



The Small Business Technical Assistance Program (Line Item 7002-0040)

FY15 Appropriation: \$2 million

FY16 Appropriation: \$2 million

FY17 Governor's Budget: \$2 million

FY17 MACDC request: \$2.5 million

Small Businesses are critical to local economies, but they need help to succeed

Small businesses play a critical role in our state's economy, in particular in low-wealth communities, small towns, immigrant neighborhoods and communities of color. According to the US Small Business Administration, firms with fewer than 20 employees account for over 500,000 jobs in Massachusetts and self-employment has grown over 14% in the past decade. These businesses play a vital role in the life of a neighborhood or small town, offering services, products, and jobs to area residents, while creating the vibrant business districts and downtowns that are essential to our local communities.

Yet, starting, growing and sustaining a successful small business is not easy. While many entrepreneurs have the talent, passion and commitment, they lack the business education, networks, and capital needed to succeed over the long-term. These firms also struggle with business planning, permitting, financial management, and access to markets. This can be especially true for immigrants, people of color, rural business owners and entrepreneurs working in low-wealth communities.

The Small Business Technical Assistance Program is getting results

In 2006, the Legislature created the Small Business Technical Assistance Program to address these challenges. In FY 2015, the program achieved a tremendous return on investment by helping 1,486 business clients (40% more than prior year) achieve the following outcomes:

- 287 new businesses were created;
- 453 businesses saw an increase in sales and/or employment;
- 348 businesses were stabilized;
- 701 new jobs were created and 1,473 jobs were preserved;
- 87% of business clients were from an underserved target demographic (women, minorities, immigrants, low/moderate-income community, low/moderate-income business owner, unemployed, or a veteran);
- 331 businesses received financing for a total of \$32,503,124; a leverage ratio of \$16.25 per \$1 of state funding and a 98% increase over FY 2014.

The program achieves these extraordinary results by using a highly competitive process to select the *highest performing* organizations (see back) across the state, all of whom are using the state funds to leverage other resources from local, federal and private sources.

Fund the Small Business Technical Assistance Program at \$2.5 million in FY 2017

For the past four years, the Massachusetts Growth Capital Corporation (MGCC) has done an excellent job administering a fair, transparent and competitive process for allocating funding to community based organizations. MGCC also provides rigorous oversight, data collection and professional training to the grantees. Given the success of the program, we respectfully request that the Legislature fund this program at \$2.5 million to support entrepreneurship in the state, to assist businesses to startup, stabilize and grow, and to extend the geographic coverage of SBTa to communities where there have been insufficient investment of programs and resources to enable local economic development.

For more information, contact David Bryant at davidb@macdc.org or 617-379-5927

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Small Business Assistance Grant Awardees FY2016

Accion, Boston, MA www.accionusa.org
Artemorphus, Boston, MA www.artmorphus.org
Blackstone Valley Chamber of Commerce Whitinsville, MA www.blackstonevalley.org
Carrot Project Boston, MA www.thecarrotproject.org
Center for Women and Enterprise, Boston, MA www.cweonline.org
Coastal Community Capital, Centerville, MA www.coastalcommunitycapital.org
Commonwealth Kitchen/Crop Circle Kitchen, Dorchester, MA www.commonwealthkitchen.org/cropcircle-kitchen
Community Development Partnership Eastham, MA www.capecdp.org
Community Economic Development Center of Southeastern MA, New Bedford, MA www.cedc-sm.org
Community Teamwork, Inc. Merrimack Valley Small Business Center, Lowell, MA www.lowellsmallbusiness.org
Cooperative Fund of New England, Watertown, MA www.cooperativefund.org
Dorchester Bay EDC, Dorchester, MA www.dbedc.org
E For all, Lowell, MA www.eforeall.org
Enterprise Center at Salem State, Salem, MA www.enterprisectr.org
Franklin County Community Development Corp.
Hilltown CDC, Valley CDC, Greenfield, MA
www.fccdc.org
www.hilltowncdc.org
www.valleycdc.com
Greater Holyoke Chamber of Commerce, Holyoke, MA www.holycham.com
Interise, Boston, MA www.interise.org
International Institute of New England, Boston, MA www.iine.us
Jamaica Plain Neighborhood Corp., Jamaica Plain, MA www.jpndc.org
Local Initiatives Support Corp. (LISC), Boston, MA www.bostonlisc.org
Massachusetts Museum of Contemporary Art (Mass MoCa) North Adams, MA www.massmoca.org
Mill Cities Community Investment (Lowell Community Loan Fund), Lowell, MA www.mvcdfi.org
New Bedford Economic Development Council New Bedford, MA www.nbedc.org
North Central Mass Development Corp., Fitchburg, MA www.northcentralmass.com
Nuestras Raices, Holyoke, MA www.nuestras-raices.org
NewVue Communities (formally Twin Cities CDC), Fitchburg, MA <http://newvuecommunities.org/>
Pittsfield Economic Revitalization Corp. Pittsfield, MA www.percloans.com
Quaboag Valley Community Development Corp., Ware, MA www.qvcdc.com
Quincy 2000, Quincy, MA www.quincy2000.org
South Middlesex Opportunity Council (SMOC), Worcester, MA www.smoc.org