

MASSACHUSETTS SMALL BUSINESS DEVELOPMENT CENTER
State FY22 CORE and CARES ACT Achievements
July 1, 2021 - June 30, 2022

FISCAL YEAR 2022	UNIQUE CLIENTS COUNSELED			HOURS COUNSELED			TRAINING EVENTS			TRAINING ATTENDEES		
CENTER	ACHIEVED	PROJECTED DELIVERABLES	% ACHIEVED	ACHIEVED	PROJECTED DELIVERABLES	% ACHIEVED	ACHIEVED	PROJECTED DELIVERABLES	% ACHIEVED	ACHIEVED	PROJECTED DELIVERABLES	% ACHIEVED
BERKSHIRE REGIONAL OFFICE	226	275	82%	1,254	1,040	121%	9	10	90%	119	110	108%
BOSTON REGIONAL OFFICE		100	0%		820	0%		10	0%		100	0%
CENTRAL REGIONAL OFFICE Clark University	516	600	86%	2,355	3,790	62%	31	25	124%	490	500	98%
GOVERNMENT SALES	245	184	133%	1,052	1,250	84%	3	3	100%	86	45	191%
MASS EXPORT CENTER	134	100	134%	1,360	2,000	68%	18	15	120%	1,838	500	368%
NORTHEAST REGIONAL OFFICE Salem State University	1,083	500	217%	2,455	2,500	98%	32	19	168%	787	500	157%
SOUTHEAST REGIONAL OFFICE	793	525	151%	2,927	2,400	122%	18	12	150%	514	275	187%
STATE OFFICE							2			7		
WESTERN REGIONAL OFFICE	390	505	77%	1,469	2,400	61%	27	20	135%	470	450	104%
UNALLOCATED GOALS												
TOTAL	3,387	2,789	121%	12,872	16,200	79%	140	114	123%	4,311	2,480	174%

FISCAL YEAR 2022	CAPITAL FORMATION			NEW BUSINESS STARTS			UNIQUE CLIENTS SERVED			JOB SUPPORTED		
CENTER	ACHIEVED	PROJECTED DELIVERABLES	% ACHIEVED	ACHIEVED	PROJECTED DELIVERABLES	% ACHIEVED	ACHIEVED	PROJECTED DELIVERABLES	% ACHIEVED	ACHIEVED	PROJECTED DELIVERABLES	% ACHIEVED
BERKSHIRE REGIONAL OFFICE	\$9,959,044	5,855,580	170%	34	31	110%	302	390	77%	418		
BOSTON REGIONAL OFFICE												
CENTRAL REGIONAL OFFICE Clark University	\$15,171,965	16,166,166	94%	26	83	31%	787	900	87%	810		
GOVERNMENT SALES	\$85,958,083	5,760,424	1492%	1			259	200	130%	2,026		
MASS EXPORT CENTER	\$1,379,407	1,320,000	105%	1			940	624	151%	13,523		
NORTHEAST REGIONAL OFFICE Salem State University	\$42,652,831	10,103,597	422%	86	63	137%	1,420	800	178%	4,113		
SOUTHEAST REGIONAL OFFICE	\$18,871,438	9,847,455	192%	66	63	105%	1,099	760	145%	2,284		
STATE OFFICE							8			1		
WESTERN REGIONAL OFFICE	\$3,581,472	9,617,321	37%	13	53	25%	683	805	85%	751		
UNALLOCATED GOALS		45,980,500										
TOTAL	\$177,574,240	104,651,043	170%	227	293	77%	5,498	4,479	123%	23,926	16,158	148%

MASSACHUSETTS SMALL BUSINESS DEVELOPMENT CENTER NETWORK
State FY2022
Core and Cares Act Clients Counseled Loan Chart Report
July 1, 2021 - June 30, 2022

CENTER	NON-SBA LOANS						SBA SECURED LOANS						EQUITY FINANCING						TOTAL FINANCING					TOTAL BUSINESS STARTS
	\$\$\$\$	# DEALS	# CLI-ENTS				\$\$\$\$	# DEALS	# CLI-ENTS				\$\$\$\$	# DEALS	# CLI-ENTS				\$\$\$\$	# DEALS	# CLI-ENTS	JOBS CRE	JOBS RET	
WESTERN REGION	\$ 1,001,000	10	9				\$ 1,704,472	19	15				\$ 876,000						\$ 3,581,472	47	39	24	176	13
NORTHEAST REGION							\$ 11,553,769	34	32				\$ 31,099,062						\$ 42,652,831	156	126	161	1,869	69
CENTRAL REGION	\$ 12,188,092	4	4				\$ 2,179,975	7	5				\$ 803,898						\$ 15,171,965	23	18	40	115	15
SOUTHEAST REGION	\$ 4,912,205	10	8				\$ 8,613,080	32	21				\$ 5,346,153						\$ 18,871,438	100	75	120	262	40
BERKSHIRE REGION	\$ 2,357,522	16	14				\$ 790,900	10	9				\$ 6,810,622						\$ 9,959,044	45	32	108	78	20
MASS EXPORT CENTER													\$ 1,379,407						\$ 1,379,407	34	27	1	1,070	1
GOVERNMENT SALES													\$ 85,958,083						\$ 85,958,083	20	16	3	47	1
STATEWIDE TOTAL	\$ 20,458,819	40	35				\$ 24,842,196	102	82				\$ 132,273,225						\$ 177,574,240	425	329	457	3,617	159

CENTER	WOMEN CLIENTS						MINORITY CLIENTS						VETERANS						CLIENTS WITH DISABILITY					
	\$\$\$\$	# DEALS	# CLI-ENTS	JOBS CRE	JOBS RET	BIZ STARTS	\$\$\$\$	# DEALS	# CLI-ENTS	JOBS CRE	JOBS RET	BIZ STARTS	\$\$\$\$	# DEALS	# CLI-ENTS	JOBS CRE	JOBS RET	BIZ STARTS	\$\$\$\$	# DEALS	# CLI-ENTS	JOBS CRE	JOBS RET	BIZ STARTS
WESTERN REGION	\$ 954,872	22	20	16	110	8	\$ 1,118,000	13	10	14	16	5	\$ 1,042,000	11	6		19		\$ 135,000	2	2		5	
NORTHEAST REGION	\$ 9,935,890	84	73	121	216	55	\$ 445,545	39	37	27	62	26	\$ 99,565	7	5	5	12	4	\$ 376,581	9	9	5	12	5
CENTRAL REGION	\$ 2,028,215	23	20	38	64	18	\$ 22,250	7	7	7		7	\$ 170,000	3	2	7		2	\$ 497,000	5	3	9	1	2
SOUTHEAST REGION	\$ 7,329,177	70	58	89	120	40	\$ 4,936,785	32	27	59	55	20	\$ 1,501,000	5	5	8	22	3	\$ 560,500	4	4	6	11	2
BERKSHIRE REGION	\$ 3,796,791	26	20	89	21	17	\$ 1,147,000	8	6	20	2	6							\$ 480,000	2	1	2	2	1
MASS EXPORT CENTER	\$ 95,600	3	3		67		\$ 111,569	6	5		138		\$ 113,613	3	3		203							
GOVERNMENT SALES	\$ 3,946,202	4	3		9		\$ 9,255,882	5	5		19													
STATEWIDE TOTAL	\$ 28,086,747	232	196	353	607	138	\$ 17,037,031	110	97	127	292	64	\$ 2,926,178	29	21	20	256	9	\$ 2,049,081	22	19	22	31	10

**State FY22 Core and Cares Act Women Clients Counseled Report
July 1, 2021 - June 30, 2022**

Center	Client	Contact and Prep Hours	Started Business	Capital Formation
60 Western Mass	113	461	8	\$954,872
80 North Shore	412	1,079	54	\$9,935,370
90 Central Mass	161	939	18	\$2,028,215
110 SE Mass	249	1,118	41	\$6,269,797
150 Berkshire Reg	68	515	17	\$3,796,791
170 International	23	160		\$95,600
180 Govt Sales Adv	71	359		\$5,006,102
Grand Total	1,097	4,630	138	\$28,086,747

**State FY22 Core and Cares Act Minority Clients Counseled Report
July 1, 2021 - June 30, 2022**

Center	Client	Contact and Prep Hours	Started Business	Capital Formation
60 Western Mass	168	648	5	\$1,118,000
80 North Shore	431	1,023	25	\$445,025
90 Central Mass	188	954	7	\$22,250
110 SE Mass	279	824	21	\$4,937,305
150 Berkshire Reg	40	196	6	\$1,147,000
170 International	48	451		\$111,569
180 Govt Sales Adv	77	299		\$9,255,882
Grand Total	1,231	4,395	64	\$17,037,031

MASSACHUSETTS SMALL BUSINESS DEVELOPMENT CENTER
State FY2022
Core and Cares Act Clients Counseled in Gateway Cities
July 1, 2021 - June 30, 2022

City	Client	Contact and Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
ATTLEBORO	18	43	6	1	2	\$630,000
BARNSTABLE	2	16				
BROCKTON	37	75	5	34	4	\$13,320
CHELSEA	12	49	1	2	1	\$2,025
CHICOPEE	17	65		4		\$80,000
EVERETT	11	17		1		\$2,000
FALL RIVER	61	235	11	57	7	\$2,604,202
FITCHBURG	21	113	1	49	1	\$57,334
HAVERHILL	20	37	1		1	\$520
HOLYOKE	20	67		22		\$736,553
LAWRENCE	38	64	3		3	\$1,315
LEOMINSTER	20	111	6		1	\$30,000
LOWELL	28	66	4	24	4	\$661,674
LYNN	49	117	4	21	4	\$809,041
MALDEN	21	44	1		1	\$0
METHUEN	18	57	1		1	\$520
NEW BEDFORD	61	236	5	13	5	\$928,850
PEABODY	42	119	5	11	5	\$514,835
PITTSFIELD	85	389	46	225	15	\$7,590,049
QUINCY	34	92	8	64	1	\$1,938,708
REVERE	15	117				
SALEM	87	223	29	28	11	\$2,597,001
SPRINGFIELD	94	347	12	114	4	\$1,833,472
TAUNTON	22	54	8		3	\$151,000
WESTFIELD	21	58	4	1	3	\$306,500
WORCESTER	147	719	7	69	4	\$1,137,000
Grand Total	1,001	3,532	168	740	81	\$22,625,919

MASSACHUSETTS SMALL BUSINESS DEVELOPMENT CENTER

State FY2022

Core and Cares Act Clients Counseled by Area of Counseling by City and Town

July 1, 2021 - June 30, 2022

City	Area of Counseling Main Group	Client	Contact and Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
ABINGTON		2	3				
	Business Startup & Acquisition	1	1				
	Sources of Capital	1	2				
ACTON		8	24	1		1	\$0
	Business Startup & Acquisition	3	4	1		1	\$0
	Financial Analysis & Cost Control	1	2				
	Government Procurement	3	9				
	International Trade	1	6				
	Personnel/Human Resources	1	1				
	Strategic Plan. / Facilitation	1	2				
ACUSHNET		4	13				
	Business Startup & Acquisition	3	9				
	Sources of Capital	2	4				
ADAMS		7	51	1	2	1	\$71,162
	Business Startup & Acquisition	5	20	1		1	\$0
	COVID-19	2	7				
	Financial Analysis & Cost Control	1	1				
	Marketing & Sales	3	12				
	Personnel/Human Resources	1	5				
	Sources of Capital	2	6		2		\$71,162
AGAWAM		7	36				
	Business Liquidation	1	4				
	Business Startup & Acquisition	4	21				
	Financial Analysis & Cost Control	1	2				
	Loan Package Development	1	2				
	Marketing & Sales	2	2				
	Sources of Capital	1	6				
ALFORD		1	2				
	Business Startup & Acquisition	1	2				
ALLSTON		12	34		96		\$337,599
	Business Startup & Acquisition	3	5				
	COVID-19	2	5				
	International Trade	2	9		90		\$71,600
	Personnel/Human Resources	1	1				
	SBIR / STTR	5	13		5		\$199,999
	Sources of Capital	1	2		1		\$66,000
AMESBURY		11	16				
	Business Startup & Acquisition	8	10				
	COVID-19	2	1				
	Financial Analysis & Cost Control	1	1				
	International Trade	1	2				
	Marketing & Sales	1	1				
	Sources of Capital	1	1				
AMHERST		22	119	1		1	\$1,000
	Business Liquidation	1	2				
	Business Startup & Acquisition	15	43				
	COVID-19	2	2				
	Government Procurement	1	2				
	International Trade	1	3				
	Marketing & Sales	5	63	1		1	\$1,000
	Mgmt / Oper. Analysis	1	1				
	Personnel/Human Resources	1	2				
	Sources of Capital	1	2				
ANDOVER		13	43	4	14	4	\$43,372
	Accounting & Records	1	1				
	Business Startup & Acquisition	11	35	4		4	\$520
	COVID-19	2	4				
	International Trade	2	1		12		\$26,002
	Marketing & Sales	1					
	Sources of Capital	1	2		2		\$16,850
ARLINGTON		16	32		20		\$727,330
	Business Liquidation	1	1				

City	Area of Counseling Main Group	Client	Contact and Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Business Startup & Acquisition	11	21				
	COVID-19	2	4		20		\$727,330
	Marketing & Sales	1	1				
	SBIR / STTR	2	5				
	Sources of Capital	1	1				
ASHBURNHAM		1	1				
	Business Startup & Acquisition	1	1				
ASHBY		1	3				
	Financial Analysis & Cost Control	1	3				
ASHFIELD		1	7				
	Sources of Capital	1	7				
ASHLAND		10	64	1		1	\$4,000
	Business Startup & Acquisition	8	16	1		1	\$4,000
	Marketing & Sales	3	16				
	SBIR / STTR	1	17				
	Sources of Capital	1	4				
	Strategic Plan. / Facilitation	1	11				
	Technology	1	2				
ASHLEY FALLS		1	2				
	Business Startup & Acquisition	1	2				
ASSONET		1	2				
	Marketing & Sales	1	2				
ATHOL		1	5				
	Business Startup & Acquisition	1	5				
ATTELEBORO		18	43	6	1	2	\$630,000
	Accounting & Records	1	1				
	Business Startup & Acquisition	10	19	1		1	\$0
	COVID-19	2	5				
	Financial Analysis & Cost Control	1	2				
	Loan Package Development	1	1	5		1	\$360,000
	Marketing & Sales	4	5				
	SBIR / STTR	1	1				
	Sources of Capital	2	8		1		\$270,000
	Strategic Needs Assessment	1	2				
ATTELEBORO FALLS		1	1				
	Business Startup & Acquisition	1	1				
	COVID-19	1					
AUBURN		16	79				
	Business Startup & Acquisition	9	32				
	Government Procurement	4	27				
	Marketing & Sales	2	12				
	Personnel/Human Resources	1	2				
	Sources of Capital	1	1				
	Strategic Plan. / Facilitation	2	6				
AUBURNDALE		1	1				
	SBIR / STTR	1	1				
AUSTIN		1	3				
	Business Startup & Acquisition	1	3				
AVON		3	11				
	Business Startup & Acquisition	2	3				
	Sources of Capital	1	8				
AYER		2	4				
	Government Procurement	1					
	International Trade	1	4				
BARNSTABLE		2	16				
	Financial Analysis & Cost Control	1	1				
	Inventory Control	1	1				
	Marketing & Sales	2	7				
	Personnel/Human Resources	1	5				
	Sources of Capital	1	3				
BARRE		3	11				
	Business Startup & Acquisition	2	6				
	Personnel/Human Resources	1	3				
	Sources of Capital	1	3				
BARRINGTON		1	2				
	Business Startup & Acquisition	1	2				
BECKET		2	4				
	Business Startup & Acquisition	1	2				
	COVID-19	1	2				

City	Area of Counseling Main Group	Client	Contact and Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
BEDFORD		13	59				
	Accounting & Records	2	6				
	Business Startup & Acquisition	7	7				
	COVID-19	4	8				
	Government Procurement	1					
	Marketing & Sales	2	8				
	Personnel/Human Resources	1	2				
	SBIR / STTR	2	14				
	Sources of Capital	3	3				
	Strategic Plan. / Facilitation	1	13				
BELCHERTOWN		10	32	2	1	1	\$124,000
	Business Startup & Acquisition	8	25				
	COVID-19	1	3		1		\$25,000
	Financial Analysis & Cost Control	1	2				
	Marketing & Sales	1	1				
	Sources of Capital	2	1	2		1	\$99,000
BELLINGHAM		6	38				
	Accounting & Records	1	2				
	Business Startup & Acquisition	4	18				
	Government Procurement	1	3				
	Marketing & Sales	3	10				
	Sources of Capital	2	5				
BELMONT		11	30				
	Business Startup & Acquisition	6	5				
	SBIR / STTR	5	25				
BERKLEY		3	6				
	Business Startup & Acquisition	2	4				
	Strategic Plan. / Facilitation	1	2				
BERLIN		4	25	6		1	\$574,500
	Business Startup & Acquisition	4	19	6		1	\$574,500
	Computer Systems	1	6				
BERNARDSTON		2	2				
	Business Startup & Acquisition	2	2				
BEVERLY		46	109	22	55	1	\$3,525,035
	Accounting & Records	2	3				
	Bus. Plan Development	1	1				
	Business Startup & Acquisition	32	37	1		1	\$520
	COVID-19	13	25		16		\$2,185,515
	International Trade	2	3		5		\$16,000
	Marketing & Sales	5	10				
	SBIR / STTR	1	1				
	Sources of Capital	6	30	21	34		\$1,323,000
BILLERICA		6	13				
	Business Startup & Acquisition	6	11				
	COVID-19	1	2				
BLACKSTONE		1	1				
	Sources of Capital	1	1				
BOLTON		3	8				
	Business Startup & Acquisition	1	3				
	Government Procurement	1					
	Marketing & Sales	1	4				
BOSTON		156	475	6	368	6	\$12,502,820
	Accounting & Records	2	3				
	Bus. Plan Development	2	10				
	Business Liquidation	1	2				
	Business Startup & Acquisition	93	207	6		6	\$3,020
	Computer Systems	1	1				
	COVID-19	37	44		324		\$6,619,187
	Financial Analysis & Cost Control	1	1				
	International Trade	12	61		28		\$9,613
	Loan Package Development	1	2				
	Marketing & Sales	10	26				
	Personnel/Human Resources	3	2				
	SBIR / STTR	13	64		4		\$4,700,000
	Sources of Capital	17	44		12		\$1,171,000
	Strategic Needs Assessment	1	4				
	Strategic Plan. / Facilitation	2	5				
BOXBOROUGH		4	10		45		\$415,182
	Business Startup & Acquisition	1	3				

City	Area of Counseling Main Group	Client	Contact and Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
BOXFORD	Government Procurement	2	7				
	International Trade	1			45		\$415,182
		2	4	1		1	\$520
BRADFORD	Business Startup & Acquisition	2	3	1		1	\$520
	COVID-19	1	1				
BRAintree		1					
	Business Startup & Acquisition	1					
BRAINTREE		12	29		3		\$209,000
	Business Liquidation	1	2				
	Business Startup & Acquisition	10	17				
BREWSTER	COVID-19	3	2		3		\$209,000
	Marketing & Sales	1	5				
	Sources of Capital	1	4				
		2	2				
	Business Startup & Acquisition	1	1				
BRIDGEWATER	Sources of Capital	1	1				
		6	11				
BRIGHTON	Business Startup & Acquisition	4	6				
	COVID-19	1	2				
	Marketing & Sales	1	3				
		17	44	1		1	\$520
BROCKTON	Bus. Plan Development	1	2				
	Business Startup & Acquisition	14	25	1		1	\$520
	COVID-19	1	1				
	Financial Analysis & Cost Control	1	3				
	SBIR / STTR	1	10				
	Sources of Capital	4	4				
BROCKTON		37	75	5	34	4	\$13,320
	Business Startup & Acquisition	30	54	5		4	\$2,720
	Financial Analysis & Cost Control	1	1				
	Government Procurement	1	3				
BROOKFIELD	International Trade	2	1		34		\$10,600
	Marketing & Sales	4	4				
	Sources of Capital	7	13				
		2	3				
	Business Startup & Acquisition	2	3				
BROOKLINE		9	18	3		1	\$256,000
	Business Startup & Acquisition	4	6				
BROOKLINE, MA	International Trade	1	3				
	SBIR / STTR	4	9	3		1	\$256,000
		1	6				
BROOKLYN	SBIR / STTR	1	6				
		2	4	2	2	1	\$480,000
BURLINGTON	Business Startup & Acquisition	2	2	2	2	1	\$480,000
	Marketing & Sales	1	2				
		15	31		5		\$246,202
BUZZARDS BAY	Accounting & Records	1	1				
	Business Startup & Acquisition	6	8				
	COVID-19	5	5				
	Government Procurement	2	2				
	International Trade	2	4				
	Marketing & Sales	2	3				
	SBIR / STTR	4	6		5		\$246,202
	Sources of Capital	2	3				
		5	9				
		1	1				
BYFIELD	Business Startup & Acquisition	2	3				
	COVID-19	1	4				
	Sources of Capital	1	1				
CAMBRIDGE	International Trade	1	1				
	Sources of Capital	1	2				
CAMBRIDGE		62	191	4	69	3	\$1,282,118
	Accounting & Records	1	1				
	Bus. Plan Development	1	2				
	Business Liquidation	1	2				
	Business Startup & Acquisition	19	36	4		3	\$16,000
	COVID-19	9	27		18		\$449,436
	Financial Analysis & Cost Control	1	2				

City	Area of Counseling Main Group	Client	Contact and Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Government Procurement	2	9				
	International Trade	5	10		41		\$10,800
	Marketing & Sales	2	2				
	SBIR / STTR	29	92		10		\$805,882
	Sources of Capital	5	9				
	Strategic Plan. / Facilitation	1	2				
CANAAN		1	6				
	Business Startup & Acquisition	1	6				
CANTON		10	22	1		1	\$2,000
	Business Startup & Acquisition	7	13	1		1	\$2,000
	COVID-19	1	1				
	Marketing & Sales	2	4				
	Sources of Capital	1	2				
	Strategic Plan. / Facilitation	1	2				
CARVER		6	8	4		3	\$13,000
	Accounting & Records	1	2				
	Business Startup & Acquisition	4	3	2		1	\$0
	Marketing & Sales	2	4	2		2	\$13,000
CATAUMET		5	34				
	Bus. Plan Development	1	3				
	Business Liquidation	1	2				
	Business Startup & Acquisition	3	14				
	Financial Analysis & Cost Control	1	3				
	Marketing & Sales	1	2				
	Personnel/Human Resources	1	1				
	Sources of Capital	3	10				
CENTERVILLE		3	63	1		1	\$25,000
	Business Startup & Acquisition	1		1		1	\$25,000
	Marketing & Sales	2	59				
	Personnel/Human Resources	1	4				
CENTRAL FALLS		1	2				
	Business Startup & Acquisition	1	2				
CHARLESTOWN		6	21				
	Business Startup & Acquisition	5	10				
	COVID-19	1	3				
	International Trade	1	9				
CHARLTON		5	44	1		1	\$65,000
	Business Startup & Acquisition	3	13	1		1	\$65,000
	International Trade	1	23				
	Marketing & Sales	2	3				
	Sources of Capital	1	5				
CHATHAM		3	11		4		\$685,386
	Business Startup & Acquisition	1	4				
	COVID-19	1	4		4		\$685,386
	Sources of Capital	1	3				
CHELMSFORD		8	10		1		\$1,200,000
	Business Startup & Acquisition	6	8				
	Personnel/Human Resources	1	1				
	SBIR / STTR	1	1				
	Sources of Capital	1			1		\$1,200,000
CHELSEA		12	49	1	2	1	\$2,025
	Accounting & Records	1	3				
	Business Startup & Acquisition	12	41	1		1	\$25
	COVID-19	4	5				
	Financial Analysis & Cost Control	1	1				
	Sources of Capital	1			2		\$2,000
CHERRY VALLEY		1	1				
	Business Startup & Acquisition	1	1				
CHESHIRE		4	27				
	Business Startup & Acquisition	3	26				
	COVID-19	1	2				
CHESTNUT HILL		3	7				
	COVID-19	1	1				
	Marketing & Sales	1	2				
	SBIR / STTR	1	3				
CHICOPEE		17	65		4		\$80,000
	Business Startup & Acquisition	14	42				
	Loan Package Development	1	3				
	Marketing & Sales	2	5				

City	Area of Counseling Main Group	Client	Contact and Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Sources of Capital	5	16		4		\$80,000
CLEVELAND HEIGHTS		1	2				
	Business Startup & Acquisition	1	2				
CLINTON		5	35				
	Business Startup & Acquisition	4	12				
	Marketing & Sales	1	11				
	Sources of Capital	2	9				
	Strategic Needs Assessment	1	1				
COHASSET	Technology	1	2				
		3	25				
	Bus. Plan Development	1	2				
	Business Startup & Acquisition	1	2				
	COVID-19	1	1				
	Marketing & Sales	1	5				
	Sources of Capital	3	16				
COLRAIN		2	3				
	Business Startup & Acquisition	2	3				
CONCORD		7	15				
	Business Startup & Acquisition	3	4				
	COVID-19	1	1				
	Government Procurement	2	5				
	International Trade	1	4				
	Sources of Capital	1	2				
COTUIT		1	1				
	Marketing & Sales	1	1				
DALTON		11	73	2	20	2	\$175,000
	Business Startup & Acquisition	6	20	2		2	\$40,000
	COVID-19	6	23		20		\$135,000
	Marketing & Sales	3	30				
DANVERS		17	59	2	75	2	\$1,641,035
	Business Startup & Acquisition	13	36	2		2	\$275
	COVID-19	7	12		75		\$1,640,760
	Financial Analysis & Cost Control	1	1				
	International Trade	1	5				
	Marketing & Sales	1	2				
	SBIR / STTR	1	2				
	Sources of Capital	1	2				
DARTMOUTH		4	19	6		2	\$301,000
	Business Startup & Acquisition	2	10	6		2	\$301,000
	Marketing & Sales	2	4				
	SBIR / STTR	1	5				
DEDHAM		5	22				
	Accounting & Records	1	1				
	Business Startup & Acquisition	2	4				
	COVID-19	1	1				
	Sources of Capital	2	17				
DENNIS		2	2				
	Business Startup & Acquisition	1	1				
	Strategic Needs Assessment	1	1				
DEVENS		2	3				
	Business Startup & Acquisition	1	1				
	Financial Analysis & Cost Control	1	1				
	Marketing & Sales	1	1				
DORCHESTER		14	59	1		1	\$520
	Business Startup & Acquisition	14	46	1		1	\$520
	COVID-19	1	1				
	Government Procurement	1	2				
	Sources of Capital	1	9				
DORCHESTER CENTER		3	23	3	25		\$1,448,999
	Business Startup & Acquisition	3	4				
	COVID-19	1	3	3	25		\$1,448,999
	Financial Analysis & Cost Control	1	3				
	International Trade	1	1				
	Marketing & Sales	1	2				
	Personnel/Human Resources	1	2				
	Sources of Capital	1	10				
DOUGLAS		4	4				
	Business Startup & Acquisition	3	3				
	Sources of Capital	1	1				

City	Area of Counseling Main Group	Client	Contact and Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
DOVER		3	7				
	Business Startup & Acquisition	2	5				
	SBIR / STTR	1	2				
DRACUT		6	9				
	Business Startup & Acquisition	4	6				
	International Trade	1	2				
	Sources of Capital	1	1				
DUDLEY		3	39				
	Accounting & Records	1	3				
	Business Liquidation	1	2				
	Business Startup & Acquisition	3	7				
	Marketing & Sales	1	2				
	Personnel/Human Resources	1	3				
	Strategic Needs Assessment	1	2				
	Strategic Plan. / Facilitation	1	22				
DUNSTABLE		3	5				
	Business Startup & Acquisition	1					
	Government Procurement	1	4				
	Loan Package Development	1					
DUXBURY		7	21				
	Business Startup & Acquisition	6	9				
	SBIR / STTR	1	7				
	Sources of Capital	2	5				
EAST BOSTON		2	3				
	Business Startup & Acquisition	2	3				
EAST BRIDGEWATER		6	10				
	Business Startup & Acquisition	3	5				
	Marketing & Sales	1	2				
	Sources of Capital	2	3				
EAST FALMOUTH		3	13			19	\$38,000
	Business Liquidation	1	1				
	Business Startup & Acquisition	1	1				
	International Trade	2	11			19	\$38,000
EAST FREETOWN		4	14				
	Business Liquidation	1	1				
	Business Startup & Acquisition	3	6				
	Sources of Capital	2	7				
EAST GRANBY		1	2				
	Accounting & Records	1	2				
EAST LONGMEADOW		14	37			16	\$209,000
	Business Startup & Acquisition	9	20				
	COVID-19	3	3			8	\$194,000
	International Trade	1	1			8	\$15,000
	Marketing & Sales	1	2				
	Personnel/Human Resources	1	1				
	Sources of Capital	3	11				
EAST PROVIDENCE		1	10	1		1	\$0
	Business Startup & Acquisition	1	10	1		1	\$0
EAST SANDWICH		1	1				
	Business Startup & Acquisition	1	1				
EAST WALPOLE		1	2	1		1	\$1,000
	Business Startup & Acquisition	1	2	1		1	\$1,000
EAST WAREHAM		1					
	Marketing & Sales	1					
EAST WINDSOR		1	2				
	Business Startup & Acquisition	1	2				
EASTHAM		1	2				
	Accounting & Records	1	1				
	Financial Analysis & Cost Control	1	1				
EASTHAMPTON		15	31			4	\$241,000
	Business Startup & Acquisition	12	25				
	COVID-19	1	1			4	\$241,000
	Mgmt / Oper. Analysis	1	1				
	Personnel/Human Resources	1	1				
	SBIR / STTR	1	1				
	Sources of Capital	1	2				
EDGARTOWN		1	4				
	Business Liquidation	1	2				
	Financial Analysis & Cost Control	1	2				

City	Area of Counseling Main Group	Client	Contact and Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
EGREMONT		1	7				
	Business Startup & Acquisition	1	3				
	Marketing & Sales	1	2				
	Sources of Capital	1	3				
ESSEX		5	6				
	Business Liquidation	1	2				
	Business Startup & Acquisition	4	2				
	COVID-19	1	2				
	SBIR / STTR	1	1				
EVERETT		11	17		1		\$2,000
	Accounting & Records	1	3				
	Business Startup & Acquisition	9	13				
	COVID-19	2	2		1		\$2,000
EXETER		1	1				
	Accounting & Records	1	1				
FAIRFIELD		1	2				
	Business Startup & Acquisition	1	2				
FAIRHAVEN		15	48	3		2	\$10,000
	Accounting & Records	1	1				
	Business Startup & Acquisition	7	9				
	COVID-19	1	1				
	Marketing & Sales	5	31	3		2	\$10,000
	Sources of Capital	3	5				
	Strategic Plan. / Facilitation	1	2				
FALL RIVER		61	235	11	57	7	\$2,604,202
	Accounting & Records	2	4				
	Bus. Plan Development	1	8				
	Business Liquidation	1	1				
	Business Startup & Acquisition	39	59	6		4	\$152,000
	COVID-19	5	13	2	57		\$2,452,202
	Financial Analysis & Cost Control	2	9				
	Government Procurement	1	3				
	Loan Package Development	1					
	Marketing & Sales	14	39	3		3	\$0
	Mgmt / Oper. Analysis	1	1				
	Personnel/Human Resources	3	12				
	SBIR / STTR	1	30				
	Sources of Capital	14	45				
	Strategic Needs Assessment	1	2				
	Strategic Plan. / Facilitation	4	10				
FALMOUTH		1	2				
	Business Startup & Acquisition	1	2				
FEEDING HILLS		3	21				
	Business Liquidation	1	4				
	Business Startup & Acquisition	2	4				
	Financial Analysis & Cost Control	1	2				
	Marketing & Sales	1	1				
	Sources of Capital	1	11				
FITCHBURG		21	113	1	49	1	\$57,334
	Business Startup & Acquisition	11	25	1		1	\$2,000
	Government Procurement	4	13				
	International Trade	4	25		49		\$55,334
	Marketing & Sales	4	6				
	Personnel/Human Resources	2	5				
	Sources of Capital	4	16				
	Strategic Plan. / Facilitation	2	23				
FLORENCE		12	34		2		\$8,500
	Business Liquidation	1	2				
	Business Startup & Acquisition	9	18				
	Computer Systems	1	1				
	Marketing & Sales	3	12				
	Mgmt / Oper. Analysis	1	1				
	Sources of Capital	2	1		2		\$8,500
FORESTDALE		3	7	1		1	\$5,000
	Business Startup & Acquisition	3	6				
	Marketing & Sales	1	1	1		1	\$5,000
FORT PIERCE		1	2				
	Financial Analysis & Cost Control	1	2				
FOXBORO		8	28				

City	Area of Counseling Main Group	Client	Contact and Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
FOXBOROUGH	Business Liquidation	1	1				
	Business Startup & Acquisition	3	12				
	COVID-19	1	2				
	Financial Analysis & Cost Control	1	1				
	International Trade	1	3				
	Marketing & Sales	1	1				
	Sources of Capital	4	10				
FRAMINGHAM		2	6				
	COVID-19	2	2				
	Loan Package Development	1	2				
FRAMINGHAM AREA	Sources of Capital	1	2				
		36	223	1	904	1	\$154,842
	Business Startup & Acquisition	17	54	1		1	\$7,000
	COVID-19	3	3		901		\$134,043
	Financial Analysis & Cost Control	1	5				
	Government Procurement	9	46				
	International Trade	3	58		3		\$13,799
	Marketing & Sales	11	26				
	SBIR / STTR	2	9				
	Sources of Capital	5	18				
FRAMINGHAM AREA	Strategic Plan. / Facilitation	1	5				
		1	9				
FRANKLIN	Business Startup & Acquisition	1	7				
	Sources of Capital	1	2				
		14	77	3		2	\$600
GARDNER	Accounting & Records	1	2				
	Business Startup & Acquisition	10	29	3		2	\$600
	Computer Systems	1	3				
	Financial Analysis & Cost Control	1	3				
	Government Procurement	1	11				
	Marketing & Sales	5	21				
	Sources of Capital	2	8				
GILL		5	29				
	Business Startup & Acquisition	4	10				
GLOUCESTER	Marketing & Sales	2	19				
	Business Startup & Acquisition	1	2				
GLOUCESTER		1	2				
		36	91	6	85	6	\$3,699,410
	Accounting & Records	2	2				
	Business Liquidation	1	1				
	Business Startup & Acquisition	26	40	5		6	\$2,110
	COVID-19	7	6		70		\$2,000,000
	Financial Analysis & Cost Control	4	6				
	Government Procurement	1					
	Marketing & Sales	8	10				
	Personnel/Human Resources	3	3				
GORHAM	Sources of Capital	10	24	1	15		\$1,697,300
		1	1				
GRAFTON	COVID-19	1	1				
		1	1				
GRANBY	Strategic Plan. / Facilitation	1	1				
		3	9				
GRANVILLE	Business Startup & Acquisition	2	6				
	SBIR / STTR	1	4				
GREAT BARRINGTON		2	4				
	Business Startup & Acquisition	1	2				
	COVID-19	1	2				
GREENFIELD		22	173	10	1	2	\$4,830
	Accounting & Records	1	1				
	Business Liquidation	3	4				
	Business Startup & Acquisition	15	60	10		2	\$1,830
	COVID-19	10	50		1		\$3,000
	Financial Analysis & Cost Control	1	3				
	Marketing & Sales	7	47				
	Personnel/Human Resources	2	4				
	Sources of Capital	1	3				
		9	21				
GREENFIELD	Business Startup & Acquisition	5	10				
	Financial Analysis & Cost Control	2	4				

City	Area of Counseling Main Group	Client	Contact and Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
HOLDEN	Sources of Capital	2	10				
		11	33				
	Accounting & Records	1	1				
	Business Startup & Acquisition	6	16				
	Government Procurement	1	9				
	Marketing & Sales	3	4				
	Personnel/Human Resources	1	1				
HOLLAND	SBIR / STTR	1	1				
	Sources of Capital	1	2				
		3	12				
	Bus. Plan Development	1	1				
	Business Startup & Acquisition	2	8				
HOLLISTON	COVID-19	1	2				
	Sources of Capital	1	1				
		11	41	1	21	1	\$46,420
	Business Startup & Acquisition	3	6	1		1	\$0
	Government Procurement	4	24				
	International Trade	2	3		21		\$46,420
	SBIR / STTR	1	4				
HOLYOKE	Sources of Capital	1	2				
	Strategic Plan. / Facilitation	1	2				
		20	67		22		\$736,553
	Business Liquidation	1	2				
	Business Startup & Acquisition	13	52				
HOPEDALE	COVID-19	2	3		22		\$736,553
	Marketing & Sales	4	6				
	Sources of Capital	3	6				
		4	13				
	Business Startup & Acquisition	2	9				
HOPKINTON	Government Procurement	1	2				
	Marketing & Sales	1	2				
		7	32	1		1	\$0
HOUSATONIC	Business Startup & Acquisition	2	7	1		1	\$0
	Government Procurement	4	24				
	Marketing & Sales	1	1				
		7	70	2	4	2	\$50,000
HUBBARDSTON	Business Liquidation	1	22				
	Business Startup & Acquisition	3	9	2		2	\$0
	COVID-19	4	25		4		\$50,000
	Financial Analysis & Cost Control	1	3				
	Marketing & Sales	4	10				
		2	7				
	Business Startup & Acquisition	1	2				
HUDSON	Marketing & Sales	1	3				
	Strategic Plan. / Facilitation	1	2				
		17	165	1		1	\$0
	Business Startup & Acquisition	6	29	1		1	\$0
	COVID-19	2	16				
	Government Procurement	4	15				
	International Trade	2	61				
	Marketing & Sales	3	8				
	Sources of Capital	2	8				
	Strategic Plan. / Facilitation	1	28				
HULL		1	6				
	Business Startup & Acquisition	1	6				
HYANNIS		4	45	1		1	\$0
	Accounting & Records	1	3				
	Business Startup & Acquisition	4	7	1		1	\$0
	Engineering R&D	1	2				
	Financial Analysis & Cost Control	1	1				
	Inventory Control	1	1				
	Marketing & Sales	2	7				
	Personnel/Human Resources	1	26				
HYDE PARK		10	26				
	Bus. Plan Development	1	1				
	Business Startup & Acquisition	6	17				
	COVID-19	2	1				
	International Trade	1					
	SBIR / STTR	1	6				

City	Area of Counseling Main Group	Client	Contact and Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
INDIAN ORCHARD		8	18		100		\$30,808
	Business Startup & Acquisition	4	13				
	COVID-19	3	5				
	International Trade	1			100		\$30,808
IPSWICH		14	27	2		2	\$520
	Business Startup & Acquisition	8	19	2		2	\$520
	COVID-19	4	2				
	Financial Analysis & Cost Control	1					
	International Trade	2	5				
	Sources of Capital	2	2				
JAMAICA PLAIN		18	55	2		2	\$130
	Accounting & Records	1	1				
	Bus. Plan Development	1	3				
	Business Startup & Acquisition	12	26	2		2	\$130
	COVID-19	1	2				
	Financial Analysis & Cost Control	1	1				
	International Trade	1	2				
	Marketing & Sales	1	1				
	Personnel/Human Resources	2	2				
	SBIR / STTR	2	10				
	Sources of Capital	2	8				
JEFFERSON		1	1				
	Business Startup & Acquisition	1	1				
KINGSTON		5	39				
	Business Startup & Acquisition	3	5				
	Marketing & Sales	1	1				
	Sources of Capital	2	33				
LAKE PLEASANT		1	3				
	Business Startup & Acquisition	1	2				
	Sources of Capital	1	1				
LAKEVILLE		5	18	2	1	1	\$38,000
	Business Startup & Acquisition	4	13	2		1	\$0
	COVID-19	1			1		\$38,000
	International Trade	1	1				
	Marketing & Sales	1	5				
LANCASTER		1	3				
	Business Startup & Acquisition	1	2				
	Sources of Capital	1	2				
LANESBORO		1	5				
	Business Startup & Acquisition	1	5				
LANESBOROUGH		2	2				
	Business Startup & Acquisition	2	2				
LAS VEGAS		1	3				
	Business Startup & Acquisition	1	3				
LAWRENCE		38	64	3		3	\$1,315
	Business Startup & Acquisition	34	56	3		3	\$1,315
	COVID-19	7	6				
	International Trade	2	2				
	Sources of Capital	1	1				
LEE		8	24	39		3	\$1,120,000
	Accounting & Records	1	1				
	Business Liquidation	1	11				
	Business Startup & Acquisition	5	6	39		3	\$1,120,000
	Marketing & Sales	1	3				
	Sources of Capital	2	3				
LEEDS		2	3				
	Business Startup & Acquisition	2	3				
LEICESTER		4	17				
	Business Startup & Acquisition	2	2				
	Financial Analysis & Cost Control	2	5				
	Government Procurement	1	5				
	Sources of Capital	2	5				
LENOX		12	47	1		1	\$0
	Accounting & Records	2	3				
	Business Startup & Acquisition	10	23	1		1	\$0
	COVID-19	2	4				
	Financial Analysis & Cost Control	1	8				
	Marketing & Sales	3	8				
	Sources of Capital	1	2				

City	Area of Counseling Main Group	Client	Contact and Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
LENOX DALE		1			1		\$25,000
	COVID-19	1			1		\$25,000
LEOMINSTER		20	111	6		1	\$30,000
	Accounting & Records	2	4				
	Business Startup & Acquisition	11	31	6		1	\$30,000
	Computer Systems	1	2				
	Financial Analysis & Cost Control	1	5				
	Government Procurement	8	43				
	International Trade	2	5				
	Marketing & Sales	3	14				
	SBIR / STTR	1	3				
	Strategic Plan. / Facilitation	1	4				
	Technology	1	2				
LEVERETT		2	5				
	Business Startup & Acquisition	1	2				
	Sources of Capital	1	3				
LEXINGTON		10	42		49		\$350,000
	Business Startup & Acquisition	6	4				
	COVID-19	1	4		49		\$350,000
	Personnel/Human Resources	1	1				
	SBIR / STTR	3	32				
	Sources of Capital	1	2				
LINCOLN		2	9				
	Business Startup & Acquisition	2	4				
	Government Procurement	1	1				
	Sources of Capital	1	4				
LITTLETON		6	12				
	Government Procurement	2	4				
	International Trade	2	4				
	Marketing & Sales	1	1				
	Strategic Plan. / Facilitation	1	3				
LONGMEADOW		11	61	1		1	\$4,500
	Business Startup & Acquisition	10	40	1		1	\$4,500
	Financial Analysis & Cost Control	1	2				
	Marketing & Sales	1	4				
	Sources of Capital	3	16				
LOWELL		28	66	4	24	4	\$661,674
	Business Startup & Acquisition	22	37	4		4	\$1,315
	COVID-19	8	16		24		\$660,359
	Financial Analysis & Cost Control	1	1				
	Government Procurement	1	1				
	International Trade	2	8				
	SBIR / STTR	1	1				
	Sources of Capital	2	3				
LUDLOW		12	40		23		\$250,000
	Business Startup & Acquisition	7	17				
	COVID-19	1	2				
	Disaster Assistance	1	1				
	Marketing & Sales	1	1				
	Personnel/Human Resources	1	1				
	Sources of Capital	4	18		23		\$250,000
LUNENBURG		2	4				
	Business Startup & Acquisition	1	2				
	Government Procurement	1	3				
LYNN		49	117	4	21	4	\$809,041
	Accounting & Records	3	9				
	Business Startup & Acquisition	40	90	4		4	\$560
	COVID-19	9	9		21		\$808,481
	Financial Analysis & Cost Control	2	2				
	Government Procurement	1	1				
	Marketing & Sales	1	1				
	Sources of Capital	5	6				
LYNNFIELD		9	18				
	Business Startup & Acquisition	7	7				
	COVID-19	2	5				
	Personnel/Human Resources	1	1				
	SBIR / STTR	1	1				
	Sources of Capital	2	3				
MALDEN		21	44	1		1	\$0

City	Area of Counseling Main Group	Client	Contact and Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
MANCHESTER	Accounting & Records	1	1				
	Business Startup & Acquisition	15	29	1		1	\$0
	COVID-19	4	3				
	International Trade	1	5				
	Marketing & Sales	2	3				
	Sources of Capital	3	4				
MANCHESTER BY THE SEA		6	10	50		1	\$620,967
	Accounting & Records	1	1				
	Business Startup & Acquisition	4	2	50		1	\$620,967
	COVID-19	1	1				
	Marketing & Sales	1	3				
	Mgmt / Oper. Analysis	1	1				
MANSFIELD	Sources of Capital	1	3				
	Business Startup & Acquisition	1	2				
MANSFIELD		9	24	5	12		\$2,761,982
	Business Startup & Acquisition	4	9				
	COVID-19	2	5		6		\$494,195
	Government Procurement	2	1				
	Marketing & Sales	2	5				
	SBIR / STTR	1	1				
MARBLEHEAD	Sources of Capital	1	4	5	6		\$2,267,787
		27	63	1	9	2	\$65,637
	Accounting & Records	2	9				
	Business Startup & Acquisition	21	28	1		2	\$1,040
	COVID-19	6	14		2		\$49,900
	Financial Analysis & Cost Control	1	2				
MARION	International Trade	1			6		\$8,697
	Marketing & Sales	3	4				
	Sources of Capital	4	7		1		\$6,000
		3	3		10		\$372,318
	Business Startup & Acquisition	1	1				
	COVID-19	1	1				
MARLBOROUGH	Sources of Capital	1	1		10		\$372,318
		26	219	1	66	1	\$12,200,000
	Accounting & Records	2	2				
	Business Startup & Acquisition	13	55	1		1	\$0
	Computer Systems	1	6				
	COVID-19	3	2		16		\$200,000
MARSHFIELD	Financial Analysis & Cost Control	1	9				
	Government Procurement	7	30				
	International Trade	1	15				
	Marketing & Sales	8	65				
	Mgmt / Oper. Analysis	1	10				
	Personnel/Human Resources	2	4				
	Sources of Capital	5	22		50		\$12,000,000
		12	131	10	6		\$447,000
	Accounting & Records	1	1				
	Business Startup & Acquisition	6	9				
	COVID-19	2	4	5	4		\$387,000
	Financial Analysis & Cost Control	1	2				
MARSTONS MILLS	Marketing & Sales	2	20				
	Personnel/Human Resources	1		5	2		\$0
	Sources of Capital	4	96				\$60,000
		4	7				
	Business Startup & Acquisition	3	6				
	Personnel/Human Resources	1	1				
MASHPEE	Sources of Capital	1	1				
		5	6	2		1	\$2,000
	Business Startup & Acquisition	2	3				
	Marketing & Sales	2	1	2		1	\$2,000
MATTAPAN	Personnel/Human Resources	1	1				
	Sources of Capital	1	1				
		12	54	15		4	\$50,585
	Business Startup & Acquisition	11	34	15		4	\$50,585
	COVID-19	2	3				
	Financial Analysis & Cost Control	2	5				
MATTAPAN	Marketing & Sales	1	2				
	Sources of Capital	1	11				

City	Area of Counseling Main Group	Client	Contact and Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
MATTAPOISETT		4	11				
	Bus. Plan Development	1	1				
	Business Startup & Acquisition	1	1				
	Marketing & Sales	1	5				
	Personnel/Human Resources	1	3				
	Strategic Plan. / Facilitation	2	2				
MAYNARD		9	28		19		\$70,022,000
	Business Startup & Acquisition	3	9				
	Government Procurement	2	14				
	International Trade	2	4		16		\$22,000
	Marketing & Sales	1	1				
	SBIR / STTR	1	1		3		\$70,000,000
MEDFIELD		4	9				
	Business Startup & Acquisition	4	5				
	Marketing & Sales	1	2				
	SBIR / STTR	1	2				
MEDFORD		11	39				
	Business Startup & Acquisition	8	25				
	Financial Analysis & Cost Control	1	1				
	Marketing & Sales	3	5				
	SBIR / STTR	1	8				
	Sources of Capital	1	1				
MEDWAY		7	25				
	Business Startup & Acquisition	4	9				
	Financial Analysis & Cost Control	1	4				
	Marketing & Sales	3	10				
	Personnel/Human Resources	2	2				
MELROSE		7	18				
	Business Startup & Acquisition	4	7				
	COVID-19	2	8				
	Financial Analysis & Cost Control	2	2				
	Marketing & Sales	1	1				
	Sources of Capital	1	2				
MENDON		1					
	Business Startup & Acquisition	1					
MERRIMAC		4	4				
	Accounting & Records	1	1				
	Business Startup & Acquisition	3	3				
METHUEN		18	57	1		1	\$520
	Business Startup & Acquisition	15	55	1		1	\$520
	COVID-19	2	1				
	Sources of Capital	1	1				
MIDDLEBORO		7	23	1		1	\$25,000
	Business Startup & Acquisition	6	22	1		1	\$25,000
	COVID-19	1	1				
MIDDLETON		3	10	1		1	\$0
	Accounting & Records	1	1				
	Business Startup & Acquisition	2	5	1		1	\$0
	COVID-19	1	2				
	Marketing & Sales	2	2				
MILFORD		9	58	5		1	\$780,000
	Accounting & Records	1	7				
	Business Liquidation	1	1				
	Business Startup & Acquisition	6	22	1		1	\$30,000
	Computer Systems	1	1				
	Financial Analysis & Cost Control	2	5				
	Government Procurement	2	11				
	Marketing & Sales	3	10				
	Sources of Capital	2	3	4			\$750,000
MILLBURY		7	24				
	Accounting & Records	1	1				
	Business Startup & Acquisition	3	5				
	Marketing & Sales	1	2				
	Sources of Capital	2	8				
	Strategic Plan. / Facilitation	1	9				
MILLERS FALLS		1	10	1		1	\$3,500
	Business Startup & Acquisition	1	2	1		1	\$3,500
	Marketing & Sales	1	8				
MILTON		8	30				

City	Area of Counseling Main Group	Client	Contact and Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Business Startup & Acquisition	5	13				
	COVID-19	1	1				
	SBIR / STTR	1	1				
MINNEAPOLIS	Sources of Capital	3	16				
	SBIR / STTR	1	1				
MONSON	SBIR / STTR	1	1				
	Business Startup & Acquisition	1	5				
	Sources of Capital	1	10				
MONTCLAIR	Sources of Capital	1	9				
	SBIR / STTR	1	4				
MONTEREY	Sources of Capital	1	5				
	Marketing & Sales	1	2				
N BILLERICA	Marketing & Sales	1	2				
	Business Startup & Acquisition	3	5		82		\$88,000
	Business Startup & Acquisition	1	1				
	International Trade	2	4		82		\$88,000
N CHELMSFORD	International Trade	2	4		82		\$88,000
	Business Startup & Acquisition	1					
NAHANT	Business Startup & Acquisition	3	5				
	Business Startup & Acquisition	3	2				
	COVID-19	1	2				
	Sources of Capital	1	1				
NANTUCKET	Sources of Capital	6	30	7	10	1	\$2,127,700
	Business Startup & Acquisition	2	4	1		1	\$0
	COVID-19	1	2				
	Marketing & Sales	1	3				
	Sources of Capital	4	22	6	10		\$2,127,700
NASHVILLE	Sources of Capital	4	22	6	10		\$2,127,700
	Business Startup & Acquisition	1	2				
NATICK	Business Startup & Acquisition	1	2				
	Business Startup & Acquisition	20	55				
	Accounting & Records	1	1				
	Business Startup & Acquisition	5	6				
	Computer Systems	2	2				
	Government Procurement	6	22				
	International Trade	3	5				
	Marketing & Sales	5	14				
	SBIR / STTR	3	4				
	Strategic Plan. / Facilitation	1	1				
NEEDHAM	Strategic Plan. / Facilitation	1	1				
	Business Startup & Acquisition	3	6				
	Business Startup & Acquisition	1	2				
	Financial Analysis & Cost Control	2	2				
	Marketing & Sales	1	2				
NEEDHAM HEIGHTS	Marketing & Sales	2	1		2		\$8,000,000
	Marketing & Sales	1	1				
	SBIR / STTR	1	1		2		\$8,000,000
NEW ASHFORD	SBIR / STTR	1	1		2		\$8,000,000
	Business Startup & Acquisition	1	29	1		1	\$547,000
	Business Startup & Acquisition	1	5	1		1	\$547,000
	Sources of Capital	1	24				
NEW BEDFORD	Sources of Capital	1	24				
	Business Startup & Acquisition	61	236	5	13	5	\$928,850
	Business Liquidation	3	3				
	Business Startup & Acquisition	40	81	1		1	\$0
	COVID-19	4	2		13		\$881,850
	Financial Analysis & Cost Control	2	9				
	Loan Package Development	3	9				
	Marketing & Sales	16	34	4		4	\$47,000
	Personnel/Human Resources	1	1				
	Sources of Capital	9	38				
	Strategic Plan. / Facilitation	3	60				
NEW LEBANON	Strategic Plan. / Facilitation	3	60				
	Business Startup & Acquisition	1	2				
NEW LONDON	Business Startup & Acquisition	1	2				
	Business Startup & Acquisition	1	5				
	International Trade	1	5				
NEW MARLBOROUGH	International Trade	1	5				
	Business Startup & Acquisition	2	8				
NEW SALEM	Business Startup & Acquisition	2	8				
	Business Startup & Acquisition	1	6				
	Sources of Capital	1	6				
NEWBURY	Sources of Capital	1	6				
	COVID-19	1	1				

City	Area of Counseling Main Group	Client	Contact and Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
NEWBURYPORT		11	18	2		2	\$51,040
	Business Startup & Acquisition	8	11	2		2	\$51,040
	COVID-19	4	6				
	Marketing & Sales	1	1				
NEWPORT		1	13				
	Business Startup & Acquisition	1	2				
	Sources of Capital	1	11				
NEWTON		4	11				
	Bus. Plan Development	1	2				
	COVID-19	1	3				
	International Trade	1	1				
	Marketing & Sales	1	2				
	SBIR / STTR	1	4				
	Sources of Capital	1	1				
NEWTON CENTER		6	28	1		1	\$15,000
	Bus. Plan Development	1	3				
	Business Startup & Acquisition	5	9	1		1	\$15,000
	International Trade	1	13				
	Marketing & Sales	1	2				
	SBIR / STTR	1	1				
	Sources of Capital	1	1				
NEWTON HIGHLANDS		2	2				
	Business Liquidation	1	1				
	Marketing & Sales	1	1				
NEWTON LOWER FALLS		1	4				
	SBIR / STTR	1	4				
NEWTONVILLE		4	21		2		\$24,535
	Business Startup & Acquisition	2	5				
	COVID-19	1	4		2		\$24,535
	Financial Analysis & Cost Control	1	1				
	Marketing & Sales	1	3				
	Sources of Capital	1	9				
NORFOLK		5	13				
	Business Startup & Acquisition	3	5				
	Government Procurement	1	1				
	Marketing & Sales	1	5				
	Strategic Plan. / Facilitation	1	2				
NORTH ADAMS		17	134	25	15	3	\$489,000
	Business Liquidation	1	2				
	Business Startup & Acquisition	10	30	12		3	\$74,000
	COVID-19	8	24				
	Marketing & Sales	4	16				
	Personnel/Human Resources	1	2				
	Sources of Capital	5	62	13	15		\$415,000
NORTH ANDOVER		19	50	2	5	2	\$601,040
	Business Startup & Acquisition	15	21	2		2	\$1,040
	COVID-19	6	13				
	Financial Analysis & Cost Control	1	1				
	Personnel/Human Resources	1	1				
	Sources of Capital	4	14		5		\$600,000
NORTH ATTLEBORO		9	33	4		1	\$290,000
	Business Startup & Acquisition	7	23	4		1	\$290,000
	COVID-19	1					
	International Trade	1	6				
	Marketing & Sales	1					
	Sources of Capital	1	4				
NORTH BILLERICA		4	13				
	Business Startup & Acquisition	2	2				
	COVID-19	1	1				
	International Trade	1	9				
	Marketing & Sales	1	2				
NORTH CHELMSFORD		2	3				
	Business Startup & Acquisition	2	3				
NORTH CONWAY		1	2				
	Business Startup & Acquisition	1	2				
NORTH DARTMOUTH		9	22				
	Accounting & Records	1	1				
	Business Liquidation	1	3				
	Business Startup & Acquisition	8	16				

City	Area of Counseling Main Group	Client	Contact and Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Marketing & Sales	1	1				
	Personnel/Human Resources	1	1				
	Sources of Capital	1	1				
NORTH EASTON		2	3				
	Marketing & Sales	2	3				
NORTH EGREMONT		1	36				
	Bus. Plan Development	1	1				
	Business Startup & Acquisition	1	14				
	COVID-19	1	6				
	Financial Analysis & Cost Control	1	6				
	Marketing & Sales	1	1				
	Sources of Capital	1	8				
NORTH GRAFTON		5	13				
	Business Startup & Acquisition	5	13				
NORTH GRANBY		1	3				
	Business Startup & Acquisition	1	3				
NORTH KINGSTOWN		1	1				
	Business Startup & Acquisition	1	1				
NORTH OXFORD		1	2				
	Business Startup & Acquisition	1	2				
NORTH READING		5	12				
	Business Startup & Acquisition	2	1				
	COVID-19	4	9				
	Sources of Capital	1	2				
NORTHAMPTON		11	29			24	\$294,016
	Business Startup & Acquisition	3	5				
	COVID-19	1	3			24	\$294,016
	Financial Analysis & Cost Control	1	1				
	Marketing & Sales	6	16				
	SBIR / STTR	2	4				
NORTHBOROUGH		6	25				
	Business Startup & Acquisition	3	10				
	COVID-19	1					
	Financial Analysis & Cost Control	1	1				
	Government Procurement	2	10				
	Sources of Capital	1	4				
NORTHBRIDGE		4	35				
	Business Startup & Acquisition	3	30				
	Marketing & Sales	1	3				
	Strategic Plan. / Facilitation	1	2				
NORTON		6	23				
	Business Liquidation	1	1				
	Business Startup & Acquisition	2	5				
	International Trade	2	9				
	Marketing & Sales	1	3				
	SBIR / STTR	1	1				
	Strategic Plan. / Facilitation	2	5				
NORWELL		5	25	2	1	1	\$90,000
	Business Startup & Acquisition	2	4	1		1	\$0
	Marketing & Sales	2	3				
	Sources of Capital	2	18	1	1		\$90,000
NORWOOD		13	37	3		2	\$51,000
	Business Startup & Acquisition	8	15	3		2	\$51,000
	COVID-19	1	1				
	Financial Analysis & Cost Control	1	2				
	International Trade	1	5				
	Marketing & Sales	3	5				
	Sources of Capital	1	8				
	Strategic Plan. / Facilitation	1	1				
OAK BLUFFS		1	4			4	\$232,445
	COVID-19	1	2			2	\$47,445
	Sources of Capital	1	2			2	\$185,000
OAKHAM		1	3				
	Business Startup & Acquisition	1	1				
	Sources of Capital	1	2				
ONSET		1	5				
	Business Startup & Acquisition	1	1				
	Financial Analysis & Cost Control	1	4				
ORANGE		2	7				

City	Area of Counseling Main Group	Client	Contact and Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
ORLEANS	Business Startup & Acquisition	2	7				
		4	28		3		\$10,259
OSTERVILLE	Business Startup & Acquisition	1	26				
	International Trade	1			3		\$10,259
	Marketing & Sales	2	2				
		2	2				
OTIS	Business Startup & Acquisition	1	1				
	Marketing & Sales	1	1				
OXFORD		2	12	2		1	\$40,000
	Business Startup & Acquisition	2	5	2		1	\$40,000
	Marketing & Sales	1	8				
PALMER		8	26				
	Business Liquidation	1	1				
	Business Startup & Acquisition	3	7				
	Government Procurement	3	14				
	Mgmt / Oper. Analysis	1	2				
	Sources of Capital	2	3				
PAXTON	Business Startup & Acquisition	3	6				
	Marketing & Sales	2	4				
PEABODY	Marketing & Sales	1	2				
		5	13				
	Business Startup & Acquisition	4	8				
PEABODY	Marketing & Sales	1	3				
	Sources of Capital	1	2				
		42	119	5	11	5	\$514,835
	Accounting & Records	2	5				
	Business Startup & Acquisition	27	45	5		5	\$1,835
	COVID-19	10	25		11		\$513,000
	Financial Analysis & Cost Control	1	1				
PELHAM	International Trade	3	32				
	Marketing & Sales	6	6				
	Sources of Capital	3	5				
		2	4				
PEMBROKE	Business Startup & Acquisition	2	4				
		11	80	2	72	1	\$99,000
	Bus. Plan Development	1	3				
	Business Startup & Acquisition	6	10				
	COVID-19	1	2				
	International Trade	1	52		72		\$90,000
	Marketing & Sales	3	4	2		1	\$9,000
PEPPERELL	Personnel/Human Resources	1	1				
	Sources of Capital	2	10				
		2	4				
PETERSHAM	Business Startup & Acquisition	2	4				
		1	20				
PITTSFIELD	Business Startup & Acquisition	1	15				
	Sources of Capital	1	5				
		85	389	46	225	15	\$7,590,049
	Accounting & Records	1	2				
	Business Liquidation	1	1				
	Business Startup & Acquisition	67	200	46	13	15	\$677,521
	COVID-19	20	96		93		\$6,397,168
	Financial Analysis & Cost Control	1	2				
	International Trade	1			110		\$85,360
	Marketing & Sales	8	71				
PLAINVILLE	Personnel/Human Resources	1	2				
	SBIR / STTR	1	5				
	Sources of Capital	5	11		9		\$430,000
		1	21				
	Business Startup & Acquisition	1	5				
PLEASANT VALLEY	Loan Package Development	1	2				
	Sources of Capital	1	14				
PLYMOUTH		1			3		\$25,000
	COVID-19	1			3		\$25,000
PLYMOUTH		22	101	9	31	5	\$424,750
	Accounting & Records	2	5				
	Business Liquidation	1	6				
	Business Startup & Acquisition	13	43	8		4	\$330,000
	Computer Systems	1	2				

City	Area of Counseling Main Group	Client	Contact and Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Financial Analysis & Cost Control	1	1				
	Government Procurement	1	4				
	International Trade	1			26		\$64,750
	Marketing & Sales	6	14	1		1	\$0
	Personnel/Human Resources	2	4				
	SBIR / STTR	1	2				
	Sources of Capital	6	22		5		\$30,000
PLYMPTON		1	1				
	Mgmt / Oper. Analysis	1	1				
POCASSET		2	1		38		\$27,073
	COVID-19	1	1				
	International Trade	1			38		\$27,073
PORTLAND		1	1				
	Business Startup & Acquisition	1	1				
PRINCETON		3	21				
	Business Startup & Acquisition	2	5				
	Government Procurement	1	16				
PROVIDENCE		1	1				
	Business Startup & Acquisition	1	1				
PROVINCETOWN		3	5		8		\$716,113
	Business Startup & Acquisition	1	1				
	COVID-19	2	3		8		\$716,113
	Sources of Capital	1	1				
QUINCY		34	92	8	64	1	\$1,938,708
	Bus. Plan Development	1	1				
	Business Startup & Acquisition	22	38	4		1	\$0
	COVID-19	4	4	1	59		\$1,568,708
	Financial Analysis & Cost Control	1					
	International Trade	1	12				
	Marketing & Sales	5	9				
	SBIR / STTR	3	5				
	Sources of Capital	9	21	3	5		\$370,000
	Strategic Plan. / Facilitation	1	2				
RANDOLPH		15	55	5	72	3	\$25,520
	Business Startup & Acquisition	9	33	5		3	\$1,520
	Government Procurement	1	1				
	International Trade	2	17		72		\$24,000
	Marketing & Sales	1	2				
	Sources of Capital	2	3				
	Technology	1	1				
RAYMOND		1	2				
	Business Startup & Acquisition	1	2				
RAYNHAM		8	13	4	2	1	\$200,000
	Business Startup & Acquisition	5	9	4		1	\$50,000
	COVID-19	1	1				
	Marketing & Sales	1	2				
	Sources of Capital	1	1		2		\$150,000
READING		8	22	1	10	1	\$2,376,219
	Accounting & Records	1	1				
	Business Startup & Acquisition	7	12	1		1	\$0
	COVID-19	1	8		10		\$2,376,219
	Personnel/Human Resources	1	1				
	Sources of Capital	1	1				
REHOBOTH		4	7				
	Business Startup & Acquisition	2	4				
	COVID-19	2	3				
REVERE		15	117				
	Business Startup & Acquisition	12	29				
	COVID-19	4	5				
	International Trade	1	79				
	Sources of Capital	1	3				
RICHMOND		2	3				
	Marketing & Sales	1	2				
	Personnel/Human Resources	1	2				
ROCHDALE		3	3	1		1	\$5,000
	Business Startup & Acquisition	2	2	1		1	\$5,000
	Marketing & Sales	2	2				
ROCHESTER		4	19	1		2	\$2,500
	Business Startup & Acquisition	3	10	1		1	\$0

City	Area of Counseling Main Group	Client	Contact and Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
ROCKLAND	Marketing & Sales	3	8			1	\$2,500
	Personnel/Human Resources	1	2				
		5	6				
ROCKPORT	Business Startup & Acquisition	2	1				
	Marketing & Sales	2	3				
	Sources of Capital	1	2				
ROSLINDALE		7	11				
	Accounting & Records	1	1				
	Business Startup & Acquisition	6	8				
	Government Procurement	1	1				
ROWLEY	Marketing & Sales	1	1				
		8	158				
	Business Startup & Acquisition	4	11				
	COVID-19	1	9				
	International Trade	2	134				
ROXBURY	Personnel/Human Resources	1	2				
	SBIR / STTR	1	3				
		5	13	3		3	\$1,560
ROXBURY CROSSING	Business Startup & Acquisition	5	11	3		3	\$1,560
	Financial Analysis & Cost Control	1	1				
		6	15				
RUTLAND	Business Startup & Acquisition	6	13				
	COVID-19	1	2				
SACRAMENTO		2	3				
	Business Startup & Acquisition	1	2				
	SBIR / STTR	1	1				
SAINT ALBANS	Sources of Capital	1	1				
		3	4				
SALEM	Business Liquidation	1	2				
	Business Startup & Acquisition	2	2				
SALISBURY		1	4				
	SBIR / STTR	1	4				
		1	1				
SANDWICH	Business Startup & Acquisition	1	1				
		88	224	29	28	11	\$2,597,001
	Accounting & Records	7	13				
	Business Liquidation	1					
	Business Startup & Acquisition	63	118	11		11	\$2,950
	Computer Systems	1	1				
	COVID-19	21	36		6		\$470,500
	Financial Analysis & Cost Control	4	4				
	Government Procurement	1	1				
	Marketing & Sales	7	6				
	Personnel/Human Resources	1	2				
	Sources of Capital	17	46	18	22		\$2,123,551
SAUGUS		3	11		1		\$50,000
	Business Startup & Acquisition	2	1				
	COVID-19	2	3				
SAVOY	Sources of Capital	2	7		1		\$50,000
		5	87				
	Business Liquidation	1	8				
	Business Startup & Acquisition	1	2				
	COVID-19	1	3				
SCITUATE	Financial Analysis & Cost Control	1	3				
	International Trade	1	67				
	Marketing & Sales	3	3				
	Personnel/Human Resources	1	1				
		14	58				
	Business Startup & Acquisition	12	18				
SEEKONK	COVID-19	1	5				
	Sources of Capital	2	35				
		1	1				
SEEKONK	Business Startup & Acquisition	1	1				
		3	7	6		1	\$200,000
	Business Startup & Acquisition	1	3	6		1	\$200,000
SEEKONK	International Trade	1	2				
	Marketing & Sales	1	2				
		3	17				
SEEKONK	Business Startup & Acquisition	2	5				

City	Area of Counseling Main Group	Client	Contact and Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
SHARON	Financial Analysis & Cost Control	1	1				
	Loan Package Development	1	5				
	Sources of Capital	1	7				
		9	26	1		1	\$1,000
	Bus. Plan Development	1	2				
	Business Startup & Acquisition	7	19	1		1	\$1,000
	COVID-19	1	1				
SHEFFIELD	International Trade	1	2				
	SBIR / STTR	1	2				
	Sources of Capital	1	1				
		4	8	1	1	1	\$3,331
SHELBURNE FALLS	Business Startup & Acquisition	2	4	1		1	\$0
	COVID-19	2	4		1		\$3,331
SHERBORN		3	6		2		\$12,000
	Business Startup & Acquisition	2	4				
SHIRLEY	Sources of Capital	2	2		2		\$12,000
	Marketing & Sales	1	5				
SHREWSBURY		1	5				
		3	8				
	Business Startup & Acquisition	1	3				
SHUTESBURY	Engineering R&D	1	3				
	Government Procurement	1	2				
		23	115	1		1	\$250
	Accounting & Records	3	4				
	Business Liquidation	1	2				
	Business Startup & Acquisition	10	20	1		1	\$250
	COVID-19	1					
	Financial Analysis & Cost Control	2	41				
	Government Procurement	4	30				
	Inventory Control	1	1				
	Marketing & Sales	4	6				
	Sources of Capital	4	5				
	Strategic Needs Assessment	1	4				
Strategic Plan. / Facilitation	1	3					
SOMERSET		2	7				
	Business Startup & Acquisition	2	7				
SOMERVILLE		11	42	1	5	1	\$50,250
	Business Startup & Acquisition	8	10	1		1	\$1,000
	COVID-19	1	2		5		\$49,250
	Financial Analysis & Cost Control	1	1				
	Marketing & Sales	3	20				
	Personnel/Human Resources	1	1				
	Sources of Capital	1	5				
	Strategic Plan. / Facilitation	1	4				
		38	73		14		\$2,700,000
	Business Startup & Acquisition	15	17				
COVID-19	4	3					
Financial Analysis & Cost Control	1	1					
Government Procurement	1	1					
International Trade	5	12					
SBIR / STTR	14	35		14		\$2,700,000	
SOUTH BOSTON	Sources of Capital	3	2				
		4	14	2		2	\$1,040
	Accounting & Records	1	1				
SOUTH DARTMOUTH	Business Startup & Acquisition	3	9	2		2	\$1,040
	SBIR / STTR	1	4				
		11	55	4		3	\$1,000
SOUTH DENNIS	Business Liquidation	1	4				
	Business Startup & Acquisition	7	17	2		2	\$1,000
	Financial Analysis & Cost Control	1	2				
	Loan Package Development	1	7				
	Marketing & Sales	2	1	2		1	\$0
	Mgmt / Oper. Analysis	1	5				
	Personnel/Human Resources	1	7				
	Sources of Capital	3	14				
		2	2				
	Marketing & Sales	2	2				
SOUTH EASTON		1	24				
	Business Startup & Acquisition	1	6				

City	Area of Counseling Main Group	Client	Contact and Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
SOUTH GRAFTON	Loan Package Development	1	1				
	Sources of Capital	1	18				
		5	14				
	Business Startup & Acquisition	3	5				
	Marketing & Sales	3	5				
SOUTH HADLEY	Mgmt / Oper. Analysis	1	2				
	Sources of Capital	1					
	Strategic Plan. / Facilitation	1	3				
		8	26				
	Business Startup & Acquisition	7	20				
SOUTH HAMILTON	International Trade	1	5				
	Marketing & Sales	1	2				
		6	21	1	1	1	\$45,520
SOUTH LEE	Accounting & Records	1	1				
	Business Startup & Acquisition	4	8	1		1	\$520
	COVID-19	2	7				
	Marketing & Sales	1	1				
	Sources of Capital	3	4		1		\$45,000
SOUTH WALPOLE	Business Startup & Acquisition	1	2				
SOUTH WEYMOUTH		1	2				
	Business Startup & Acquisition	3	8		12		\$958,150
	COVID-19	1	2		12		\$958,150
SOUTH YARMOUTH	Marketing & Sales	1	2				
	Sources of Capital	3	5				
		2	2				
SOUTHAMPTON	Business Startup & Acquisition	2	2				
		2	11				
SOUTHBOROUGH	Business Startup & Acquisition	1	5				
	Marketing & Sales	1	7				
		5	17				
	Business Startup & Acquisition	2	7				
SOUTHBRIDGE	COVID-19	1	1				
	Government Procurement	3	3				
	International Trade	1	2				
	Marketing & Sales	1	5				
		7	12				
SOUTHFIELD	Business Liquidation	1	2				
	Business Startup & Acquisition	3	4				
	Government Procurement	1					
	International Trade	2	4				
SOUTHWICK	Marketing & Sales	1	2				
		1	1				
SPENCER	Business Startup & Acquisition	1	1				
		4	10				
	Business Startup & Acquisition	2	4				
	Personnel/Human Resources	1	2				
SPRINGFIELD	Sources of Capital	1	4				
		4	15	1		1	\$40,000
	Business Startup & Acquisition	3	3				
STERLING	International Trade	1	12	1		1	\$40,000
		94	347	12	114	4	\$1,833,472
	Accounting & Records	6	10				
	Business Startup & Acquisition	69	205	1		1	\$5,000
	COVID-19	20	37		100		\$825,472
	Government Procurement	1					
	Marketing & Sales	7	14		1		\$50,000
	Mgmt / Oper. Analysis	1	1				
Sources of Capital	22	81	11	13	3	\$953,000	
STOCKBRIDGE	International Trade	1	93				
		1	93				
SOUTHAMPTON	Business Liquidation	4	43				
	Business Startup & Acquisition	1	2				
		4	30				
	COVID-19	1	2				
	Marketing & Sales	1	3				
	Personnel/Human Resources	1	2				
	Sources of Capital	1	5				

City	Area of Counseling Main Group	Client	Contact and Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
STONEHAM		10	21		7		\$403,000
	Business Startup & Acquisition	8	15				
	COVID-19	4	6		7		\$403,000
	Marketing & Sales	1	1				
STOUGHTON		9	43		3		\$124,533
	Business Startup & Acquisition	8	24				
	COVID-19	1	15		3		\$124,533
	Marketing & Sales	1	1				
	Sources of Capital	2	3				
STOW		4	9				
	Business Startup & Acquisition	1	1				
	Government Procurement	2	7				
	Marketing & Sales	1	1				
STURBRIDGE		6	12	1		1	\$0
	Business Startup & Acquisition	3	6	1		1	\$0
	COVID-19	1	1				
	International Trade	1	4				
	Sources of Capital	1	2				
SUDBURY		13	30				
	Business Startup & Acquisition	6	10				
	Government Procurement	3	6				
	International Trade	1	6				
	SBIR / STTR	2	4				
	Sources of Capital	1	4				
SUNDERLAND		2	5				
	COVID-19	2	5				
SUPERIOR		1					
	Business Startup & Acquisition	1					
SUTTON		2	3				
	Government Procurement	1	1				
	Sources of Capital	1	2				
SWAMPSCOTT		23	58	1	4	1	\$207,000
	Accounting & Records	1	1				
	Business Startup & Acquisition	18	34	1		1	\$0
	COVID-19	7	8				
	Marketing & Sales	4	5				
	Personnel/Human Resources	1	1				
	Sources of Capital	3	9		4		\$207,000
SWANSEA		8	23	1		1	\$25,000
	Accounting & Records	1	1				
	Business Startup & Acquisition	4	9				
	Marketing & Sales	4	10				
	Sources of Capital	3	4	1		1	\$25,000
TAUNTON		22	54	8		3	\$151,000
	Business Startup & Acquisition	17	32	8		3	\$151,000
	COVID-19	2	2				
	Financial Analysis & Cost Control	1	3				
	Sources of Capital	3	15				
	Strategic Plan. / Facilitation	3	3				
TEMPLETON		1	1				
	Business Startup & Acquisition	1	1				
TEWKSBURY		9	16	1		1	\$520
	Business Startup & Acquisition	5	10	1		1	\$520
	COVID-19	3	3				
	Marketing & Sales	1	1				
	Sources of Capital	2	3				
TIVERTON		1	1				
	Sources of Capital	1	1				
TOPSFIELD		7	12				
	Business Startup & Acquisition	4	5				
	COVID-19	3	3				
	Personnel/Human Resources	1	2				
	SBIR / STTR	1	3				
TOWNSEND		1	3				
	Business Startup & Acquisition	1	2				
	Sources of Capital	1	2				
TURNERS FALLS		1	1				
	Sources of Capital	1	1				
TYNGSBORO		3	13	1		1	\$520

City	Area of Counseling Main Group	Client	Contact and Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
UPTON	Accounting & Records	1	3				
	Business Startup & Acquisition	2	5	1		1	\$520
	Financial Analysis & Cost Control	1	1				
	International Trade	1	5				
		4	24				
	Bus. Plan Development	1	1				
	Business Startup & Acquisition	2	8				
	Government Procurement	1	4				
	International Trade	1	2				
	Marketing & Sales	1	4				
UXBRIDGE	Strategic Plan. / Facilitation	1	5				
		8	41				
	Business Startup & Acquisition	4	12				
	Government Procurement	3	4				
	International Trade	1	12				
VINEYARD HAVEN	Marketing & Sales	2	3				
	Sources of Capital	2	11				
		2	16				
	Business Liquidation	1	1				
	Business Startup & Acquisition	2	4				
W BARNSTABLE	Financial Analysis & Cost Control	1	2				
	Marketing & Sales	1	6				
	Sources of Capital	1	1				
	Strategic Plan. / Facilitation	1	4				
		1	1				
WAKEFIELD	Business Startup & Acquisition	1	1				
		15	22	2		2	\$1,040
WALPOLE	Business Liquidation	1	3				
	Business Startup & Acquisition	9	11	2		2	\$1,040
	COVID-19	2	1				
	Financial Analysis & Cost Control	1	1				
	Government Procurement	1	1				
	Marketing & Sales	1	2				
	SBIR / STTR	1	1				
	Sources of Capital	2	4				
		5	14				
		3	5				
WALTHAM	Business Startup & Acquisition	2	6				
	Marketing & Sales	1	1				
	SBIR / STTR	1	1				
	Strategic Plan. / Facilitation	1	2				
WARE		11	41		26		\$187,000
	Bus. Plan Development	1	2				
	Business Startup & Acquisition	6	18				
	COVID-19	1	2		12		\$140,000
	International Trade	3	6		14		\$47,000
WAREHAM	Sources of Capital	2	12				
	Strategic Plan. / Facilitation	1	2				
WARREN		2	5				
	Business Startup & Acquisition	2	5				
WATERTOWN		2	9				
	Business Startup & Acquisition	2	6				
WAYLAND	Sources of Capital	1	3				
		1	3				
	Strategic Plan. / Facilitation	1	3				
		19	60	1	165	1	\$67,520
	Accounting & Records	1	1				
WAYLAND	Business Liquidation	1	1				
	Business Startup & Acquisition	14	40	1		1	\$520
	COVID-19	1	5				
	International Trade	2	2		165		\$67,000
	SBIR / STTR	1	10				
WAYLAND	Sources of Capital	1	1				
		5	51	2		1	\$147,615
	Business Startup & Acquisition	3	22	2		1	\$147,615
	Computer Systems	1	2				
	COVID-19	1	1				
	Marketing & Sales	2	10				
	SBIR / STTR	1	1				
Strategic Plan. / Facilitation	1	17					

City	Area of Counseling Main Group	Client	Contact and Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
WEBSTER		9	16				
	Accounting & Records	1	1				
	Business Startup & Acquisition	6	8				
	Financial Analysis & Cost Control	1	1				
	Government Procurement	2	6				
	Marketing & Sales	1					
	Sources of Capital	1	1				
WELLESLEY		3	7				
	Business Startup & Acquisition	1	4				
	COVID-19	1					
	Personnel/Human Resources	1	2				
WELLESLEY HILLS		2	2				
	Business Startup & Acquisition	1	2				
	COVID-19	1					
WELLFLEET		2	4				
	COVID-19	1	4				
	Marketing & Sales	1	1				
WENHAM		2	4	1		1	\$520
	Business Startup & Acquisition	2	4	1		1	\$520
WEST BARNSTABLE		2	4				
	Business Startup & Acquisition	2	3				
	Sources of Capital	1	1				
WEST BOYLSTON		6	25				
	Business Startup & Acquisition	4	8				
	Government Procurement	1	6				
	Marketing & Sales	2	4				
	Sources of Capital	1	8				
WEST BRIDGEWATER		3	6				
	Business Startup & Acquisition	1	3				
	COVID-19	1	1				
	Strategic Plan. / Facilitation	1	2				
WEST BROOKFIELD		5	23				
	Accounting & Records	1	1				
	Business Startup & Acquisition	2	4				
	Financial Analysis & Cost Control	1	10				
	Marketing & Sales	2	8				
	Sources of Capital	1	1				
WEST CHESTERFIELD		1	2			2	\$45,000
	Marketing & Sales	1	2				
	Sources of Capital	1				2	\$45,000
WEST DENNIS		1	5				
	Business Startup & Acquisition	1	3				
	Marketing & Sales	1	1				
	Sources of Capital	1	1				
WEST HARTFORD		1	17				
	Accounting & Records	1	1				
	Marketing & Sales	1	14				
	Sources of Capital	1	2				
WEST HARWICH		1	7	1		1	\$3,000
	Business Startup & Acquisition	1	7	1		1	\$3,000
WEST HATFIELD		1	6				
	Business Startup & Acquisition	1	6				
WEST HYANNISPORT		1	2				
	Business Startup & Acquisition	1	2				
WEST NEWBURY		1	2				
	Business Startup & Acquisition	1	2				
WEST NEWTON		1	34				
	Business Startup & Acquisition	1	33				
	Sources of Capital	1	1				
WEST ROXBURY		9	19				
	Business Startup & Acquisition	5	13				
	COVID-19	2	1				
	Marketing & Sales	2	3				
	Personnel/Human Resources	1	1				
	Sources of Capital	2	3				
WEST SPRINGFIELD		19	126	2	44	1	\$9,309,535
	Business Startup & Acquisition	14	67				
	COVID-19	1	2			38	\$9,004,535
	Government Procurement	1	3				

City	Area of Counseling Main Group	Client	Contact and Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Inventory Control	1	2				
	Marketing & Sales	2	6				
	Sources of Capital	7	46	2	6	1	\$305,000
WEST STOCKBRIDGE		2	8				
	Business Startup & Acquisition	2	7				
	Sources of Capital	1	1				
WEST TOWNSEND		1	1				
	Government Procurement	1	1				
WEST WAREHAM		1	2				
	Marketing & Sales	1	2				
WEST WHATELY		1	4				
	Business Liquidation	1	2				
	Business Startup & Acquisition	1	2				
WEST YARMOUTH		6	9				
	Business Startup & Acquisition	2	2				
	COVID-19	1	1				
	Marketing & Sales	4	4				
	Sources of Capital	1	2				
WESTBOROUGH		12	27				
	Business Startup & Acquisition	7	13				
	Government Procurement	3	9				
	International Trade	1	2				
	Marketing & Sales	1	2				
	Sources of Capital	1	2				
WESTFIELD		21	58	4	1	3	\$306,500
	Business Startup & Acquisition	15	33	2		2	\$76,500
	COVID-19	3	5		1		\$178,000
	Marketing & Sales	5	13				
	Sources of Capital	4	8	2		1	\$52,000
WESTFORD		11	52	1		1	\$520
	Accounting & Records	2	3				
	Business Startup & Acquisition	5	8	1		1	\$520
	Marketing & Sales	4	29				
	Mgmt / Oper. Analysis	1	3				
	Personnel/Human Resources	1	3				
	SBIR / STTR	1	4				
	Sources of Capital	2	2				
WESTMINSTER		10	77	15		3	\$1,209,000
	Accounting & Records	1	2				
	Business Startup & Acquisition	9	52	10		2	\$959,000
	Financial Analysis & Cost Control	2	2				
	Government Procurement	2	11				
	Marketing & Sales	4	7	5		1	\$150,000
	Sources of Capital	3	4				\$100,000
WESTON		2	8				
	Business Startup & Acquisition	1	1				
	International Trade	1	6				
	SBIR / STTR	1	1				
WESTPORT		13	34		2		\$20,833
	Business Liquidation	1	1				
	Business Startup & Acquisition	6	19				
	COVID-19	5	2		2		\$20,833
	Loan Package Development	1	5				
	Marketing & Sales	2	1				
	Personnel/Human Resources	1	2				
	Sources of Capital	1	5				
WESTWOOD		1	1				
	Business Startup & Acquisition	1	1				
WEYMOUTH		14	63	1			\$0
	Business Startup & Acquisition	10	31	1			\$0
	International Trade	1	1				
	SBIR / STTR	1	10				
	Sources of Capital	4	21				
WHITINSVILLE		1	2				
	Marketing & Sales	1	2				
WHITMAN		1	1				
	Sources of Capital	1	1				
WILBRAHAM		10	42		1		\$45,000
	Business Startup & Acquisition	5	32				

City	Area of Counseling Main Group	Client	Contact and Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
WILLIAMSBURG	COVID-19	3	6				
	Marketing & Sales	2	3				
	Sources of Capital	2	2		1		\$45,000
	Business Startup & Acquisition	2	3				
WILLIAMSTOWN	COVID-19	1	2				
	Business Startup & Acquisition	1	2				
	COVID-19	1	1				
	Business Liquidation	14	60	2	1		\$582,000
WILLISTON	Business Startup & Acquisition	1	5				
	Business Startup & Acquisition	10	25	2	1		\$582,000
	Marketing & Sales	1	2				
	Personnel/Human Resources	1	6				
WILMINGTON	Sources of Capital	2	23				
	Business Startup & Acquisition	1	2				
WILMINGTON	Business Startup & Acquisition	1	2				
	Business Startup & Acquisition	8	52	1		1	\$40
WINCHENDON	Business Startup & Acquisition	5	13	1		1	\$40
	COVID-19	2	2				
	International Trade	2	37				
	Business Startup & Acquisition	3	2				
WINCHESTER	Government Procurement	1	1				
	Sources of Capital	1	1				
	Business Startup & Acquisition	4	16		1		\$300,000
	Bus. Plan Development	1	2				
WINDSOR	Business Startup & Acquisition	2	5				
	COVID-19	1	2				
	Financial Analysis & Cost Control	1	3				
	SBIR / STTR	2	5		1		\$300,000
WINTHROP	SBIR / STTR	1	18		7		\$400,000
	Sources of Capital	1	5				
	Marketing & Sales	1	8				
	Business Startup & Acquisition	1	6		7		\$400,000
WOBURN	COVID-19	10	22				
	Business Startup & Acquisition	6	13				
	International Trade	1	3				
	Marketing & Sales	2	3				
	SBIR / STTR	1	2				
	Sources of Capital	1	2				
	Business Startup & Acquisition	28	298	1	8	1	\$500,520
	Business Startup & Acquisition	19	33	1		1	\$520
WOODS HOLE	COVID-19	5	41				
	Financial Analysis & Cost Control	2	5				
	International Trade	7	200				
	Marketing & Sales	3	3				
	SBIR / STTR	3	15		8		\$500,000
	Sources of Capital	3	2				
	Business Startup & Acquisition	1	6				
	Sources of Capital	1	5				
WORCESTER	Sources of Capital	1	2				
	Accounting & Records	147	719	7	69	4	\$1,137,000
	Business Startup & Acquisition	7	12				
	Business Startup & Acquisition	92	276	5		4	\$20,000
	Computer Systems	2	3				
	COVID-19	2	2				
	Engineering R&D	1	3				
	Financial Analysis & Cost Control	3	14				
	Government Procurement	18	73				
	International Trade	1	5				
	Inventory Control	1	2				
	Marketing & Sales	33	137				
	Mgmt / Oper. Analysis	1	1				
	Personnel/Human Resources	5	10				
	SBIR / STTR	3	12				
	Sources of Capital	17	98	2	69		\$1,117,000
	WORTHINGTON	Strategic Needs Assessment	1	3			
Strategic Plan. / Facilitation		7	67				
Technology		2	3				
Business Startup & Acquisition		3	9		1		\$43,300
	Business Startup & Acquisition	2	5		1		\$43,300

City	Area of Counseling Main Group	Client	Contact and Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
WRENTHAM	International Trade	1	4				
		4	53				
	Business Startup & Acquisition	2	3				
YARMOUTH	Financial Analysis & Cost Control	1	1				
	International Trade	1	49				
		1	6				
	Financial Analysis & Cost Control	1	1				
YARMOUTH PORT	Marketing & Sales	1	4				
	Technology	1	1				
		1	2				
	Business Startup & Acquisition	1	2				
Grand Total		3,387	12,872	549	3,617	227	\$177,574,240

**State FY22 Trainings Report
July 1, 2021 - June 30, 2022**

Center	Program	Sub Program	Start Date	Training Topic	Title	Event	Total Attendees
110 SE Mass	SBDC	Not Set	8/26/2021	Financing/Capital	Understanding Business Financials	1	8
110 SE Mass	SBDC	Not Set	9/30/2021	Financing/Capital	Understanding Business Financials	1	8
110 SE Mass	SBDC	Not Set	10/21/2021	Technology/Computers	Cybersecurity Fundamentals for Business Owners	1	28
110 SE Mass	SBDC	Not Set	11/4/2021	Financing/Capital	Understanding Business Financials	1	14
110 SE Mass	SBDC	Not Set	11/8/2021	Financing/Capital	Understanding Business Financials	1	15
110 SE Mass	CARES Act	COVID-19	11/18/2021	Human Resources/Managing Employees	COVID-19 Updates for the Workplace	1	36
110 SE Mass	SBDC	Not Set	11/18/2021	Financing/Capital	Understanding Business Financials	1	41
110 SE Mass	CARES Act	COVID-19	12/3/2021	COVID-19 Finance/Capital	EIDL Updates from the SBA Before the Year End Deadlines	1	58
110 SE Mass	SBDC	Not Set	12/16/2021	Human Resources/Managing Employees	Affordable, Flexible Health Coverage for Small Businesses	1	54
110 SE Mass	SBDC	Not Set	1/20/2022	Start-up Assistance	Ready to turn your idea into a Business? NOW is the time!	1	54
110 SE Mass	SBDC	Not Set	2/17/2022	Business Plan	Creating a Business Plan for Your Success	1	44
110 SE Mass	SBDC	Not Set	3/17/2022	Financing/Capital	Understanding Business Financials	1	47
110 SE Mass	SBDC	Not Set	4/14/2022	Financing/Capital	Understanding Business Financials	1	14
110 SE Mass	SBDC	Not Set	4/15/2022	Business Plan	Business Plan Development for Electrical Contractors	1	8
110 SE Mass	SBDC	Not Set	4/28/2022	Cash Flow Management	Using Financial Statements to Manage Your Business	1	27
110 SE Mass	SBDC	Not Set	5/3/2022	Financing/Capital	Understanding Business Financials	1	16
110 SE Mass	SBDC	Not Set	6/9/2022	Financing/Capital	Understanding Business Financials	1	6
110 SE Mass	SBDC	Not Set	6/16/2022	Technology/Computers	Marketing & Social Media - Tips & Tricks to Stay Current & Connected	1	36
Total						18	514
150 Berkshire Reg	SBDC	Not Set	8/24/2021	Start-up Assistance	Boots to Business/ REBOOT	1	13
150 Berkshire Reg	SBDC	Not Set	3/1/2022	Technology	User Experience (UX) for Web	1	14
150 Berkshire Reg	SBDC	Not Set	3/12/2022	Start-up Assistance	Let's Get Started	1	13
150 Berkshire Reg	SBDC	Not Set	3/15/2022	Managing Business	Smart About Art	1	9
150 Berkshire Reg	SBDC	Not Set	4/27/2022	Start-up Assistance	A Starter, Starter-Up 3	1	11
150 Berkshire Reg	SBDC	Not Set	5/10/2022	Managing Business	Be Profitable Module 1: Tuning Your Operational & Business Model	1	23
150 Berkshire Reg	SBDC	Not Set	5/26/2022	Managing Business	Be Profitable Module 2: Better Financial Management	1	15
150 Berkshire Reg	SBDC	Not Set	6/1/2022	Start-up Assistance	Mount Greylock Regional High School: Intro to Marketing	1	5
150 Berkshire Reg	SBDC	Not Set	6/9/2022	Marketing/Sales	Be Profitable Module 3: Market for Profit	1	16
Total						9	119
170 International	SBDC	Not Set	9/17/2021	International Trade	Financing Export Sales: Resources for Massachusetts Businesses	1	42
170 International	SBDC	Not Set	9/30/2021	International Trade	2021 Major Changes to the Export Administration Regulations	1	154
170 International	SBDC	Not Set	10/8/2021	International Trade	Export Credit Risk Mitigation	1	32
170 International	SBDC	Not Set	10/20/2021	International Trade	Export Control Update	1	58
170 International	SBDC	Not Set	10/28/2021	International Trade	Global Business Development in a Pandemic	1	53

Center	Program	Sub Program	Start Date	Training Topic	Title	Event	Total Attendees
170 International	SBDC	Not Set	11/3/2021	International Trade	Tariff Management: How to Manage Costs in the Current International Trade Climate	1	30
170 International	SBDC	Not Set	11/19/2021	International Trade	Managing Cross-Border Risks and Costs Exporting to Canada	1	44
170 International	SBDC	Not Set	12/9/2021	International Trade	Best Practices for Using the Consolidated Screening List	1	77
170 International	SBDC	Not Set	1/27/2022	International Trade	Export Expo	1	547
170 International	SBDC	Not Set	3/16/2022	International Trade	Russia Sanctions & Export Controls Update	1	356
170 International	SBDC	Not Set	3/31/2022	International Trade	2022 HTS Changes & HTS Classification Review	1	47
170 International	SBDC	Not Set	4/8/2022	International Trade	Managing Trade Compliance when Doing Business with Distributors	1	47
170 International	SBDC	Not Set	4/13/2022	International Trade	New License Exception ACE and License Exception Update	1	37
170 International	SBDC	Not Set	4/27/2022	International Trade	Building an End-User Statement that Meets Your Specific Needs	1	70
170 International	SBDC	Not Set	5/4/2022	International Trade	Export Distribution Contracts & Managing Your Distributor Network	1	102
170 International	SBDC	Not Set	6/7/2022	International Trade	Armor Up Your Export Documents	1	60
170 International	SBDC	Not Set	6/16/2022	International Trade	Fundamentals of ITAR	1	36
170 International	SBDC	Not Set	6/22/2022	International Trade	5th U.S.-UK Small and Medium Enterprise Dialogue	1	46
Total						18	1,838
180 Govt Sales Adv	SBDC	Not Set	10/15/2021	Government Contracting	Government Contracting Matchmaker	1	65
180 Govt Sales Adv	SBDC	Not Set	9/29/2021	Government Contracting	B2G Matchmaker Preparation	1	3
180 Govt Sales Adv	SBDC	Not Set	10/5/2021	Government Contracting	Developing a Dynamic Capability Statement	1	18
Total						3	86
20 State Office	SBDC	Not Set	10/13/2021	Technology	USPTO Resources for Inventors, Innovators and Entrepreneurs	1	3
20 State Office	SBDC	Not Set	10/20/2021	Technology	Intellectual Property 101	1	4
Total						2	7
60 Western Mass	SBDC	Not Set	8/2/2021	Start-up Assistance	Basics of Starting a Business	1	10
60 Western Mass	SBDC	Not Set	7/1/2021	Start-up Assistance	Basics of Starting a Business	1	13
60 Western Mass	CARES Act	COVID-19	8/4/2021	Technology/Computers	Cybersecurity Express	1	24
60 Western Mass	SBDC	Not Set	8/5/2021	Start-up Assistance	Basics of Starting a Business	1	18
60 Western Mass	SBDC	Not Set	9/9/2021	Start-up Assistance	Basics of Starting a Business	1	6
60 Western Mass	SBDC	Not Set	9/13/2021	Start-up Assistance	Basics of Starting a Business	1	13
60 Western Mass	SBDC	Not Set	10/4/2021	Start-up Assistance	Basics of Starting a Business	1	18
60 Western Mass	SBDC	Not Set	10/7/2021	Start-up Assistance	Basics of Starting a Business	1	12
60 Western Mass	SBDC	Not Set	11/1/2021	Start-up Assistance	Basics of Starting a Business	1	13
60 Western Mass	SBDC	Not Set	11/4/2021	Start-up Assistance	Basics of Starting a Business	1	34
60 Western Mass	SBDC	Not Set	11/4/2021	Legal Issues	Business Legal Primer	1	3
60 Western Mass	SBDC	Not Set	11/17/2021	Financing/Capital	Understanding Your Business Financials	1	19
60 Western Mass	SBDC	Not Set	12/6/2021	Start-up Assistance	Basics of Starting a Business	1	17
60 Western Mass	SBDC	Not Set	12/9/2021	Start-up Assistance	Basics of Starting a Business	1	9
60 Western Mass	SBDC	Not Set	1/10/2022	Start-up Assistance	Basics of Starting a Business	1	22
60 Western Mass	SBDC	Not Set	1/13/2022	Start-up Assistance	Basics of Starting a Business	1	22
60 Western Mass	SBDC	Not Set	2/7/2022	Start-up Assistance	Basics of Starting a Business	1	18
60 Western Mass	SBDC	Not Set	2/10/2022	Start-up Assistance	Basics of Starting a Business	1	12
60 Western Mass	SBDC	Not Set	3/7/2022	Start-up Assistance	Basics of Starting a Business	1	26
60 Western Mass	SBDC	Not Set	3/17/2022	Start-up Assistance	Basics of Starting a Business	1	8
60 Western Mass	SBDC	Not Set	4/4/2022	Start-up Assistance	Basics of Starting a Business	1	16
60 Western Mass	SBDC	Not Set	4/21/2022	Start-up Assistance	Basics of Starting a Business	1	4
60 Western Mass	SBDC	Not Set	5/2/2022	Start-up Assistance	Basics of Starting a Business	1	30
60 Western Mass	SBDC	Not Set	5/26/2022	Start-up Assistance	Basics of Starting a Business	1	22
60 Western Mass	SBDC	Not Set	6/13/2022	Start-up Assistance	Basics of Starting a Business	1	30

Center	Program	Sub Program	Start Date	Training Topic	Title	Event	Total Attendees
60 Western Mass	SBDC	Not Set	6/15/2022	Financing/Capital	Balance Sheets, Income and Profit/Loss Statements: Understanding Business Financials	1	23
60 Western Mass	SBDC	Not Set	6/30/2022	Start-up Assistance	Basics of Starting a Business	1	28
Total						27	470
80 North Shore	SBDC	Not Set	10/6/2021	Start-up Assistance	Business Plan: (Part 1) Legal Formation	1	18
80 North Shore	CARES Act	COVID-19	9/29/2021	COVID-19 Finance/Capital	Time's Running Out: Why Your Business Needs This Loan Now!	1	44
80 North Shore	SBDC	Not Set	10/7/2021	Financing/Capital	Access to Capital - Business Line of Credit	1	11
80 North Shore	SBDC	Not Set	10/20/2021	Marketing/Sales	Why Your Local Chamber is Important for Your Business	1	16
80 North Shore	CARES Act	COVID-19	10/21/2021	COVID-19 Finance/Capital	Time's Running Out: Why Your Business Needs This Loan Now!	1	9
80 North Shore	SBDC	Not Set	10/27/2021	Technology/Computers	Cyber Security: What You Need to Know	1	9
80 North Shore	SBDC	Not Set	10/28/2021	Human Resources/Managing Employees	Retirement Planning for Small Business Owners	1	16
80 North Shore	SBDC	Not Set	11/9/2021	Financing/Capital	Access to Capital	1	26
80 North Shore	SBDC	Not Set	11/17/2021	Business Plan	Writing a Business Plan Part 2: Business Description	1	19
80 North Shore	SBDC	Not Set	12/8/2021	Managing Business	Is Your Business Properly Insured?	1	20
80 North Shore	SBDC	Not Set	1/12/2022	Women-Owned Business	How to Become Women Owned Certified with SBA	1	64
80 North Shore	SBDC	Not Set	1/26/2022	Managing Business	Pricing Your Products and Services	1	38
80 North Shore	SBDC	Not Set	2/2/2022	Marketing/Sales Business	Keys to Branding Your Audience on Social Media	1	62
80 North Shore	SBDC	Not Set	2/3/2022	Accounting/Budget	Bookkeeping Basics	1	32
80 North Shore	SBDC	Not Set	2/9/2022	Human Resources/Managing Employees	Hiring and Managing Employees	1	21
80 North Shore	SBDC	Not Set	2/10/2022	Cash Flow Management	How to Prepare Cashflow	1	22
80 North Shore	SBDC	Not Set	2/23/2022	Start-up Assistance	Starting a Business: What You Need to Know	1	23
80 North Shore	SBDC	Not Set	2/25/2022	Start-up Assistance	How to Pitch Your Business in 3 to 5 Minutes	1	15
80 North Shore	SBDC	Not Set	3/2/2022	Managing Business	The Future of Work: An Introduction to Coworking	1	8
80 North Shore	SBDC	Not Set	3/15/2022	Business Plan	Writing a Business Plan Part 1 - Legal Formation	1	30
80 North Shore	SBDC	Not Set	3/22/2022	Start-up Assistance	Writing a Business Plan Part 2 - The Business Description	1	36
80 North Shore	SBDC	Not Set	3/25/2022	Start-up Assistance	How to Pitch Your Business in 3 to 5 Minutes	1	19
80 North Shore	SBDC	Not Set	3/29/2022	Business Plan	Writing a Business Plan Part 3 - Location and Facilities	1	25
80 North Shore	SBDC	Not Set	3/30/2022	Financing/Capital	Access to Capital - Business Line of Credit	1	13
80 North Shore	SBDC	Not Set	4/5/2022	Business Plan	Writing a Business Plan Part 4 - Market Research	1	27
80 North Shore	SBDC	Not Set	4/6/2022	Human Resources/Managing Employees	Hiring Employees : Thinking Outside the Box	1	13
80 North Shore	SBDC	Not Set	4/13/2022	Managing Business	The Right Bank for Small Businesses	1	12
80 North Shore	SBDC	Not Set	4/19/2022	Business Plan	Writing a Business Plan Part 6 - Financial Information	1	14
80 North Shore	SBDC	Not Set	4/28/2022	Marketing/Sales	13 Must-Have Canva Hacks	1	63
80 North Shore	SBDC	Not Set	5/10/2022	Business Plan	Writing a Business Plan Part 5 - Management and Personnel	1	6

Center	Program	Sub Program	Start Date	Training Topic	Title	Event	Total Attendees
80 North Shore	SBDC	Not Set	5/11/2022	Women-Owned Business	How to Become Women Owned Certified with SBA	1	34
80 North Shore	SBDC	Not Set	5/24/2022	Business Plan	Soup to Nuts : Ingredients of a Business Plan	1	22
Total						32	787
90 Central Mass	SBDC	Not Set	7/21/2021	Business Accounting/Budget	Accounting 101	1	34
90 Central Mass	SBDC	Not Set	8/12/2021	Managing Business	Is Your Desk Job Killing Your Golf Score?	1	6
90 Central Mass	SBDC	Not Set	8/17/2021	Start-up Assistance	How to Open a Business in MA Legally	1	28
90 Central Mass	SBDC	Not Set	9/14/2021	Technology/Computers	The Digital Side of Starting a Business	1	16
90 Central Mass	SBDC	Not Set	9/14/2021	Technology/Computers	QuickBooks Desktop for Beginners	1	8
90 Central Mass	SBDC	Not Set	9/28/2021	Start-up Assistance Business	How to Open a Business in MA Legally	1	32
90 Central Mass	SBDC	Not Set	9/28/2021	Accounting/Budget	Accounting 101 - Understanding Financial Reports	1	21
90 Central Mass	SBDC	Not Set	10/5/2021	Managing Business	Serie de emprendimiento ofrecida en español (serie de 10 partes)	1	34
90 Central Mass	SBDC	Not Set	10/5/2021	Managing Business	SWOT Analysis - A Powerful Management Tool	1	3
90 Central Mass	SBDC	Not Set	10/28/2021	Start-up Assistance	Transforming Your Product Idea Into A Successful Venture	1	9
90 Central Mass	SBDC	Not Set	11/30/2021	Tax Planning	Business Tax Considerations for 2022	1	30
90 Central Mass	SBDC	Not Set	12/2/2021	Technology/Computers Business	Understanding Cybersecurity for Small Business	1	9
90 Central Mass	SBDC	Not Set	12/7/2021	Accounting/Budget	Quickbooks for Beginners (Desktop)	1	16
90 Central Mass	SBDC	Not Set	12/8/2021	Start-up Assistance Business	How to Open a Business in MA Legally	1	15
90 Central Mass	SBDC	Not Set	1/19/2022	Accounting/Budget	Accounting 101 - Understanding Current Financial Statements	1	45
90 Central Mass	SBDC	Not Set	1/25/2022	Start-up Assistance Business	How to Open a Business in Massachusetts Legally	1	12
90 Central Mass	SBDC	Not Set	2/2/2022	Accounting/Budget	Fundamentals of QuickBooks	1	24
90 Central Mass	SBDC	Not Set	2/3/2022	Technology/Computers Business	Tech Talk with Rob @ MSBDC	1	10
90 Central Mass	SBDC	Not Set	2/15/2022	Accounting/Budget	QuickBooks for Beginners (Desktop)	1	18
90 Central Mass	SBDC	Not Set	2/17/2022	Technology/Computers	Tech Talk with Rob @ MSBDC	1	5
90 Central Mass	SBDC	Not Set	2/22/2022	Start-up Assistance	How to Open a Business in Massachusetts Legally	1	10
90 Central Mass	SBDC	Not Set	2/24/2022	Start-up Assistance	Credit Scores: What's good, not so good, and how to make it great!	1	17
90 Central Mass	SBDC	Not Set	3/29/2022	Start-up Assistance	How to Open a Business in Massachusetts Legally	1	16
90 Central Mass	SBDC	Not Set	4/19/2022	Marketing/Sales	Train to Sustain: Preparation and Training Through Life's Seasons	1	3
90 Central Mass	SBDC	Not Set	4/26/2022	Start-up Assistance	How to Open a Business in Massachusetts Legally	1	12
90 Central Mass	SBDC	Not Set	4/28/2022	Start-up Assistance	Transforming Your Product Idea Into A Successful Venture	1	7
90 Central Mass	SBDC	Not Set	5/10/2022	Technology/Computers	Protect your passwords with a Password Manager	1	10
90 Central Mass	SBDC	Not Set	5/25/2022	Other	Health Connector for Business	1	5
90 Central Mass	SBDC	Not Set	5/31/2022	Start-up Assistance	How to Open a Business in Massachusetts Legally	1	12
90 Central Mass	SBDC	Not Set	6/21/2022	Managing Business	Problem Solving 101 - An Intro to Project Management	1	7

Center	Program	Sub Program	Start Date	Training Topic	Title	Event	Total Attendees
90 Central Mass	SBDC	Not Set	6/28/2022	Start-up Assistance	How to Open a Business in Massachusetts Legally	1	16
Total						31	490
Grand Total						140	4,311