

# INCREASE SUPPORT FOR SMALL BUSINESS TECHNICAL ASSISTANCE PROGRAM

FY16 Appropriation: \$2 million | FY17 Appropriation: \$1 million | FY18 Appropriation: \$750,000

## FY19 MACDC request: \$2 million

### What is the Small Business Technical Assistance (SBTA) Program?

Established in FY07, the Small Business Technical Assistance (SBTA) program works with small businesses:

- ❖ To support entrepreneurship across the Commonwealth;
- ❖ To assist businesses starting up, stabilizing and growing;
- ❖ To extend coverage of SBTA to communities with insufficient small business programs and resources;
- ❖ To enable local economic development.

### SBTA Provides Essential Services to Entrepreneurs and Businesses across Massachusetts

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

Small businesses play a critical role in our state's economy, especially in low-wealth communities, small towns, immigrant neighborhoods and communities of color. They are vital to 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.

### The Small Business Technical Assistance Program Gets Results

In FY 2016, the last year when SBTA was fully funded at \$2 million, the program achieved the following:

- ❖ **1,056 new jobs were created;**
- ❖ **1,594 jobs were preserved;**
- ❖ **367 businesses received \$29,970,094 in financing, a leverage rate of 15:1;**
- ❖ 74% of businesses supported achieved a positive outcome: opened, grew, or stabilized;
- ❖ Technical assistance and training from grantee SBTA providers to 1,891 business clients;
- ❖ Grants to 32 nonprofit organizations across the state, ranging from \$10,000 to \$120,000;
- ❖ Mini-Grants for Professional Services to 65 small businesses to help them in such areas as accounting, legal services, marketing, and technology.

### Fund the Small Business Technical Assistance Program at least \$2 million in FY 2019 (Line Item 7002-0040)

Unfortunately, as the Legislature was developing its budget last year, the SBTA program fell victim to the untimely revenue shortfall. Funding for the program was cut in half. Compared to years past, far fewer businesses are being served this year. **This is resulting in less support for new businesses and job creation across the Commonwealth.** Given the success of the program, MACDC respectively requests funding for the Small Business Technical Assistance (SBTA) program (line item 7002-0040) at least \$2 million in FY 2019.

**For more information, contact David Bryant at [davidb@macdc.org](mailto:davidb@macdc.org) or 617-379-5927**



## Small Business Assistance Grant Awardees FY2016 and FY2017

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