Service
- Stand Out with Customer Service
- Train Employees to Provide the Best Customer Service Possible

Finance

- Financing a Business in New Hampshire
- Business by the Numbers #1 – Using Financial Statements to Plan and Manage Your Business
- Business by the Numbers #2 – Cash Flow Statement
- Business by the Numbers #3 – Income Statement
- Business by the Numbers #4 – Balance Sheet
- IRS Small Business Portal

Management

- Getting Started on Your Small Business Website
- Finding Your Export Markets
- Managing Your Company's Online Reputation

Marketing & Social Media

- Branding Basics
- Get Started Using Social Media for Your Small Business
- Mobile Marketing
- Using Online Advertising to Boost Your Business
- Instagram for Business
- Pinterest
- What You Need to Know about Online Video Marketing