

FISCAL YEAR 2022

SMALL BUSINESS TECHNICAL ASSISTANCE  
GRANT PROGRAM

*Impact Report*





# ABOUT

## SMALL BUSINESS TECHNICAL ASSISTANCE GRANT PROGRAM

As the COVID-19 pandemic unfolded, small business owners across the Commonwealth faced a crisis that challenged their survival. In FY2022, the Small Business Technical Assistance Grant Program **provided opportunities** for vulnerable businesses to access technical assistance, tools, and resources they needed to recover. Funded by the Commonwealth of Massachusetts, this program has supported the delivery of services critical to helping Massachusetts businesses **build financial and developmental resilience** in our rapidly changing economy. The Small Business Technical Assistance Grant Program puts dollars to work at community development corporations, community development financial institutions, chambers of commerce, collaborative kitchens, innovation centers, and local nonprofit economic development organizations that provide:

- ▶ Support to business development in LMI and underserved communities, and Gateway Cities
- ▶ Culturally and linguistically appropriate business management assistance to ensure their success
- ▶ Training to develop best practices that create and preserve jobs
- ▶ Access to inclusive financial services, including approximately \$850 million in COVID-19 Relief grants administered by MGCC
- ▶ Education and 1-on-1 assistance to small businesses seeking funding through MGCC's Biz-M-Power Crowdfunding Matching Grant and Empower Digital Grant Programs

Massachusetts Growth Capital Corporation is pleased to present the FY2022 impact report for the 11th round of the Small Business Technical Assistance Grant Program. This report details the **60 organizations** that received a total of **\$7,000,000** in grants, reaching every corner of the Commonwealth.

**Lawrence D. Andrews**

**PRESIDENT & CEO**

**Ari Velóz**

**COMMUNITY PROGRAM MANAGER**

# Stories & Journeys

“Throughout the pandemic, I started attending workshops offered by the programs of the city of Lawrence, one of which was MCCI. Kristin Wallace of MCCI introduced me to the Biz-M-Power grant. Things like cooking classes and being able to buy the things needed are **now possible because of this program** that will help me promote my business!”

## BIZ-M-POWER GRANTEE

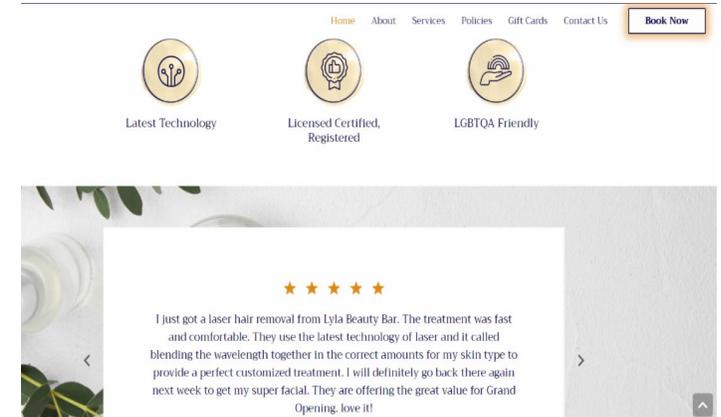
- Yesenia Melo, Owner  
Jessie’s Clean Meals of Lawrence, MA



"I enjoyed working with my SBTA Sponsor who helped me find a digital service provider for my business needs. These funds will help **bring in more clients** [through the website]. I am so grateful to have this grant to help my business survive."

- Surinee Pivchuen, Owner  
Lyla Beauty Bar of Acton, MA

## EMPOWER DIGITAL GRANTEE



“At the end of the day, **no one succeeds alone**, right? We can all do great things with the support of a network and like-minded people.”  
(Boston Business Journal [BBJ], 07/19/22)

- Ruby Chan, Founder  
FreshZen Foods of Dorchester, MA

## CLIENT OF COMMONWEALTH KITCHEN & ASIAN AMERICAN CIVIC ASSOCIATION

# HISTORY

## PROGRAM FUNDING



Throughout 11 rounds of funding, this program maintains its unique role within the Massachusetts small business ecosystem. Funding is important to maintaining and strengthening the system and expanding access to services in **rural areas**, in **Gateway Cities**, and for **disadvantaged populations**.



Total invested in the Commonwealth's economic growth

# \$27.7 million

# OUTCOMES\*

## SINCE PROGRAM INCEPTION

\*Impact is approximate

26,858

**BUSINESSES  
SERVED**

33,945

**JOBS CREATED  
OR PRESERVED**

22,364

**EXISTING  
BUSINESSES  
SUPPORTED**

\$817

**AVERAGE INVESTED  
PER JOB**

4,494

**NEW BUSINESSES  
CREATED**

# IMPACT

## FY2021

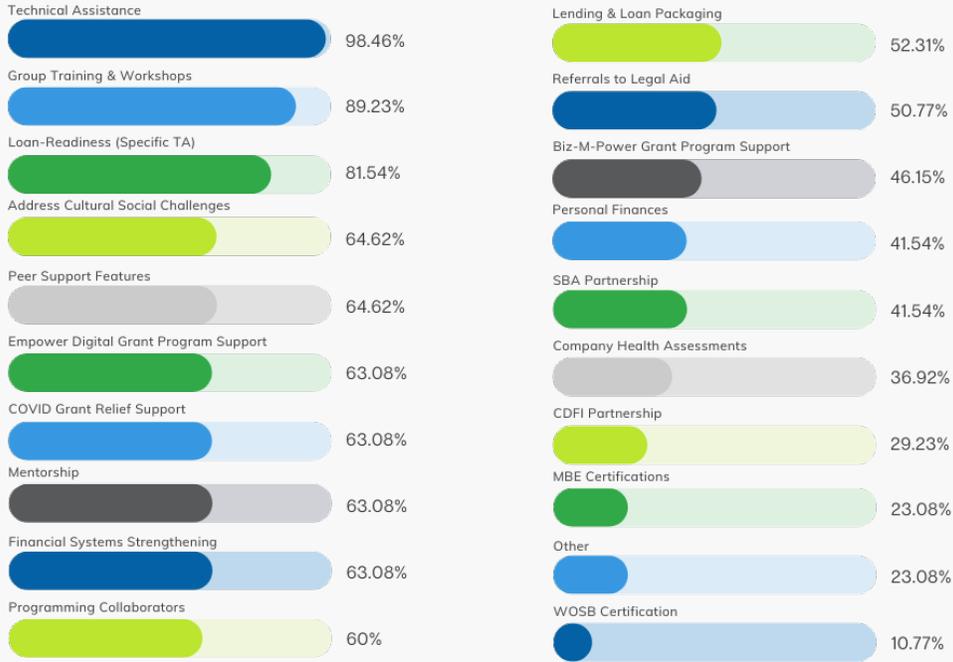
“Ascendus was my lifesaver. They took my dream and helped me elevate it and make it bigger. I used the money to **design, develop and launch** a ridesharing app.”

-John Sosa, Owner  
CTAppofBoston, MA

### Areas of Investment

#### PROGRAMMING FEATURES

% reflects the number of SBTA's providing this service out of the 63 grantees



# 92%

Of the population reached were women- or minority-owned businesses



# COVID-19

## Pandemic Response in FY2021\*

\*Impact is approximate

Nearly **\$100 million** in pandemic aid was distributed by the 63 nonprofit grantees

PPP Loans	\$35 million
MGCC Small Business COVID Relief Grants	\$16 million
EIDL Loans	\$15 million
Restaurant Revitalization Grants	\$8 million
CDBG-CV Microenterprise Assistance Grants	\$7 million
SBA Loans	\$3 million
DHCD Grants	\$2 million
Shuttered Venue Operators Grants	\$300,000
Other Types of Funding	\$7.8 million



**7,426** businesses received assistance obtaining pandemic-related financial relief

### Coalition for an Equitable Economy

The Coalition joined together more than **40 community partners** across the Commonwealth to help businesses facing **language and technology barriers** apply to MGCC's pandemic relief grant programs. Support services included:

- ▶ Multi-lingual translation
- ▶ Program workshops
- ▶ Identifying and addressing the access challenges

**Mike Kennealy, CHAIR**

Secretary, Executive Office of Housing & Economic Development

**Peter Milano, CHAIR DESIGNEE**

Senior Director of Business Development, Massachusetts Office of Business Development

**Esther Schlorholtz, VICE CHAIR**

Formerly Director of Community Investment & Senior Vice President, Boston Private Bank & Trust Company

**John P. Farmer**

Senior Vice President & Senior Credit Officer, Eastern Bank

**Janet R. Fogarty**

Managing Director, Blue Sky Global Capital Corp.

**Joseph Kriesberg**

President, Massachusetts Association of Community Development Corporations (MACDC)

**Thomas N. O'Connor, Esq., DESIGNEE FOR SECRETARY OF ADMINISTRATION & FINANCE**

Co-Founder and President, Baystate Wealth Management, LLC

**Neil Osborne, Esq.**

Director of Human Resources, City of Medford

**Edward Owens, Jr., CPA**

CFO, Owens Companies, Inc.

**Carmen Panacopoulos**

Senior Business Strategy Manager, Federal Reserve Bank of Boston

**Warren Pepicelli**

International Executive Vice President, New England Joint Board , UNITE HERE

**Jim Reardon**

President, The Peterson School

**David N. Slutz**

Managing Director, Potentia Holdings, LLC

# Board of Directors

**AS OF JUNE 30, 2022**



# FY2022

## Delivering Small Business Support

### Serves Statewide

#### **Chelsea Business Foundation \$85,000**

CBF addresses the unmet economic development needs of immigrant communities, with a strong focus on Latino and small business development.

#### **CommonWealth Kitchen \$85,000**

CommonWealth Kitchen's mission is to build a new food economy grounded in racial, social and economic justice. To accomplish this mission, it invests in entrepreneurs to start and build food companies, and connect them to the education, training, infrastructure, and industry networks essential for success.

#### **Cooperative Fund of New England (Collaboration with Cooperative Development Institute) \$157,302**

Cooperative Fund of New England works for economic, social, and racial justice by advancing community-based, cooperative, and democratically owned or managed enterprises with a preference to assisting cooperatives in low-income communities. The Cooperative Development Institute is a leader in democratic member-owned business development providing technical assistance training.

#### **Foundation for Business Equity \$85,000**

FBE works to meet the needs of entrepreneurs of color by fostering a high-functioning and coordinated ecosystem that provides capacity, connections, capital, and customers.

#### **GNEMSDC Massachusetts Advisors, Inc \$85,000**

Advisors' mission is to (a) advance ethnic minority business development, (b) support increased economic inclusion of ethnically diverse people in local, regional, and state-wide economies through sustainable employment paying living wages, and (c) improve the quality of lives of people of the ethnic minority communities.

#### **Hispanic-American Institute \$84,150**

Hispanic-American Institute has been working on social, economic, and civic issues impacting the Latino population in the United States and Puerto Rico.

# Grant Recipients

## **ICA Group \$85,000**

ICA Group is the oldest nonprofit dedicated to employee ownership in the country.

## **Interise \$85,000**

Interise seeks to provide MBEs with the technical assistance and tools they need to grow their businesses and prepare to pursue procurement opportunities.

## **Local Enterprise Assistance Fund \$85,000**

LEAF promotes human and economic development by providing financing and development assistance to cooperatives, small businesses, and social purpose ventures that create and save jobs for low-income people.

## **Local Initiatives Support Corporation \$85,000**

LISC Boston works to address inequality with a focus on helping low and moderate-income community residents transform neighborhoods into healthy, vibrant communities of choice and opportunity for families.

## **Massachusetts LGBT Chamber of Commerce \$85,000**

Massachusetts LGBT Chamber of Commerce serves as an innovative hub space for the creation of connection and increased financial opportunity for LGBTQ+ business owners in the Commonwealth.

## **Massachusetts Museum of Contemporary Art \$65,000**

MASS MoCA is a hub for cultural and economic development by nurturing and presenting new art of the highest quality in all media and working equally hard to advance the region's creative economy.

## **TLE Center for Urban Entrepreneurship \$85,000**

TLECFUE aims to continuously build and cultivate a resource-rich space for young adult entrepreneurs from all income tracks operating solo or with a few employees to grow a bankable business.

## **TSNE-The Carrot Project \$36,800**

The Carrot Project supports agricultural businesses securing their futures by breaking down financial barriers and building their path to sustainability by serving as business advisors and through education, advocacy, and research.

# Serves Boston

## Boston

## **African Community Economic Development of New England \$85,000**

ACEDONE serves African refugee and immigrant, primarily East African, families with a 'community hub' of local organizations that ensures services are deployed and delivered effectively and efficiently in a culturally informed environment.

## **Amplify Latinx \$85,000**

Amplify Latinx is driving systemic change through a relentless focus on promoting equity for Massachusetts' diverse Latinx communities.

## **Arts & Business Council of Greater Boston, Inc. \$72,750**

The A&BC leverages the strengths and resources of the business and legal communities to build knowledge, organizational capacity, and infrastructure in support of the individual artists and arts and cultural organizations.

## **Ascendus \$85,000**

Ascendus's mission is to empower LMI business owners with access to capital and financial education.

## **Asian American Civic Association \$85,000**

The AACA provides education, occupational training and social services to limited English speaking immigrants and economically disadvantaged people enabling them to achieve lasting economic self-sufficiency.

## **Boston Main Streets Foundation \$85,000**

The Boston Main Streets Foundation 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 while pursuing initiatives that build knowledge and capacity for its programs and businesses they serve.

## **Center for Women & Enterprise \$85,000**

CWE's mission is to help women business owners and aspiring female entrepreneurs launch and grow their business by providing greater access to the resources, tools, and support they need.

# Grant Recipients

## **Codman Square Neighborhood Development Corporation \$85,000**

CSNDC's work focuses on neighborhood revitalization, affordable housing production, financial and wealth building skills (for individuals and businesses), transit and environmental justice, community building and leadership development.

## **Empowered and Dedicated to Edify the Nation (Collaboration with EforAll Roxbury) \$136,500**

EDEN helps families permanently escape homelessness through workforce development, wellness, self-development, and financial literacy. The mission of EforALL is accelerating economic and social impact through entrepreneurship in underrepresented communities in greater Boston.

## **Fairmount Innovation Lab \$85,000**

The mission of Artmorpheus' signature program, Fairmount Innovation Lab, is to foster innovation, entrepreneurship and community amongst artists, creative and social entrepreneurs who reside, work and collaborate in neighborhoods deeply affected by systemic barriers to financial success.

## **Women of Color Entrepreneurs \$75,000**

WOCE widens the circle of entrepreneurship by supporting women of color entrepreneurs who are building great businesses and want help to scale.

### Brookline

## **Brookline Chamber of Commerce \$74,910**

The mission of the Brookline Chamber of Commerce is to promote and advance the continued success of Brookline as a thriving community in which to live, work and do business through advocacy efforts, education, and networking.

### Dorchester

## **Dorchester Bay Economic Development Corporation \$85,000**

DBEDC's mission is to build a strong, thriving, and diverse community in Dorchester by accessing resources to: develop & preserve home ownership and rental housing across income levels; create and sustain economic development opportunities for businesses and individuals; and build community through organizing, civic engagement, and leadership development.

### Jamaica Plain

## **Jamaica Plain Neighborhood Development Corporation \$85,000**

JPNDC transforms the lives and amplifies the voices of Boston residents who have been excluded from prosperity by an inequitable economic system.

## **Boston Impact Initiative Fund \$84,690**

Boston Impact Initiative Fund works to build a sustainable, inclusive and equitable economy that restores the productive capacity of communities of color in Eastern Massachusetts.

### Somerville

## **East Somerville Main Streets \$25,800**

East Somerville Main Streets' 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.

# Serves Northeast

### Beverly

## **Trustees of Tufts College-New Entry Sustainable Farming Project \$69,940**

New Entry Sustainable Farming Project improves local and regional food systems by (1) training the next generation of farmers to grow food that is sustainably produced, nutritious, and culturally preferred, and (2) making this food accessible to individuals regardless of age, mobility, ethnicity, or socioeconomic status.

### Lawrence

## **Lawrence Partnership (Collaboration with EforAll/EparaTodos) \$175,000**

The Lawrence Partnership is a private/public sector collaboration focused on economic development and improving the quality of life for Lawrence residents, with an emphasis on generating ideas, investment, and action. EforAll's mission is to accelerate economic and social impact through entrepreneurship in mid-sized cities. EparaTodos is EforAll's first-in-the-nation Spanish language business accelerator.

## Grant Recipients

### **Mill Cities Community Investments \$85,000**

Mill Cities Community Investments advances community revitalization and development in underserved communities through a range of low-cost loan programs and small business technical assistance to support the cultivation of a healthy financial and business ecosystem.

#### Lowell

### **Community Teamwork (Collaboration with Lowell Makes) \$170,000**

The Entrepreneurship Center @Community Teamwork (E-Center@CTI) is a program of Community Teamwork Inc., focused on supporting disadvantaged entrepreneurs with technical assistance and mission capital, with in-house TA and in partnership with SCORE and the SBA.

### **Lowell Development & Financial Corporation (Collaboration with EforAll Lowell) \$175,000**

LDFC's loan pool helps stimulate downtown Lowell revitalization. EforAll's mission is to accelerate economic and social impact through entrepreneurship in mid-sized cities.

#### Lynn

### **Greater Lynn Chamber of Commerce (Collaboration with EforAll) \$175,000**

Greater Lynn Chamber of Commerce is a member-driven organization enhancing the economic vitality of southern Essex County by fostering educational initiatives and business resources, legislative advocacy, and marketing and networking opportunities. The mission of EforAll Lynn is accelerating economic and social impact through entrepreneurship in gateway cities such as Lynn.

#### Salem

### **North Shore Community Development Coalition \$85,000**

North Shore CDC is committed to improving its communities by providing quality affordable housing to families and individuals in need.

### **Salem Main Streets \$17,200**

Salem Main Streets' mission is the continued revitalization of downtown Salem as a vibrant, year-round retail, dining, and cultural destination through business retention, recruitment, and promotion of the downtown district.

## Serves Southeast, Cape & Islands

#### Cape Cod

### **Cape Cod Young Professionals, Inc. \$84,708**

CCYP's mission is to connect, engage, and advance Cape Cod's young workforce and emerging leaders with programs, events, and initiatives.

### **Coastal Community Capital \$85,000**

Coastal Community Capital provides capital access, financial literacy training and mentoring to very small businesses. Coastal is a statewide US SBA 504 lender, CDFI and USDA Rural Development Micro Lender.

### **Community Development Partnership (Collaboration with WE CAN) \$165,174**

The CDP promotes, develops, and manages affordable housing; nurtures the launch and growth of small businesses; and facilitates collaboration with business, non-profit and government for the benefit of LMI residents. WE CAN is dedicated to empowering Cape women undergoing challenging life transitions by providing mentoring, education and support.

### **EforAll Cape Cod (Collaboration with Love Live Local) \$157,750**

EforAll Cape Cod works to strengthen under-resourced communities by creating networks for inclusive entrepreneurship. Love Live Local is dedicated to community advocacy and educating consumers on the importance of shopping local.

#### Fall River

### **Bristol County Chamber Foundation (Collaboration with One South Coast Chamber & EforAll South Coast) \$175,000**

Bristol County Chamber Foundation serves Bristol County as a catalyst for developing and facilitating innovative programs and the community's human resources resulting in the improvement of economic opportunities and quality of life. One SouthCoast Chamber is a progressive organization that participates in initiatives that positively impact its business members and the quality of life in the South Coast region. EforAll's mission is to accelerate economic and social impact through inclusive entrepreneurship in mid-sized communities.

# Grant Recipients

## New Bedford

### **Community Economic Development Center \$85,000**

The mission of CEDC is to create a more just, local economy by building bridges to resources, networks, and cooperative action for low-income community members, and build upon the strengths and skills of women, minority and immigrant-owned entrepreneurs to create jobs, strengthen community networks and collaborations to help local economy grow.

## Serves Central

### Fitchburg

#### **NewVue Communities, Fitchburg \$85,000**

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 Massachusetts.

#### **North Central Massachusetts Development Corporation \$85,000**

NCMDC is focused on advancing the economy and increasing employment throughout North Central Massachusetts.

### Framingham

#### **South Middlesex Opportunity Council \$85,000**

SMOC improves the quality of life of low-income and disadvantaged individuals and families by advocating for their needs and rights; providing services; educating the community; building a community of support; participating in coalitions with other advocates; and searching for new resources and partnerships.

### Ware

#### **Quaboag Valley Community Development Corporation \$78,300**

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.

## Whitinsville

### **Blackstone Valley Chamber of Commerce \$85,000**

BVCC is a leader in the region for economic development, lending & financing and works to facilitate the implementation of strategies to enhance these in Central Massachusetts while expanding lending capacity to accommodate Blackstone Valley's unique industry mix.

## Worcester

### **Southeast Asian Coalition of Central Massachusetts \$85,000**

SEACMA supports, promotes, and advocates for the success of the Southeast Asian population of Central and Western Massachusetts, as well as other immigrants, refugees, and low-income residents, in their pursuit of naturalization while also maintaining their own unique cultural identity.

### **Worcester Regional Chamber of Commerce (Worcester Regional Strategic Opportunities Foundation, Inc.) \$167,792**

The Chamber works on behalf of businesses to create valuable programs and events that help to grow their networks, advocate for favorable, business-friendly public policy, works with partners to assist with economic development efforts that create more opportunities and jobs, and supports individual members on a variety of issues.

## Serves West

### Chesterfield

### **Hilltown CDC (Collaboration with CDC South Berkshire) \$175,000**

Hilltown CDC addresses economic, housing, educational, social and community needs while preserving the rural character of the area. Hilltown CDC's partnership with CDC of South Berkshire has expanded its services to cover 49 towns in Berkshire, Hampden, Franklin and Hampshire Counties.

# Grant Recipients

## Greenfield

### **Franklin County CDC (Collaboration with North Adams Chamber of Commerce) \$170,000**

Franklin County CDC's mission is to stimulate a more vital rural economy, to maximize community control over our future economic destiny and to expand opportunities for low to moderate income residents. Its collaborations support, strengthen, and magnify the delivery of services to rural and urban small businesses in an efficient, economical and effective way.

## Holyoke

### **Greater Holyoke Chamber Centennial Foundation, Inc. (Collaboration with EforAll/EparaTodos Holyoke) \$175,000**

The Greater Holyoke Chamber of Commerce is working for the business community to enhance growth, develop expansion opportunities and attract new investment within the Greater Holyoke economy. The mission of EforAll is accelerating economic and social impact through entrepreneurship in mid-sized cities.

### **Nuestras Raíces Inc., Holyoke \$85,000**

Nuestras Raíces is a grassroots urban agriculture organization that creates healthy environments, celebrates "agri-culture," harnesses its collective energy, and advances its vision of a just and sustainable future.

## Northampton

### **Valley Community Development Corporation \$85,000**

Valley CDC empowers LMI people and underserved populations to manage and improve the quality of their lives through the development of affordable housing, providing economic opportunities, and encouraging community leadership.

## Pittsfield

### **Pittsfield Economic Revitalization Corporation (Collaboration with EforAll Berkshire County) \$100,000**

PERC has been supporting small business entrepreneurs in Pittsfield and throughout Berkshire County providing small business assistance, grants, loans, mentoring, counseling and trainings. EforAll's mission is to accelerate economic and social impact through entrepreneurship in mid-sized cities.

## South Deerfield

### **Community Involved in Sustaining Agriculture \$42,185**

CISA supports farms and related local food businesses, including restaurants, institutions, retailers, specialty food producers, and businesses providing services such as distribution.

## Springfield

### **Common Capital, Inc. \$30,000**

Common Capital's mission is to strengthen communities by creating economic opportunities for LMI people, women, people of color, and immigrants in Western Massachusetts.

### **Wellspring Cooperative Corporation, Springfield \$35,000**

Wellspring builds worker co-ops through our partnership with anchor institutions, fosters bottom-up co-ops through its Co-op Boot Camp, and preserves jobs through co-op conversions (owners sell the business to workers).





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