



SMALL BUSINESS TECHNICAL ASSISTANCE GRANT PROGRAM

FISCAL YEAR *2023*
IMPACT REPORT



MGCC

MASSACHUSETTS GROWTH CAPITAL CORPORATION
EMPOWERINGSMALLBUSINESS.ORG

About THE SMALL BUSINESS TECHNICAL ASSISTANCE GRANT PROGRAM

The Small Business Technical Assistance (SBTA) Grant Program, supported by the Legislature and the Healey-Driscoll Administration and funded through the Commonwealth's Operating Budget, assures the delivery of services critical to helping business development at every stage, the creation of jobs and the stimulation of local economic opportunity.

The program leverages community and economic development nonprofits in Massachusetts that provide resources including culturally and linguistically appropriate assistance, one-on-one education and training, access to capital and a network of support. As businesses continued to recover from the impacts of the pandemic this past year, the program's SBTA's were instrumental in supporting efforts that placed those needs front and center, such as language translation services and COVID relief grant application and reporting assistance, which resulted in the distribution of approximately over **\$800 million**.

Since inception in FY2014, the Small Business Technical Assistance Grant Program has **reached statewide, helping approximately 33,000 businesses and supporting 43,000 jobs by providing \$34.7 million in 404 awards to nonprofits** for strengthening the capacity and skills of these organizations. FY2023's Request for Proposals (RFP) was issued on May 16, 2022, and yielded 64 responses requesting approximately \$6.8 million in funding.

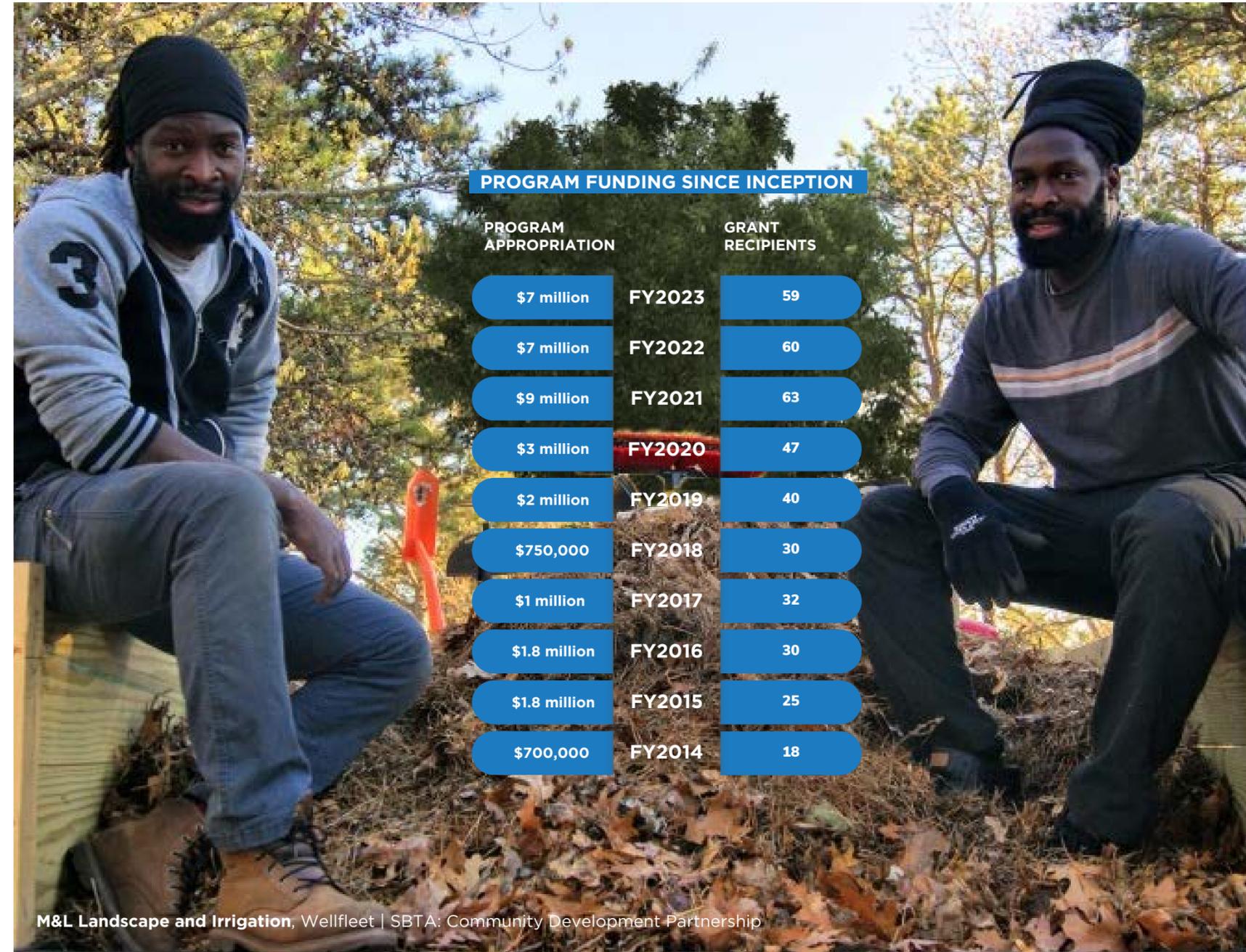
Massachusetts Growth Capital Corporation is pleased to present the FY2023 Impact Report for the Small Business Technical Assistance Grant Program. **This year, 59 organizations were awarded grants totaling \$7 million in 27 communities and in all regions of the Commonwealth,** advancing equitable business growth across Massachusetts.



Lawrence D. Andrews
President & CEO



Ari Velóz
Chief Community Programs Officer



CAPITAL ACCESS OPPORTUNITIES

LOANS

In FY2022, **745** businesses received **\$67.8 million** in loans as a result of SBTA Providers' preparational support, averaging approximately \$90,000 per loan per business.

GRANTS

As businesses continued to recover from the COVID-19 pandemic, SBTA Providers remained committed to providing grant application assistance.

MGCC'S BIZ-M-POWER CROWDFUNDING MATCHING GRANT PROGRAM

Businesses Assisted	Grants Awarded
86	\$1.16 million

MGCC'S EMPOWER DIGITAL GRANT PROGRAM

Businesses Assisted	Grants Awarded
292	\$1.44 million

MGCC'S COVID-19 RELIEF GRANT PROGRAMS

Application Submission Support
875

*Impact is approximate

Mr. Tamole, Boston
SBTA: CommonWealth Kitchen



9,134

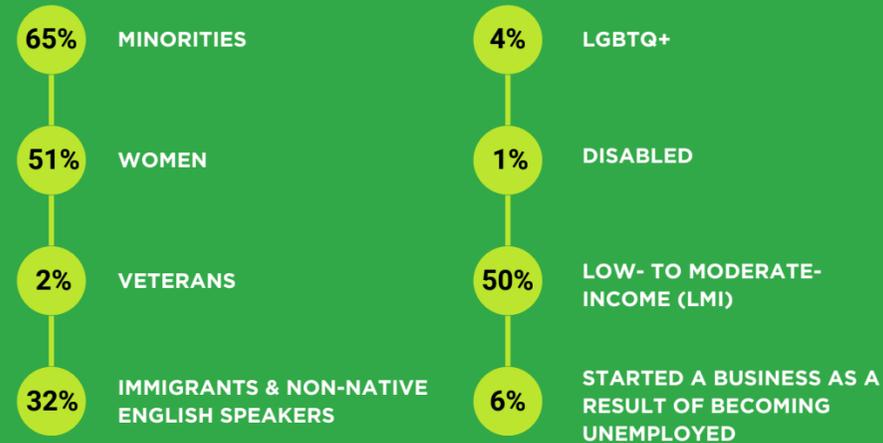
JOBS POSITIVELY IMPACTED

6,814

BUSINESSES SERVED BY GRANTEEES

TARGET POPULATION OF BUSINESS OWNERS SERVED*

The work accomplished through this program's support is dedicated to improving regional economies with locally driven solutions. It brings technical assistance to business owners throughout the Commonwealth, targeting socially and economically disadvantaged and historically underrepresented groups.



TARGET LOCATIONS SERVED

SBTA Providers have the ability to reach small business owners in communities with limited access to financial opportunities.



*Owners may identify with more than one demographic.

House of Seasoning Grill, Pittsfield
SBTA: Berkshire Black Economic Council



success story

WESTERN MA

STABILIZATION & PRESERVATION

Working with the Berkshire Black Economic Council (BBEC) as their SBTA, the owners of House of Seasoning Grill, a black- and immigrant-owned restaurant featuring the fusion of African and American cuisine in the Gateway City of Pittsfield, were able to stabilize their business. BBEC offered assistance with the business' products and services, resolving an issue with the landlord not related to rent, resolving a legal matter, getting approval for a loan and assisting with licensing approval, hiring employees, securing new clients and contracts, creating a marketing campaign and securing a location.

GRANT RECIPIENTS

FY2023

THIS YEAR, 59 ORGANIZATIONS WERE AWARDED GRANTS TOTALING \$7 MILLION.



Pitch to Grow Contest, Cape Cod
SBTA: Cape Cod Young Professionals

SERVES STATEWIDE

Boston

ASCENDUS

Empowering low- to moderate-income (LMI) small business owners with access to capital and financial education. Ascendus will use grant funds to provide small business loans, lines of credit and educational resources to entrepreneurs.

\$100,000

BLACK ECONOMIC COUNCIL OF MASSACHUSETTS

Advocating for the support and sustainment of Black businesses across the Commonwealth. BECMA will use grant funds to support Black-owned businesses with working capital grants as well as back-office capabilities including digital solutions and legal, accounting and marketing assistance.

\$100,000

THE GREATER NEW ENGLAND MINORITY SUPPLIER DEVELOPMENT COUNCIL (GNEMSDC) MASSACHUSETTS ADVISORS

Advisors' mission is to advance ethnic minority business development, support the increased economic inclusion of ethnically diverse people and improve the quality of life of those in ethnic minority communities. Grant funds help achieve this mission.

\$100,000

HISPANIC-AMERICAN INSTITUTE (COLLABORATION WITH CHELSEA CHAMBER OF COMMERCE)

HAI provides workshops on various business topics and access to capital and accounting systems. Chelsea CoC connects its members to the professional, financial, governmental and educational resources they need to grow their organizations. The grant funds support the delivery of technical assistance to 550+ business owners.

\$175,000

INTERISE

Providing BIPOC- and woman-owned businesses with the knowledge and networks needed to successfully grow their businesses. Grant funds will be used to support its core programming in Greater Boston.

\$100,000

LOCAL ENTERPRISE ASSISTANCE FUND

Providing financing and development assistance to co-ops, small businesses and social purpose ventures that create and save jobs for low-income people. Grant funding is used to support LEAF's Elevate Small Business program, which provides services to disadvantaged businesses.

\$100,000

LOCAL INITIATIVES SUPPORT CORPORATION

LISC Boston works to address inequality with a focus on helping LMI community residents transform neighborhoods into healthy, vibrant communities of choice and opportunity for families. The grant funds help LISC to achieve this mission.

\$100,000

MASSACHUSETTS LGBT CHAMBER OF COMMERCE

MALGBTCC offers soup-to-nuts small business TA to LGBTQ-owned businesses. The grant will fund TA work with a focus on double minority-owned businesses, and transgender and gender expansive (TGX)-owned businesses.

\$100,000

TLE CENTER FOR URBAN ENTREPRENEURSHIP

Offers business confidence and beauty education training alongside one-on-one TA to help business owners grow a bankable business. Grant funds help TLECFUE achieve its mission.

\$100,000

THIRD SECTOR NEW ENGLAND (TSNE) THE CARROT PROJECT

The Carrot Project will use grant funds to reach 22 agricultural entrepreneurs, particularly BIPOC and women farmers, with the one-to-one business assistance and trainings they need to adapt to disruption and plan for viability.

\$40,681

Chelsea

CHELSEA BUSINESS FOUNDATION

CBF provides holistic one-to-one technical assistance to Latino and small business owners to support business stabilization and growth, using grant funds to support the organizations' operations.

\$100,000

North Adams

MASSACHUSETTS MUSEUM OF CONTEMPORARY ART FOUNDATION

MASS MoCA is a hub for cultural and economic development, nurturing new art in all media and working to advance the region's creative economy. Grant funds allow it to help meet artists' needs by creating community opportunities, engage in peer learning and obtain tools for navigating the challenges of the current economic system.

\$85,000

North Hampton

THE ICA GROUP

The oldest nonprofit dedicated to employee ownership in the country. Grant funds will be used to provide business consulting and capital access to businesses transitioning to employee-ownership and those that are employee-owned, focusing on the Gateway Cities, BIPOC and underserved communities.

\$100,000

Watertown

COOPERATIVE FUND OF THE NORTHEAST (COLLABORATION WITH COOPERATIVE DEVELOPMENT INSTITUTE)

CFNE works for economic, social and racial justice by advancing community-based, co-op and democratically owned or managed enterprises, especially in low-income communities. CDI's mission is to build a co-op economy through the creation and development of successful co-op enterprises. Grant funds will help business owners assess worker-ownership feasibility and train them to engage employees.

\$174,720

SERVES WEST

Chesterfield

HILLTOWN COMMUNITY DEVELOPMENT (COLLABORATION WITH SOUTH BERKSHIRE COMMUNITY DEVELOPMENT CORPORATION)

Hilltown CDC addresses economic, housing, educational, social and community needs while preserving the rural character of the area. South Berkshire CDC's mission is to create housing and economic opportunity for low- and moderate-income households in the area. Grant funds help to achieve these missions.

\$175,000

Greenfield

FRANKLIN COUNTY COMMUNITY DEVELOPMENT CORPORATION (COLLABORATION WITH NORTH ADAMS CHAMBER OF COMMERCE)

FCCDC's purpose is to stimulate a more vital rural economy, to maximize community control over its future economic destiny and to expand opportunities for low- and moderate-income residents. NACC promotes and advances the economic, civic and social vibrancy of the community. Grant funds help to achieve these missions.

\$175,000

Holyoke

GREATER HOLYOKE CHAMBER CENTENNIAL FOUNDATION

The Greater Holyoke Chamber of Commerce works for the business community to enhance growth, develop expansion opportunities and attract new investment within the Greater Holyoke economy. Grant funds help it to achieve its mission.

\$100,000

NUESTRAS RAICES

Nuestras Raices will use grant funds to provide economic development training, incentives to small business owners to cover startup licensing fees or costs to established small businesses, and other TA with the goal of helping these entrepreneurs maximize their potential, create job opportunities and to become economically sustainable.

\$100,000

Northampton

VALLEY COMMUNITY DEVELOPMENT

Valley helps business owners assess their financial records, create business plans, complete loan applications, apply for grants, and more. Grant funds will be used for one-on-one business consulting and educational programming.

\$100,000

Pittsfield

BERKSHIRE BLACK ECONOMIC COUNCIL

BBEC's objective is to achieve entrepreneurial self-sufficiency and grow the number of Berkshire Black businesses by building up Black businesses. Grant funding supports BBEC's operational capacity by funding key personnel positions, providing technical support and expanding the organization's digital capabilities while enhancing its engagement and technical assistance offerings.

\$100,000

PITTSFIELD ECONOMIC REVITALIZATION CORPORATION

PERC's primary purpose is to further the economic development and social welfare of the City of Pittsfield and Berkshire County. PERC will use grant funds to support small business entrepreneurs in the area by providing small business assistance, grants, loans, mentoring, counseling and trainings.

\$100,000

South Deerfield

COMMUNITY INVOLVED IN SUSTAINING AGRICULTURE

CISA provides technical assistance and promotion for local farm and food businesses. Grant funds support in-depth technical assistance, provided by CISA staff members or skilled consultants.

\$49,136

Springfield

COMMON CAPITAL

Common Capital trains and coaches its small and micro business borrowers, including general business advice and one-on-one training. Grant funds support technical assistance staff salaries and payments to outside experts.

\$100,000

Aponte Farm, Holyoke

SBTA: Community Involved in Sustaining Agriculture



AREAS of INVESTMENTS

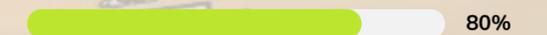
Workshop Trainings



Loan Readiness



Empower Digital Grant Program Support



Addressing Cultural & Social Challenges



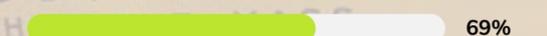
COVID-19 Relief Grant Support



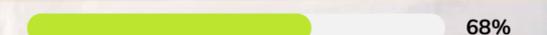
Peer Support Features



Financial Systems Strengthening



Mentorship



Biz-M-Power Grant Program Support



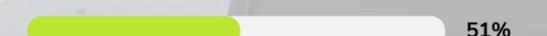
Personal Finances



Business Promotion through Online Directories



MBE Certifications



WOSB Certifications





Belén Casa de Pan, Worcester
SBTA: Worcester Regional Food Hub

SERVES CENTRAL

Fitchburg

NEWVUE COMMUNITIES

NewVue Communities is led by community members of diverse incomes and backgrounds with a mission to develop quality housing, create economic opportunities and foster civic engagement in North Central MA. Grant funds help NewVue achieve its mission.

\$100,000

NORTH CENTRAL MASSACHUSETTS DEVELOPMENT CORPORATION

NCMDC is focused on advancing the economy and increasing employment throughout North Central MA. Grant funds help NCMDC achieve its mission.

\$100,000

Framingham

SOUTH MIDDLESEX OPPORTUNITY COUNCIL

SMOC improves the quality of life of low-income and disadvantaged individuals and families by advocating for their needs and rights, providing services and building a community of support. SMOC Financial Services (SFS) will use grant funds to provide small business loans, one-on-one TA, and workshops to LMI entrepreneurs.

\$85,000

Ware

QUABOAG VALLEY COMMUNITY DEVELOPMENT CORPORATION

QVDC improves the quality of life in the Quaboag Valley by addressing the economic, environmental and social needs of its residents while maintaining the integrity and character of each community within the region. Grant funds help QVDC achieve its mission.

\$99,687

Whitinsville

BLACKSTONE VALLEY CHAMBER OF COMMERCE

BVCC is a leader in the region for economic development, lending and financing and works to facilitate the implementation of strategies to enhance these in Central MA. Grant funds help BVCC to achieve its mission.

\$100,000

Worcester

SOUTHEAST ASIAN COALITION OF CENTRAL MASSACHUSETTS

Grant funds will allow SEACMA to provide culturally relevant technical assistance to low-income, English language learner, immigrant, refugee and asylee small business owners in Central and Western MA.

\$100,000

WORCESTER REGIONAL FOOD HUB (COLLABORATION WITH WORCESTER REGIONAL CHAMBER OF COMMERCE)

The Food Hub aims to strengthen sustainable agriculture, promote healthy eating and fuel economic development. The Chamber's mission is to recruit local businesses, retain the local workforce and incubate local development. The Food Hub uses grant funds to provide a multi-week educational course and shared kitchen for diverse food entrepreneurs to give them the tools they need to start a business in Worcester.

\$175,000

SERVES NORTHEAST

Boston

TRUSTEES OF TUFTS COLLEGE

The Trustees' New Entry Sustainable Farming Project improves local and regional food systems by training the next generation of farmers to grow food that is sustainably produced and making it accessible to individuals. Grant funds help to achieve this mission.

\$93,302

Lawrence

MILL CITIES COMMUNITY INVESTMENTS

MCCI advances community revitalization and development in underserved communities through a range of low-cost loan programs and TA. MCCI will use grant funds to provide TA and training focused on access to flexible capital for small business owners in historically disinvested communities, enabling owners to scale and build wealth.

\$100,000

Lowell

COALITION FOR A BETTER ACRE

CBA conducts outreach and provides assistance to small businesses in Lowell with an emphasis on supporting minority-owned businesses, particularly in the Acre Neighborhood District, an underserved, mostly low-income community. CBA will use grant funds to support businesses by helping with grant applications, business plans and loan applications and connecting them to city services.

\$100,000

COMMUNITY TEAMWORK

Focusing on supporting disadvantaged entrepreneurs with TA and mission capital, in partnership with SCORE and the SBA. Community Teamwork will use grant funds to work with small business owners to help them gain access to capital and coaching so their businesses can prosper and grow.

\$100,000

LOWELL DEVELOPMENT & FINANCIAL CORPORATION

LDFC's financial pool helps stimulate downtown Lowell revitalization. LDFC will use grant funds to support entrepreneurs by accelerating economic impact and providing TA, business training and mentorship.

\$100,000

Lynn

LYNN AREA CHAMBER OF COMMERCE (COLLABORATION WITH ENTREPRENEURSHIP FOR ALL LYNN)

Lynn Area Chamber of Commerce's mission is to enhance the economic vitality of southern Essex County by fostering educational initiatives and business resources. EforAll Lynn's mission is to accelerate economic and social impact through entrepreneurship. Grant funds help to achieve these missions.

\$175,000

Salem

NORTH SHORE COMMUNITY DEVELOPMENT COALITION

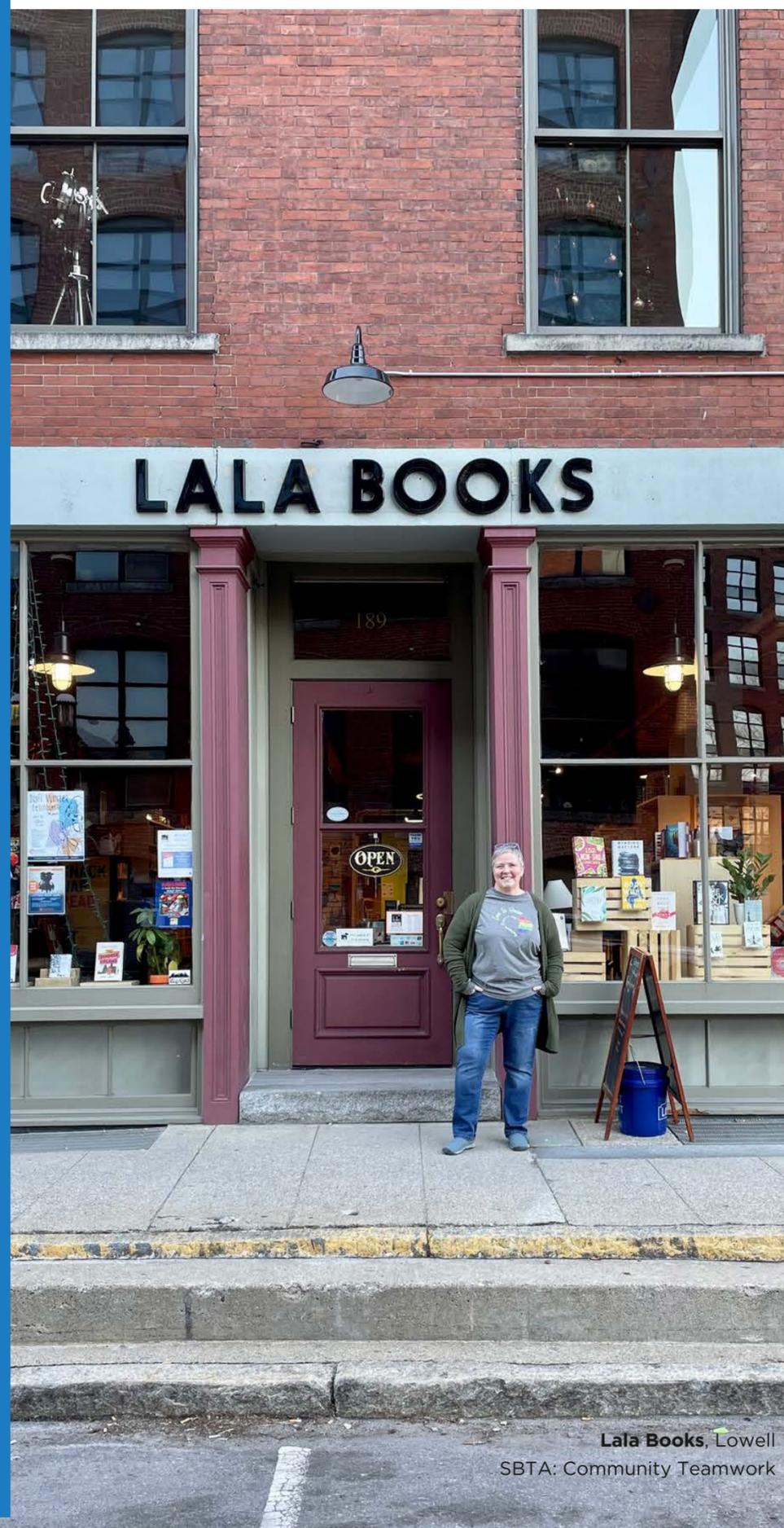
NSCDC is committed to improving its communities by providing quality affordable housing to families and individuals in need. Grant funds help NSCDC achieve its mission.

\$100,000

SALEM MAIN STREETS

Salem Main Streets' mission is the continued revitalization of downtown Salem as a vibrant, year-round retail, dining and cultural destination. Salem Main Streets will use grant funds to provide direct business support to more than 50 businesses in the downtown Salem district through one-on-one business consultations and locally focused peer support groups.

\$20,000



Lala Books, Lowell
SBTA: Community Teamwork

SERVES SOUTHEAST, CAPE & ISLANDS

Barnstable

CAPE COD YOUNG PROFESSIONALS

CCYP will use grant funds to provide small businesses and aspiring entrepreneurs throughout the region with one-on-one technical support, workshops and training, mentoring, coaching, grant-writing assistance, networking and marketing opportunities and access to resources to stabilize, grow and thrive on Cape Cod.

\$99,630

Centerville

CAPE & ISLANDS COMMUNITY DEVELOPMENT

Coastal Community Capital, a division of Cape & Islands Community Development, grows economic opportunity in underserved or distressed markets, providing financial literacy business training and mentoring and loans using innovative financial tools powered by this grant funding.

\$100,000

Fall River

BRISTOL COUNTY CHAMBER FOUNDATION

Grant funding will help the Bristol County Chamber Foundation serve 19 communities throughout the South Coast region, helping underrepresented individuals successfully start their businesses with development, networking, resources and technical assistance.

\$100,000

New Bedford

COMMUNITY ECONOMIC DEVELOPMENT CENTER OF SOUTHEAST MASSACHUSETTS

CEDC will use grant funds to work one-on-one with underserved, mostly immigrant entrepreneurs to provide guidance and access to resources for small business startup, stabilization and expansion of existing businesses.

\$100,000

NEW BEDFORD ECONOMIC DEVELOPMENT COUNCIL

NBEDC will use grant funds to work with business owners, targeting under-served areas and populations, to assist in business development training through direct technical assistance.

\$100,000

Orleans

COMMUNITY DEVELOPMENT PARTNERSHIP (COLLABORATION WITH WE CAN)

CDP leads the Lower Cape in building a diverse year-round community of people who can afford to live, work and thrive there. WE CAN supports and empowers women going through life transitions and challenges. With the support of this grant, CDP works with small business owners to help them gain access to capital and business coaching so their businesses can prosper and grow.

\$169,403

SERVES BOSTON

Boston

AFRICAN COMMUNITY ECONOMIC DEVELOPMENT OF NEW ENGLAND

ACEDONE provides technical assistance to its 400 clients in order to increase their businesses' capacity in many different fields. Grant funds are used to increase employee capacity in an organization for better service.
\$100,000

AMPLIFY LATINX

Driving systemic change through a relentless focus on promoting equity for Massachusetts' diverse Latinx communities. Grant funds will be used for Amplify Latinx's PowerUp program, helping small business owners implement strategies and tools to improve financial knowledge, cash flow and digital transformation; connect with suppliers and customers; and access resources and capital.
\$100,000

ARTS & BUSINESS COUNCIL OF GREATER BOSTON

The A&BC leverages the strengths and resources of the business and legal communities to build knowledge, organizational capacity and infrastructure, supporting artists and arts and cultural organizations. With the Creative Entrepreneur Fellowship (CEF) and Volunteer Lawyers for the Arts (VLA), the A&BC provides customized professional development, lawyer referrals, legal representation and legal workshops.
\$82,452

BOSTON CENTER FOR COMMUNITY OWNERSHIP

Grant funds allow BCCO to provide organizing support in English and Spanish for startup co-ops and co-op conversions, as well as ongoing training and technical assistance for existing cooperatives.
\$67,000

BOSTON IMPACT INITIATIVE FUND (COLLABORATION WITH LAWYERS FOR CIVIL RIGHTS)

BIIF works to build a sustainable, inclusive and equitable economy that restores the productive capacity of communities of color in Eastern Massachusetts. LCR works with communities of color and immigrants to fight discrimination and foster equity. The grant will help fund Accelerate Your Impact, a joint BIIF-LCR technical assistance program for BIPOC businesses to access capital through one-to-one and group coaching.
\$175,000

BOSTON MAIN STREETS FOUNDATION

BMSF is a public-private initiative established by the City of Boston that develops long-term strategies to increase the economic power and resources of neighborhood commercial districts. BMSF will use grant funds to assist businesses in accessing MGCC's Empower Digital and Biz-M-Power grant funding and to provide business coaching.
\$100,000

CENTER FOR WOMEN & ENTERPRISE

Helping women business owners and aspiring female entrepreneurs launch and grow businesses by providing access to the resources, tools and support they need. Grant funding will provide TA to stabilize and grow businesses, create jobs and drive economic growth.
\$100,000

CODMAN SQUARE NEIGHBORHOOD DEVELOPMENT CORPORATION

CSNDC's work focuses on neighborhood revitalization, affordable housing production, financial and wealth-building skills for individuals and businesses, community building and leadership development. Grant funds help CSNDC achieve its mission.
\$100,000

COMMONWEALTH KITCHEN

In addition to its shared kitchen, CWK provides food business education, one-on-one technical support, market access and outsourced manufacturing. Grant funds will be used to support education and market access work.
\$100,000

DORCHESTER BAY ECONOMIC DEVELOPMENT CORPORATION

Working closely with neighborhoods, residents, businesses and partners, DBEDC acts to build a strong, thriving and diverse community in Boston's Dorchester neighborhoods. Grant funds help DBEDC achieve its mission.
\$100,000

FAIRMOUNT INNOVATION LAB

The mission of Artmorphus' signature program, Fairmount Innovation Lab (FIL), is to foster innovation, entrepreneurship and community among artists and entrepreneurs who reside, work and collaborate in neighborhoods affected by systemic barriers to financial success. The grant funds help FIL achieve its mission.
\$100,000

JAMAICA PLAIN NEIGHBORHOOD DEVELOPMENT CORPORATION

Grant funding allows JPNDC to provide one-on-one bilingual (Spanish and English) technical assistance and practical workshops for small business owners at every stage of business development, plus specialized technical assistance for small contractors.
\$100,000

STARTUP MENTORS

StartUp Mentors, doing business as Women of Color Entrepreneurs (WOCE), widens the circle of entrepreneurship by supporting women of color entrepreneurs who are building great businesses and want help to scale. Grant funds help to achieve this mission.
\$100,000

Brookline

BROOKLINE CHAMBER OF COMMERCE (COLLABORATION WITH BRIGHTON MAIN STREETS, ALLSTON VILLAGE MAIN STREETS)

Brookline CoC's mission is to promote and advance the continued success of Brookline as a thriving community in which to live, work and do business. Brighton Main Streets is dedicated to the improvement of Brighton's neighborhood commercial district and quality of life. Allston Village Main Streets works to develop a thriving commercial district. Grant funds help to achieve these missions.
\$109,600

Somerville

EAST SOMERVILLE MAIN STREETS

ESMS' mission is to improve the life of its community by building investment, connection and pride in its main street by strengthening the role of the East Broadway Business District as a commercial center for the eastern half of Somerville. ESMS' grant funds its Small Business Liaison position and technical assistance projects, including permitting and licensing support, increasing digital capacity, marketing materials and loan and grant support.
\$30,000



Gauchao Brazilian Cuisine, Somerville
SBTA: East Somerville Main Streets



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