



Business and Industry Association
New Hampshire's Statewide Chamber of Commerce

FOR IMMEDIATE RELEASE

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Strategies for securing financing and doing business with the state focus of small business event

BIA's 7th Annual Small Business Day at the State House slated for Jan. 31.

CONCORD, N.H. – Jan. 4, 2012 – Strategies for securing business financing, tips for how to do business with the state, a look at this year's top policy issues from the state's top legislators and more will be the focus of the Business and Industry Association's 7th Annual Small Business Day at the State House event to be held Jan. 31 at the Holiday Inn, Concord from 7:30 to 11:30 a.m.

The annual small business event, held in partnership with the New Hampshire Small Business Development Center (NH SBDC), New Hampshire Division of Economic Development, and local and regional chambers of commerce, is meant to engage small business owners and managers in public policy discussion and debate, as well as provide them with practical and relevant information to help manage and grow their business. Small Business Day is sponsored by Public Service of New Hampshire, Bank of America and media sponsor *New Hampshire Business Review*.

Small Business Day at the State House will begin with a panel discussion with some of the state's top elected leaders: Senate Majority Leader Jeb Bradley, Senate Democratic Leader Sylvia Larsen and House Minority Leader Terie Norelli (expected). The state leadership panel will focus specifically on top small business issues of 2012 and how state elected leaders will resolve them.

Two presentations will follow the legislative panel. First, New Hampshire Department of Administrative Services Commissioner Linda Hodgdon will explain the ins and outs of doing business with the state. Small business owners interested in supplying the state with everything it needs to function, from pencils and pens to computers and calculators, will learn how to engage in this process.

Next, New Hampshire Department of Employment Security Commissioner Tara Reardon will discuss the recently enacted NH Working programs and how they can help small businesses find the right job applicants. She will also provide an overview of the Economic and Labor Market Information Bureau (ELMI), the type of information available through ELMI and how small businesses might use it to their advantage.

Following a short break, a representative from the New Hampshire Division of Economic Development will moderate a panel discussion called “Strategies for Financing Your Business.” Small business owners who feel like securing capital can sometimes be an uphill battle will hear from a panel of commercial lenders and representatives of alternative lending programs about financing options that may be open to them and help their business meet its growth objectives.

Gov. John Lynch has been invited to make closing remarks.

Participating chambers of commerce include the Exeter Area, Greater Peterborough, Hampton Area, Hanover Area, Lakes Region, Merrimack, Mount Washington Valley, Northern Gateway Regional, Plymouth Regional, Waterville Valley Region and Wolfeboro Area chambers of commerce.

The cost to attend Small Business Day at the State House is \$15 per person and includes continental breakfast. To register, visit nhbia.org, Events or call 603-224-5388 x116.

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About the BIA: The Business and Industry Association is New Hampshire’s statewide chamber of commerce and leading business advocate. The BIA represents more than 400 members in a variety of industries, including advanced manufacturing, high technology, professional services, financial services, health care, hospitality and tourism, public utilities, higher education and

insurance. Member firms employ 86,000 people throughout the state and contribute \$4.5 billion annually to the state's economy. Through advocacy with state legislators and regulators, the BIA works to promote a healthy business climate and robust economic future for New Hampshire.

The BIA's 2012 public policy priorities include: preserving the New Hampshire Advantage through support of fiscally conservative state budgets with a business-friendly regulatory and tax structure; supporting business tax policies that foster economic growth; supporting infrastructure development; supporting efforts to increase the availability and affordability of housing for working people; supporting pro-business labor rules and regulations that consider the rights and responsibilities of workers and management; supporting efforts that enhance outcomes and reduce/slow the growth of total healthcare costs for employers and the state; supporting efforts to develop New Hampshire's future workforce; working towards mitigating the long- and short-term costs of energy; supporting efforts to reform the state's telecommunications regulations to ensure fairness and equal competition among all service providers; and supporting environmental policies, legislation and administrative rules that balance economic development with the long-term viability of the state's natural resources. For more information about the BIA, visit <http://www.nhbia.org>.