



SMALL BUSINESS TECHNICAL ASSISTANCE GRANT PROGRAM

EMPOWERING NON-PROFITS FOCUSED ON THEIR REGIONAL ECONOMY



“As the administrator of the grant program, the Massachusetts Growth Capital Corporation created a competitive application process to find a diversity of non-profit groups focused on improving their regional economy with locally driven solutions. This grant program leverages the existing array of successful economic development organizations by investing the funds into what we know is already working. We are pleased to report this program saved and created jobs by supporting the small businesses vital to our state’s economy, consistent with the priorities of the Baker-Polito Administration and the Massachusetts Legislature.”

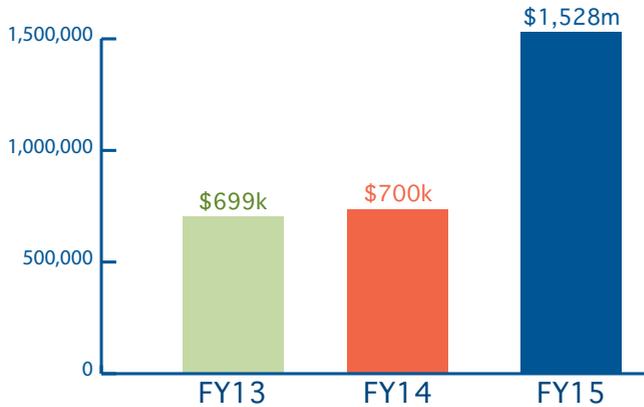
- Lawrence D. Andrews, President
Massachusetts Growth Capital Corporation

“This program meets small businesses where they are, in the neighborhood, at their place of business. It brings technical business assistance right to the entrepreneur so they get the help they need. The grants fund non-profit organizations to provide business consulting services to both help businesses grow or fix the problems holding them back. Without these grants, this type of assistance would be out of reach to most small businesses. With them, taxpayers have helped save and create literally thousands of jobs.”

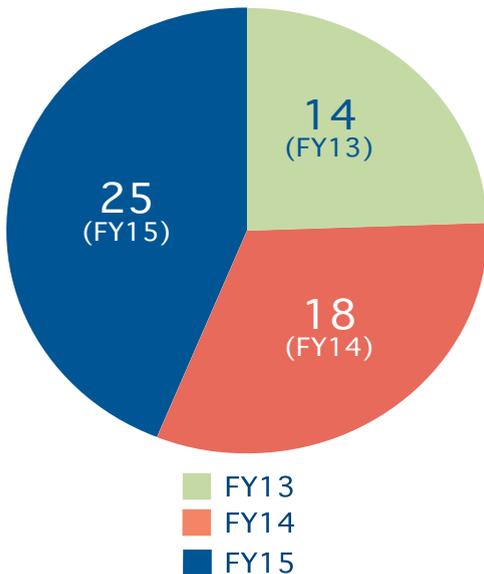
- Joseph Kriesberg, President
Massachusetts Association of Community
Development Corporations

SUMMARY OF OUTCOMES

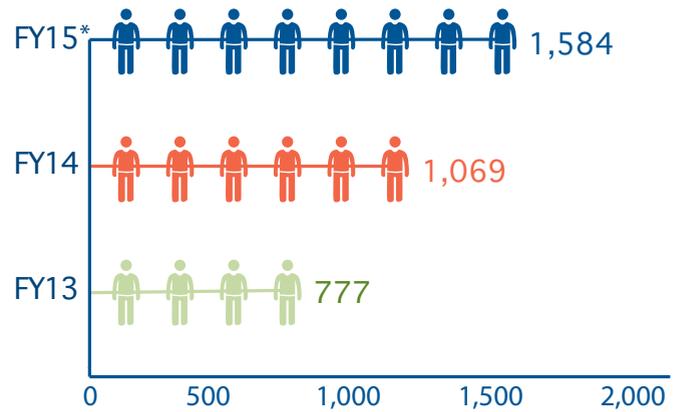
TOTAL GRANTS DISTRIBUTED



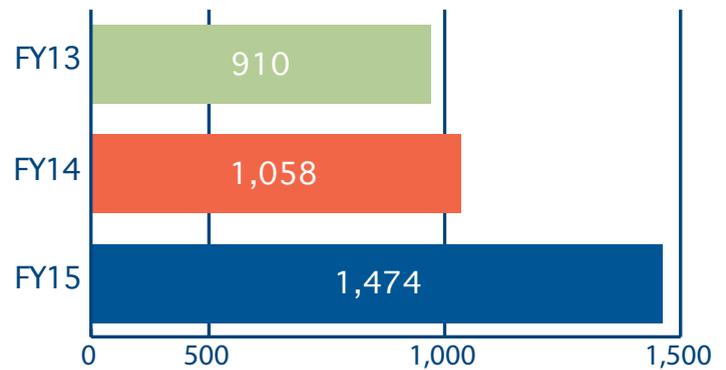
GRANT RECIPIENTS (CDCs, CDFIs, non-profits)



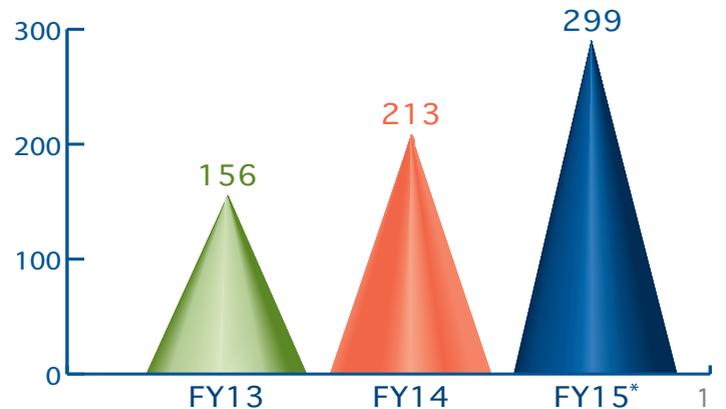
JOBS CREATED OR PRESERVED



BUSINESS SERVED BY GRANT RECIPIENTS



NEW BUSINESSES CREATED



*Outcome estimated based on mid-year performance benchmarks and expected results of grant recipients.

PROVIDING TECHNICAL ASSISTANCE TO TALENTED ENTREPRENEURS

Every day, entrepreneurs showcase their talent and trades in the downtowns and revitalized mills of Massachusetts. They are the seamstress growing her store to meet demand and the auto-body innovator lowering the cost to repair a car bumper.

These small businesses play a crucial role in creating jobs and bringing life to our cities and towns, especially the Gateway Cities and low-income communities. For all the skill and passion of these entrepreneurs, they may lack the business education, networks and capital needed for long-term success. Many struggle with developing business plans, permitting, bookkeeping, and obtaining loans.

The Small Business Technical Assistance Grant Program fills the gap for these entrepreneurs by providing expert business consulting. The grant program, started in 2006, funds technical assistance personnel from a variety of community development and business-oriented non-profits. The grants provide on-site assistance that is linguistically and culturally appropriate, to assist the entrepreneurs in finding the answers to solve the challenges they face.

The grant recipients, selected in a competitive grant process, are as diverse as the businesses they serve. They include community development corporations, micro lenders and chambers of commerce. They are interwoven in their communities and place a wealth of business development experience and knowledge at the disposal of the entrepreneurs they serve.

“We provide technical assistance to neighborhood entrepreneurs and business owners, and we are a resource for business owners seeking to start-up, stabilize, and grow. We support those business owners who are having trouble and need to identify solutions and capital resources to stabilize,” said Alison Moronta, Business Development Director of the Jamaica Plain Neighborhood Development Corporation, one of the 25 recipients of a small business technical assistance grant.

LA RONDE DE MARIE CLAIRE

Early Learning Center

HYDE PARK – The children sing “If You’re Happy and You Know It,” and Marie Claire beams with pride at the daycare center she created 30 years ago.

While La Ronde de Marie Claire Early Learning Center is today a growing business with a bright future, it was not always the case. Despite the best efforts of Marie and her son, David Jean-Guillaume, the center’s finances and recordkeeping were falling behind.

Through the Jamaica Plain Neighborhood Development Corporation (JPND), funded with a small business technical assistance grant, David learned QuickBooks, the accounting software. His new business skill has improved record keeping and enabled him to easily provide reliable financial data to lenders to refinance the renovation and expansion of the center.

The early learning center is adding another classroom and enrollment will jump from 34 to 54 children. The business plans on adding two more employees for a total of 10.

“We were doing it to the best of our ability and knowledge, but now with their help, our business is stronger and stabilized,” said Marie.



Of the technical assistance grant program and JPND, David said, “They are a supportive team, with different ideas and views that helped us to achieve what we wanted.”

PTS SUPPLY

PALMER – More than 6,000 products line the shelves, showroom and warehouse at PTS Supply, a family-run supplier to the trucking and construction industry. For 50 years, inventory of everything from hardhats to power washers has been tracked on paper.

As of 2015, new software tracks the real-time sale of parts and pieces, automating bookkeeping and providing fast, accurate financial data.

The need for the new system became apparent after the 2010 passing of the company founder and family matriarch, Eleanor Boone, a trailblazer in the local trucking industry since 1964. Dan and Elaine Boone took over the company and discovered a business in trouble.

In addition to a new accountant, the Boones added Quaboag Valley Community Development Corporation (QVDC) to their team of advisers. QVDC connected PTS Supply with experts in Sage, an inventory and accounting software. Funded by the small business technical assistance grant, QVDC provides training on business software and one-on-one technical assistance with professional consultants on specific business issues.

“In a big company, if you have a question about finances you call the accounting department. Here, I am the accounting department,” said Elaine, a former corporate marketing executive. “Without the jumpstart in Sage, it would have been, for me, a long haul.”

PTS Supply is emerging stronger than ever. In 2015, the U.S. Small Business Administration recognized it as the Massachusetts Family Owned Business of the Year.



PROVINCETOWN ALTERATIONS

PROVINCETOWN – Look around Provincetown Alterations and the upfront cost to running a seamstress shop are quickly apparent.

The professional sewing machines, point-of-sale computer, drapery hardware samples, and fabric swatches total in the thousands of dollars. Bolts of fabric and spools of thread line the walls ready for the next customer.

Rashida Jamieson opened the shop in this seaside town four years ago after working at a dry cleaner. Customers frequently asked her to mend clothes and replace missing buttons. She now offers repairs and alterations, as well as custom draperies and furniture upholstery.

A Provincetown banker first introduced the Jamaican immigrant to the Community Development Partnership (CDP) in Eastham and Sheila Hoogeboom, it's Director of Business and Credit Programs. As a recipient of the small business technical assistance grant, the CDP provides Sheila's expertise in helping entrepreneurs secure loans and training in bookkeeping and business practices.

"Sheila came in knowing what needs to be done in the business," said Rashida.



Now in the fourth year, Provincetown Alterations forecasts sales growth of 220 percent in the next year and the addition of another seamstress. With Sheila's expert assistance, Rashida is not just a sought-after seamstress; she is quickly becoming a successful business owner.

"She's taken advantage of every service we offer, and we're really proud of her," said Sheila.

BOSTON BUMPER SUPPLY, INC.

NORTHBRIDGE – In a converted mill, 15,000 car bumpers are meticulously organized by make, model and year. Tim Lewis can find the right one faster than a librarian can retrieve a book.

Lewis is owner of Boston Bumper Supply, Inc., and business is booming.

Boston Bumper collects damaged plastic bumpers from auto body shops and selects the lightly damaged ones for reconditioning. About 75 percent head for recycling into sewer pipes.

Using a trade secret for the welding, Boston Bumper restores the bumpers to like new and resells to wholesalers and shops at a fraction of the cost of a new part. That's great for the insurance companies and drivers paying for repairs.

The Blackstone Valley Chamber of Commerce, as a recipient of the small business technical assistance grant, is actively working with Boston Bumper. The chamber introduced Lewis to insurance companies and is working to arrange a short-term bridge loan. Boston Bumper

now serves 19 insurance companies and expects to add four additional workers to the five-employee team to meet demand.

“The Chamber’s been a great resource helping us to make new connections and get the financing we need to quickly grow our business,” said Lewis.



HUMANITY BOUTIQUE

LOWELL – Overcoming her self-doubts, Ani Vong purchased Humanity Boutique anyway. She had worked in the shop for years, and knew fashion and the customers. Owning and managing a retail store presented new challenges.

“I really felt like I just lacked the business aspect of things,” Ani said.

So she enrolled in the Merrimack Valley Small Business Center’s six-week class, “Navigating Your Course: Finding Your Way Through the First 3 Years,” funded by the Small Business Technical Assistance Grant Program. The course taught Ani about developing strategic plans and marketing strategies, and monitoring and evaluating the fiscal health of her business.

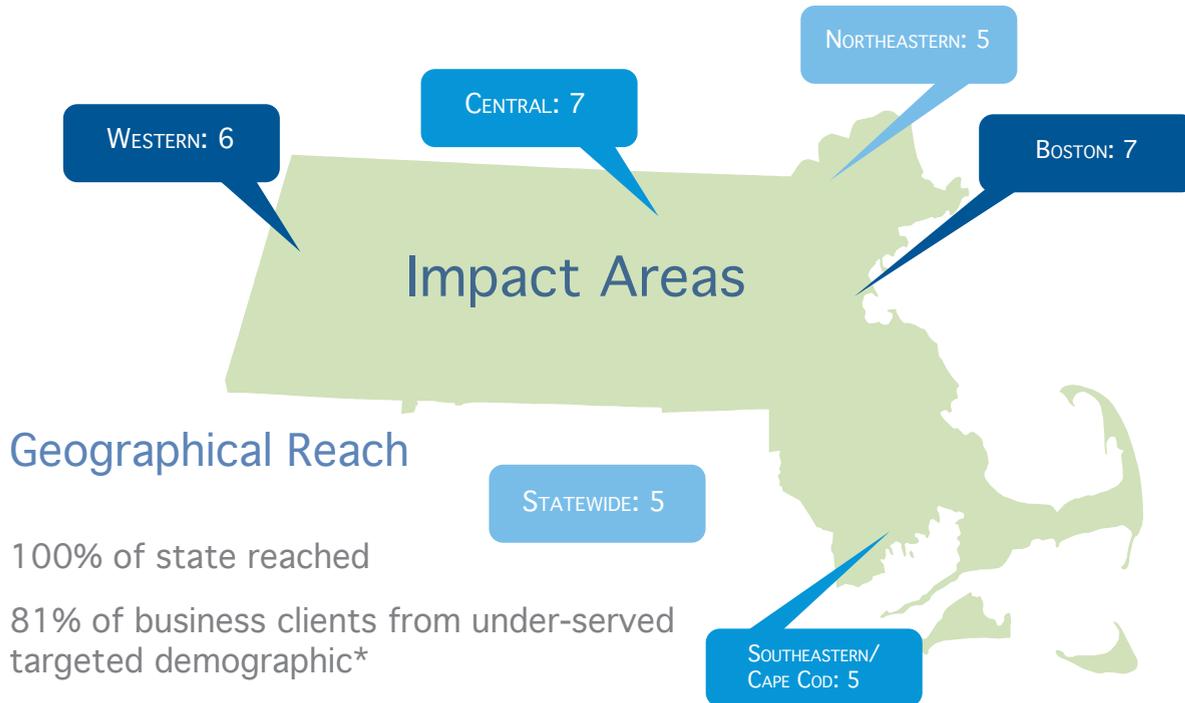
The final project required Ani to present her business plan, and the audience included members of the committee for a microloan program. The state-funded course gave Ani and another entrepreneur-student the opportunity to secure funding through a federal small-business program.

Today, the vintage, chic boutique sells clothing and accessories sourced from New York and Los Angeles. The target customers are young to middle-aged women, including students at two nearby colleges. Future plans include e-commerce for loyal student customers to shop online after they graduate and move away.

“I lacked the business experience, and I was very insecure about it,” said Ani. “I’m so glad there are programs like that, that care about small businesses.”



SMALL BUSINESS ASSISTANCE GRANT RECIPIENTS FISCAL YEAR 2015



*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.

- ACCION**
East Cambridge
\$75,000
Impact Area: Statewide
- Blackstone Valley Chamber of Commerce**
Whitinsville
\$50,000
Impact Area: Central Mass.
- Business Growth Center and Springfield Technical Community College Assistance Corp.**
Springfield
\$40,000
Impact Area: Western Mass.
- Center for Women and Enterprise**
Boston
\$75,000
Impact Area: Boston and Central Mass.
- Coastal Community Capital, a division of the Cape Cod and Islands Community Development, Inc.**
Centerville
\$75,000
Impact Area: Southeastern Mass./Cape Cod
- Community Development Partnership and Cape Cod Commercial Fisherman's Alliance**
Eastham and Chatham
\$95,000
Impact Area: Southeastern Mass./Cape Cod

7. **Community Economic Development Center of Southeastern Massachusetts**
New Bedford
\$50,000
Impact Area: Southeastern Mass./Cape Cod
8. **Community Teamwork's Merrimack Valley Small Business Center**
Lowell
\$75,000
Impact Area: Northeastern Mass.
9. **Cooperative Fund of New England**
Amherst
\$50,000
Impact Area: Statewide
10. **Dorchester Bay Economic Development Corporation/Crop Circle Kitchen**
Boston
\$75,000
Impact Area: Boston
11. **Franklin County, Hilltown and Valley Community Development Corporations**
Greenfield, Chesterfield and Northampton
\$125,000
Impact Area: Western Mass.
12. **Greater Boston LISC and Nuestra Comunidad**
Boston
\$50,000
Impact Area: Boston
13. **Interise**
Boston
\$65,000
Impact Area: Boston, Northeastern, Southeastern/
Cape Cod and Central Mass.
14. **International Institute of New England**
Boston
\$50,000
Impact Area: Boston and Northeastern Mass.
15. **Jamaica Plain Neighborhood Development Corporation**
Boston
\$75,000
Impact Area: Boston
16. **Main Street Partners**
Boston
\$75,000
Impact Area: Boston
17. **Massachusetts Museum of Contemporary Art**
North Adams
\$40,000
Impact Area: Statewide
18. **Mill Cities Community Investments/Lowell Community Loan Fund Inc.**
Lowell
\$50,000
Impact Area: Northeastern Mass.
19. **North Central Massachusetts Development Corporation**
Leominster
\$30,000
Impact Area: Central Mass.
20. **Pittsfield Economic Revitalization Corporation**
Pittsfield
\$30,000
Impact Area: Western Mass.
21. **Quabog Valley Community Development Corporation**
Ware
\$62,500
Impact Area: Central and Western Mass.
22. **South Middlesex Opportunity Council and Martin Luther King, Jr. Business Empowerment Center**
Framingham and Worcester
\$50,000
Impact Area: Central Mass.
23. **The Carrot Project and Third Sector New England**
Boston
\$35,500
Impact Area: Statewide
24. **The Enterprise Center and Salem State University Assistance Center**
Salem
\$45,000
Impact Area: Northeastern Mass.
25. **Twin Cities Community Development Corporation and RCAP Solution Financial Services, Inc.**
Fitchburg and Worcester
\$85,000
Impact Area: Central Mass.



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