



● VIBRANT COMMUNITIES

● STRONGER BUSINESSES

● MORE JOBS

# NCIG

*Strengthening businesses, communities, and employment opportunities  
across Northern New Hampshire and Northeastern Vermont.*

**ANNUAL REPORT 2017**

# NCIC STAFF

- Mark Butterfield
- Barb Candar
- Cathy Conway
- Michelle Farmer
- Jon Freeman
- Sandy Lowell
- Aimee Quimby
- Katelyn Robinson
- Robin Vinton
- Mike Welch
- Katelyn White

## A Note from Our President & Board Chairman

### Dear Friends -

We would like to take this opportunity to thank the many employers and communities we work with, the funders who support us, the partners that work with us, the staff and board who make it all possible and our many members who love this region and seek to improve the opportunities for their neighbors.

This has been a year with many exciting developments across many sectors and across the region. Our purpose of strengthening employment is the basis for all of the work NCIC takes on. We look forward to the opportunities before us.

*Jon Freeman*  
President

*Nathan Houghton*  
Chairman

## BOARD OF DIRECTORS

- Nathan Houghton, Chair
- Andrew Peloquin, Vice Chair
- Louise Calderwood
- Kenneth Hammer
- Dennis Hiller
- Richard Isabelle
- Pamela LaFlamme
- John McClaughry
- Gregory Noyes
- Sally Pratt
- John Schiffman
- Roena Whitehill

# WE FOCUS ON EMPLOYMENT



# OPPORTUNITIES

967 Jobs Supported by NCIC's Project Financing

2,813 Jobs Supported by NCIC's Lending

1,300 Jobs Supported by NCIC's Northern

Manufacturing Leadership Group

10,880 Jobs Supported by NCIC's Travel & Tourism

Programs

700 Jobs Supported by NCIC's Community Services

329 Jobs Supported by NCIC's Technical Services

# TIMELINE OF A PARTNERSHIP



2012

2013

St. Johnsbury, VT -  
NCIC assists NSA in  
exploring financing  
solutions. Houses 157  
employees.

St. Johnsbury, VT -  
NCIC partnered with NSA  
in a solution to acquire  
83,000 sq. ft. facility.  
Houses 72 employees.



2014



100 CNC machines  
relocated to the new facility.

NSA is a significant employer in the Northeast Kingdom of VT and the North Country of NH who continues to experience strong growth. Today they employ 300.

Their daily volumetric statistics are impressive: 27 tons of metal, 1,900 work orders and 50,000 parts shipped.

We look forward to continuing to help them and provide decades of support to many more.

NCIC introduces NSA engineering firm seeing a contract manufacturer to produce thousands of units per year. Agreements achieved in early 2017. Apx. 15 new jobs anticipated.

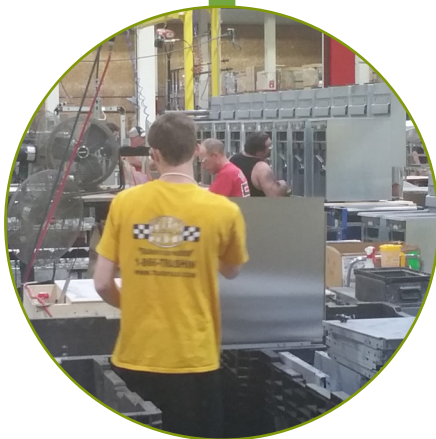


St. Johnsbury, VT - NCIC partnered with NSA in a solution to acquire 40,000 sq. ft. facility. To house 40 plus new employees.

2016

2017

2017



Groveton, NH - NCIC introduces regional potentials for expansion. NSA selects an 87,000 sq. ft. facility. Houses 71 new employees.



# PROJECT FINANCING

*“It just would not have been possible without NCIC,”*  
Roxie A. Severance, Chief Executive Officer, The Morrison

NCIC was The Morrison’s partner that stayed with them, explored financing options, made introductions, coordinated visits, evaluated the potentials and assisted management to prepare presentations for board approval. The solution was extraordinary. NCIC then continued to guide management in developing the application, overcoming obstacles and achieving financing.



# LENDING

*“NCIC provided our growing business with creative credit facility to take care of our annual capital expenditure needs,”* Andy Kehler, Cellars at Jasper Hill

“NCIC has participated in the financing of The Cellars at Jasper Hill from the beginning. Initial funds were utilized for construction. In recent years, NCIC has provided a Capital Equipment Line of Credit to provide a flexible lending component for equipment purchases across time schedules appropriate to support their growth opportunities. Job growth continues to be a positive outcome.”

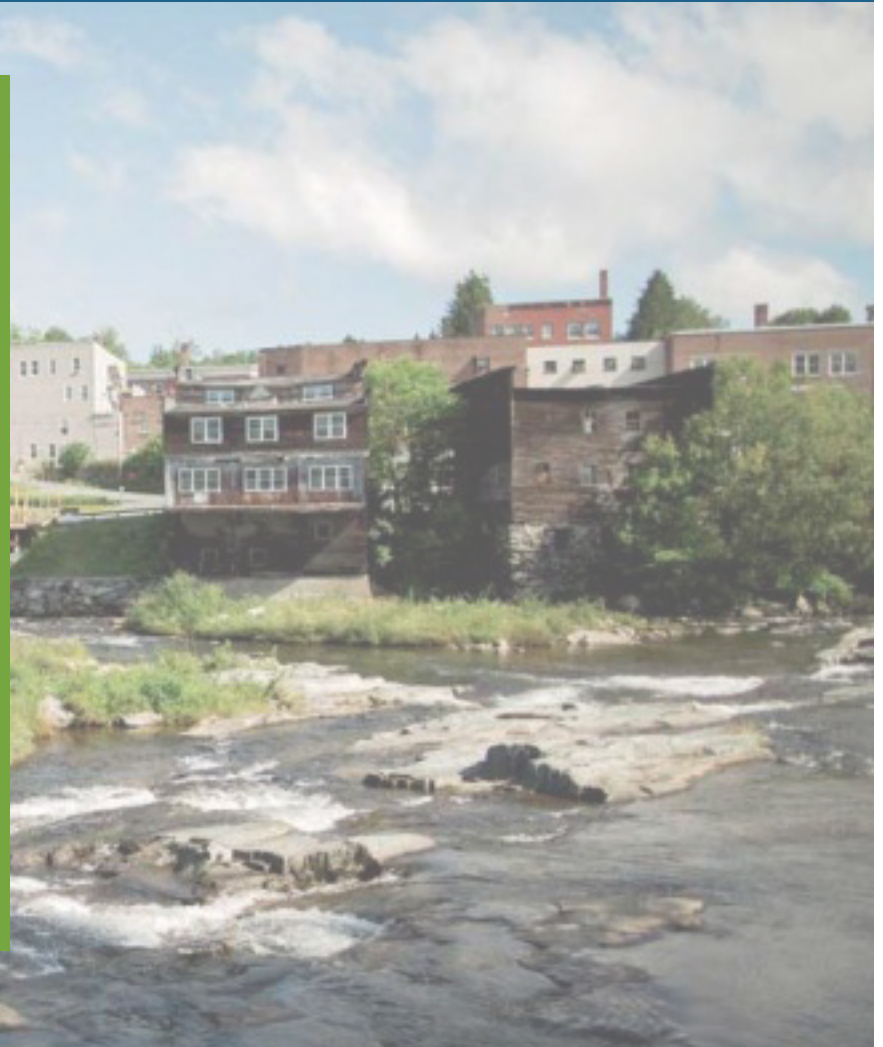


# ECONOMIC DEVELOPMENT

*“NCIC has been instrumental in securing funding for the Town of Littleton,”*  
~ John Hennessey, Littleton River District Commission Chair

## **Littleton River District Project**

NCIC was successful in securing over \$2 million for infrastructure improvements to enhance the area between Main Street and the Ammonoosuc River and make it a vibrant community asset once again. We continue to manage the grants and projects for the Town in order to help them bring the projects to successful completion.





# TESTIMONIALS

*“NCIC has been very effective for Capone throughout the entire process,”*  
~ Stephen Capone, President, Capone Iron Corporation

*“Northern Communities Investment Corporation’s technical assistance grant has been invaluable to the realization of our next stage of growth. We are using the funds to retain a qualified, experienced agricultural production architect who is designing a major overhaul of our farmstead creamery,”* ~ Katt Tolman, Sweet Rowan Farm

*“NCIC and New Hampshire Grand has given our small family owned and operated business resources that would have been economically unavailable to us. Being put together, in marketing campaigns, with our areas large and influential businesses is exposure we would never have experienced.”* ~ Kellyanne Yelle, Potato Barn Antiques

*In partnering with NH Grand, Littleton Area Chamber of Commerce is exposing our members’ events and sales to over six times as many e-news subscribers and 75,000 web visitors. Effective marketing will increase the number of visitors to the area and promote member businesses and our regional tourism economy,”*  
~ Jessica Bunker, LACC Executive Director

*“NCIC partnered with our primary bank to put together a creative equipment financing package to simultaneously improve productivity and preserve our cash reserves!”*  
~ Marc Tivoly, Tivoly Inc. President

NCIC Business Solutions		Business Stage			NCIC Community Solutions	
		<u>Developing Potential</u> (those not yet earning livable wages for owners)	<u>Steady &amp; Growing</u>	<u>Large Growth</u>		
Expertise	<u>Financial Management Coaching</u> - geared toward strengthening the owner's capacity to develop accurate financial statements and to utilize them in decision-making	✓			Capital	<u>Financial Structuring</u> - defining the means to structure the financial capacity to fund projects.
	<u>Cost Sharing Professional Services</u> - assisting the business' investments in developing the skill sets and tools needed to advance the business.	✓				<u>Grant Writing</u> - assist community through completing and submitting applications.
Capital	<u>Commercial Loan</u> - From \$35,000 to \$500,000, NCIC loans work in conjunction with bank financing to support business activity and growth.		✓			<u>Grant Management</u> - ensure the use of funds is consistent with the grant requirements and provide communications and reports to funders.
	<u>Loans for Growth</u> - "The 95 Partnership" - Designed to assist preserve cash liquidity in growing business performance.			✓	Expertise	<u>Project Management</u> - initiate, plan, execute and oversee project through completion.
	<u>Large Project Financial Packaging</u> - Delivering affordable solutions for multi-million dollar investments.			✓		

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