Welcome to the 2020 Annual Meeting
To strengthen local businesses, grow the economy, and foster community support networks that create jobs and build wealth within Grafton County.
COVID-19 RESPONSE

Website Assistance Program
- 0% interest, 6-Month Deferred Repayments

Citizen’s Bank Grant
- Individual grants to small businesses up to $2K

Business Navigator Program
- Guidance on Covid Relief Fund applications, PPE procurement, unemployment programs and reopening
- Funded by Dartmouth Hitchcock, collaboration with Upper Valley Business Alliance
- Municipalities Served: Lebanon, Hanover, Plainfield, Enfield, Claremont

“I’m so grateful for this grant! With it, I covered my expenses for one month, moved to an amazing new location, and beautified my shop, helping to contribute to Littleton’s thriving downtown.”

-Jessica, Interiors Green
Citizens Bank Grant Recipient
COVID-19 COMMUNICATIONS

- Realtime updates on State and Local programs via social media and newsletter
- Increased media exposure
- Enterprise Center and Dartmouth Regional Technology Center remained open through lockdown with increased safety measures, restricted access, and tenant cooperation
- Updated online program content focus on various relief programs and Covid-related needs
- Dedicated posts and newsletter segments to celebrating community support throughout the region
LENDING

Distribution of Lending Dollars in Grafton County:

- Plymouth
- Upper Valley
- North Country
- Other

2020
- $3.5 Million Leveraged
- 118 jobs created & retained

2015-2020
- $58+ Million Leveraged
- 400+ jobs created & retained

Projects:
- Rek-Lis
- Clever Critters
- Brau Inc.
- Last Stop Bike Shop
- Lisbon Riverside Market
- The Moon
- Campton Corners Convenience Store
Enterprise Center at Plymouth

- 95% occupancy rate
- 75% of tenants are women-owned businesses
- Tenant businesses employ a total of 29 people

"Having a clean, safe and comfortable place to work has grown my business substantially in just one year!"

- Stacey Lucas, Veggie Art Girl

Dartmouth Regional Technology Center

- 91% occupancy rate
- Top Earning Tenant: Pete & Gerry’s Organic Eggs
  - $260 million in revenue
  - 116 Grafton County jobs created

INCUBATORS
PROGRAMMING

Featured Events:

- Legal Series
- Municipality Webinar: Covid-19 Planning for Retailers & Restaurants
- Covid-19 Small Business Resources Webinar
- Young Professionals Happy Hour
- Brown Bag Lunch Series
- Mind, Body & Zoom

Programming Partnerships:

- NH Small Business Development Center (SBDC)
- Center for Women & Enterprise - NH (CWE)
- UNH Cooperative Extension
- Local Chambers of Commerce
- Wentworth Economic Development Corporation, Belknap Economic Development Council, Coos Economic Development Corporation
- Plymouth State University
Connecting with our Community

A look into our posts:

- Weekly “Feel Good” post highlighting local businesses’ efforts to give back to the community
- Small Business Spotlight
- Weekly “Workshops & Webinars”
- Federal, State and local Covid Relief Funds
- Report on State updates from Governor Sununu
- Promoted the “Mask Up” initiative

MARKETING

FACEBOOK
83% increase over 12 months

INSTAGRAM
31% increase over 12 months

LINKEDIN
26% increase over 12 months
WHAT IS THE SMALL BUSINESS DEVELOPMENT CENTER?

- SBDC provides individualized FREE advising and educational programs to companies with less than 500 employees in any industry and at any stage.
- A resource partner of the U.S. Small Business Administration, NH Center for Women & Enterprise and SCORE.
- A partner for local Chambers and GRDC.
GRDC AND SBDC’S PARTNERSHIP

- Presented and participated in various educational, skills trainings, and networking opportunities for small businesses and entrepreneurs in Grafton County
- Provided GRDC with client recommendations for dispensing small grants (up to $2500/recipient) provided by Citizen’s Bank
- Assisted GRDC with loan client development and client relation, preparing qualifying clients for potential loan applications
- Fostered meaningful connections and collaborated with local organizations, Chambers, RDCs, and leaders that furthered SBDC’s mission in the region which led to regular client referrals and individualized counseling

ADVISOR: RITA TOTH
HOW SBDC BENEFITS THE COMMUNITY

Significant contribution to economic growth in Belknap and Grafton County by advising:

- 200+ businesses
- ~25% increase year over year
- ~3.2 million capital infusion
- Over 32% in growth
- ~$1 million more
A Look to What’s Ahead:

- Business Strategy Course
- QuickBooks intensive course
- Professional Business Photoshoot at River Valley Community College
- White Mountain Gateway Fund
- Enterprise Center at Plymouth third floor renovation
- Collaboration with River Valley Community College
- SBDC Upper Valley office hours

THANK YOU!

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