

FISCAL YEAR 2020



# SMALL BUSINESS TECHNICAL ASSISTANCE GRANT PROGRAM



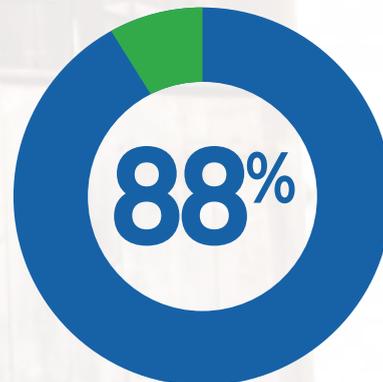
# EMPOWERING INCLUSIVE TECHNICAL ASSISTANCE FOR SMALL BUSINESSES

“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



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

- Women
- Minorities
- 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.

Massachusetts Growth Capital Corporation  
529 Main Street  
Schrafft's City Center, Suite 201  
Charlestown, MA 02129  
617-523-6262  
[EmpoweringSmallBusiness.org](http://EmpoweringSmallBusiness.org)

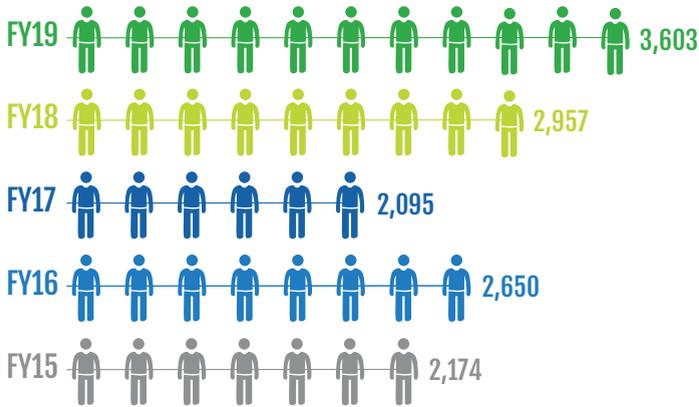
On the Front Cover:

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\*

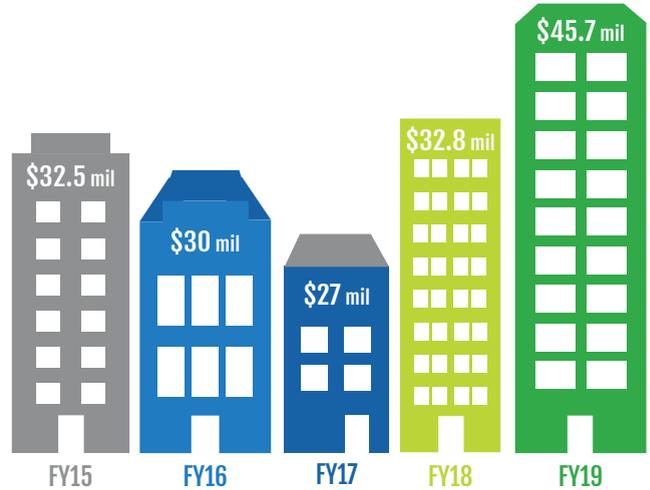
## JOBS

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



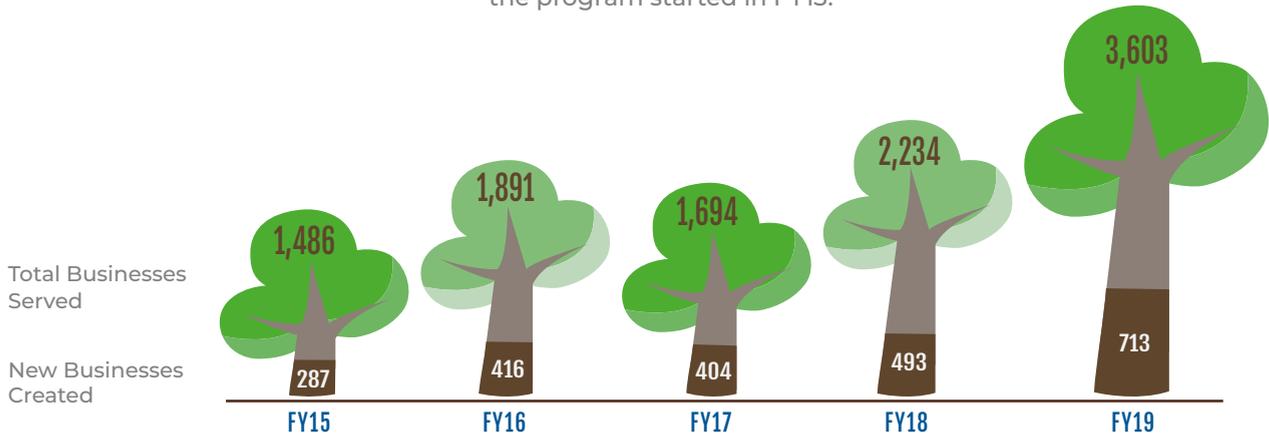
## FINANCING

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



## BUSINESSES

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



\*Impact is approximate.

# ABOUT THE PROGRAM: SUPPORTING SMALL BUSINESS GROWTH & EMPLOYMENT

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](http://EmpoweringSmallBusiness.org).

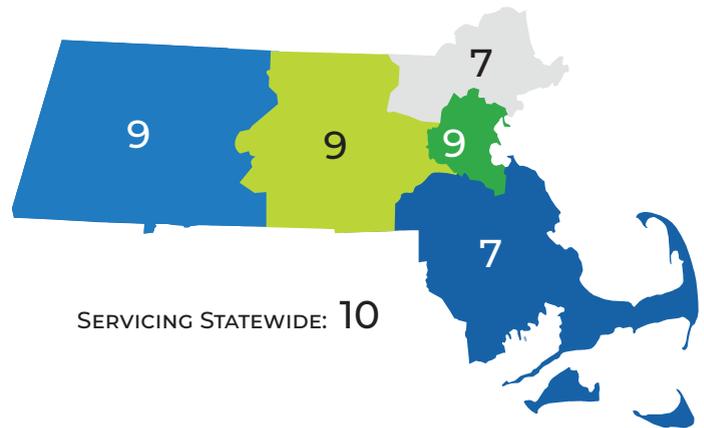
## GRANT HISTORY

Over **\$12 million** in grants distributed from FY13 to FY20.

RECIPIENTS		GRANTS DISTRIBUTED
47	FY20	\$3m
40	FY19	\$2m
30	FY18	\$750k
32	FY17	\$1m
30	FY16	\$2m
25	FY15	\$2m

## REACHING EVERY CORNER OF MASSACHUSETTS

FY20 awarded grants to organizations located throughout the Commonwealth.



# FISCAL YEAR 2020 GRANT RECIPIENTS

## BOSTON

1. **African Community Economic Development of New England**  
\$50,000 | Boston | [acedoneboston.org](http://acedoneboston.org)
2. **Artmorpheus**  
\$66,000 | Boston | [artmorpheus.org](http://artmorpheus.org)
3. **Bowdoin Geneva Main Streets**  
\$20,000 | Dorchester | [bowdoingenevams.org](http://bowdoingenevams.org)
4. **Center for Women and Enterprise**  
\$80,000 | Boston | [cweonline.org](http://cweonline.org)
5. **Codman Square Neighborhood Development Corporation**  
\$50,000 | Boston | [csndc.com](http://csndc.com)
6. **Dorchester Bay Economic Development Corp.**  
\$80,000 | Dorchester | [dbedc.org](http://dbedc.org)
7. **EforAll, BREAD, National Black MBA Association**  
\$50,000 | Boston | [eforall.org/ma/roxbury](http://eforall.org/ma/roxbury),  
[makebreadboston.com](http://makebreadboston.com), [nbmbaa.org](http://nbmbaa.org)
8. **Jamaica Plain Neighborhood Development Corp.**  
\$85,000 | Jamaica Plain | [jpndc.org](http://jpndc.org)
9. **Local Initiative Support Corporation**  
\$60,000 | Boston | [lisc.org/boston](http://lisc.org/boston)

## CENTRAL MASS.

10. **Ascentria Community Services**  
\$20,000 | Worcester | [ascentria.org](http://ascentria.org)
11. **Blackstone Valley Chamber of Commerce**  
\$80,000 | Whitinsville | [blackstonevalley.org](http://blackstonevalley.org)
12. **NewVue Communities**  
\$80,000 | Fitchburg | [newvuecommunities.org](http://newvuecommunities.org)

13. **North Central Mass. Development Corp.**  
\$75,000 | Fitchburg | [northcentralmass.com](http://northcentralmass.com)
14. **Quaboag Valley Community Development Corp.**  
\$80,000 | Ware | [qvcdc.com](http://qvcdc.com)
15. **South Middlesex Opportunity Council**  
\$85,000 | Framingham | [smoc.org](http://smoc.org), [smocloans.org](http://smocloans.org)
16. **Southeast Asian Coalition of Central Mass.**  
\$59,500 | Worcester | [seacma.org](http://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](http://commteam.org)
18. **Hispanic American Institute**  
\$40,000 | Boston | [hainst.org](http://hainst.org)
19. **Lawrence Partnership, EparaTodos**  
\$76,500 | Lawrence | [lawrencepartnership.org](http://lawrencepartnership.org),  
[eparatodos.org](http://eparatodos.org)
20. **Lowell Development Financial Corporation, EforAll**  
\$50,000 | Lowell | [ldfc.org](http://ldfc.org), [eforall.org/ma/lowell-lawrence](http://eforall.org/ma/lowell-lawrence)
21. **Lynn Area Chamber of Commerce, EforAll**  
\$50,000 | Lynn | [greaterlynnchamber.com](http://greaterlynnchamber.com), [eforall.org](http://eforall.org)
22. **Mill Cities Community Investments**  
\$83,700 | Lawrence | [mvcdfi.org](http://mvcdfi.org)
23. **North Shore Community Development Coalition, Inc.**  
\$50,000 | Salem | [northshorecdc.org](http://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 | gnemsc.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