

Dear Representative,

Thank you for your consideration of our request to level fund NH SBDC in FY 26/27 at \$500,000/year. We are currently in the budget at \$215,000/year. This is a 57% cut from FY 24/25 level. Every dollar the state invests in NH SBDC goes directly towards supporting business advising and educational programs for small businesses across the Granite State. While our clients and your constituents aren't here today, we wanted to share over 100 messages they sent to Governor Ayotte and to the Finance Committee asking for your support to level fund NH SBDC.



February 25, 2025

Chairman McGuire and Honorable Members of House Finance Division 1  
Legislative Office Building, Room 212  
33 North State Street  
Concord, NH 03301

Dear Chairman McGuire and Honorable Members of House Finance Division 1:

I am writing on behalf of the NH Small Business Development Center (SBDC) and our valued clients and partners, to respectfully request House Finance Division 1 to restore NH SBDC's state funding allocation of \$500,000 per year in Fiscal Years 2026 and 2027. We are currently in the budget at \$215,000 per year. This is a 57% cut from our FY 24/25 level.

NH SBDC's statewide network provides entrepreneurs and business owners with confidential, highly individualized business advising and education programs. All of SBDC's services are offered to New Hampshire businesses at no cost. We support businesses in aerospace and defense, retail and hospitality, health and wellness, farm and forestry, professional services, and every industry in between. Businesses ask for our help developing their first business plan, seeking financing, developing growth strategies, and making successful exit transitions when they're ready to sell.

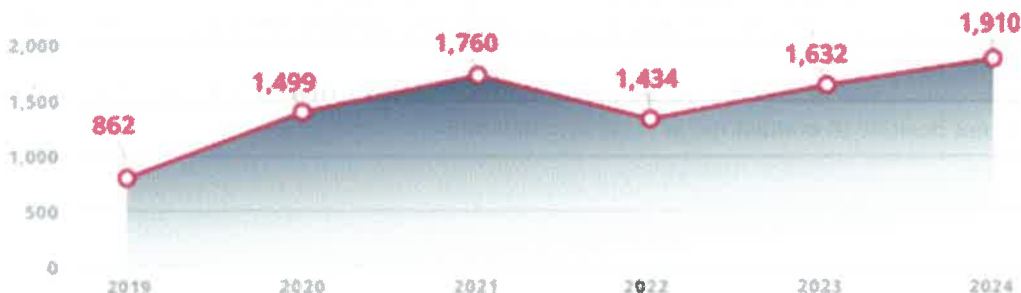
In 2024 SBDC supported 3,458 businesses in 220+ communities through direct advising and training. Our clients validated and attributed SBDC's assistance to helping them:

- Access \$15.9 million in new capital
- Increase their sales \$9.2 million
- Supported 6,500+ jobs

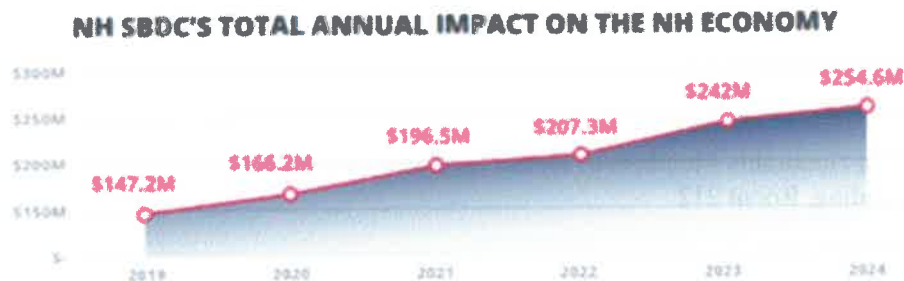
#### Number of Clients Served by Direct Advising

Over the last several years, NH SBDC has seen a significant increase in clients. The figure below shows our pre-COVID annual direct advising client count at 862. Our new "normal" client count is expected to be over 1,900 clients per year – a 127% increase – but only if we maintain our funding levels so that we can provide staff capacity to meet the growing client needs and demand for our services.

**NH SBDC'S CLIENTS ADVISED 2019-2024**



Each year NH SBDC's total annual economic impact on the State of New Hampshire continues to grow. As you'll see in the accompanying chart, SBDC's economic impact in 2024 was \$254.6 million. That accounts for a \$107.4 million increase in five short years.



*SBDC's total annual economic impact, prepared by a UNH Peter T. Paul College economist, is calculated using SBDC validated impact (10 year averages of jobs created, jobs retained, client sales increases, and capital infusion), average NH employee wage data, and the most recent New Hampshire employment multiplier.*

NH SBDC's Return on Investment is strong. **The Legislature's investment of \$500,000 will return to the state a minimum of \$254,600,000 in total Annual Economic Impact.** Our work helps generate revenue and could help address a potential budget shortfall.

According to the NH Community Development Finance Authority, *"The support provided by SBDC has proven to be incredibly effective at helping New Hampshire entrepreneurs move out of low- and moderate-income levels. A recent report demonstrates that after receiving business technical assistance (business advising), more than 90 percent of entrepreneurs served in CDFA's microenterprise program no longer identify as low- or moderate-income. Independent research also validates significant levels of poverty reduction and increases in family wealth through owning a microenterprise."*

#### ***How is SBDC different from other business resource partners?***

There is no other state or federal resource partner in New Hampshire that provides the high level of business advising and training that SBDC does. Our work complements the work of partner agencies such as the Department of Business and Economic Affairs, NH Community Finance Development Authority, Chambers of Commerce, Regional Economic Development Corporations, and other SBA resources partners (SCORE and the Veterans Business Outreach Center). We co-locate our business advisors in many of their regional offices. We refer clients to other partners for their services, when appropriate, and work to prevent duplication of efforts.

#### **How does the State's investment help SBDC leverage federal funding?**

In 2025 state funding is providing the required 50% cash match for \$777,777 in core federal funding NH SBDC receives from the U.S. Small Business Administration. The Small Business Act mandates all SBDC programs provide a \$1 to \$1 state/local match to federal funding and requires a minimum of a 50% cash match to draw down federal funds. A reduction in State funding jeopardizes federal funding that supports the SBDC program.

Thank you for your consideration. I welcome the opportunity to discuss SBDC's work and impact with you further. Please do not hesitate to contact me at [liz.gray@unh.edu](mailto:liz.gray@unh.edu).

Sincerely,

Liz Gray, State Director  
NH Small Business Development Center

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Dawn Hunt  
Owner  
Cucina Aurora Corp  
Salem, NH

*Hello*

*My name is Dawn Hunt, I own Cucina Aurora Corp. We are a small business making high quality gourmet foods in Salem NH. In my 12 years in business in NH my company has faced many challenges. The NH SBDC has been a valuable resource for me and my team with helpful advice, navigating the covid pandemic, business coaching and all-around great help. The NH SBDC has helped and continues to help small businesses like mine survive in these continued unprecedented times. As we are dealing with such a changing playing field with economic situations small business like mine are constantly in survival mode. We are the backbone of the local economy and are some of the best things about our great state of NH. The NH SBDC is so valuable to companies like mine! Not only do they help guide new businesses, but they are one of the only places an established business like mine can find the help to grow to the next level and keep NH's local economy working for the people of NH.*

*I'm writing to please ask you do everything in your power to help the NH SBDC!!!*

*Thank you  
Dawn*

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Dan Thomas  
Owner  
Hoptimystic Brewing  
Bow, NH

Good Afternoon,

I am writing as a lifelong NH resident and small business owner to urge you to consider restoring the SBDC's budget back to its current level of \$500,000 annually in 2026 and 2027.

Amy Bard, my business advisor at the SBDC has been critical to my success over the last 18 months that I have worked with her. She helped me create a meaningful business plan for my business

(Hoptimystic Brewing), provided resources when I hit delays due to overly bureaucratic NH government agencies, introduced and helped pitch me to local banks (even attending one meeting in person), and helped to provide other business resources along the way. She helped me logistically in hiring my first employee which will make the 12 employees we are hiring this summer that much easier.

If funding is cut, who will promote NH small business? I really mean to promote! Who will accompany new business owners to banking meetings? How will aspiring entrepreneurs get the resources they need to succeed? Who will review, edit, and coach new business owners through their first draft of a business plan? The SBDC does that for us now, so who will fill their shoes if they are forced to remove business advisors due to your decision to cut their funding? Amy and the SBDC did all of this and more for Hoptimystic Brewing.

NH is often pitched as a business friendly state. If that is the case, we need more agencies like the SBDC and larger funding for these agencies, not less. We see businesses leaving the state all the time due to the increased regulation, energy costs, property tax, etc. NH has a resource through the SBDC, who is actively working to promote NH small business. If you cut their funding, who will carry the torch? Please re-consider the cut in funding and help NH small businesses to thrive in 2026 and 2027.

Thank you for your consideration,

Dan Thomas  
Hoptimystic Brewing  
603-540-5001

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Allissa Younan  
Occupational Therapist / Owner  
Holistic Abilities  
Portsmouth, NH

To the Members of the House of Representatives Division 1 Financial Committee in NH,

I am writing to express my concern regarding the impact of potential budget cuts to the NH SBDC. As a small business owner, I believe that the SBDC plays a massive role in the framework of NH's small businesses.

I own Holistic Abilities, a pediatric occupational therapy practice in Newington, NH. My business is a small, women owned and operated practice that provides services to children and families with a variety of developmental disabilities and different needs. While I've never lacked passion and drive, I can honestly say my knowledge of business was limited at the start.

When I found the NH SBDC, I quickly learned that the support from my advisor, Amy Sterndale, was unmatched. Within 3 years of working with her, I've been able to serve hundreds of families, create new jobs, mentor students, and open a physical location. In addition to 1 :1 support from Amy, I've been able to access the LeAF program, providing me with free legal support as my business grows to ensure the policies and procedures I have in place are adequate.

As a small business owner, I'm connected with many other small business owners in our area. I can honestly say that through these conversations, I haven't met anyone who hasn't received support from the SBDC in one way or another. Their team of advisors are passionate, supportive, and certainly go above and beyond.

The potential loss of advisors through the SBDC would result in a significant impact to the small business community in the NH Seacoast. Without small businesses, the Seacoast would suffer from the innovation and community fostered by them. In my 12 years of living in NH, I've always found its charm to be made up of the fabric of small, community oriented businesses.

Working with the SBDC means that the dreams I've had for providing the best quality of care to children in our NH Seacoast can be possible. I respectfully ask that the SBDC's budget be restored to the current level of funding of \$500,000 per year in fiscal year 2026 and 2027. Let's continue to support the fabric of small businesses in NH.

Thank you,

Allissa Younan  
Occupational Therapist/Owner  
Holistic Abilities LLC  
P: (978) 572-0855  
F: (978) 528-4823  
[www.holisticabilities.com](http://www.holisticabilities.com)

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Ryan Chouinard  
Owner  
Upright Images

Nashua, NH

Dear Members of the House and Senate Finance Committees,

I hope this email finds you well. I'm writing to express my strong support for the New Hampshire Small Business Development Center (NH SBDC) and to urge you to restore its full funding of \$500,000 per year for Fiscal Years 2026 and 2027.

As the owner of Upright Images LLC, a large-format printing and branding business, I have personally benefited from NH SBDC's invaluable services. Their legal guidance has helped me protect my business and clients, and their expert advisors have provided insights that have shaped my growth strategy. In particular, Julie Glosner has been instrumental in helping me navigate the complexities of business ownership.

Small businesses are the backbone of New Hampshire's economy, and NH SBDC plays a critical role in ensuring entrepreneurs like myself have the resources to grow, create jobs, and contribute to our communities. The proposed 57% funding cut would be devastating, limiting the assistance available to small businesses at a time when economic resilience is more important than ever.

I respectfully urge you to fully restore NH SBDC's funding so they can continue providing essential support to business owners across the state. The impact of their work cannot be overstated.

Thank you for your time and consideration. I appreciate your leadership and your commitment to New Hampshire's business community.

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**Best regards,**

**Ryan Chouinard**

Owner, Upright Images LLC

✉ [Ryan.Chouinard@UprightImages.com](mailto:Ryan.Chouinard@UprightImages.com)

☎ (603)459-4035

🌐 [www.uprightimages.com](http://www.uprightimages.com)

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Dear Chairman McGuire and members of the Division 1 Finance Committee,

My name is John Hennessey, and I am the owner and sole proprietor of Rocket Rides Car Service, LLC, a small business located in Fremont, New Hampshire. I am a United States Army veteran, and a retired New Hampshire State Police Captain. As a small business owner, I am deeply concerned by the Department of Business and Economic Affairs' recommendation to cut the SBDC's State budget allocation by 57%. It is my understanding that this proposed cut will reduce SBDC's budget from \$500,000/year to \$215,000/year in the upcoming state biennium.

Upon starting my small business in June of 2023, I turned to the SBDC for assistance. As a lifelong public servant, I had little knowledge of private business ownership and the many struggles and obstacles that come with starting a small business. I contacted the SBDC and was quickly matched with an amazing SBDC business advisor by the name of Amy Sterndale. Amy single handedly took my business idea from just that, an idea, to a thriving transportation service business within a brief period. Without the assistance and guidance of the SBDC and Amy, I would not have been able to navigate the many challenges I encountered along my business start-up journey.

For nearly two years, I have been utilizing the many tools and virtual training classes that SBDC provides, and meeting with Amy Sterndale regularly for business advice, guidance, and direction. The service provided by SBDC has been invaluable to the success of Rocket Rides. It should be no surprise that reducing the SBDC's budget will negatively impact the success of small businesses that bring a tremendous amount of revenue to the state of New Hampshire. I am also deeply concerned for my fellow veterans and public safety brother and sister entrepreneurs who could benefit from the services of SBDC but might not have the opportunity to fulfill their dream of opening a small business if funding to SBDC is reduced and resources are diminished.

In closing, I respectfully ask you, Governor Ayotte to show your support for New Hampshire small businesses and work with the State Legislature to restore SBDC's

funding to a minimum of \$500,000 per year in fiscal years 2026 and 2027. We, your small business owners depend heavily on this tremendous service.

Thank you for your time and consideration,

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**John Hennessey**

Rocket Rides Car Service, LLC

P.O. Box 55

Fremont, NH 03044

603.777.2819

[john@rocketridesnh.com](mailto:john@rocketridesnh.com)

web: [www.rocketridesnh.com](http://www.rocketridesnh.com)

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Lorin Baeta  
Owner & Artist  
Letterly  
Wilton, NH

Esteemed Finance Committee members,

I'm writing today to encourage your support of the New Hampshire Small Business Development Center's critical work supporting small businesses in our state. Since moving here in 2021 I have been encouraged consistently by a fellow entrepreneur to take advantage of the SBDC's resources, and I finally did so last year. The knowledge and insight that my advisor has provided so far has been invaluable, and the connections I have made via SBDC events have already brought my business more attention than I had in my first three years operating in the state.

I must ask that the Committee consider the massively positive impact that New Hampshire's SBDC has on so many business owners like myself when deciding the organization's budget. To eliminate the proposed 57% of the NH SBDC's funding would be to proportionately eliminate citizens' confidence in this vital sector of our state's economics, cutting ourselves off at the knees.

I implore you all to reflect on the direct contributions to state economic health that the NH SBDC has been responsible for in your meeting this week, and to ultimately help them continue to help Granite State entrepreneurs in our individually small but collectively mighty endeavors.

Thank you,  
Lorin Baeta

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To Whom It May Concern:

I am respectfully requesting the restoration of SBDC's funding to its current level of funding which is at \$500,000 per year in Fiscal Years 2026 and 2027.

My business is a childcare center located in Nashua, and we have been open for 14 years. Currently we have 15 full-time employees.

We began working with NH SBDC before opening in August of 2011. Amy Bard has been our advisor from the beginning and was instrumental in us being able to get the necessary funding to initially open. During the time we have been open Amy has helped to dissolve two partnerships that were not working and supported us through the building we were in being sold. When we found a building to relocate to, Amy worked tirelessly to help us find the funding necessary to renovate the entire building from an office building to a childcare center.

I am very concerned that by cutting SBDC's budget it will result in letting go of business advisors and directly impacting the number of small businesses served through direct advising.

A reduction in SBDC services will hurt small businesses and our downtown area.

It is very important to be able to connect with SBDC and its advisors to help future business owners get the help and support necessary when starting out. If we had not had access to the services of the SBDC I don't believe that we would have been able to secure the funding necessary, manage through multiple struggles including the pandemic and its effect on all businesses, or stay afloat during the sale of our building and finding a new one as well as the necessary funding without the help of our SBDC Advisor.

I am asking that you reconsider your decision to cut funding to this very valuable resource for all New Hampshire businesses.

Respectfully,

Joyce Goodwin  
Granite Start Early Learning Center  
Nashua, N.H. 03063  
[jgoodwin@granitestart.com](mailto:jgoodwin@granitestart.com)  
(603)880-3353

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**Urgent: Support for NH SBDC Funding**

To Whom It May Concern,

I am writing to respectfully request the restoration of the New Hampshire Small Business Development Center's (SBDC) funding to its current level of \$500,000 per year for Fiscal Years 2026 and 2027. The SBDC has been an invaluable resource to our organization and the hundreds of small businesses we support in the Greater Merrimack-Souhegan Valley region.

As President & CEO of the Greater Merrimack-Souhegan Valley Chamber of Commerce, I have seen firsthand how SBDC's services empower entrepreneurs, strengthen local businesses, and drive economic growth. Our Chamber, serving businesses across Southern New Hampshire, has long collaborated with the SBDC to provide critical resources, training, and advising to our members. Many of them have benefited from financial planning assistance and business development programs that have helped them survive and thrive in an increasingly competitive landscape.

A reduction in SBDC funding would directly impact the availability of these essential services, forcing the loss of experienced business advisors and limiting the number of small businesses that can access expert guidance. The consequences of such cuts would be felt deeply across New Hampshire's business community; hindering job creation, slowing economic development, and weakening our downtowns.

The SBDC plays a crucial role in supporting small businesses, which are the backbone of our state's economy. Without their assistance, many of our local businesses would struggle to navigate financial challenges, cybersecurity threats, and growth opportunities. I urge you to continue investing in this vital program so that small businesses across New Hampshire can continue to receive the support they need to succeed.

Thank you for your time and consideration. I appreciate your leadership and commitment to fostering a strong business environment in New Hampshire.

Sincerely,  
Liz Catabria  
President & CEO  
Greater Merrimack-Souhegan Valley Chamber of Commerce

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Deb Kravitz  
Manager  
TBD Lighting  
Bedford, NH

Respectfully request restoration of SBDC's funding to the current level of funding which is \$500,000 per year in Fiscal Years 2026 and 2027.

Being a disabled veteran, it is difficult for me to work for "mainstream" companies. So I made the decision in 2017 to start my own business that allows me to balance my workload and disability, but still be a productive member of society. My company located in Bedford NH has been in business since 2017.

Since I made the decision to open my own business, I have been working with Julie Glosner, NH SBDC Southern NH Regional Director. Julie is a wealth of information and a great resource for me. Julie has helped me through some of the hardest times, not just COVID, but also when I needed a new tax professional in January of 2022. If you have ever attempted to find a new business tax professional, January is not the time to do so. Julie gave me recommendations for several and reached out on my behalf to help me over this major hurdle.

I have also completed the cybersecurity review which helps us to keep our government contracts.

If the funding is cut to the levels proposed budget, this would have a direct impact on my business, as I would lose a major resource for the company and would jeopardize the company. If not for the support I have had from the NHSBDC, I would not be a part of the workforce.

Deb

Deb Kravitz, LC, CLEP, CLMC  
Manager

TBD Lighting, LLC  
40 Birkdale Road  
Bedford NH 03110-4300  
603.493.4764  
[tbdlighting@gmail.com](mailto:tbdlighting@gmail.com)

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Asi Adorian  
Owner  
Dahab Falafel Co  
Durham, NH

Dear Governor Ayotte,

I implore you to keep all funding for the Small Business Development Center of New Hampshire. This organization is a fundamental mentor and lifeline for many small businesses and entrepreneurs. As you know small businesses accounted for 99% of all business in the state in 2021. They added 22,919 jobs, which was 85.2% of the total new jobs in the state in 2021. Furthermore, in 2021, 47.6% of small business workers were women, and 39.6% of small businesses were owned by women. It is no exaggeration to say that small businesses are the backbone of New Hampshire, and that the SBDC is the backbone of small businesses.

I own a food truck in Durham, NH and am currently in the process of purchasing a building in Somersworth, NH in order to open my first restaurant. I reached out to SBDC for assistance with creating a business plan and projections for growing my business, and for help securing a loan. I received a reply very quickly and was able to schedule a meeting with Janie Wong within a few days. Ms. Wong thoroughly explained the process of opening a business. She shared helpful articles and resources which I had not found on my own. Ms. Wong explained how to put together a business plan and projections, even providing customized models.

Ms. Wong then matched me with Warren Daniel, an expert in the food service field with many years of experience both in the field and with mentoring business owners. Mr. Daniel was truly able to guide me through this complex process as well as work very closely with me to create and adjust data. In the past week I have met with three different banks and each bank was impressed by, and complimentary of, the quality of the documents and information I was able to present. I simply could not have done this without SBDC.

As my business, Dahab Falafel, grows it will double the number of local people it employs from 3-4 to 7-8 in one year. Of course, we hope to grow beyond that in time. As a local business, I use local businesses for services and products. I purchase locally grown produce, use local engineering firms, kitchen designers, equipment suppliers, sign makers, contractors, and artists. Ms. Wong and Mr. Daniel have not only been instrumental in assisting me to start the process but have also taught me how to succeed by identifying and targeting customer demographics, as well as creating a competitor analysis.

I cannot express enough how lucky I am to have a resource such as SBDC. Without them I would not be as knowledgeable about how to succeed as a small business. The quality of service and information are beyond comparison. To eliminate, or even lessen, the power and ability of this organization is doing each citizen of New Hampshire a disservice, be they business owner, potential business owner, or customer.

Thank you,  
Asi Adorian  
Dover, NH

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Ann Petersson  
Owner/Registered Dietician  
Nutrition Work NH LLC  
Concord, NH

February 23, 2025

Dear Governor Ayotte,

I am writing to you as a lifelong NH resident and small business owner, who has received vital support from SBDC, to request restoration of SBDC's funding to its current level of funding which is \$500,000 per year in Fiscal Years 2026 and 2027.

My business, Nutrition Works! NH LLC, is a woman-owned dietitian practice located in Concord, NH, purchased from another dietitian in 2019. I have five employees.

I have been working with SBDC since 2022, with Julie Glosner who taught me how to manage my small business, access grants to help with attorney fees for employment contracts, connected me to excellent website designers, attorneys, bookkeeping and HR resources while providing small business guidance. Hollis McGuire has reviewed my financial statements and helped me understand the accounting aspect of my business.

Further, Julie Glosner recently connected me to the LeAF program for legal support after I reached out to her in crisis. Julie, as ever, made herself immediately available to me providing invaluable perspective, generous support and connection with the resources needed to navigate the situation.

Cutting SBDC's budget, and access to direct advising, would negatively impact small businesses across NH, and as a result, depress the NH economy. Direct advising has helped me to grow my business over the last 5 years. Being a small business owner carries a tremendous amount of stress; there is no 'manual' or 'how to' book for navigating the daily challenges of owning and running a small business. Direct advising through SBDC has been a critical resource for me to navigate these daily challenges with confidence and see them as opportunities for growth. It makes a huge difference to know that I can collect questions and bring them into my direct advising meetings with Julie.

I have benefited greatly from SBDC direct advising. The opportunities that I have had should be available to residents of NH in the years ahead who want to launch and grow small businesses of the future. Through direct advising and related support, SBDC makes possible economic self-determination and pursuit of the American Dream for residents of NH.

Please fund the American Dream for NH residents by restoring SBDC's funding to its current level of funding, which is \$500,000 per year, in Fiscal Years 2026 and 2027.

Sincerely;  
Ann Petersson, RDN, LD  
Owner, Nutrition Works! NH LLC

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Arthur Murphy  
Owner/Founder  
QuickQuery AI  
Deerfield, NH

Dear Governor Ayotte,

I am writing to respectfully request the full restoration of NH SBDC's state funding to \$500,000 per year for Fiscal Years 2026 and 2027. As a New Hampshire entrepreneur, I have directly benefited from SBDC's guidance, and I know firsthand how crucial their support is to small businesses across the state.

I am the founder of QuickQuery AI, an AI-driven company designed to help local governments improve their efficiency and accessibility. I launched my business in the middle of 2024 and have been working to develop an AI-Agent for government websites. While my company is still in its early stages, I have already built relationships and interest from local governments while we're still building our product, and the support from NH SBDC has played a key role in that progress. Along with being a business owner I'm a current full-time student at the University of New Hampshire where the SBDC has helped me effectively manage my time between my business and studies.

I have been working with NH SBDC for the past year, meeting monthly with Ed Miles, my business advisor. Through these sessions, Ed has provided me with strategic advice, helped me plan my next steps, and connected me with other SBDC faculty members who have experience in my industry. Additionally, I had the opportunity to participate in an SBDC pitch clinic, where I presented my mock investor pitch to a panel of judges. The feedback I received during this clinic changed my approach to pitching for the better, leading me to refine my presentation and gain a stronger understanding of what investors look for.

Without NH SBDC, I would not have had access to this level of mentorship, feedback, and guidance. NH's small business community depends on SBDC's expertise, and reducing their resources would weaken the foundation that helps small businesses succeed.

New Hampshire's economy thrives when small businesses thrive. If SBDC's funding is lessened, fewer entrepreneurs will have access to advising, and the ripple effect will hurt local businesses, job creation, and economic development across the state. The support NH SBDC provides is irreplaceable, and I strongly urge you to ensure they receive the funding necessary to continue effective operations.

Thank you for your time and consideration. I appreciate your commitment to supporting NH's small businesses and look forward to your response.

Best regards,  
Arthur Murphy  
Founder, QuickQuery AI

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Nicole Seaward  
Director of Operations  
Arts in Reach  
Durham, NH

Dear Governor Ayotte,

I am writing to respectfully request the restoration of NH Small Business Development Center's (SBDC) funding to its current level of \$500,000 per year for Fiscal Years 2026 and 2027. As someone who has directly benefited from SBDC's invaluable services, I know firsthand the critical role it plays in supporting businesses and nonprofits across New Hampshire.

I serve as the Director of Operations at **Arts in Reach (AIR)**, a nonprofit based in the Seacoast region that has been empowering girls and gender-expansive youth through free arts programming for over 25 years. Our programs provide creative skill-building opportunities and mentorship, with an emphasis on accessibility, including transportation and supplies. We are a small but mighty organization, with a dedicated team working to build resilience, self-expression, and leadership in young people.

We rely on NH SBDC's expertise to strengthen our financial strategy, navigate fundraising challenges, and implement best practices in nonprofit management. The guidance we have received has been instrumental in ensuring our sustainability and growth. The services offered—whether through direct advising, trainings, or networking opportunities—have allowed us to adapt to changing economic conditions and continue serving the community.

Cutting NH SBDC's budget would mean fewer business advisors and reduced access to critical resources for small businesses and nonprofits like ours. Without SBDC's support, many organizations across the state would struggle to remain financially viable, jeopardizing local jobs and economic stability. Small businesses and nonprofits are the backbone of our communities, and reducing these services would have long-term consequences for our downtowns, workforce, and economic resilience.

I urge you to maintain SBDC's funding at its current level to ensure that small businesses and organizations across New Hampshire continue to have access to the expertise and resources they need to succeed. Thank you for your time and consideration, and for your commitment to supporting the businesses that make New Hampshire thrive.

Sincerely,

**Nicole Seaward**

Director of Operations, Arts in Reach



Adria & Aaron Bagshaw  
WH Bagshaw Company  
1 Pine St. Ext  
Nashua, NH 03060  
[adria.bagshaw@whbagshaw.com](mailto:adria.bagshaw@whbagshaw.com)

February 17, 2025

Dear Governor Ayotte,

I am writing on behalf of WH Bagshaw Company, a small, family-owned business for over 150 years. For nearly 15 of those years, we have relied on the NH Small Business Development Center (SBDC) for invaluable guidance and support.

The SBDC has been pivotal in helping us navigate critical business transitions, from overcoming the challenges of COVID-19 to successfully becoming 100% owners and reshaping our manufacturing focus. Their expertise and resources have allowed us—and countless other small businesses across the state—to adapt, grow, and contribute to New Hampshire's economy.

I am deeply concerned about the Department of Business and Economic Affairs' recommendation to cut SBDC's state budget allocation by 57%, reducing funding from \$500,000 per year to just \$215,000. Because this funding requires a match from the state, such a drastic cut would significantly reduce the support available to small businesses, limiting access to the expert advisors who have been instrumental in our success and that of many others.

The NH SBDC plays a critical role in supporting small businesses, nonprofits, and economic development partners across the state. In 2023 alone, the Center's total annual economic impact was nearly \$242 million, as calculated by a UNH economist. A cut of this magnitude would jeopardize that impact and hinder the ability of small businesses like ours to thrive. I respectfully request that funding for the NH SBDC be restored to its current level of \$500,000 per year for Fiscal Years 2026 and 2027.

We were grateful for the opportunity to share our history when you were on the campaign trail in October, and the SBDC was one of the key resources we highlighted in that discussion. I look forward to continuing that conversation during our meeting on March 7<sup>th</sup>.

Thank you for your time and consideration.

Sincerely,

Adria Bagshaw  
Owners  
WH Bagshaw Company

Aaron Bagshaw

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Kandace Miller

VP, RM Team Lead Business Banking  
Bangor Savings Bank  
Concord, NH

February 13, 2025

Governor Ayotte,

On behalf of NH-SBDC, I am pleased to express my enthusiastic support for their organization and its critical work supporting small businesses and economic development partners across New Hampshire. As an advisory board member and small business relationship manager at Bangor Savings Bank, I respectfully request restoration of SBDC's funding to their current level which is \$500,000 per year in Fiscal Years 2026 and 2027.

I have had the opportunity to see first-hand SBDC's impact within our communities. Their impact extends into many facets of the economy, helping small businesses and our downtowns. Without the help of their business advising specialists many of our clients would need to spend thousands of dollars that they don't have. In turn straining the growth of their companies.

NH-SBDC offers business advising, sustainability programs, cybersecurity initiatives, and more to support NH small businesses. Local government support boosts economic growth, job creation, and capital access, fostering a diverse and resilient business community. I have personally attended their events; they are well received with relevant content. I am proud to support an organization that creates a lasting, positive impact on New Hampshire.

Over the last several years myself and others at Bangor Savings Bank have volunteered time to NH-SBDC's Advisory Board, contributing expertise and guidance to support small businesses in New Hampshire.

SBDC's work aligns with my desire to improve the quality of life for the New Hampshire region. Please feel free to contact me directly if you have any questions or require additional information.

Sincerely,

Kandice Miller  
VP, RM Team Lead Business Banking  
Bangor Savings Bank

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Ellen Braley

Owner

El's Cards

Greenland, NH

Dear Governor Ayotte,

I am writing to request the restoration of SBDC's funding of \$500,000 per year in fiscal years 2026 and 2027. My husband and I own and run a small stationery business, El's Cards, in Greenland. In 2024 I was proud to have celebrated 25 years in business.

We have been working with Amy Sterndale now for a little over a year, and her help has truly been invaluable to our business. She has helped us in so many ways. We just relaunched our website, and Amy helped us to fine tune so much of the language, how things are presented, and gave us a wonderful outside perspective from an unbiased eye.

She also recommended a locally based web professional to help us with any emergencies that could crop up after we finished our time with the people who built our new site. We have already used them when we had an emergency right around the holidays.

Neither of us have formal business training, so it has been exceptionally helpful to talk with Amy about different marketing and advertising approaches. We are in the middle of implementing a new marketing campaign to promote some of our best-selling products to a wider audience, thanks to Amy's expertise in this area.

Amy's contribution to the growth and successful maintenance of our business has helped us to see possibilities where we otherwise would not have. We are concerned about how the reduction of the SBDC services will affect all the progress we have made because of Amy's help.

Thank you for your kind attention,

Sincerely,

Ellen Braley

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Jason Brooks  
President & Owner  
Nightingale  
Charlestown, NH

Dear Gov. Ayotte,

I am writing to you regarding the SBDC's funding, requesting to keep funding at its current level of \$500,000 per fiscal year.

The New Hampshire SBDC has been a huge help to me starting my new business. Managing to guide me through all the facets of running my business. Just because a person is amazing at a trade or some other marketable function. Does not mean they have any idea how, what, and where to file for the State and for the Government.

My Advisor is Jean Nelson. She has specifically helped me with figuring out how to navigate the Sam.gov site. To help me get Government Grants and be able to bid on Government jobs. In which case I had hit such a wall, I wouldn't have gotten anywhere without her help.

Nightingale LLC. is very new and I haven't done a lot of work yet, but with what I'm in the middle of now and have out on quotes. I'll be so busy in the next few months I won't know what to do without her there for the stuff I won't have the time for. Creation date was 01/01/2025. We are a Precision Optics Manufacturing Company. We take near net blanks and polish conventionally and through diamond turning. We create optical surfaces for light-enabled technology. Our products go into systems that range from Aerospace and Communications to Military or Virtual Reality.

It has only been 4 months since I have been working with them. Jean has saved me at least half that amount of time not having to look up every little thing. I just write down my questions as they come up and put them aside till, I hear back from her. Or if it can wait, till one of our advisors' meetings. If I needed something right, then she is usually very quick at getting back to me. While I was doing all the construction for my shop, I was able to set aside any issues I had run into or things that stumped me along the way. She always knows exactly how to get it done and saves me hours of digging. To sometimes not find the

answers I'm even looking for. Instead, I can put most of my efforts into the things I know. Like building a solid works force and setting up production cells to produce at a supremely high efficiency rate.

To take this resource away would have drastically changed the pace of growth or even the chance of success for my business to even have survived the first 6 months. With the training programs offered and the links to all the different resources that I had no idea even existed. If not for someone to point me in the right direction I would have never known about these resources let alone have ever found them.

I hope this letter helps with the support of the New Hampshire SBDC. They have helped me create and build my company and will be needed by me and so many others.

Best Regards,

Jason Brooks

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Patrick J. Burns Sr  
Owner  
Patz Deli, LLC  
Manchester, NH

Dear Govenor Ayotte, State Legislature,

I am a small 1-person business owner in Manchester NH and have become aware that SBDC's budget is in jeopardy.

I hope this is not the case. Slashing their budget in half for fiscal years of 26 and 27 would be a terrible mistake.

In the past, SBDC has been responsible for assisting over 118,00 entrepreneurs and the successful startups of over 2000 business.

My business has been successful thanks to the good advice and backing of the advisors at SBDC over the past 5+ years.

The reduction of several advisors due to budget cuts would have a huge impact on small businesses in the state.

Many businesses today would be lost or even closed without their advisement and such a reduction in SBDC services will only hurt the future of small businesses and our downtowns.

They are a huge asset to entrepreneurs, small business and the State.

Please reconsider their continued support and their help to the communities and maintain their funding.

Respectfully,  
Patrick J. Burns Sr.

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Chas Sullivan  
CEO & Founder  
Radmoto  
Newington, NH

Dear Governor Ayotte,

I am writing to express my deep concern regarding the proposed 57% budget cut to the NH Small Business Development Center (SBDC). As the Co-Founder and CEO of **Radmoto**, a fast-growing electric motorsports company based in Portsmouth, NH, I can personally attest to the invaluable role NHSBDC has played in our success.

With NHSBDC's expert guidance, Radmoto grew **8X year-over-year**, expanded from a startup concept to a thriving business, opened two facilities, and **created jobs** right here in New Hampshire. Their team has provided critical support in **marketing, hiring, financing, vendor management, and strategic growth**—resources that have been essential in helping us scale and bring innovation to the personal electric vehicle industry.

Cutting NHSBDC's budget would have a **direct negative impact** on small businesses like ours that are transitioning from startup to scale-up. Without their expertise and resources, many promising businesses will struggle to navigate the challenges of growth, ultimately slowing economic development, job creation, and technological innovation in New Hampshire.

I strongly urge you to **restore NHSBDC's funding to \$500,000 per year** for Fiscal Years 2026 and 2027. Investing in NHSBDC is an investment in the future of our state's economy. Their work **drives revenue, fosters job growth, and supports thousands of businesses across New Hampshire.**

I appreciate your leadership and respectfully request a response on this matter. Thank you for your time and consideration.

Best regards,

**Chas Sullivan**

Co-Founder / CEO, Radmoto

235 West Road Unit 10, Portsmouth, NH 03801

[chas@radmotousa.com](mailto:chas@radmotousa.com) | (802) 870-6686

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Reid Bickley  
Office of Business  
Development  
City of Dover, N.H.  
[r.bickley@dover.nh.gov](mailto:r.bickley@dover.nh.gov)



288 Central Avenue  
Dover, New Hampshire 03820  
(603) 516-1560  
[www.dover.nh.gov](http://www.dover.nh.gov)

## *Office of Business Development City of Dover, New Hampshire*

February 10, 2025

Dear Governor Ayotte,

I am writing to express my deep concern over the proposed 57% reduction in funding for the New Hampshire Small Business Development Center (NH SBDC) and to urge you to restore its annual allocation to \$500,000 for Fiscal Years 2026 and 2027. This funding is essential to sustaining the critical services NH SBDC provides to small businesses across the state, which are the backbone of New Hampshire's economy.

As a Business Development Specialist for the Office of Business Development in the City of Dover, I work with a small but dedicated team of three, supporting over 2,500 small businesses in our community. Many of these business owners face significant challenges and need professional guidance, but they cannot afford to pay for private business advising services. That is why NH SBDC is such a vital resource. It is one of the very few lifelines available to struggling entrepreneurs, and without it, many will be left without the assistance they desperately need.

I have been working closely with Edward Miles, the Seacoast Regional Director of NH SBDC, since 2021, and before that, I worked with his predecessor, Warren Daniel, since 2016. Through these partnerships, I have seen firsthand the invaluable support NH SBDC provides to our small businesses. Their expertise has helped countless entrepreneurs navigate financial planning, business growth strategies, and unexpected challenges.

Beyond my professional collaboration, I have personally taken NH SBDC courses to better assist small business owners, ensuring I can provide them with relevant guidance and resources when needed. I also regularly share NH SBDC webinars with business owners who I know will benefit from them. These free educational opportunities make a significant impact on small businesses, equipping them with knowledge they would otherwise struggle to obtain.

I am deeply concerned about the impact that cutting NH SBDC's budget will have, not just on small businesses, but also on the resources I have available to support them. If NH SBDC's funding is slashed, many businesses in Dover and across New Hampshire will lose access to critical advising services, potentially forcing them to close or miss out on growth opportunities. This will have serious consequences for our local economy and workforce.

I strongly urge you to fully restore NH SBDC's funding to \$500,000 per year in your proposed budget. This is not just an investment in one organization, it is an investment in New Hampshire's entire small business community and economic future. Thank you for your time and consideration. I appreciate your leadership and your commitment to supporting New Hampshire's businesses.

Sincerely,  
Reid Bickley  
Business Development Specialist  
Office of Business Development  
City of Dover, NH

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Emily Drury  
Owner / Founder  
Princess Pine  
Harrisville, NH

Dear Governor Ayotte,

I am writing to you as a lifelong NH resident and small business owner, who has received vital support from SBDC, to request restoration of SBDC's funding to its current level of funding which is \$500,000 per year in Fiscal Years 2026 and 2027.

My business, Princess Pine, is a woman-owned landscape design practice located in Harrisville, NH, launched in 2020. I have one employee.

I have been working with SBDC since 2020, first with Melanie Patterson, who taught me how to create and manage a Profit and Loss sheet, for my nascent business; then in 2023-24 with Taryn Fisher, who connected me to excellent bookkeeping and CPA resources; and currently with Julie Glosner.

Julie Glosner is helping me with financial projections for 2025, towards hiring additional staff; advising on benefits that I can provide to employees; connecting me to the LeAF program for legal support; and providing invaluable perspective and generous support and expertise in each meeting. We recently met to talk about my interest in expanding my business to include a small plant nursery. Julie asked excellent questions to help me flesh out this concept, and provided me with supporting material for developing a business plan and creating a brand identity informed by market research.

Cutting SBDC's budget, and access to direct advising, would negatively impact small businesses across NH, and as a result, depress the NH economy. Direct advising has helped me to grow my business over the last 5 years. Being a small business owner carries a tremendous amount of stress; there is no 'manual' or 'how to' book for navigating the daily challenges of owning and running a small business. Direct advising through SBDC has been a critical resource for me to navigate these daily challenges with confidence and see them as opportunities for growth. It makes a huge difference to know that I can collect questions and bring them into my direct advising meetings with Julie.

I have benefited greatly from SBDC direct advising. The opportunities that I have had should be available to residents of NH in the years ahead who want to launch and grow small businesses

of the future. Through direct advising and related support, SBDC makes possible economic self-determination and pursuit of the American Dream for residents of NH.

Please fund the American Dream for NH residents by restoring SBDC's funding to its current level of funding, which is \$500,000 per year, in Fiscal Years 2026 and 2027.

Thank you and best,

Emily Drury  
Princess Pine, LLC  
Harrisville, NH

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Alexa & Ben Dutton  
Founder  
NH Multifamily Investing  
Hampton Falls, NH

Good Morning,

I am writing this letter to express our deepest gratitude for the unwavering support and guidance we received from the Small Business Development Center (SBDC). Reflecting on our journey, it is clear that the only reason we are where we are today—successfully growing and thriving as a business—is because of the invaluable assistance we've received from the SBDC team.

From the moment we first reached out for help, the SBDC provided us with practical, hands-on advice tailored to our specific needs. Whether it was through comprehensive business planning, understanding financials, or marketing strategies, their expertise was instrumental in helping us make informed decisions that directly contributed to the growth of our company.

Additionally, the personalized counseling sessions we had with the SBDC experts gave us the confidence and knowledge to navigate challenges that could have easily derailed us. The resources, workshops, and connections they facilitated were beyond what we could have hoped for, and their unwavering commitment to our success has made all the difference.

Today, we can proudly say that we would not be where we are without the SBDC. The combination of their knowledge, resources, and mentorship has been the backbone of our business's success, and we owe them a great deal. We truly believe that working with the SBDC has been the key to unlocking our potential and achieving our goals.

Thank you for being such a crucial part of our journey. We look forward to continuing to work with you in the future, and we will always speak highly of the SBDC as the foundation of our business's success.

--

Alexa & Ben Dutton  
NH Multifamily Investing  
603-521-5313

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Nicole Gagliardi  
Owner / Operator  
Blended Retail Group  
Portsmouth, NH

Governor Ayotte,

I am writing to respectfully request the restoration of SBDC's funding to their current level of funding, which is \$500,000 per year, in Fiscal Years 2026 and 2027.

I own a specialty food store in Portsmouth, NH. We opened our doors in November 2018 with just 3 employees. Today we employ 13 people.

We have benefited from the SBDC's help from before we opened our doors to the present. I've attended online training sessions and have received help from one-on-one sessions with an advisor. From helping us with everything from compliance to cybersecurity, to building a more resilient business - the SBDC is a resource I can look to whenever I need help.

Cutting the SBDC's budget will result in letting go of business advisors and this will directly impact small businesses, like mine, who need to speak to someone when we are facing situations we don't know how to handle on our own. In the worst circumstances that might be a pandemic or a recession. In the best of times, the SBDC helps us figure out how to offer benefits when we get our first full-time employees or put together a plan when we want to expand to another location.

If the SBDC no longer existed, businesses like mine might never exist, or they might fail or fail to grow because they don't have anyone to turn to when they need help. A reduction in SBDC services will hurt New Hampshire small businesses, downtowns, and the residents they employ.

Please restore their funding so that in 2028, our business community will still be as strong as it is today.

Nicole Gagliardi

Owner / Operator

Blended Retail Group LLC

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Business.  
Community.  
Growth.

February 6, 2025

To Whom It May Concern,

On behalf of the Greater Derry Londonderry Chamber of Commerce I am writing to respectfully request that you maintain the New Hampshire Small Business Development Center (NHSBDC) funding consistent with prior years' levels in fiscal in fiscal years 2026 and 2027. As a Chamber President for almost 20 years, I have seen firsthand how NH SBDC has been an invaluable resource to our business community.

The Chamber has supported thousands of businesses over the years, helping them start, grow, and thrive in our region, connecting many of them with NH SBDC, knowing they will receive high-quality advising and programming tailored to their needs. NH SBDC also continues to evolve to meet the challenges small businesses face, offering cybersecurity reviews, the Leaf initiative, export acceleration, small business matchmaking, eCourses, and other essential training. These services are critical to helping entrepreneurs navigate today's complex business landscape.

Reducing NH SBDC's budget will have direct consequences—business advisors will be let go, limiting the number of small businesses that can receive guidance and support. Without these services, many small businesses will struggle to secure funding, develop sustainable strategies, or adapt to market changes. The ripple effects on our local economies and downtowns could be significant, threatening the vibrancy and success of New Hampshire's small business community.

I urge you to protect this critical resource and ensure that NH SBDC continues to serve the businesses that make New Hampshire strong.

Thank you for your time and consideration. I would welcome the opportunity to discuss this further and share more about how NH SBDC has benefited our business community.

Sincerely,

Donna Morris, President  
Greater Derry Londonderry Chamber of Commerce

**Eric Gustafson**  
**Agency Owner & Wildlife Travel Specialist**  
**The Wildlife Travel Hub**  
**Barrington, NH**

**Governor Ayotte,**

***Thank you for taking the time to hear my thoughts. I would like to speak on behalf of myself as the business owner of The Wildlife Travel Hub LLC and regarding the recent proposals affecting the New Hampshire Small Business Development Center (NH SBDC).***

***I would like to respectfully request the restoration of SBDC's funding to their current level of funding which is \$500,000 per year in Fiscal Years 2026 and 2027.***

***To provide you with context of my business and operations, I as a New Hampshire resident operating a travel agency that specializes in wildlife tourism, an industry valued globally at roughly \$155 billion in 2022, which in that same year was worth more than the global value of the music and film industries combined, and has only increased in demand as a result of Post-Covid travel. My goal as a travel agent is to provide trips to my clients and take out the stress and guesswork that is involved in travel, ensuring they have the best experience possible through my services. As of today, my business has been operating to the public since August of 2024.***

***My business advisor, Ed Helms, has been invaluable in terms of the networking opportunities within the New Hampshire area and with the knowledge needed to help my business grow. My most recent opportunity was in collaboration with a junior marketing class at the University of New Hampshire, who's project involves assisting small businesses with their marketing efforts and achieving a desired goal for said business. In my case, the goal for my business is to deliver brand awareness as a means to obtain my first set of clients, as the biggest challenge of any business (never mind a travel agency) is obtaining the first client and getting the name out there.***

***Ed Helms had recommended this collaboration as the class has developed profound and creative results, marking huge successes in mutual goals of previous classes and small businesses alike. That being said, I am deeply concerned that the budget cuts for the NH SBDC will directly impact my growth as a business involved in a multi-billion dollar industry, and prevent the opportunity to tap into a large market where I can use that cashflow to give back to our economy and communities. I am also deeply***

***concerned about the other small businesses and entrepreneurs that rely on the knowledge and resources that the NH SBDC provides to them, as they too will be significantly impacted in the same way as I would (if not more) should the funding be cut. In a lot of ways, small businesses are the backbone of the economy, and services like the NH SBDC help keep our downtowns and economy thriving.***

***To that end, I once again respectfully ask for the restoration of SBDC's funding to their current level of funding which is \$500,000 per year in Fiscal Years 2026 and 2027.***

***Thank you again for hearing my thoughts. I hope that you consider them as we move forward with this in mind. Have a good day.***

***Regards,  
Eric Gustafson***

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David Hadley

Member, Client Success

SearchBox

Portsmouth, NH

Dear Governor Ayotte,

It is with great respect and urgency that I request that the NH SBDC continue to receive funding at its current level of \$500,000 per year for Fiscal years 2026 and 2027.

SearchBox, LLC is located in Portsmouth, NH and provides professional business consulting. What we do is help entrepreneurs get paid faster. One hundred percent of our client base is located in New Hampshire.

SearchBox has been a client of the NH SBDC since 2017. We have had many helpful and insightful mentors including Jonathan Hill, Warren Daniel, and Ed Miles.

SearchBox has completed the 2024 Export Accelerator Program and has conducted multiple SBDC Cybersecurity reviews for ourselves and for our clients.

NH SBDC has been a gateway for SearchBox to other entrepreneurial resources including introductions to SCORE, SBA, and EXIM Bank. NH SBDC is THE connector for New Hampshire's start-up community.

A decrease in funding of the NH SBDC will impair their ability to support SearchBox in the work we do in making New Hampshire small businesses successful.

In closing, please restore funding for the NH SBDC to its current level in Fiscal Years 2026 and 2027.

Yours very truly,

David Hadley  
Member, Client Success  
SearchBox, LLC

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Julianna Dodson  
Executive Director  
Hannah Grimes Center for Entrepreneurship  
julianna@hannahgrimes.com

February 12, 2025

The Honorable Governor Kelly Ayotte  
Office of the Governor  
State House  
107 North Main Street  
Concord, NH 03301

Governor Ayotte,

I am writing on behalf of the Hannah Grimes Center for Entrepreneurship to express strong support for the New Hampshire Small Business Development Center (NH SBDC) and urge the restoration of its state funding to \$500,000 per year for Fiscal Years 2026 and 2027. The proposed 57% reduction would significantly weaken the support system that New Hampshire's small businesses rely on and disrupt a deeply interconnected network of economic development organizations.

For more than 25 years, Hannah Grimes has worked to support entrepreneurs and strengthen the small business ecosystem in New Hampshire. Our collaboration with NH SBDC has been instrumental in enhancing the support we offer to our clients. Their team of certified business advisors provides highly individualized, no-cost advising and training that complements our efforts. Together, we have worked to provide essential resources, mentorship, and training programs that drive economic development in the Monadnock Region and beyond.

The proposed budget cut would significantly impact NH SBDC's ability to continue offering these vital services. It would jeopardize their federal funding, which requires a cash match from the state. This reduction in services would leave a substantial gap in the support network that so many small businesses rely upon.

Small businesses are the backbone of New Hampshire's economy, and reducing NH SBDC's capacity to serve them would have far-reaching consequences for job creation, economic growth, and the overall vitality of our communities. A well-supported small business ecosystem—one that includes NH SBDC, Hannah Grimes, and other key partners—is essential to fostering innovation, resilience, and sustainable economic success across the state.

On behalf of the Hannah Grimes Center and the entrepreneurs we support, I respectfully urge you to restore NH SBDC's funding to its current level to ensure that this essential network remains strong.

Sincerely,

A handwritten signature in dark ink, appearing to read "Julianna Dodson". The signature is fluid and cursive, written over a light blue horizontal line.

Julianna Dodson  
Executive Director, Hannah Grimes Center

www.hannahgrimes.com  
25 Roxbury Street Keene, NH 03431 | (603) 352-5063

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Andrea Harper

**Owner / Office Manager**

**Jenness Hill Auto and Marine Storage**

**Meredith, NH**

**Dear Governor Ayotte,**

I am writing to express my strong support for the New Hampshire Small Business Development Center (SBDC) and to respectfully request that its funding level be restored to \$500,000 per year for fiscal years 2026 and 2027.

Our business, Jenness Hill Auto and Marine Storage LLC, was established in September 2020 in Meredith, NH. During the COVID-19 pandemic, there was a significant increase in the number of boats on Lake Winnepesaukee, Lake Waukewan, and other local lakes. Marinas struggled to accommodate this influx, and many longtime lakegoers lost their annual dock space as properties changed hands and prices rose. Recognizing this growing need, we sought to provide a solution by purchasing land already grandfathered for boat storage.

At this critical juncture, we turned to the NH SBDC for assistance in securing financing for our property purchase. Our business advisor, Rita Toth, was an invaluable resource, guiding us through the process of creating a solid business plan to present to lenders. Beyond that initial support, the SBDC has continued to provide us with essential resources and expert guidance, strengthening our business in countless ways.

If the SBDC's budget is reduced, it will mean fewer business advisors and a direct reduction in the number of small businesses that can access these vital services. I have personally seen the impact of the SBDC, not only for our business but also for the next generation of entrepreneurs. I recently encouraged our 24-year-old son to seek their guidance as he launched his own automotive shop. With their support, his business has a greater chance to thrive and grow.

Small businesses are the backbone of our local economy, and the SBDC plays a crucial role in their success. Cutting its budget would be a disservice to businesses like ours and many others

across New Hampshire. I urge you to maintain full funding for the SBDC to ensure that small businesses continue to receive the support they need to succeed.

Thank you for your time and consideration.

**Sincerely,**

Andrea Harper  
Jeness Hill Auto and Marine Storage LLC  
Meredith, NH

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February 9, 2025

Re: Greater Nashua Chamber's Opposition to drastic cuts proposed for the NH SBDC budget allocation

Dear Governor Ayotte:

I am writing to ask for your help to protect NH SBDC and the critical work they do supporting small businesses, non-profits, and economic development partners across New Hampshire. For over 40 years, SBDC has been the trusted resource for small businesses for guidance, business advising, and straight answers. During that time, the SBDC team has advised or trained more than 118,000 New Hampshire entrepreneurs, helping them to start over 2,340 businesses.

As the CEO of the Greater Nashua Chamber of Commerce and immediate past chair of NH SBDC, I am deeply concerned by the Department of Business and Economic Affairs' recommendation to cut SBDC's State budget allocation by 57%. The proposed cut will reduce SBDC's funding from \$500,000/year to \$215,000/year in the upcoming state biennium.

With demand higher than ever for the services that NH SBDC provides to small businesses (at no charge to these businesses), I am concerned that cutting SBDC's budget will result in letting go of business advisors and directly impact the number of small businesses served through their direct advising.

From my chamber of commerce CEO lens, my further concern is the negative impact on NH's business community and the state's economy if SBDC no longer existed. This would be overwhelming of course to our already struggling small businesses, nonprofits and our downtowns.

I respectfully request that you take a hard look at the numbers and restore SBDC's allocation to their current level of funding which is a \$500,000 per year in Fiscal Years 2026 and 2027.

Wendy Hunt, President & CEO

Greater Nashua Chamber of Commerce

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Wednesday, February 19, 2025

The Honorable Governor Kelly Ayotte  
Office of the Governor  
State House  
107 North Main Street  
Concord, NH 03301

RE: Funding of NH Small Business Development Center (SBDC)

Dear Governor Ayotte,

I strongly urge you to maintain NH SBDC's funding at \$500,000 for Fiscal Years 2026 and 2027.

With over 35 years in technology sales and business development at Fortune 500 companies like IBM and Salesforce, I faced a career transition in 2023 due to restructuring. While searching for my next opportunity, I decided to follow my passion and launch **Magic Lantern Memories LLC**—a business dedicated to helping families organize, digitize, and preserve their legacies.

On January 26, 2024, I proudly registered my business at the State House, eager to embark on this journey. Knowing I needed guidance, I tapped into NH's incredible network of resources—SCORE (Tom Duff), SBDC, SBA, REDC (Liz Salas), KIVA, and CWE. Andrea O'Brien at SBDC provided invaluable coaching, referrals, and support that helped me secure several clients during my first year in business. Attending the 2nd Annual NH Women's Conference further strengthened my inspiration and knowledge and impression of the strength of our state's small business ecosystem.

These resources and advisors are lifelines for entrepreneurs like me. Cutting funding would undermine the momentum of small business growth in New Hampshire. Please ensure SBDC remains fully funded so that aspiring business owners can continue to receive the critical support we need to succeed.

Thank you,

Jacqui O'Shea  
Founder/Owner  
Magic Lantern Memories LLC  
(603) 505-7748



Website | Facebook | Instagram | LinkedIn

*Jennifer Desrosiers*  
Founder & CEO

LANEY & LU, LLC  
ALTITUDE Companies, LLC  
PALETTE, LLC  
GINGER FOX, LLC  
26 Water St, Unit 6  
Exeter, NH 03833

February 17, 2025

**Subject: Urgent Request to Restore NH SBDC's Funding**

Dear Governor Ayotte,

I am writing to respectfully request the restoration of the New Hampshire Small Business Development Center's (SBDC) funding to its current level of \$500,000 per year for Fiscal Years 2026 and 2027. As a business owner in New Hampshire, I have personally experienced the immense value SBDC provides to entrepreneurs and small businesses across the state, and I am deeply concerned about the negative impact budget cuts would have on our business community and the broader economy.

I'm the founder and independent owner of four (4) New Hampshire LLCs with nearly 50 team members and three brick and mortar restaurants in Exeter, Stratham, and Portsmouth. For the last 10 years, I have worked closely with NH SBDC and have greatly benefited from their guidance and support. Through my interactions with Warren Daniel and participation in programs such as LeAF, I have gained invaluable knowledge and strategic insights that have directly contributed to my company's growth and sustainability. The expertise and resources provided by SBDC are unparalleled, and their services have been instrumental in helping me navigate challenges, expand my business, and contribute to my local community.

Cutting SBDC's budget will inevitably lead to fewer business advisors, reduced services, and diminished support for the small businesses that form the backbone of New Hampshire's economy. Without

## LANEY & LU

adequate funding, countless entrepreneurs will lose access to critical advising and education, leading to a ripple effect of lost jobs, weakened downtowns, and slowed economic growth.

The SBDC plays an irreplaceable role in fostering innovation, resilience, and prosperity in New Hampshire's business landscape. Their advisors and programs equip small businesses with the tools they need to thrive, and their absence would leave a void that no other organization currently fills. On behalf of my business and the greater small business community, I urge you to restore SBDC's funding to its full level, ensuring that this vital resource continues to support entrepreneurs and strengthen New Hampshire's economy.

Thank you for your time and consideration. I would be happy to discuss this further and share more about my experience working with NH SBDC. Please don't hesitate to reach out by phone - (603) 531-3160 or email - [jennifer@altitudecompanies.com](mailto:jennifer@altitudecompanies.com).

Sincerely,



Jennifer Desrosiers  
*Founder & CEO*

LANEY & LU, LLC  
ALTITUDE Companies, LLC  
PALETTE, LLC  
GINGER FOX, LLC

26 Water St, Unit 6  
Exeter, NH 03833

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Isabella Jeralds  
Future Small Business Owner and Operator  
Portsmouth, NH

Dear Governor Ayotte,

I'd like to thank you for all the work you are putting into New Hampshire. Your tenacity and dedication to the citizens of this beautiful state I grew up in does not go unnoticed. I am working toward opening a restaurant in New Hampshire, and your mission to assure taxes stay low for NH's residents is a breath of fresh air in these expensive times. I follow your ideology of living within our means, using our resources, and being efficient and effective, and that is how I hope to run my business in your state.

I also write to you regarding NH SBDC, to respectfully request the restoration of their funding to its current \$500,000 for the Fiscal Years of 2026 and 2027. SBDC reminds me of your COGE mission. You have set up a brilliant group of professionals to guide New Hampshire into becoming a strong, wealthy state. Having these intelligent, experienced business owners on your side to guide this state is paramount to results. I hope you understand that SBDC provides that to us starting business owners and veteran business owners alike in New Hampshire.

Having worked in the restaurant industry in New Hampshire and served our wonderful residents has given me the passion to open a restaurant of my own. For the past year I have been working with SBDC advisor, Warren Daniels toward opening a Brazilian steakhouse in the Portsmouth area. While working in the industry has given me much experience with people, it has not given me sufficient experience to run a business, so I turned to the SBDC for guidance. I have taken their eCourses, utilized the spreadsheets created by one of their professionals to project my cash flow, build a forecast, create an income statement and a balance sheet, project payroll and taxes, and so much more. I did not know any of those things until working with my advisor, but now I am on my way to securing funding to open a business that I am passionate about that I hope brings joy and economic growth to our beautiful state of New Hampshire.

Respectfully, I fear the cutting of funding for this important organization will negatively impact our businesses. Like yourself, us entrepreneurs with family-owned businesses in New Hampshire have the passion to serve its residents. But like myself, a lot of us lack the background to guiding our business into becoming efficient, effective, and successful. Thankfully, NH SBDC has enlisted a group of experienced professionals to take us there.

My courage in opening this business to bring joy and economic growth to New Hampshire comes from knowing I will have the support and time from the SBDC and my advisor, and I look forward to joining the family of family-owned businesses. Warmly I request you to consider my letter restoring SBDC's funding to its current \$500,000 for the Fiscal Years of 2026 and 2027 so that New Hampshire's business owners can continue to run their businesses with passion and not fear of falling behind on the bureaucratic portion of owning a business.

Sincerely,

*Isabella Geraldts*

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Office of the Governor  
NH State House  
107 North Main Street  
Concord, NH 03301

February 17, 2025

Dear Governor Ayotte,

My name is John Hennessey, and I am the owner and sole proprietor of Rocket Rides Car Service, LLC, a small business located in Fremont, New Hampshire. I am a United States Army veteran, and a retired New Hampshire State Police Captain. As a small business owner, I am deeply concerned by the Department of Business and Economic Affairs' recommendation to cut the SBDC's State budget allocation by 57%. It is my understanding that this proposed cut will reduce SBDC's budget from \$500,000/year to \$215,000/year in the upcoming state biennium.

Upon starting my small business in June of 2023, I turned to the SBDC for assistance. As a lifelong public servant, I had little knowledge of private business ownership and the many struggles and obstacles that come with starting a small business. I contacted the SBDC and was quickly matched with an amazing SBDC business advisor by the name of Amy Sterndale. Amy single handedly took my business idea from just that, an idea, to a thriving transportation service business within a brief period. Without the assistance and guidance of the SBDC and Amy, I would not have been able to navigate the many challenges I encountered along my business start-up journey.

For nearly two years, I have been utilizing the many tools and virtual training classes that SBDC provides, and meeting with Amy Sterndale regularly for business advice, guidance, and direction. The service provided by SBDC has been invaluable to the success of Rocket Rides. It should be no surprise that reducing the SBDC's budget will negatively impact the success of small businesses that bring a tremendous amount of revenue to the state of New Hampshire. I am also deeply concerned for my fellow

veterans and public safety brother and sister entrepreneurs who could benefit from the services of SBDC but might not have the opportunity to fulfill their dream of opening a small business if funding to SBDC is reduced and resources are diminished.

In closing, I respectfully ask you, Governor Ayotte to show your support for New Hampshire small businesses and work with the State Legislature to restore SBDC's funding to a minimum of \$500,000 per year in fiscal years 2026 and 2027. We, your small business owners depend heavily on this tremendous service.

Thank you for your time and consideration,



John Hennessey  
Rocket Rides Car Service, LLC  
P.O. Box 55  
Fremont, NH 03044

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**visible.**

Feb 11, 2025

John K. Stevens,  
CEO Visible Assets, Inc.  
195 Bunker Hill Ave.  
Stratham, NH  
[www.rubee.io/intro](http://www.rubee.io/intro)

The Honorable Kelly Ayotte  
Governor of New Hampshire State House 107 North Main Street Concord, NH 03301

Subject: Support for NH SBDC and Restoration of Funding

Dear Governor Ayotte,

I am writing to express my strong support for the New Hampshire Small Business Development Center (SBDC) and to respectfully request the restoration of SBDC's funding to its current level of \$500,000 per year for Fiscal Years 2026 and 2027. The SBDC has played an instrumental role in the success of my business/organization and continues to be a critical resource for small businesses across the state. They have helped increase our revenues directly.

Visible Assets has been serving the US government for 20 years. We currently employ 25 individuals and are committed to providing quality wireless sensors to our defense. As a small business, navigating today's economic challenges is difficult, and the guidance we've received from the SBDC has been invaluable.

I have been working with the NH SBDC for 2 years and have benefited from their expert business advising and support. Specifically, has provided LeAF program, export accelerator, small business matchmaker, eCourses, or other SBDC services, which have helped me improve operations, expand, and navigate financial challenges. Without SBDC's guidance, my ability to sustain and grow my business would have been severely limited.

I am deeply concerned that cutting SBDC's budget will result in a loss of business advisors, reducing the number of small businesses that receive critical guidance. This reduction will have a direct impact on NH's economy, as small businesses are the backbone of our state's economic growth and job creation. A decrease in SBDC services will harm entrepreneurs, weaken our downtown business districts, and limit opportunities for new business development.

The NH SBDC has been a trusted partner to small businesses for over 40 years, providing essential advising, training, and resources. Losing or diminishing these services would have serious consequences for NH's economy. I urge you to restore funding to the SBDC at its current level so that small businesses like mine—and many others across the state—can continue to thrive.

Thank you for your time and for your continued support of New Hampshire's small business community.

visible.

Sincerely

A handwritten signature in black ink, appearing to read "John Stevens". The signature is fluid and cursive, with a large initial "J" and "S".

John K. Stevens, CEO of Visible Assets, Inc. [john@rube.com](mailto:john@rube.com)

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John Tansey  
PM Partnership, LLC  
20 Portsmouth Ave, STE 1, PMB #154  
Strafford, NH 03885  
County: Strafford  
John@PMPartnership.com

***Share My Opinion – Opposition to proposed reduction of funding to NH Small Business Development Center (SBDC).***

***Opinion: Oppose***  
***Category: Economy***

Governor Ayotte, I am writing to respectfully oppose reduction of the Small Business Development Center (SBDC) Budget. The current level of funding is \$500k/yr and the proposed level is \$215k/yr, a 57% reduction in funds.

While I am typically opposed to government spending in the spirit of a generally tax-free state, I have experienced and witnessed the impact of the SBDC, and it's clear there is a substantial return on this investment. This return is in the form of stimulating our state economy. If stimulating our state economy continues to be a goal of yours (it is a goal of mine) then it would be grossly ironic to assume that the SBDC budget could be cut and similar levels of stimulation could occur.

In 2024 alone, the SBDC supported over 3,458 businesses in 200+ NH communities through direct advising and training. They helped their clients:

- access over \$15.9 million in new capital
- increase their sales by close to \$9.2 million
- support 6,500+ jobs

The SBDC is currently staffed with top-shelf personnel. My advisor, Ed Miles, brings outstanding levels of experience and passion to his clients. Last year, Ed helped me stand-up my Project Management & Lean consulting & training company, PMPartnership.com. In turn, my company has shepherded my NH clients to generate new sales on the order of \$500k+ in the state. These are incremental recurring revenue streams that will grow in subsequent years.

I am highly concerned if the funding is cut the level of quality & impact provided by the SBDC will noticeably decline. Please keep in mind the 1-year ROI for SBDC is at least 18.4X or 1,840% (\$9.2M return on \$500k investment) and that doesn't even consider access to new capital, job creation, and clients like mine who are further stimulated. I understand that budgets must be sustainable but in making these decisions please do the right thing and honor funding for effective departments and defund the other less effective departments (and/or call me to help create efficiencies via Lean).

Thank you,  
Very respectfully,  
John Tansey

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Wendy L. Jones  
Chase Business Banking  
786 Elm St  
Manchester, NH 03101  
928 699 6648

February 18, 2025

Dear Governor Ayotte,

I am sending this letter in support of the restoration to the current level of funding to the NHSBDC of \$500,000 per year in Fiscal Years 2026 and 2027.

I have been working closely with the NHSBDC since April of 2020, as Chase has continued our expansion into the NE region. I have found Julie Glosner, Ed Miles and their teams to be an invaluable resource to small business owners in NH. The SBDC has a strong record of helping NH businesses for over 40 years.

With a total annual economic impact of \$254.6 million, SBDC is a wise investment in the future of NH's economy and small business.

Sincerely,  
Wendy

*Wendy L Jones*

Wendy L Jones  
VP/Senior Business Relationship Manager  
C 928.699.6648  
F 866.332.0953

[wendy.l.jones@chase.com](mailto:wendy.l.jones@chase.com)



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Justin Ciampa  
Owner / Operator

## Log Cabin Portables

Nottingham, NH

Hello,

I am currently a client with Julie Glosner at the NH Small Business Development Center. I am in the process of starting a small business called Log Cabin Portables, renting portable restrooms to other small NH businesses with the anticipation to have thousands of units all over the state and surrounding areas while employing a number of local NH employees. This goal will not be possible without the support from the NHBDC. Without them, I would not be in the position I am in the business development stage and this would be the case for hundreds of other clients and future business owners. I would like to make an example of what NH would look like without this organization. With no small businesses run by loyal NH residents, bigger corporations will simply come into the state with their market monopolies and control the economy, drive up prices, and life as we know it will be unobtainable. Life is expensive enough as it is without an astounding amount of corporate greed. Cutting the budget of the NHBDC would cause a downward spiral of our commerce and economy. I request that you oppose the budget proposal and restore the budget to the current \$500,000 per year for upcoming years. In 2024 alone, they supported over 3,458 businesses in 200+ NH communities through direct advising and training. These businesses had an increase in access to over \$15.9 million in new capital, increased their sales by close to \$9.2 million, and supported 6,500+ jobs. I ask you this- if the budget does get decimated, are you willing to provide the support to these voters and small business owners, or should you give the NHBDC the tools they need to provide their services as they have been for over 40 years?

Thank you for your time,

Justin Ciampa

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Katie Gibson

CEO

Wavelength

Durham, NH

Dear Governor. Ayotte,

I would like to respectfully request the restoration of SBDC's funding to the current level of 500K for the fiscal year 2026 and 2027. I run my own ed tech company and have greatly benefited from the SBDC resources. Having moved from California to Durham, I was making the conscious decision to move my small business to a state that I love both due to its nature and people as well as the economic opportunities and cost of living.

Elodync Inc, my company, has been in existence since 2017. I moved here in 2022. Since moving here, I have been able to hire local part time help and grow my business to a sustainable revenue stream that will allow me to raise a family here. Much of this is due to SBDC in their mentorship and program opportunities. With less of a budget, I know that advisor roles will be cut and I am concerned that the support SBDC offers so many businesses like myself will be limited.

NH has so much to offer but there is still so much more it can do with its business community. With MA having Boston and Maine having Portland, I know there is talent and business growth in the surrounding states. I don't want NH to lose small businesses if it can help it and worry this may be the case if support funding is removed from programs like SBDC. Please consider restoring the budget to its previous amount.

Thank you

Katie

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Rodney Ladman

Window Designs & Awnings NH

Meredith, NH

Dear Governor Ayotte,

I am writing to Respectfully request restoration of SBDC's funding to our current level of funding which is \$500,000 per year in Fiscal Years 2026 and 2027.

I have been a business owner in Meredith, New Hampshire for over 40 years, and the SBDC has been an invaluable resource for my continued success. I have worked with advisors at the SBDC for the past decade, and they have helped me in countless ways. I recently had my accountant of many years retire, and my advisor at the SBDC was able to recommend the perfect replacement. And just last month my company website went down unexpectedly and my entire business was in jeopardy and I didnt know where to turn - it was terrifying! I reached out to Janie, my advisor at the SBDC and she found me the right person to fix the issue within MINUTES. I can't even express how grateful I was and am that I was able to have the situation rectified so quickly and efficiently. Many families besides my own rely on my business's success.

My concerns are that cutting SBDC's budget will result in letting go of business advisors and directly impact the number of small businesses served through direct advising. If this were to happen it would have a huge negative impact on NH's business community and the economy. ANY reduction in SBDC services will hurt small businesses and our downtowns.

I am sure you would like to see NH businesses thrive during your term and keeping the SBDC alive and well will go a long way to insure that.

I appreciate your attention to this matter and thank you for your service.

Kind regards,

Rodney Ladman  
Window Designs & Awnings NH, Inc  
603-530-2421  
[www.awningsnh.com](http://www.awningsnh.com)



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Edward Laplante

## Sales & Operations

### One Earth Body Care

#### Campton, NH

Dear Governor Ayotte:

I am writing to respectfully request restoration of SBDC's funding to the current level of funding which is a \$500,000 per year in Fiscal Years 2026 and 2027.

My partner, Dr. Anne Altor and I run a small Campton, NH-based business, OneEarthBodyCare.com, where we design, manufacture, and sell natural skin and hair care products that are free from harmful chemicals, conflict ingredients that harm the environment, and free from plastic packaging.

The SBDC has been very helpful in helping us organize, grow, and adapt our business to serve customers all across New England. A cut to the SBDC's budget will result in letting go of business advisors and directly harm small businesses served through direct advising. A reduction in SBDC services will hurt small businesses, our downtowns, and our communities at large.

Governor, the local economy and the current and future generations of people of New Hampshire will be greatly served by your decision to restore the SBDC's funding to the current level of funding which is a \$500,000 per year in Fiscal Years 2026 and 2027. Please take action to restore the budget and allow the SBDC to continue providing these critical services to small businesses in New Hampshire.

Sincerely,  
Ed LaPlante  
Sales and Operations  
One Earth Body Care  
Campton, NH

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57 Main Street  
Raymond, NH 03077  
(P) 603-772-2655  
www.REDC.com

February 11, 2025

The Honorable Kelly Ayotte  
Governor of New Hampshire  
Office of the Governor State House  
107 North Main Street  
Concord, NH 03301

Dear Governor Ayotte,

I respectfully request that you restore SBDC's funding to its current level, which is \$500,000 per year, in Fiscal Years 2026 and 2027.

Regional Economic Development Center (REDC) is a nonprofit alternative lender in Raymond, New Hampshire that provides advertising funding and support to new and existing companies and developers who have challenges assessing traditional financing. REDC was founded in 1994 as a regional nonprofit development corporation serving Rockingham County. Today, under my leadership, REDC is a \$20 million entity and has significantly broadened both our financial products and geographic reach. We provide lending services across New Hampshire and offer micro-loans, Kiva loans, NH New Americans Loan Fund financing, equipment grants, business advising, design advising, and its newest initiative, the Building Roots Home Fund, aimed at expanding workforce housing access. Through our staff of eight employees, we have directly fueled job creation and retention by underwriting millions of dollars in loans, helping businesses thrive in an evolving economic landscape.

REDC has been working with SBDC for more than two decades and deeply values its staff throughout the state, who regularly collaborate with the REDC team.

SBDC provides invaluable resources and advice to small businesses that are vital to NH's economy. I feel that cutting SBDC's budget will result in letting go business advisors, directly impacting the number of clients they serve and hurting small businesses and our downtowns.

The SBA is critical to NH's startup economy as well as seasoned entrepreneurs, and I encourage you to restore their much-needed funding.

Thank you,

Laurel Adams  
President

Allissa Younan  
Owner  
Holistic Abilities LLC  
Portsmouth, NH

Governor Ayotte,

I am writing to express my concern regarding the impact of potential budget cuts to the NH SBDC. As a small business owner, I believe that the SBDC plays a massive role in the framework of NH's small businesses.

I own Holistic Abilities, a pediatric occupational therapy practice in Newington, NH. My business is a small, women owned and operated practice that provides services to children and families with a variety of developmental disabilities and different needs. While I've never lacked passion and drive, I can honestly say my knowledge of business was limited at the start.

When I found the NH SBDC, I quickly learned that the support from my advisor, Amy Sterndale, was unmatched. Within 3 years of working with her, I've been able to serve hundreds of families, create new jobs, mentor students, and open a physical location. In addition to 1:1 support from Amy, I've been able to access the LeAF program, providing me with free legal support as my business grows to ensure the policies and procedures, I have in place are adequate.

As a small business owner, I'm connected with many other small business owners in our area. I can honestly say that through these conversations, I haven't met anyone who hasn't received support from the SBDC in one way or another. Their team of advisors are passionate, supportive, and certainly go above and beyond. The potential loss of advisors through the SBDC would result in a significant impact to the small business community in the NH Seacoast. Without small businesses, the Seacoast would suffer from the innovation and community fostered by them.

Working with the SBDC means that the dreams I've had for providing the best quality of care to children in our NH Seacoast can be possible. I respectfully ask that the SBDC's budget be restored to the current level of funding of \$500,000 per year in fiscal year 2026 and 2027.

Best,

Allissa Younan

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Liz Rene

Director of Sales

Benjamin Walk

Somersworth, NH

February 17, 2025

Greetings Governor Ayotte,

I am reaching out to express my concern over proposed funding cuts to the SBDC. I respectfully request restoration of SBDC's funding to the current level of funding, \$500,000 per year, in FY 2026 and 2027.

My family's business, Benjamin Walk LLC., has been utilizing the services provided by SBDC for over three years now. Every other week, I am fortunate enough to have a one-on-one call with a highly skilled advisor to discuss business happenings, strategies and tactics that we should be implementing at our small business to ensure we continue to operate and thrive. During Covid, our special occasion footwear company, which has been in continuous operation since 1897, nearly closed. We had to greatly scale back employees as our sales plummeted. It has been an uphill battle ever since, but having access to a skilled and experienced advisor, one we never could have afforded to engage with otherwise, has been a life-saver. Our advisor, Ed Miles, has helped in many ways. Primarily, he brings a wealth of knowledge and years of experience to the table and is able to connect us with specialized resources that we would otherwise know nothing about. Our small family business has relied on and benefitted from the SBDC advisory services, and I know many other small NH businesses would greatly suffer if the funding, and therefore services, were cut.

The services that would be cut by a budget reduction are not services that the big companies need or rely on...they are services that directly benefit the small businesses that make up the fabric of so many NH communities. By cutting the funding to the SBDC, you are cutting the resources that directly help the small businesses (the ones that need the help the most) to survive.

Please continue to help small business in NH survive and thrive by keeping the SBDC's funding at the current level of \$500,000 per year.

Best regards,  
Liz Rene  
Benjamin Walk LLC.  
45 Centre Road  
Somersworth, NH 03878

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Lydia West  
Owner  
LJ West Business Solutions  
Canterbury, NH

Dear Governor Ayotte:

The New Hampshire SBDC is an integral part of and an essential resource to the New Hampshire Business Community.

I am currently semi-retired and own my own consulting/accounting business. The SBDC has been integral in helping me to set up my business, access legal services, and navigate regulations, both state and federal.

My corporate job was as CFO of Goosebay Sawmill & Lumber in Chichester, NH. I reached out to the SBDC in 2020 to get assistance upgrading our current accounting system. What we got was a whole lot more: ***an improved tax strategy, a plan for sustainable energy use, and a growth strategy which included multiple New Hampshire investments in goods, services, and infrastructure.***

Infrastructure Improvements:

- Energy Audit: \$ 4,900
- Paving: \$ 65,000
- Lighting improvements: \$ 9,870
- Solar Array: \$178,000 (installed summer 2021)

Operational Improvements:

- Workplace Study: \$ 4,500
- Delivery Truck: \$ 39,000
- New Loans from NH Bank: \$250,000
- CDFA Charitable Tax Credit \$ 10,000

Total **\$561,270 invested in local NH Businesses**

**Additionally, Goosebay added one full time and two part time jobs in 2020 as a result of working with the SBDC. This added \$101,113 to the enterprise base.**

This is only one success story for one business. In my current business role, I have been contracted to work for several small businesses. What do they all have in common? **They are all members of the SBDC and have all benefitted from the guidance of the SBDC Business Advisors and the programs offered through the SBDC to grow their businesses.**

***New Hampshire's small businesses are the heartbeat of our economy. I implore you, for the good of the New Hampshire Business Community, to reinstate funding for the NHSBDC. Goosebay, and many businesses like them, would not have made these investments in New Hampshire businesses without the guidance of the NHSBDC.***

I thank you in advance for your heartfelt consideration of my request.

Sincerely,

Lydia J. West  
LJ West Business Solutions, LLC

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## CITY OF MANCHESTER Economic Development Office

Jodie L. Nazaka, AICP  
Director



February 12, 2025

Office of the Governor  
State House  
107 North Main Street  
Concord, NH 03301

Dear Governor Ayotte,

I hope this message finds you well. I am writing to express my deep concern regarding the potential budget cut and reduction of services offered by the Small Business Development Center (SBDC) in New Hampshire. As someone who is committed to the growth and well-being of our business community, the SBDC is an essential resource for our small businesses, not just in Manchester, but across the entire state.

The SBDC's work has proven invaluable in supporting a wide range of businesses in our City, from small mom-and-pop convenience stores and beloved local restaurants to diverse retail shops and everything in between. The expertise and resources provided by the SBDC enable our entrepreneurs to navigate the complexities of starting and managing a business. Without these services, we risk stunting the growth of our local economy and undermining the vibrancy of our downtown.

The Manchester Economic Development Office relies heavily on the SBDC's wealth of knowledge and dedicated support. Their team has played a pivotal role in helping businesses thrive, stimulating job creation, and fostering a sense of community. The programs they provide not only equip business owners with the skills they need to succeed but also foster a climate of innovation and resilience.

The repercussions would be significant if the SBDC were to diminish its services. Small businesses, which are the backbone of our New Hampshire economy, would struggle to find the guidance and support needed to survive in an increasingly competitive landscape. This would ultimately lead to economic stagnation, diminished employment opportunities, and a decline in the local tax base that funds our public services.

I cannot emphasize enough how grateful I am for the SBDC's ongoing efforts and their profound impact on our business landscape. Their commitment empowers my team to help members of our community pursue passions while contributing to the economic vitality of our City.

Thank you for considering the critical role that the SBDC plays in Manchester's and New Hampshire's economy. I urge you to continue supporting this invaluable institution at its current \$500,000 funding level in FY26 and FY27 to ensure it remains a pillar of strength for our small business community.

Sincerely,

*Jodie Nazaka*

Jodie Nazaka, AICP  
Director  
Manchester Economic Development Office

Manchester Economic Development Office (MEDO)  
One City Hall Plaza, Manchester, NH 03101  
Phone: 603.624.6505 Fax: 603.624.6308

Melissa Stepno  
CEO  
Helen Brown Group  
Bedford, NH

*I recently heard from my SBDC Business Advisor, Julie Glosner, that funding for the SBDC is likely to be substantially slashed this year. I understand that the State budget is tight and that difficult decisions will need to be made. However, I'd like to reinforce how SBDC programs are driving tax revenue for NH. In doing so, I would also like note my opposition of this budget reduction and respectful request reconsideration.*

*In my case, I reached out to the SBDC in early 2024 when I was at the beginning stages of considering the acquisition a MA-based business. Acquisitions can be very overwhelming for someone who has never owned a business before. I had many questions related to federal and state registrations, regulations, tax setup, bank accounts and the like. Simple questions with big consequences, such as "where do I start?" "what do I need to do" and "what order do I need to do things in?"*

*My advisor, Julie Glosner, would tell you that I approach business in an incredibly organized, methodical and logical way. I had (and still do!) complete confidence in my ability to run the business, but I need guidance and reassurance that I would be setting myself (and the company) up for success and that I wouldn't miss something crucial in the process. Julie worked with me to lay out a road-map. And, overtime, our work together went far broader than just my initial set of questions, including both bringing in her colleagues and introducing me to SBDC -sponsored programs for more 'specialized conversations' when it came to things like tax questions, PR and cyber security.*

*In August 2024, I successfully completed the acquisition, moving the company from MA to NH, and in turn, bringing added tax revenue to the state. Since moving to NH in 2006, I have always been an employee for out of state businesses. Now, for the first time with my 2024 taxes, I will be paying NH State Business Taxes. This is the type activity that the SBDC enables. So, rather than just seeing the SBDC as an expense line within the State's budget, please also consider how it helps generate revenue for the State as well.*

*Thank you,*

*Melissa Stepno, Bedford, NH*

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Michael Neely  
Chef / Owner  
Great Bay Kitchen  
Greenland, NH

*Hello Governor Ayotte,*

*I am writing to you to respectfully request restoration of SBDC's funding to the current level of funding which is \$500,000 per year in Fiscal Years 2026 and 2027.*

*I am in the process of opening my new business, Great Bay Kitchen in Greenland NH, where we will be providing a community driven menu to help feed local families and commuters with a busy lifestyle.*

*I have been working with the SBDC since September of 2024. I have been fortunate enough to be working directly with Janie Wang and Warren Daniels. Together they have been crucial in helping me understand the ins and outs of opening a new business with the financial and marketing aspects of it all. Along with their advice came the assistance of working with a local law firm for assistance with reviewing the business lease and other contract assistance needed through the LeAF program. Then there are the ongoing ecourses available through the SBDC website.*

*Without this information available, I would not have had the tools /knowledge on what it acutely takes to open a new business and I'm extremely grateful to the SBDC for being in my corner.*

*My biggest concern is that cutting the SBDC budgets will result in letting go of business advisors and directly impact the number of small businesses served through direct advising.*

*Thank you for your time,*

*Michael Neely*

*Great Bay Kitchen*

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*Craig Riotto  
Management Team  
New England Sports Hub  
Somersworth, NH*

*NE Sports Hub is innovative, futuristic – game changing. We will soon be recognized regionally and nationally for what we've achieved in Somersworth, NH. If you haven't seen the Hub yet, please call me, I would LOVE to show you.*

*For me, the odyssey to raise this modern Colosseum began over six years ago. Five years ago, I strode into Warren Daniel's office at the SBDC in downtown Dover with an ambitious plan. From there, Warren, along with numerous other advisors, played critical roles in keeping the flame alive, illuminating the next steppingstone, and forging key connections in crucial moments. Without the SBDC, Sports Hub would not be. The SBDC is a resource unlike any other that I encountered along the way. It's high-quality coaching, it's nimble, personal, and well-networked – all base ingredients for successful entrepreneurship.*

*Sports Hub – which is a startup – raised over \$15MM. Two thirds of that funding came through debt financing via the SBA 504 program. The SBDC understands how to navigate and capitalize on the opportunities availed by the SBA. This cannot be understated... WHAT A MASSIVE ADVANTAGE for the NH business community to have in its corner.*

*Though I lack knowledge of the mechanics of how the SBDC is run, my intuition tells me this is an organization that's proven its worth, and one that likely merits more resources, not less, if the goal is to drive economic development in NH.*

*Thank you for your consideration on this matter and please do not hesitate to contact me for further information.*

*- Craig*

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*Richard Walters  
Owner  
Northeast Home Repair*

*Hampton, NH*

Dear Governor Ayotte,

I am writing to express my strong support for the New Hampshire Small Business Development Center (SBDC) and to respectfully request the restoration of its funding to the current level of \$500,000 per year for Fiscal Years 2026 and 2027. The SBDC has been instrumental in supporting my business, and I cannot overstate its importance to entrepreneurs and small business owners across the state.

I have bought, sold and started a couple small businesses in New Hampshire and the support and coaching from SBDC has been critical for my new service based business . As a small business, we have faced many challenges, and the guidance and resources provided by the NH SBDC have been invaluable in helping us navigate and grow. I have worked with the SBDC for 4 years and have benefited from their business advisors, e-courses and networking events. My advisor, Ed Miles, has provided expert guidance that has helped my business make informed decisions and strengthen our operations.

I am deeply concerned that reducing SBDC's budget will result in fewer business advisors, limiting access to direct advising for small businesses that rely on these services. Without SBDC's support, many small businesses (especially startups and those in rural areas) will struggle to survive, leading to negative consequences for our local economies and downtowns. Small businesses are the backbone of New Hampshire's economy, and cutting vital support services like those provided by SBDC will ultimately hurt job creation, innovation, and economic stability.

My experience with the SBDC has been transformative, and I know many other business owners who have benefited greatly from their programs. The organization plays a critical role in ensuring that entrepreneurs have the tools and knowledge they need to succeed. I urge you to prioritize small business growth and economic development by restoring SBDC's funding to its current level.

Thank you for your time and consideration. I appreciate your commitment to supporting New Hampshire's business community.

Sincerely,  
Richard Walters  
NorthEast Home Repairs  
603-294-3129

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Holly Philbrick

Owner

Emery Farm

Durham, NH

I am writing in strong support of the SBDC and respectfully request that the Governor and State Legislature restore their full funding in the state budget to a minimum of \$500,000 per year in fiscal years 2026 and 2027.

I am a New Hampshire small business owner. I own the Market & Café at Emery Farm in Durham, New Hampshire. I have worked with the SBDC since the initial stages of planning my business in 2016. My business was once a small seasonal farm stand that is now a thriving year-round specialty grocery Market and farm-to-table Café. We went from a seasonal staff of 4 employees to a now ever-growing year-round staff of over 25 employees. My business also supports over 100 other New Hampshire small businesses as my vendors. Small businesses are the backbone of New Hampshire's economy.

My advisor, Warren Daniel (Master Business Advisor, Seacoast), worked with me to fully develop my initial business plan, source start-up funding with my first SBA Loan, and has been there every step of the way since. As my business continually met all goals and plans, we even took on a large expansion in 2019 with a new building, revised business planning, and obtaining necessary refinancing.

There have been significant hurdles and challenges along the way, as many independent small business owners face. We successfully stayed open through Covid-19, when times became extraordinarily overwhelming. The SBDC was a saving grace, as they were constantly keeping everyone updated on latest protocols and relief options by disseminating emails and offering webinars. As my business operates on very tight margins and limited cash flow, I would likely not still be in operation today, if it were not for the ongoing support and resources of the NH SBDC.

I still meet regularly with my advisor for fiscal reviews and strategic planning. Additionally, I belong to a Small Business CEO peer advising group facilitated by the SBDC. We meet

monthly and tackle additional topics such as marketing, employee retention, cybersecurity, succession planning, and more.

The breadth of services that I have benefited from are priceless and would not have been anything that I could have afforded with private paid consultation.

With all this being said, I find the NH SBDC an invaluable resource that has supported my business and many many other small businesses over the years. It would be a travesty to cut funding and reduce the capacity of this resource available to all small businesses, which are so vital to NH's economy.

Again, I strongly urge your support of the SBDC and request continued full funding in the state budget for this incredible state asset.

Sincerely,

Holly Philbrick

Owner

147 Piscataqua Road

Durham, NH 03824



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Karen Brieger

Founder / CEO

*Dear Governor Ayotte,*

*I am writing to you to respectfully request restoration of NH Small Business Development Center's (SBDC) funding to our current level of funding which is \$500,000 per year in Fiscal Years 2026 and 2027.*

*I started my company, Pinnacle Connections HR, LLC in January 2024. My company is based in Northwood, NH and I am currently operating as a solopreneur. I had been let go from 2 different companies in a 12 month period and was collecting unemployment. I knew nothing of running my*

*own business and relied heavily on the SBDC to help me with the resources I needed to get my company started. Within 6 months of registering the company, I had my first client, resulting in my ability to get off of unemployment. My goal is to expand my business to the point where I am able to hire or subcontract with other local small businesses for mutual growth.*

*I began working with the SBDC and my advisor, Ed Miles, a year ago and continue to meet with Ed for ongoing assistance. The SBDC has been instrumental in referral introductions that have led to new, ongoing clients for my company. As a result, I have been able to double my revenues and invest in my business for longer term growth.*

*Cutting SBDC's budget will result in letting go of business advisors and directly impact the number of small businesses served through direct advising. My ability to grow my business would be hindered if I was no longer able to access the support of my advisor or programs such as LeAF that are offered by the SBDC.*

*The strength of our economy in NH comes from entrepreneurs and small businesses. Without support and services from the SBDC, many founders wouldn't have the knowledge or expertise to turn their ideas into profitable businesses.*

*Please consider the long-term impact that cutting SBDC's budget would have on New Hampshire's economy. By maintaining funding at its current level, you are investing in the success of small businesses like mine—businesses that create jobs, drive innovation, and contribute to our local communities. I urge you to restore full funding to the SBDC so that entrepreneurs across the state can continue to access the critical resources they need to succeed.*

*Thank you for your time and consideration.*

Sincerely,

Karen Brieger

Founder & CEO, Pinnacle Connections HR



**Karen Brieger**

Founder

 603-553-2208

 [karen@pinnacleconnectionsshr.com](mailto:karen@pinnacleconnectionsshr.com)

 [pinnacleconnectionsshr.com](http://pinnacleconnectionsshr.com)

 Let's Connect

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James Lurie

President

Plymouth Furniture Company Inc

We respectfully request The Governor & the NH Legislature to restore the budgeted funding of NH's SBDC [Small Business Dev. Ctr] to its current level of \$ 500,000 pYr for Fiscal Years 2026 and 2027. As we have been a family owned & operated Small Business Corporation for 101 years. Plymouth Furniture Co Inc, of Plymouth, NH, feels that the NH-SBDC is an essential organization for Small Businesses like ours. It is the place where we can find answers & assistance when we come against obstacles & dilemmas that we cannot figure out on our own. The NH-SBDC has many more resources, contacts and varied experiences that we might never find. They are actually helping us to overcome our own current obstacles that have stymied our organization for several years now ... Thus, we turned to the NH-SBDC for guidance and support. ... PLEASE, Restore their funding to the budgeted funding of to its current level of \$ 500,000 pYr for Fiscal Years 2026 and 2027; thus keeping them fiscally healthy for the the near & distant future. Respectfully, Jim & David Lurie, owner-operators of the Plymouth Furniture Co Inc of Plymouth, NH."

Sincerely,  
Jim & Dave Lurie

Plymouth Furniture Co Inc  
151 Main Street  
Plymouth, NH 03264  
603-536-1625; [plyfur@roadrunner.com](mailto:plyfur@roadrunner.com)

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Popzup Popcorn

22 Canal ddddStreet, Suite 358

Somersworth, NH 03878

February 14, 2025

To Whom it Concerns,

My husband and I founded Popzup Popcorn in 2015, with our life experiences in marketing and in the natural food industry, along with a mortgage on our home. We were fortunate enough to have started in the 1 Washington Street Mill, in Dover, NH, just upstairs from the office of Warren Daniels, Seacoast Director for the NH SBDC. Warren has been a close advisor and mentor since we started our business. He assisted us in important areas where we were not experienced like banking and finance, and guidance on the endless issues that face our small business every day. I am being completely honest when I inform you that we would not be in business without Warren's help throughout the past 10 years. He helped us secure the funds we needed to grow and to help us solve problems. There is no question that we could not have gone this far without him. We started with nothing and today our sales are 1.8M and we employ 12 people providing them good livable wages with benefits. We project tremendous growth during the next few years and will need Warren's continued support and guidance.

I respectfully request restoration of SBDC's funding to our current level of funding which is a \$500,000 per year in Fiscal Years 2026 and 2027. Our goals during the next few years include tripling our sales, building our own facility, and doubling our employee's workforce right here in

New Hampshire. We need the continued support of Warren and his NH SBDC colleagues for us to obtain these goals.

A reduction in SBDC services will hurt us and all small businesses, as well as the business and services that we rely on. These include Rand Whitney corrugated out of Dover, NH where we purchase a full tractor trailer load of boxes each month, our local service technicians for our machinery, and even our local farmer who grows the 3000# of kernels we pop each month.

Thank you for taking time to hear my story and for considering my request.

Sincerely,

Julie Lapham

Popzup Popcorn

Founder & CEO

603-314-8314

978.502.1737 Cell

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Dear Governor Ayotte,

I hope this letter finds you well. I am writing to respectfully request the restoration of the New Hampshire Small Business Development Center's (NH SBDC) funding to its current level of \$500,000 per year for Fiscal Years 2026 and 2027.

We have been working with the NH SBDC for over 15 years, and their support has been invaluable to the success of hundreds of small businesses in our community and across the Seacoast region. NH SBDC staff have provided our businesses and this office with expert guidance through various programs and services, including cybersecurity review, LeAF, export accelerator, small business matchmaker, eCourses, and too many training courses to list here.

I am deeply concerned that cutting the SBDC's budget will result in the loss of experienced business advisors and directly impact the number of small businesses that can be served through direct advising. The NH SBDC plays a crucial role in supporting small businesses which predominate our economic landscape and any reduction in their services would be detrimental to the business community and the overall economy of Portsmouth.

The absence of the NH SBDC would be a significant blow to small businesses and our downtown area. The SBDC's services are essential for fostering entrepreneurship and supporting small business owners, who are the backbone of our local economy. The guidance and resources provided by the SBDC have been instrumental in our growth and success, and I cannot overstate the importance of their continued support.

In conclusion, I urge you to consider the vital role that the NH SBDC plays in our community and to restore their funding to the current level of \$500,000 per year for Fiscal Years 2026 and 2027. Your support will ensure that communities like Portsmouth have healthy small businesses which can continue to thrive and contribute to the prosperity of New Hampshire.

Thank you for your time and consideration.

Sincerely,  
Sean Clancy

Assistant City Manager for Economic and Community Development  
City of Portsmouth (NH)

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I would STRONGLY recommend keeping the NHSBDC fully funded. This organization has helped to plan my business and has shown me different options and resources available as I developed my business. It is fair to say that it would have taken me longer and cost me more in resources to get where I am today-- if I would have gotten there at all. In addition, I have been able to present and share what I have learned with the team there so they can spread that information to other businesses in New Hampshire. This is definitely an organization that contributes significantly to our state and to our business community.

Sincerely,

Joe Farrell  
President  
**Prospex, LLC**  
*Your Bridge to New Sales*

PO Box 161  
Hampton Falls, NH 03844

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Chandra Reber  
Former Executive Director  
NH Women's Business Center

Dear Governor Ayotte,

I am reaching out to you as the former Director of the NH Women's Business Center (WBC) under the Center for Women & Enterprise (CWE). I am writing to respectfully request that funding for the NH Small Business Development Center be restored to their current level of funding which is at \$500,000 per year for Fiscal Years 2026 and 2027. Regardless of any political affiliations, it is clear that we are in a time of uncertainty and unpredictability, and that extends to the world of small business. Small business owners are struggling with inflation, they are worried about the impact of tariffs on costs and supply chain, concerned about access to SBA-backed loans, and that is just the tip of the iceberg. Small businesses make up approximately 99% of all businesses in the state of NH and they need high quality support to weather circumstances beyond their control.

I stated that I am the former Director of the NH Women's Business Center...That is because I was laid off on February 7<sup>th</sup>, 2025, along with the only other NH-based staff for the WBC. It is now being managed out of Massachusetts, there are no longer any NH-based staff for the state's WBC. Additionally, CWE publicly announced that they will no longer provide 1:1 business advising for early stage businesses, and are eliminating a large percentage of trainings and courses for early stage businesses. Early stage businesses were the largest demographic that we served in this state prior to February 7<sup>th</sup> when I and the Program Manager were laid off. Additionally, the primary source of funding CWE anticipated using to build out adequate services for growth stage businesses is through the Small Business Administration, and those grant programs are now under review and Notices of Award have not been issued. CWE also laid off at least 6 other staff involved in providing services directly to clients, leaving the organization with a skeleton crew to support their clients, whether early or growth stage. This means there will be hundreds of small business owners no longer able to receive support through the WBC in NH and they will need to find support elsewhere – high quality support that is accessible especially for those who do not have financial means to pay a private business consultant.

Cutting the budget for NH SBDC at this time would mean financial uncertainty for the organization which usually means reductions in staff and services, and there is no guarantee in a state like NH where philanthropic dollars are extremely competitive that SBDC would be able to quickly fill the gap in their match requirement. This would leave potentially thousands of small business owners in the state without much needed support at a time of great uncertainty...Which would negatively impact the financial stability of the state economy.

When business owners are able to receive business planning support, especially resiliency and risk mitigation planning, the chance of their business surviving drastically increases. This means not only more revenue being generated in the state and more stability for NH families, it also means we remain competitive when trying to attract more businesses and skilled workers to the state because we will offer the goods, food, services and entertainment that people look for in communities to raise their families, and a thriving, stable economy also attracts larger employers.

Restoring funding for the NH SBDC at \$500, 000 per year will mean you will be supporting a strong NH economy. Thank you for your time and consideration of this matter.

Sincerely,

Chandra Reber

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Kim Willoughby

Founder

Riddlehaven Escape Rooms

Derry, NH

Dear Governor Ayotte,

I am writing to respectfully urge you to restore and maintain the New Hampshire Small Business Development Center's (NH SBDC) full funding at \$500,000 per year for Fiscal Years 2026 and 2027.

As an aspiring entrepreneur and the founder of Riddlehaven Escape Rooms, I can personally attest to the impact that NH SBDC's support has had on my journey toward establishing a thriving business in our state.

In February of 2024, I was introduced to my business advisor at the NH SBDC, Janie Wang. She provided exceptional one-on-one mentorship to help me develop a business plan for Riddlehaven. She was instrumental in helping me navigate financial planning and forecasting—something I struggled with as a creatively minded person with zero understanding of accounting.

Janie's blend of business expertise, practical advice, and genuine encouragement was what enabled me to write a business plan that won a \$5,000 grant from The Regional Economic Development Center's THRIVE Competition Series. That grant has allowed me to purchase the equipment I needed to start building the props for my escape room games. Janie's mentorship was the catalyst for a chain of opportunities that has helped me get my business off the ground. I have become an advocate for NH SBDC and for similar organizations such as SCORE, the Regional Economic Development Center, and the Center for Women and Enterprise because I feel extremely grateful to have had access to their high-quality, often free-of-cost classes, events, and support. I frequently share my positive experiences with other aspiring business owners,

letting them know that with these resources, they do not have to face the steep learning curve and challenges of entrepreneurship alone.

When Riddlehaven Escape Rooms opens its doors in Dover, NH, and becomes fully established, I plan to hire at least three part-time game hosts. I also intend to create an exciting and captivating entertainment experience that will draw visitors from neighboring towns—boosting foot traffic and revenue for other downtown Dover businesses. Job creation and a positive financial impact are examples of how investments in programs like NH SBDC yield measurable benefits for communities throughout our state.

A 57% budget cut to NH SBDC would severely curtail their available services, impacting not only budding ventures like mine but also the broader ecosystem of small businesses that form the backbone of New Hampshire's economy. Restoring the funding to its current level is a wise investment in the future prosperity of our state.

Thank you for your consideration,

Kim Willoughby  
Founder, Riddlehaven Escape Rooms

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**GREATER  
MANCHESTER  
CHAMBER**



February 11, 2025

Governor Kelly Ayotte  
Office of the Governor  
107 North Main Street  
Concord, NH 03301

Dear Governor|Ayotte,

I am writing on behalf of the Greater Manchester Chamber of Commerce to express our deep concern regarding the proposed 57% budget cut to the New Hampshire Small Business Development Center (NH SBDC) for the upcoming Fiscal Year 2026 and 2027. As a long-time partner with NH SBDC, we believe this significant reduction in funding will have a very detrimental impact on the small business community across the state, including in our region.

For over 40 years, NH SBDC has been a vital resource for small businesses, providing expert advice, critical training, and support to thousands of entrepreneurs. Our Chamber has seen first-hand how their services have enabled businesses to grow, create jobs, and become more competitive. Over my eight years with the Greater Manchester Chamber, I have collaborated with SBDC to offer diverse workshops, events and curriculums. I have seen the incredible care and servitude of SBDC employees Liz Gray, Julie Glosner, Andrea O'Brien and Loick Muyuka. Their work is effective, impactful and critical to the success of our business community. As a trusted resource, the SBDC has helped both start-ups and established businesses navigate challenges, grow sustainably, and contribute to the state's economy. Over 118,000 entrepreneurs have been served, and more than 2,340 new businesses have been launched with the support of SBDC's team. The demand for their services has never been higher, and reducing their funding will directly hinder their ability to meet the needs of small business owners and entrepreneurs in New Hampshire.

The proposed funding cut will reduce NH SBDC's annual budget from \$500,000 to \$215,000 - an alarming decrease that will inevitably lead to the loss of business advisors and a reduced capacity to serve clients. This will disproportionately affect small businesses, including those in our community, who rely on the SBDC for expert guidance in areas like cybersecurity, financial management, and marketing. These businesses are the backbone of our economy, and we cannot afford to lose access to the invaluable resources that SBDC provides.

54 Hanover Street  
Manchester, NH 03101  
p. (603) 792-4100

w. manchester-chamber.org



GREATER  
MANCHESTER  
CHAMBER



Not only does our Chamber have experience with SBDC as a partner, but also as a client. I received great benefit from SBDC's CFO program when I first assumed the Chamber CEO role and needed financial training. The advice and guidance I received was invaluable to our organization as we navigated a very transitional time. SBDC's advisors are experienced and diverse, allowing businesses to find top-notch advisement toward any challenge. From local retailers to manufacturers and service providers, our members depend on the support and expertise SBDC offers. Chambers can refer members with confidence that they will gain the specific help they need. Reducing their funding will result in fewer businesses served, diminished economic development, and fewer job opportunities for New Hampshire residents.

We urge you to consider the long-term impact that these cuts will have on our business community and economy. We respectfully ask that you take immediate action to restore NH SBDC's funding to its current level of \$500,000 per year for Fiscal Years 2026 and 2027. We believe this investment is critical to ensure that New Hampshire's small businesses, non-profits, and entrepreneurs continue to receive the support they need to thrive.

Thank you for your time and consideration. We look forward to working together to ensure that NH SBDC remains a strong and effective resource for New Hampshire's businesses.

Sincerely,

Heather McGrail  
President & CEO  
Greater Manchester Chamber

SEDC operates NH's largest business revolving loan fund with 50+ businesses in the portfolio and hundreds more served and referred to other funding sources. We are Northern NE's only SBA Community Advantage lender. SEDC has been in business for 27 years, serving Strafford County with some programs and the State with others. We co-operate daily with other regional development corps, banks, programs and investors. We have worked with Small Business Development Center for decades to assist our customers and potential customers to plan and carry out their enterprises. SBDC success feeds our success. Please restore their funding level to \$500,000. Cuts would lead to less ventures pursued and less success to those who do go forward. These advisors are not amateurs. One is a former C-level executive for one of our customers who experienced tremendous growth in an orderly manner. To us and hundreds of businesses coming up through the ranks, SBDC is the face of the State. No other department means as much or provides as much help as SBDC. Less advisors means less business development means less revenue for the State. Suggest making the cuts where there will be no impact on revenues as a result.

\*\*\*\*\*

Dennis McCann

**Executive Director** | **Strafford Economic Development Corporation**

100 Main Street | Suite 101 | Dover, NH 03820

p: 603-749-2211 ext.200 e: [dmccann@sedcnh.org](mailto:dmccann@sedcnh.org) Visit our [website!](#)

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Robin Simard

Owner

Rockin Robin Promotions

Manchester, NH

Hello, I understand the budget is being formed for NH. I want to support the SBDC organization as they were important in my transition to a small business owner. Their assistance and insight have been very instrumental in my continuing to work at my small business.

Thank you for your time and consideration,

Robin Simard

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Carol A Smith

CA Smith Business Solutions

Wolfeboro Falls, NH

Reference: SBDC of NH Funding for 2025 through 2027

It is with strong emphasis that I support the Small Business Development Center of NH. This organization serves as a vital source for small business owners who are the life blood of NH and this organization fosters tremendous pride in our independent and viable state.

My personal story starts when I was laid oU' from a non-profit organization in March 2013. Suddenly the opportunity presented itself, and I found myself at the Laconia NH Unemployment office. The NHES agent recognized my skills, and I was given the chance to file for the Pathways to Work program. My life-long dream was to begin my own business, and the door had just opened! Once approved, NH Unemployment suggested I work with the SBDC. I quickly met with SBDC representative, Kit McCormack, who visited the lakes region regularly. The guidance Kit gave me over my first year was immediately moving me in the right direction. Additionally, Kit told me that my skills could be an integral resource for the SBDC.

For more than 10 years I have been oU'ering bookkeeping solutions and guidance to business owners (new and seasoned) to keep good financial records and to know their business through actual, believable figures. Over these 12 years, I have helped over 200 clients and collaborated with 10+ SBDC representatives as well as taken part in programs that were oU'ered during COVID times to the clients at no cost (the FAME program).

Could it be possible to continue to maintain the vital funding that SBDC needs to continue their very important work of growing new and exciting businesses in New Hampshire? Thank you, Governor, for your attention to this important matter.

Sincerely,

Carol A Smith

Principal, CA Smith Business Solutions

Isabella Martin  
Stepping Stones Farm & Retreat Center  
Temple, NH 03084

February 12, 2025

Dear Governor Ayotte,

I am writing as a long-time New Hampshire resident, business founder and owner, as well as political supporter of you! This letter is in strong support of the NH Small Business Development Center. It has been my honor and privilege to work with three different SBDC Advisors over my last 50 years of successfully running several different businesses here on my family farm in Temple NH, gateway to the Monadnock Region.

Our farm has been in operation as a children's summer riding camp since 1972. My husband and I purchased the property from my parents in 1075. Since then, it has been an equestrian lesson program, a religious retreat center, a therapeutic horsemanship program and instructor training school. We have served many veterans and their families with Combat related PTS through Home Base in Boston, MA. Today, we run a boarding stable and are offering many retreat opportunities for both wellness training and leadership development. We also have many private farm stays for families and friends to relax and get away. Over the years, we have hired thousands of young people, as well as those with disabilities. We are committed to paying a living wage for all our employees. We are a gathering place for our local community, offering our space as a free meeting venue for many nonprofits.

The most recent advisors are Andrea O'Brien and Victor Horodincu who are both based in this region. They have been instrumental in restructuring our existing business practices in the following ways. They have helped us create a Business Plan, a Strategic Plan and helped with a Market Assessment in 2024. Armed with this information, they have most recently assisted me to find our way through a Succession Plan as I am in my mid-seventies. We look forward to participating in the LEAF Program and the Marketing Incubation Program through UNH.

This farm has too much value to the community as a gathering place for children, families, couples, men and women, as well as corporate leaders, to let it fall into disarray as I get older.

I cannot emphatically state how extremely knowledgeable they are and how valuable their services have been. It has truly made the difference of me giving up and just selling as quickly as I can. They provided the tools, the professional support and the confidence to restructure and to pivot as we move forward in this new era here at my business. They have given us new revenue streams, helped us to control our expenses and directed us to marketing resources beyond our wildest dreams. Best of all, they have provided me with personal support and confidence that fostered a growth mindset as a small business owner. I will be eternally grateful for their partnership and the help of SBDC.

Please reconsider the significant cut in funding that is being proposed for FY 2026-2027. Small businesses are the backbone of America. We must have robust founders, innovators and entrepreneurs if we are to keep our economy strong and continue to be the leaders of the Free World. Great ideas and the will to succeed start at the small business owners' feet. Please do not cut the valuable assets that the SBDC can bring to local economies so that we can keep our 'movers and shakers' pointed in the right direction that fosters success and vibrancy.

I would be happy to answer any questions or have someone follow up with more requests for information. I believe 100 percent in the SBDC and pray that it will be a strong force in our local and statewide communities.

Sincerely and respectfully submitted,

Isabella Martin, Founder and Owner  
Stepping Stones Farm & Retreat Center  
The Stables at Stepping Stones  
Wisdom Horse

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Steve Stottlar  
Owner / Operator  
Rock Paper Ditches  
Northwood, NH

Governor Ayotte,

I am writing to respectfully request restoration of SBDC's funding to the current level of funding which is at \$500,000 per year in Fiscal Years 2026 and 2027.

As a 2024 startup small business, SBDC has been instrumental in helping to get Rock Paper Ditches LLC pointed in the right direction and confidently off the ground. My adviser, Jean Nelson has supplied abundant resources, coaching and has connected me to two specialists who supplied their guidance. The online resources are plentiful and relevant as well. Without the help that the SBDC has given I am certain that Rock Paper Ditches LLC would not be positioned as well for 2025. We are expecting to grow by taking on another employee this year and to begin engagement with other contractors and businesses.

I look forward to continued support from the SBDC and hope you can see the value it offers to our state.

Thank you for your consideration.

Steve Stottlar, Owner, Rock Paper Ditches LLC.

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Dear Governor Ayotte,

I am writing to express deep concern regarding the proposed 57% reduction in funding for the New Hampshire Small Business Development Center (SBDC) in the upcoming state biennium budget. As the leader of Counseling Associates, a behavioral health organization that has significantly benefited from SBDC's support, I urge you to restore their funding to the previous level of \$500,000 per year for Fiscal Years 2026 and 2027.

Counseling Associates began as a two-person practice in New London and has expanded to a healthcare organization employing nearly 100 individuals across eight offices throughout New Hampshire. Our mission is to provide essential counseling and support to our neighbors, accepting all insurance plans to ensure accessibility. This growth and our ability to serve the community have been substantially bolstered by the guidance and resources provided by SBDC.

Over the years, SBDC and our advisors including our fabulous current advisor, Julie Glosner, have connected us with invaluable training opportunities, including the Goldman Sachs 10,000 Small Businesses program, and has offered critical financial and managerial guidance. Their assistance was particularly vital during the pandemic, helping us navigate

funding opportunities that were key to our survival. Due to the efforts of the SBDC, we recently have been awarded a grant for energy conservation/utilization to move our current offices toward more sustainable energy consumption. Additionally, SBDC has supported our recognition efforts, nominating us for several New Hampshire business leadership awards and the SBA Business Leader of the Year award in Washington, D.C.

The proposed funding cut, reducing SBDC's allocation from \$500,000 to \$215,000 annually, threatens the sustainability of services that have been instrumental not only to our success but also to that of numerous small businesses and non-profits across the state. Such a reduction would likely lead to a decrease in business advisors, directly impacting the number of small businesses served through direct advising.

New Hampshire's small businesses and non-profits are the backbone of our local communities. A reduction in SBDC services will hurt small businesses and our downtowns, hindering economic development and the well-being of our residents.

I respectfully request that you restore SBDC's funding to its previous level of \$500,000 per year in Fiscal Years 2026 and 2027. Ensuring the continued support of SBDC is vital for the prosperity of small businesses and the overall economic health of New Hampshire.

Thank you,

Susan Borchert

Susan Borchert, PhD

She/Her

Counseling Associates

New London: 35 Newport Road, New London, NH 03257

Claremont: 251 Elm St, Claremont, NH 03743

(603) 865-1321 xLOI

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Taylor Berrick, MS, LCMHC

Wellness Within, LLC

61 Route 27, Suite 10

Raymond, NH 03077

taylor@wellnesswithin-nh.com

978-226-8623

February 21, 2025

Dear Governor Ayotte,

I hope this message finds you well. I am writing to express my deep concern regarding the recent decision to cut the budget for the New Hampshire Small Business Development Center, a vital initiative that plays a crucial role in supporting small businesses like mine. As a local business owner, I have seen firsthand the positive impact this program has had on my ability to grow, thrive, and serve my community.

With the proposed budget reduction from \$500,000 per year to \$215,000 per year, I fear that many small businesses, including mine, may no longer be able to access the assistance needed to stay informed, competitive and sustainable in an increasingly difficult market. I am concerned that cutting SBDC's budget will result in letting go of business advisors and directly impact the number of small businesses served through direct advising. This loss of resources could lead to businesses struggling, job losses, and an overall decline in the vibrancy of our community.

I kindly urge you to reconsider the budget cuts to this program, as it has proven to be an essential lifeline for small businesses in New Hampshire. The SBDC is an important organization that has helped me tremendously as a LGBTQ+ women-owned small business that relies on this resource in order to make informed business decisions from someone with experience, especially regarding topics that are not taught in grad school, such as business matters relating to becoming a therapist.

Thank you for your time and attention to this matter. I sincerely hope that you will consider the broader impact these cuts will have on the small business sector and the local economy.

Sincerely,

Taylor Berrick

Founder & Owner

Wellness Within, LLC

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2/12/25

The Honorable Kelly Ayotte  
Office of the Governor  
State House  
107 North Main Street  
Concord, NH 03301

**Subject: Congratulations & Support for Restoring NH SBDC Funding in FY 2026-2027 Budget**

Dear Governor Ayotte,

First and foremost, congratulations on your election as Governor of New Hampshire!

I have been a strong supporter of your leadership and your commitment to strengthening our state's economy. I truly appreciate your dedication to ensuring that businesses, both large and small, have the resources they need to grow and thrive. I look forward to the positive impact your administration will have on our state.

I am reaching out today regarding an important issue that directly affects small businesses like mine: the proposed 57% reduction in the New Hampshire Small Business Development Center's (NH SBDC) state budget allocation. The recommended cut would significantly hinder NH SBDC's ability to provide critical support to New Hampshire businesses.

As President of TEKON-Technical Consultants, Inc., a Portsmouth-based company operating since 1968, I have seen firsthand the vital role NH SBDC plays in helping small businesses navigate challenges, access resources, and plan for sustainable growth. With a team of 20 employees, we provide specialized HVAC testing, inspection, and compliance services to healthcare, life sciences, and pharmaceutical facilities. Over the years, NH SBDC's expert advising and programs have provided invaluable guidance in financial planning and market expansion, helping us strengthen our business and contribute to New Hampshire's economy.

The proposed funding reduction would directly impact the number of small businesses that NH SBDC can assist, resulting in fewer advisors, fewer resources, and a weakened small business ecosystem. Small businesses are the backbone of our state's economy, and maintaining strong support systems like NH SBDC is essential for fostering growth, job creation, and economic stability.

I deeply appreciate your willingness to listen to the concerns of New Hampshire's business community, and I respectfully urge you to maintain NH SBDC's funding to its current level for Fiscal Years 2026 and 2027. I know that you value the entrepreneurial spirit that makes New Hampshire strong, and I am confident that under your leadership, we can continue to support the small businesses that drive our state forward.

Thank you for your time and for your dedication to New Hampshire's success. I would appreciate a written response to this request, and I would welcome the opportunity to discuss it further.

Sincerely,



David Reed, President  
Tekon-Technical Consultants, Inc.

Cc:  
[NH State Senator, Rebecca Perkins Kwolka](#)  
[NH State Representative, Buzz Scherr](#)  
[NH House Finance Committee Chair Representative Kenneth Weyder](#)

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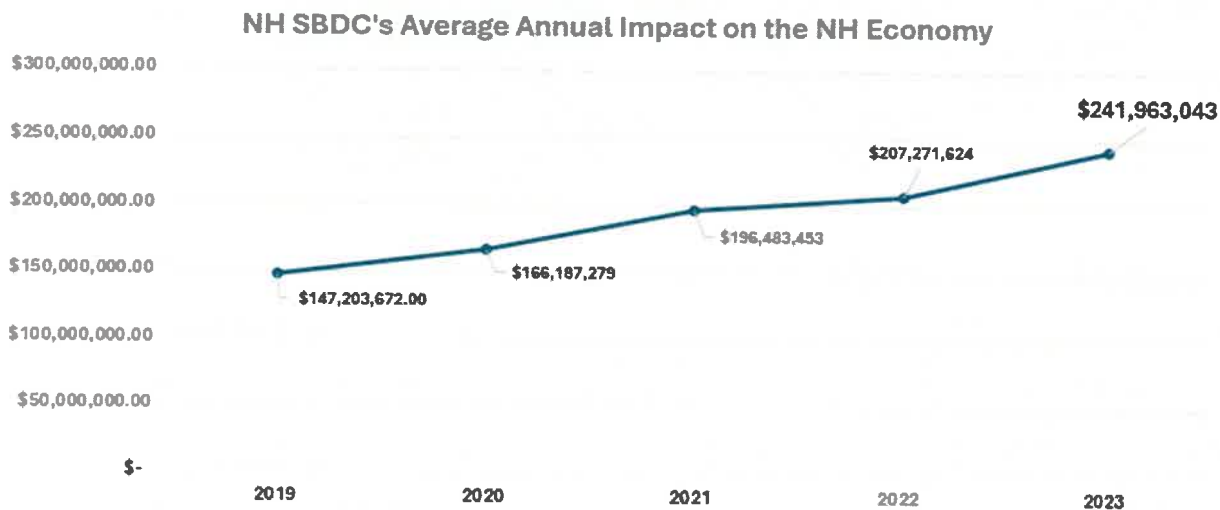
Tim Dining  
COO  
Admix  
Londonderry, NH

February 12, 2025

Dear Governor Ayotte,

I am writing to advocate for funding for the NH SBDC in the FY 26-27 budget cycle.

NH SBDC does critical work supporting small businesses, non-profits, and economic development partners across New Hampshire resulting in a tremendous positive impact on the NH economy. The Center's total annual economic impact on the NH economy, as calculated (below) by a UNH economist, for 2023 was nearly \$242 million. The 2024 impact is not yet available.



I am deeply concerned by the Department of Business and Economic Affairs' recommendation to cut SBDC's State budget allocation by 57%. The proposed cut will reduce SBDC's funding from \$500,000/year to \$215,000/year in the upcoming state biennium. Due to required matching from NH, this would disproportionately reduce the organization's funding from the SBA and result in a significant reduction in the number of counselors that provide free business consulting to so many NH small businesses.

I respectfully request restoration of SBDC's funding to the current level which is \$500,000 per year in Fiscal Years 2026 and 2027

I look forward to sharing more background on my passion for the NH SBDC during our up-coming meeting on March 7, but I wanted to offer this compelling information beforehand.

Best Regards,

Tim Dining

COO

Admix

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14 Manning Street – 3<sup>rd</sup> Floor – Derry, NH 03038  
Derry Municipal Center - 603-845-5407  
[Economicdevelopment@derrynh.org](mailto:Economicdevelopment@derrynh.org)  
[www.derrynh.org](http://www.derrynh.org)



February 6, 2025

The Honorable Kelly Ayotte  
Governor of New Hampshire  
107 North Main Street  
Concord, NH 03301

Dear Governor Ayotte,

I'm writing on behalf of the NH Small Business Development Center with a request that you support the restoration of the organization's funding to a minimum of \$500,000 per year for fiscal years 2026 and 2027.

In the seven years that I've had the pleasure of partnering with the SBDC, through a myriad of programs and events, I've found them to be an invaluable asset to the small business community in Derry. I've referred dozens of start-ups and small businesses to their counselors – local businesses that have not only been able to survive, but thrive, with the help of their many training opportunities, interventions

and support. The town has even created a resource center for the SBDC to have a quiet space to meet with local clients – which is a frequent occurrence.

The SBDC has made a huge impact here in Derry! They ensured our businesses weathered the COVID storm, keeping most of them afloat with wraparound services. As we got beyond the worst of COVID, the SBDC worked on resiliency plans to make sure businesses could emerge with a blueprint to keep going. I am always impressed with their expertise and cannot imagine a business environment without them. Derry's business, and economy, depends on the SBDC advisors that serve our community.

Again, please ensure that NH SBDC receives the money that they need to keep Derry, and New Hampshire, a strong small business environment for many years to come.

Thank you,

Beverly Donovan  
Economic Development Director  
Town of Derry  
14 Manning Street, 3rd Floor  
Derry, NH 03038  
[beverlydonovan@derrynh.org](mailto:beverlydonovan@derrynh.org)  
[www.derrynh.org](http://www.derrynh.org)  
O - (603) 845-5407 | M – (603) 235-0857

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John Stevens  
CEO  
Visible Assets Inc  
Stratham, NH

Dear Governor Ayotte,

I am writing to express my strong support for the New Hampshire Small Business Development Center (SBDC) and to respectfully request the restoration of SBDC's funding to its current level of \$500,000 per year for Fiscal Years 2026 and 2027. The SBDC has played an instrumental role in the success of my business/organization and continues to be a critical resource for small businesses across the state. They have helped increase our revenues directly.

Visible Assets has been serving the US government for 20 years. We currently employ 25 individuals and are committed to providing quality wireless sensors to our defense. As a small business, navigating today's economic challenges is difficult, and the guidance we've received from the SBDC has been invaluable.

I have been working with the NH SBDC for 2 years and have benefited from their expert business advising and support. Specifically, has provided LeAF program, export accelerator, small business matchmaker, eCourses, or other SBDC services, which have helped me improve operations, expand, and navigate financial challenges. Without SBDC's

guidance, my ability to sustain and grow my business would have been severely limited.

I am deeply concerned that cutting SBDC's budget will result in a loss of business advisors, reducing the number of small businesses that receive critical guidance. This reduction will have a direct impact on NH's economy, as small businesses are the backbone of our state's economic growth and job creation. A decrease in SBDC services will harm entrepreneurs, weaken our downtown business districts, and limit opportunities for new business development.

The NH SBDC has been a trusted partner to small businesses for over 40 years, providing essential advising, training, and resources. Losing or diminishing these services would have serious consequences for NH's economy. I urge you to restore funding to the SBDC at its current level so that small businesses like mine—and many others across the state—can continue to thrive.

I kindly request a written response regarding your position on this matter. Thank you for your time and for your continued support of New Hampshire's small business community.

Sincerely

John K. Stevens, CEO of Visible Assets, Inc. [john@rube.com](mailto:john@rube.com)

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Rachel Wallach Meltzer

Owner

Wallach & Wallach

Hancock, NH

Dear Governor Ayotte,

I am writing to request restoration of New Hampshire's Small Business Development Center's funding to the current level of funding which is \$500,000 per year in Fiscal Years 2026 and 2027. The SBDC has been, and continues to be, an invaluable resource as I grow my small business.

I formed Wallach & Wallach last year to provide accounting, tax, and payroll services to small businesses and nonprofit organizations in New Hampshire, and opened my doors on January 2, 2024. We are located in Hancock, NH. The demand for these services is so great that I have already hired two part time assistants. I am contemplating hiring a third part-time employee and will most likely have the revenue to do so in Q3 2025.

My business advisor Julie Glosner has been so much more than a supportive ear. I could not have built my business so quickly without the assistance of Julie and the SBDC, which provided a CPA to help me structure my business, helped me develop a marketing plan and determine my rates, and walked me through registering as a New Hampshire employer. Julie has worked with me on ways to increase my client bases while continuing to provide the highest quality services to my clients. In addition, through the SBDC's network of outstanding small business owners in the state, I have found an HR consultant, a tech support consultant, and a project management consultant that I have been able to refer to my clients for services we at Wallach & Wallach cannot provide. Further, the SBDC has pointed me to excellent training opportunities that have allowed me to upskill my employees and myself.

I am deeply concerned that cutting SBDC's budget will force them to let go of business advisors and directly impact the number of small businesses served through direct advising. They help so many small businesses that offer needed services in this state, including accounting and bookkeeping, health services providers, tradespeople such as plumbers and electricians, and other needed services.

If you are supportive of New Hampshire businesses and entrepreneurs, please continue to support the SBDC.

Respectfully,

Rachel Meltzer Wallach

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Dear Governor Ayotte,

My husband and I have been working with the NH Small Business Development Center for over 20 years. When I heard that you may be cutting their funding I wanted to jump in and help. I respectfully request restoration of SBDC's funding to our current level of funding which is a \$500,000 per year in Fiscal Years 2026 and 2027.

The SBDC has been a lifeline for our business as we've grown. Like many small businesses, my husband started Greg West Photography, located in Somersworth, NH, due to his passion for the work he does. He certainly had no experience running a business. Enter SBDC. They have helped guide us with finance, marketing, sales support and more. We have told so many similarly situated small businesses about the SBDC and they have helped those companies grow, which as you know helps the NH economy grow.

Prior to joining my husband's business I had my own HR outsourcing business for 17 years. I reached out to the SBDC when I started my business in 2003. I grew that business and added 8 employees through the years due to our success, much of which I attribute to the SBDC's guidance and support. I tried using SCORE but the counselors there just didn't understand what "outsourced HR" meant.

When a business is just starting they cannot afford to hire a business advisor so the support the SBDC provides is invaluable. The business advisors are a talented group with varied backgrounds in a number of specialties and most have owned their own businesses so they "get it." We work with both Ed Miles and Amy Sterndale on occasion when we need marketing support. Through the years we've taken many of the online courses they offer. A year or so ago, the SBDC made us aware of a grant that allowed us to access a marketing professional outside of the SBDC for up to 8 hours at no charge. I never would have heard about this grant had I not been working with the SBDC. We were able to update our website tremendously. They also notified us of the UNH program matching businesses with marketing grads. That too was a very positive experience.

The void that would be left if the SBDC no longer existed would be devastating to the NH economy. Further if funding is slashed the reduction in services will negatively impact small business and our downtowns/NH economy. Please continue to support small business in NH by continuing the level of funding requested for the SBDC.

With respect,  
Delise West

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Dear Honorable Governor Kelly Ayotte,

The Wolfeboro Area Chamber of Commerce is concerned about a possible reduction in funding of NH Small Business Development Center (NH SBDC). New Hampshire businesses have benefited from the services NH SBDC provides and has for more than forty years.

We respectfully request renewal of SBDC's funding to its current level which is a \$500,000 per year in Fiscal Years 2026 and 2027.

The Wolfeboro Area Chamber of Commerce as an organization has benefited from NH SBDC. Examples in recent years include multiple business advisors presenting at our seminars on topics extremely valuable and not otherwise readily available to local businesses and non-profit organizations.

Over many, many years individual members of our Chamber of Commerce have shared with us the assistance provided to them by NH SBDC when starting a business or purchasing a business. Describing the SBDC as “an amazing resource” and “big asset to the community”.

We are concerned about the loss of services for New Hampshire businesses and the potential negative impact on communities should NH SBDC’s budget be cut.

Please reinstate the level funding of NH SBDC.

Sincerely,

Board of Directors, Wolfeboro Area Chamber of Commerce  
by Mary DeVries, Executive Director  
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Mary DeVries | Executive Director  
Wolfeboro Area Chamber of Commerce  
The Jewel of Lake Winnepesaukee™  
603 569-2200  
[www.wolfeborochamber.com](http://www.wolfeborochamber.com)

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Katherine Feliciano  
Owner  
Zug Services  
Raymond, NH

Dear Governor Ayotte,

I hope this message finds you well. I am writing to express my concern about the funding cut to SBDC. This state funded organization has been incredibly helpful and supportive in the start-up of my economically-disadvantaged women-owned small business. My business employs a handful of people in small government contracts. I am worried for the sustainment of the small businesses of NH with such a funding cut. Should the SBDC be disbanded in anyway, the small businesses would not be able to thrive and provide NH with such a diverse and wholistic array of businesses and economical growth. It would be a great loss to our state if the funding cut proceeded and led to a loss of small businesses and their unique owners.

The advisors are collectively a fount of information and have been there for my organization and me every step of the way. I have been working closely with Jean Nelson at the SBDC for a year now and their advice is invaluable and I would not have been able to

succeed to where I am now without them. Please do not cut any advisor positions, as there are not many to begin with and they are a talented group who are truly needed. I respectfully request the restoration of SBDC's funding to our current level of funding which is a \$500,000 per year in Fiscal Years 2026 and 2027.

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