Fiscal Year 2020

Small Business Technical Assistance Grant Program
“As small businesses continue to drive our Commonwealth’s economy, it’s critical to have access to quality technical assistance that can help them prosper. This program empowers the existing array of successful economic development organizations throughout Massachusetts to help every entrepreneur succeed which aligns with the Baker-Polito Administration’s economic development plan Partnerships for Growth.”

Lawrence D. Andrews
President & CEO

Target Population Reached
88%

of businesses served by FY19 grantees are in the program’s target population:

• Women
• Minorites
• Immigrants
• Veterans
• Previously Unemployed
• LMI Individuals

About Massachusetts Growth Capital Corporation

MGCC is a quasi-public corporation of the Commonwealth empowering small businesses across Massachusetts through access to capital and managerial assistance and promoting economic development in under-resourced communities and our Gateway Cities. With these opportunities, these businesses – often owned by women and minorities – can provide jobs and improve their communities.

As the administrator of the grant program, MGCC congratulates the Fiscal Year 2020 grant recipients and the businesses they represent.

On the Front Cover:
Top Row (Left to Right): Auric and Alfred Enchill, Elegant Stitches, Pittsfield; Manjari Saha, YogiBalls, Dorchester; Caitlin Kenney, Plough in the Stars Farm, Ipswich. Bottom Row (Left to Right): Danielle Desrosiers, The Green Plate Restaurant, Whitinsville; Stacey and Luis Gonsalves, Juice’d Cafe, New Bedford; Tom Tran, Simply Nails & Spa, Boston.
Outcomes*

Jobs
Businesses served by grant recipients have created or preserved 15,325 jobs since FY13, with an average of $767 invested per job.

<table>
<thead>
<tr>
<th>Year</th>
<th>Jobs Created</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY15</td>
<td>2,174</td>
</tr>
<tr>
<td>FY16</td>
<td>2,650</td>
</tr>
<tr>
<td>FY17</td>
<td>2,095</td>
</tr>
<tr>
<td>FY18</td>
<td>2,957</td>
</tr>
<tr>
<td>FY19</td>
<td>3,603</td>
</tr>
</tbody>
</table>

Financing
Grantees have leveraged $210.7 million in loans for businesses - $18 for every grant dollar since FY13.

<table>
<thead>
<tr>
<th>Year</th>
<th>Financing</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY15</td>
<td>$32.5 mil</td>
</tr>
<tr>
<td>FY16</td>
<td>$30 mil</td>
</tr>
<tr>
<td>FY17</td>
<td>$27 mil</td>
</tr>
<tr>
<td>FY18</td>
<td></td>
</tr>
<tr>
<td>FY19</td>
<td>$45.7 mil</td>
</tr>
</tbody>
</table>

Businesses
Grant recipients have served 12,876 small businesses, including 2,682 startups, since the program started in FY13.

<table>
<thead>
<tr>
<th>Year</th>
<th>Total Businesses Served</th>
<th>New Businesses Created</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY15</td>
<td>1,486</td>
<td>287</td>
</tr>
<tr>
<td>FY16</td>
<td>1,891</td>
<td>416</td>
</tr>
<tr>
<td>FY17</td>
<td>1,694</td>
<td>404</td>
</tr>
<tr>
<td>FY18</td>
<td>2,234</td>
<td>493</td>
</tr>
<tr>
<td>FY19</td>
<td>3,603</td>
<td>713</td>
</tr>
</tbody>
</table>

*Impact is approximate.
The Small Business Technical Assistance Grant Program, funded by the Commonwealth, supports the delivery of crucial services to businesses in Massachusetts. The competitive grants are awarded to nonprofit economic development organizations that provide:

- Culturally and linguistically appropriate business management assistance
- Training to develop the core skills and knowledge needed to run a business
- Access to business loans
- Mini-grants that implement strategy, planning and problem-solving services

An evaluation of the effectiveness and impact of the program can be found on our website: EmpoweringSmallBusiness.org.
Fiscal Year 2020 Grant Recipients

Boston

1. African Community Economic Development of New England
   $50,000 | Boston | acedoneboston.org

2. Artmorpheus
   $66,000 | Boston | artmorpheus.org

3. Bowdoin Geneva Main Streets
   $20,000 | Dorchester | bowdoingenevams.org

4. Center for Women and Enterprise
   $80,000 | Boston | cweonline.org

5. Codman Square Neighborhood Development Corporation
   $50,000 | Boston | csndc.com

6. Dorchester Bay Economic Development Corp.
   $80,000 | Dorchester | dbedc.org

7. EforAll, BREAD, National Black MBA Association
   $50,000 | Boston | eforall.org/ma/roxbury,
   makebreadboston.com, nbmbaa.org

8. Jamaica Plain Neighborhood Development Corp.
   $85,000 | Jamaica Plain | jpndc.org

9. Local Initiative Support Corporation
   $60,000 | Boston | lisc.org/boston

Central Mass.

10. Ascentria Community Services
    $20,000 | Worcester | ascentria.org

11. Blackstone Valley Chamber of Commerce
    $80,000 | Whitinsville | blackstonevalley.org

12. NewVue Communities
    $80,000 | Fitchburg | newvuecommunities.org

    $75,000 | Fitchburg | northcentralmass.com

14. Quaboag Valley Community Development Corp.
    $80,000 | Ware | qvcdc.com

15. South Middlesex Opportunity Council
    $85,000 | Framingham | smoc.org, smocloans.org

    $59,500 | Worcester | seacma.org

    (This region is also served by the Center for Women and Enterprise, listed under Boston, No. 4, and Common Capital, listed under Western Mass., No. 30.)

Northeastern Mass.

17. Community Teamwork, Inc. Entrepreneurship Center @ CTI
    $74,000 | Lowell | commteam.org

18. Hispanic American Institute
    $40,000 | Boston | hainst.org

19. Lawrence Partnership, EparaTodos
    $76,500 | Lawrence | lawrencepartnership.org, eparatodos.org

20. Lowell Development Financial Corporation, EforAll
    $50,000 | Lowell | ldfc.org, eforall.org/ma/lowell-lawrence

21. Lynn Area Chamber of Commerce, EforAll
    $50,000 | Lynn | greaterlynnchamber.com, eforall.org

22. Mill Cities Community Investments
    $83,700 | Lawrence | mvcdfi.org

23. North Shore Community Development Coalition, Inc.
    $50,000 | Salem | northshorecdc.org
Southeastern Mass./Cape Cod

24. **Bristol County Chamber of Commerce Foundation, EforAll, South Coast Chamber & MassHire**
   $50,000 | Fall River | bristolcountychamber.org

25. **Cape Cod Young Professionals, EforAll & Cape Cod Culinary Incubator**
   $50,000 | Barnstable | capecodyoungprofessionals.org

26. **Coastal Community Capital**
   $82,000 | Centerville | coastalcommunitycapital.org

27. **Community Development Partnership, WE CAN**
   $100,000 | Eastham | capecdp.org, wecancenter.org

28. **Community Economic Development Center of Southeastern Mass.**
   $60,000 | New Bedford | cedcnewbedford.org

29. **New Bedford Economic Development Council**
   $70,000 | New Bedford | nbedc.org

   (This region is also served by EforAll, listed under Boston, No. 7.)

Western Mass.

30. **Common Capital**
    $70,000 | Springfield | common-capital.org

31. **Community Involved in Sustaining Agriculture**
    $25,000 | South Deerfield | buylocalfood.org

32. **Franklin County CDC, Hilltown CDC & Valley CDC**
    $175,000 | Greenfield | fccdc.org, hilltowncdc.org, valleycdc.com

33. **SPARK EforAll Holyoke**
    $50,000 | Holyoke | eforall.org/ma/holyoke

34. **Nuestras Raices**
    $70,000 | Holyoke | nuestras-raices.org

35. **Pittsfield Economic Revitalization Corp.**
    $50,000 | Pittsfield | percloans.com

36. **Valley Venture Mentors**
    $40,000 | Springfield | valleyventurementors.org

37. **Wellspring Cooperative Corporation**
    $20,000 | Springfield | wellspring.coop

   (This region is also served by Ascentria Community Services, listed under Central Mass., No. 10.)

Statewide

38. **Accion East**
    $75,000 | Boston | us.accion.org

39. **The Carrot Project, Third Sector New England**
    $25,000 | Boston | thecarrotproject.org, tsne.org

40. **CommonWealth Kitchen**
    $82,500 | Dorchester | commonwealthkitchen.org

41. **Cooperative Fund of New England**
    $30,000 | Amherst | cooperativefund.org

42. **GNEMSDC Massachusetts Advisors, Inc.**
    $51,000 | Boston | gnemsdc.org

43. **Interise**
    $70,000 | Boston | interise.org

44. **Local Enterprise Assistance Fund**
    $61,000 | Boston | leaffund.org

45. **Massachusetts Museum of Contemporary Art**
    $50,000 | North Adams | massmoca.org

46. **New Entry Sustainable Farming Project**
    $35,000 | Beverly | nesfp.org

47. **TLE Center for Urban Entrepreneurship**
    $35,000 | Boston | tlecfue.org