

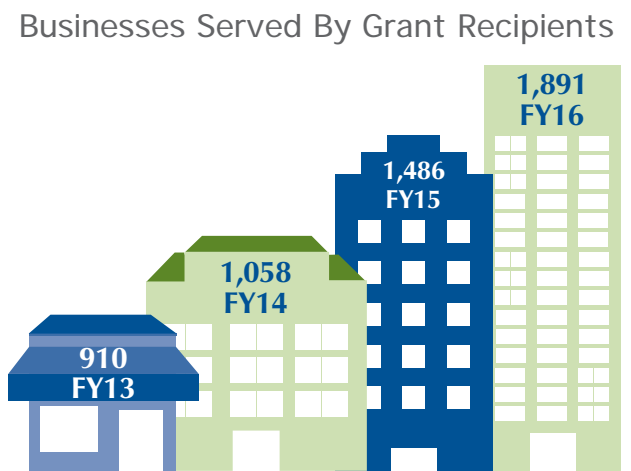
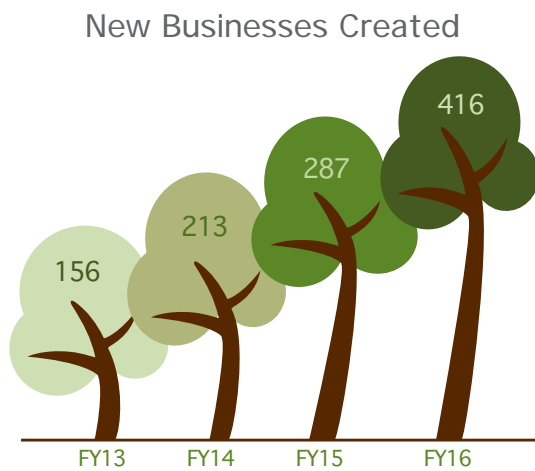
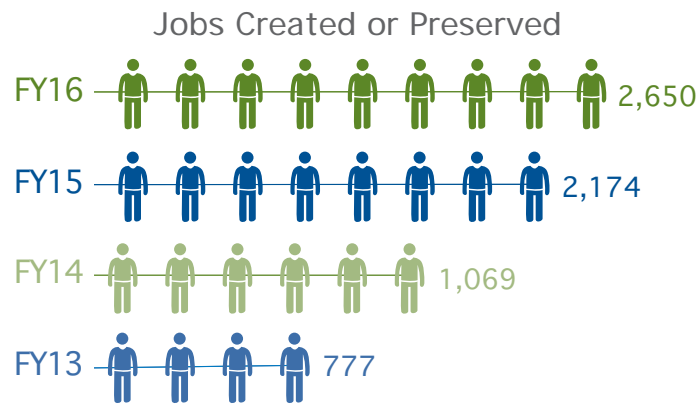
FISCAL YEAR 2017



SMALL BUSINESS TECHNICAL ASSISTANCE GRANT PROGRAM

SUMMARY OF OUTCOMES

The charts detail the reach and impact of the Small Business Technical Assistance Grants between FY13 and FY16. Data for FY17 will be available after the end of the fiscal year.



SUPPORTING SMALL BUSINESS GROWTH & EMPLOYMENT

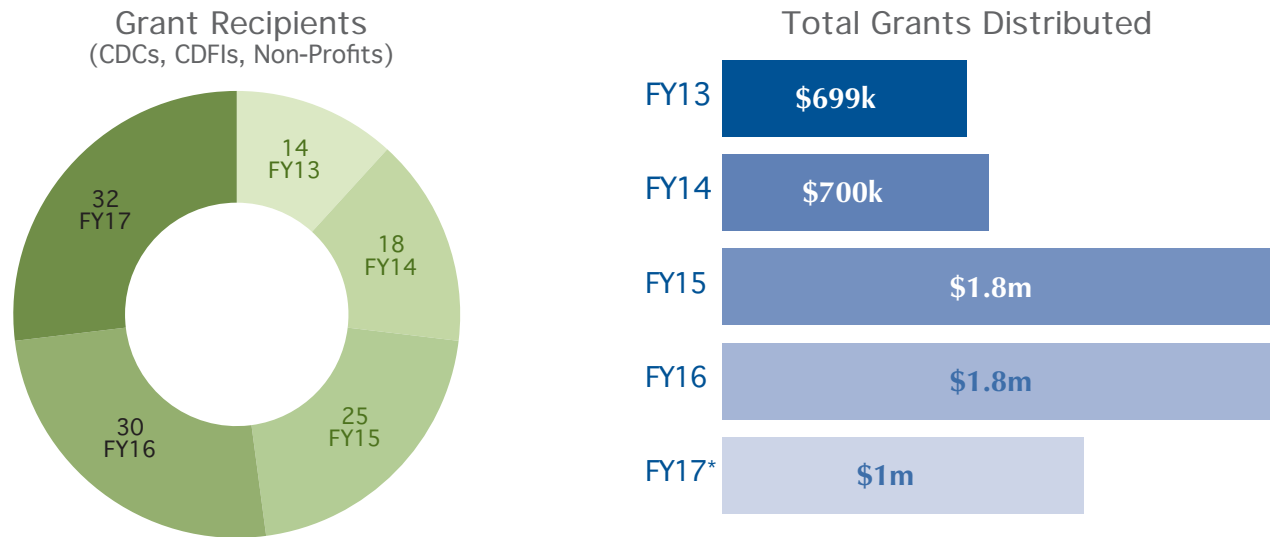
The Small Business Technical Assistance Grant Program funds the delivery of critical services to employers struggling to stay afloat and grow in Massachusetts. The competitive grants are awarded to economic development organizations that provide:

- Customized technical assistance for small businesses.
- Training to fill gaps in the business skills of owners and managers.
- Access to capital to start and grow the business.
- Resources and mini-grants to contract professional services such as accounting and marketing.

Impact

Since Fiscal Year 2013, the grant program has averted layoffs at businesses and added new jobs, many in underserved communities, gateway cities, and low-to-moderate income areas. Highlights include:

- \$6 million in grants distributed in five years, including \$1 million in FY17.
- 6,670 jobs created or preserved in the first four years.
- An average of \$708 invested to create or preserve a job in FY16.
- 5,345 entrepreneurs and small businesses served.



Despite the success of the program, there remains a greater demand for small business services that exceeds the available grant funds.

*Data estimated at time of publication prior to the end of FY17.



WELCOME TO THE SOUTHEAST ASIAN COALITION

IDENTIFY & MEET LOCAL SMALL BUSINESS NEEDS

The 32 grant recipients are non-profit economic development organizations that support small businesses with training and technical assistance. Each grantee customizes its services to the specific needs of businesses in its area.

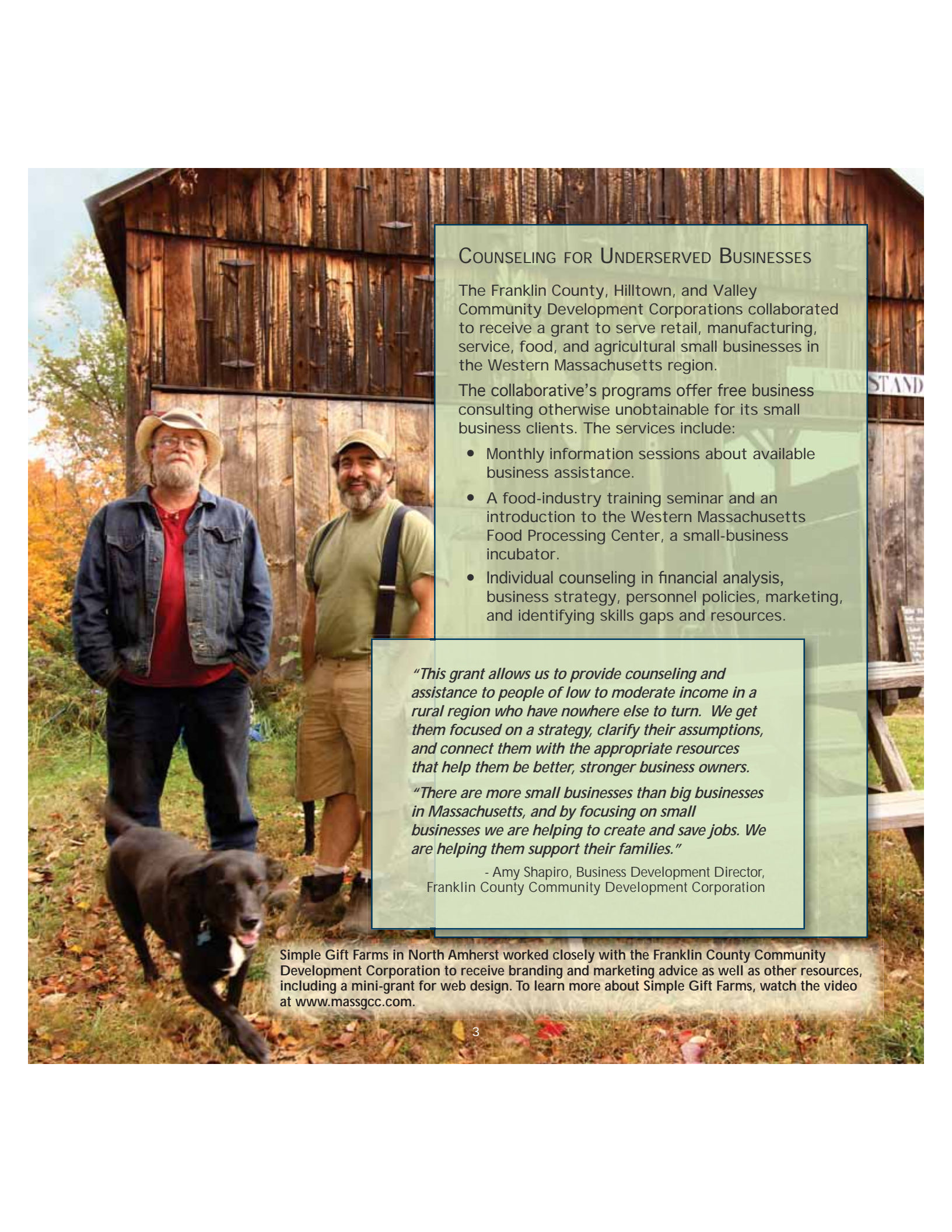
For example, the Southeast Asian Coalition of Central Massachusetts (SEAC) focuses on assisting immigrant artisans who face language and cultural barriers to starting businesses. Many of them arrived in the United States with marketable skills, but to succeed, they need to learn the business laws, regulations, and customs of their adopted land.

The Worcester-based SEAC provides business seminars for its clients – weavers, seamstresses, jewelry makers and metalsmiths. They learn financial literacy, English skills for customer service and the workplace, steps for starting a small business, and marketing.

“We give assistance to refugees, immigrants and low-income residents from Southeast Asia and also from the Middle East, so they will successfully assimilate and become contributing citizens while maintaining their cultural heritage.”

“Small business ownership is an incredible opportunity because it keeps their dignity intact, to run their own lives, to be creative ... It strengthens the community and rebuilds lives.”

- Anh Vu Sawyer, Executive Director
Southeast Asian Coalition of Central Massachusetts

A photograph of two men and a dog standing in front of a large, weathered wooden barn. The man on the left is wearing a red shirt, a denim jacket, and a hat. The man on the right is wearing a green shirt and suspenders. A black dog is running in the foreground. The barn has a sign that says "STAND" partially visible.

COUNSELING FOR UNDERSERVED BUSINESSES

The Franklin County, Hilltown, and Valley Community Development Corporations collaborated to receive a grant to serve retail, manufacturing, service, food, and agricultural small businesses in the Western Massachusetts region.

The collaborative's programs offer free business consulting otherwise unobtainable for its small business clients. The services include:

- Monthly information sessions about available business assistance.
- A food-industry training seminar and an introduction to the Western Massachusetts Food Processing Center, a small-business incubator.
- Individual counseling in financial analysis, business strategy, personnel policies, marketing, and identifying skills gaps and resources.

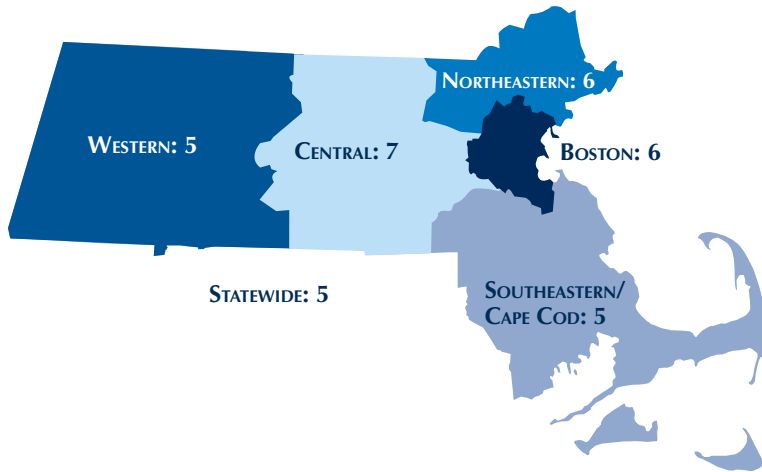
"This grant allows us to provide counseling and assistance to people of low to moderate income in a rural region who have nowhere else to turn. We get them focused on a strategy, clarify their assumptions, and connect them with the appropriate resources that help them be better, stronger business owners."

"There are more small businesses than big businesses in Massachusetts, and by focusing on small businesses we are helping to create and save jobs. We are helping them support their families."

- Amy Shapiro, Business Development Director,
Franklin County Community Development Corporation

Simple Gift Farms in North Amherst worked closely with the Franklin County Community Development Corporation to receive branding and marketing advice as well as other resources, including a mini-grant for web design. To learn more about Simple Gift Farms, watch the video at www.massgcc.com.

FISCAL YEAR 2017 SMALL BUSINESS ASSISTANCE GRANT RECIPIENTS



Geographical Reach

100% of state reached

93% of business clients from under-served targeted demographic*

*Defined as businesses owned by women, minorities, immigrants, low- or moderate-income owners, the previously unemployed or veterans; or a business located in a low- or moderate-income community.

BOSTON

1. **Artmorpheus**
Boston; www.artmorpheus.org
\$25,000; Impact Area: Boston
2. **Center for Women and Enterprise**
Boston; www.cweonline.org
\$30,000; Impact Area: Boston and Central Mass.
3. **Dorchester Bay Economic Development Corp.**
Dorchester; www.dbedc.org
\$20,000; Impact Area: Boston
4. **Interise**
Boston; www.interise.org
\$20,000; Impact Area: Boston, Northeastern, Southeastern/Cape
5. **Jamaica Plain Neighborhood Corp.**
Jamaica Plain; www.jpndc.org
\$40,000; Impact Area: Boston
6. **Nuestra Comunidad/Epicenter Community**
Boston; www.nuestracdc.org / www.epicentercomm.org
\$35,000; Impact Area: Boston

CENTRAL MASS.

1. **Blackstone Valley Chamber of Commerce**
Whitinsville; www.blackstonevalley.org
\$35,000; Impact Area: Central Mass.
2. **Center for Women and Enterprise**
(See listing under Boston, No. 2)
3. **NewVue Communities (formerly Twin Cities CDC)**
Fitchburg; www.newvuecommunities.org
\$40,000; Impact Area: Central Mass.
4. **North Central Mass. Development Corp.**
Fitchburg; www.northcentralmass.com
\$20,000; Impact Area: North Central Mass.
5. **Quaboag Valley Community Development Corp.**
Ware; www.qvcdc.com
\$40,000; Impact Area: Central and Western Mass.
6. **Southeast Asian Coalition of Central Mass.**
Worcester; www.seacma.org
\$30,000; Impact Area: Central Mass.
7. **South Middlesex Opportunity Council (SMOC)**
Framingham; www.smoc.org
\$20,000; Impact Area: Central Mass.

NORTHEASTERN MASS.

- 1. Community Teamwork, Inc.**
Merrimack Valley Small Business Center
Lowell; www.commteam.org
\$30,000; Impact Area: Northeastern Mass.
- 2. EforAll**
Lowell; www.eforall.org
\$40,000; Impact Area: Northeastern Mass.
- 3. Hispanic American Institute, Inc.**
Chelsea; www.hainst.org
\$10,000; Impact Area: Northeastern Mass.
- 4. Lawrence Partnership**
Lawrence; www.lawrencepartnership.org
\$10,000; Impact Area: Northeastern Mass.
- 5. Mill Cities Community Investments**
Lowell; www.mvcdfi.org
\$35,000; Impact Area: Northeastern Mass.
- 6. North Shore Community Development Coalition**
Salem; www.northshorecdc.org
\$10,000; Impact Area: Northeastern Mass.

SOUTHEASTERN MASS./CAPE COD

- 1. Coastal Community Capital**
Centerville; www.coastalcommunitycapital.org
\$40,000; Impact Area: Southeastern Mass./Cape Cod
- 2. Community Development Partnership**
Eastham; www.capecdp.org
\$40,000; Impact Area: Southeastern Mass./Cape Cod
- 3. Community Economic Development Center of Southeastern Mass.**
New Bedford; www.cedcnewbedford.org
\$35,000; Impact Area: Southeastern Mass./Cape Cod
- 4. New Bedford Economic Development Council**
New Bedford; www.nbedc.org
\$20,000; Impact Area: Southeast/New Bedford

5. Quincy 2000 Collaborative

Quincy; www.quincychamber.org
\$20,000; Impact Area: Southeast/Quincy

WESTERN MASSACHUSETTS

- 1. Franklin County Community Development Corp., Hilltown CDC, Valley CDC**
Greenfield; www.fccdc.org / www.hilltowncdc.org / www.valleycdc.com
\$60,000; Impact Area: Western Mass.
- 2. Greater Holyoke Chamber of Commerce–Spark**
Holyoke; sparkholyoke.com
\$30,000; Impact Area: Western Mass.
- 3. Nuestras Raices**
Holyoke; www.nuestras-raices.org
\$30,000; Impact Area: Western Mass.
- 4. Pittsfield Economic Revitalization Corp.**
Pittsfield; www.percloans.com
\$25,000; Impact Area: Western Mass.
- 5. Quaboag Valley Community Development Corp.**
(See listing under Central Mass. No. 5)

STATEWIDE

- 1. Accion East**
Boston; www.accioneast.org
\$10,000; Impact Area: Statewide
- 2. The Carrot Project**
Boston; www.thecarrotproject.org
\$25,000; Impact Area: Statewide
- 3. Commonwealth Kitchen**
Dorchester; www.commonwealthkitchen.org
\$35,000; Impact Area: Statewide
- 4. Cooperative Fund of New England**
Watertown; www.cooperativefund.org
\$15,000; Impact Area: Statewide
- 5. Massachusetts Museum of Contemporary Art**
North Adams; www.massmoca.org
\$40,000; Impact Area: Statewide

A MISSION TO SAVE & CREATE JOBS

The Massachusetts Growth Capital Corporation (MGCC) focuses on preserving and creating jobs at small businesses and women- and minority-owned businesses. MGCC promotes economic development in underserved, gateway municipalities and low- and moderate-income communities.

MGCC provides working capital, loan guarantees, and targeted technical assistance to solve specific financial and operational problems at businesses across the Commonwealth.

The Small Business Technical Assistance Grant Program aligns perfectly with MGCC's mission. The grants are funded by the Baker-Polito Administration and the Legislature and administered by MGCC.

The grant program:

- Builds operational capacity and business skills through technical assistance, education, and access to capital.
- Creates a public-private partnership between the Commonwealth and a strong network of non-profit business development organizations.
- Saves at-risk jobs and creates new employment opportunities as new or struggling businesses stabilize and grow.

MGCC congratulates the FY17 recipients and the businesses they serve.

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