

MASSACHUSETTS SMALL BUSINESS DEVELOPMENT CENTER

State FY2020

Clients counseled and trained in Gateway Cities by Area of Counseling

July 1, 2019 - June 30, 2020

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
ATTLEBORO		23	71				
	Accounting & Records	1	1				
	Business Startup & Acquisition	8	38				
	COVID-19	9	8				
	Disaster Assistance	5	11				
	Financial Analysis & Cost Control	1	1				
	International Trade	4	3				
	SBIR / STTR	1	2				
	Sources of Capital	4	7				
	Strategic Plan. / Facilitation	1	1				
BARNSTABLE		4	3	1		1	\$10,000
	Business Startup & Acquisition	1		1		1	\$10,000
	Disaster Assistance	1	1				
	International Trade	1					
	Marketing & Sales	1					
	Sources of Capital	2	1				
BROCKTON		25	60	4	21	2	\$1,033,800
	Business Startup & Acquisition	11	21	4		1	\$50,000
	COVID-19	5	6		9		\$28,800
	Disaster Assistance	3	3				
	Financial Analysis & Cost Control	1					
	Government Procurement	1					
	International Trade	1	12				
	Marketing & Sales	4	3				
	Sources of Capital	11	16		12	1	\$955,000
CHELSEA		13	35				
		1					
	Business Startup & Acquisition	4	23				
	COVID-19	2					
	Disaster Assistance	2	2				
	International Trade	6					
	Sources of Capital	1	11				
CHICOPEE		56	144	6		3	\$9,700
	Accounting & Records	1	2				
	Bus. Plan Development	1	2				
	Business Startup & Acquisition	31	92	6		3	\$9,700
	COVID-19	7	3				
	Disaster Assistance	1	2				
	Financial Analysis & Cost Control	1	2				
	International Trade	4	3				
	Marketing & Sales	11	9				
	Sources of Capital	11	30				
EVERETT		13	33	2			\$54,500
	Accounting & Records	1	4				
	Business Startup & Acquisition	4	15				
	Disaster Assistance	1	2				
	Financial Analysis & Cost Control	1	6				
	Government Procurement	1					
	International Trade	3					
	Marketing & Sales	1					
	Personnel/Human Resources	1	2				\$2,500
	Sources of Capital	3	4	2			\$52,000
FALL RIVER		116	266	17	50	7	\$921,925
	Accounting & Records	1	1				
	Bus. Plan Development	9	13				
	Business Liquidation	2	12				
	Business Startup & Acquisition	39	46	17	1	6	\$308,000

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FITCHBURG	COVID-19	17	20		34		\$301,425	
	Disaster Assistance	30	48					
	Financial Analysis & Cost Control	5	19					
	Government Procurement	1	1					
	International Trade	5	28					
	Marketing & Sales	12	32					
	Mgmt / Oper. Analysis	2	2					
	Personnel/Human Resources	2	2					
	SBIR / STTR	3	30					
	Sources of Capital	35	13		15	1	\$312,500	
	Technology	1	1					
			30	68	4	70	2	\$287,103
			1					
HAVERHILL	Accounting & Records	2	2					
	Business Startup & Acquisition	10	8	4		2	\$0	
	COVID-19	3	1					
	Disaster Assistance	1	1					
	Financial Analysis & Cost Control	2	4					
	Government Procurement	5	35					
	International Trade	7	13		70		\$287,103	
	Marketing & Sales	2						
	Sources of Capital	5	6					
			21	58	8	8	2	\$850,740
			3					
		Business Startup & Acquisition	12	34	6		2	\$107,000
	HOLYOKE	COVID-19	5	2		1		\$13,740
Disaster Assistance		3	3					
International Trade		1						
Marketing & Sales		2	2					
Sources of Capital		3	17	2	7		\$730,000	
			43	102	6	24	3	\$142,200
			5					
		Business Startup & Acquisition	23	39	2		2	\$2,200
		Computer Systems	2					
		COVID-19	11	8		21		\$110,000
		Disaster Assistance	1	1				
		Financial Analysis & Cost Control	1	2				
		International Trade	1	3				
LAWRENCE	Marketing & Sales	6	19					
	Mgmt / Oper. Analysis	1	3					
	Sources of Capital	12	27	4	3	1	\$30,000	
			46	89	3	19	1	\$247,500
			5					
		Business Startup & Acquisition	29	74	1		1	\$0
		COVID-19	13	6		18		\$200,000
		Disaster Assistance	3	6				
		Government Procurement	2					
		International Trade	4					
		Sources of Capital	5	3	2	1		\$47,500
			28	88	1		1	\$0
			1					
LOWELL	Business Startup & Acquisition	13	31	1		1	\$0	
	COVID-19	4	1					
	Disaster Assistance	1	1					
	Government Procurement	5	25					
	International Trade	5	4					
	Marketing & Sales	3	1					
	Sources of Capital	4	26					
			29	107	12	11	2	\$1,045,000
			1					
		Business Startup & Acquisition	14	73	12		2	\$798,000
		COVID-19	3	8		10		\$17,000
		Disaster Assistance	2	2				

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LYNN	Government Procurement	1	4				
	International Trade	8	16				
	Marketing & Sales	1					
	SBIR / STTR	1	1				
	Sources of Capital	3	3		1		\$230,000
		53	104	14	8	4	\$149,600
		1					
	Accounting & Records	2					
	Business Liquidation	1	5				
	Business Startup & Acquisition	37	80	11		4	\$55,000
MALDEN	COVID-19	8	7		8		\$78,600
	Disaster Assistance	7	9				
	Financial Analysis & Cost Control	2					
	Government Procurement	1					
	International Trade	1	2				
	Marketing & Sales	1					
	Sources of Capital	3	2	3			\$16,000
		24	39	5	4	1	\$1,334,112
		2					
	Accounting & Records	1	2				
METHUEN	Business Startup & Acquisition	12	24	4		1	\$1,115,000
	COVID-19	7	9		4		\$169,112
	Disaster Assistance	1	1				
	Financial Analysis & Cost Control	1					
	Government Procurement	2					
	International Trade	4	2				
	Marketing & Sales	1					
	SBIR / STTR	1	2				
	Sources of Capital	1		1			\$50,000
		17	43	2	17	2	\$122,287
NEW BEDFORD		2					
	Business Startup & Acquisition	7	29	2		2	\$2,000
	Computer Systems	1	2				
	COVID-19	6	6		17		\$120,287
	Disaster Assistance	3	5				
	Government Procurement	2	2				
	International Trade	2					
	Marketing & Sales	1					
		91	285	14	621	8	\$2,213,703
		1					
PEABODY	Business Startup & Acquisition	36	47	9		5	\$18,000
	COVID-19	14	30		534		\$2,083,433
	Disaster Assistance	21	38				
	Financial Analysis & Cost Control	2	12				
	Government Procurement	1	1				
	International Trade	12	65		87		\$57,270
	Marketing & Sales	8	20	5		3	\$50,000
	Personnel/Human Resources	3	5				
	Sources of Capital	17	11				\$5,000
	Strategic Plan. / Facilitation	2	57				
PITTSFIELD	Technology	1	1				
		49	115	11	28	5	\$190,000
		3					
	Accounting & Records	3	2				
	Business Startup & Acquisition	24	58	4		4	\$10,000
	COVID-19	5	2		28		\$125,000
	Disaster Assistance	9	12				
	Financial Analysis & Cost Control	2					
	Government Procurement	1					
	International Trade	4	9				
Marketing & Sales	3	3					
Sources of Capital	6	30	7		1	\$55,000	
	117	252	20	74	17	\$1,632,491	

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QUINCY	Accounting & Records	5	1				
	Business Liquidation	1	1				
	Business Startup & Acquisition	79	110	20		17	\$698,491
	COVID-19	15	15		74		\$905,000
	Disaster Assistance	17	17				
	Financial Analysis & Cost Control	3	6				
	International Trade	6	25				\$29,000
	Marketing & Sales	9	25				
	Personnel/Human Resources	2	4				
	Sources of Capital	12	50				
REVERE		48	186	55	57	3	\$3,177,819
	Business Startup & Acquisition	28	80	2		1	\$45,000
	COVID-19	13	16		51		\$1,171,429
	Disaster Assistance	5	5				
	International Trade	5	12				
	SBIR / STTR	3	16				
	Sources of Capital	11	57	53	6	2	\$1,961,390
SALEM		29	40	15	6	1	\$324,000
		2					
	Business Startup & Acquisition	13	28		1		\$48,000
	COVID-19	7	2		5		\$1,000
	Disaster Assistance	2	2				
	Government Procurement	2					
	International Trade	5	3				
	SBIR / STTR	1	1				
	Sources of Capital	1	4	15		1	\$275,000
		126	238	23	328	15	\$4,354,181
SPRINGFIELD		7					
	Accounting & Records	4	3				
	Business Startup & Acquisition	71	140	23		15	\$694,200
	COVID-19	23	16		328		\$3,564,981
	Disaster Assistance	22	32				
	Financial Analysis & Cost Control	10	5				
	Government Procurement	1					
	International Trade	4	2				
	Marketing & Sales	8	14				
	Personnel/Human Resources	1	1				
Sources of Capital	10	26				\$95,000	
TAUNTON		204	348	29	149	12	\$554,272
		19					
	Accounting & Records	1	2				
	Bus. Plan Development	2	4				
	Business Liquidation	2	7				
	Business Startup & Acquisition	134	215	23	6	10	\$62,000
	Computer Systems	6	1				
	COVID-19	22	19		124	1	\$268,972
	Disaster Assistance	6	13	4			\$0
	Financial Analysis & Cost Control	2	16				
Government Procurement	2						
International Trade	4	5					
Marketing & Sales	21	22					
Personnel/Human Resources	1	3					
Sources of Capital	27	42	2	19	1	\$223,300	
Strategic Plan. / Facilitation	1	2					
	34	54	1	7	1	\$36,000	
	1						
Business Liquidation	1	2					
Business Startup & Acquisition	14	20	1		1	\$0	
COVID-19	8	4		7		\$36,000	
Disaster Assistance	5	7					
Government Procurement	2						
International Trade	1						
Marketing & Sales	4	18					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
WESTFIELD	Sources of Capital	7	3				
		35	88	6	7	3	\$876,000
		3					
	Accounting & Records	1	2				
	Business Startup & Acquisition	24	55	6		3	\$71,000
	COVID-19	5	2		5		\$195,000
	Disaster Assistance	1	2				
	Financial Analysis & Cost Control	1	3				
	Government Procurement	1					
	International Trade	1	1				
WORCESTER	Marketing & Sales	5	14				
	Sources of Capital	6	10		2		\$610,000
		278	705	46	382	24	\$4,142,155
		23					
	Accounting & Records	18	23				
	Bus. Plan Development	1	2				
	Business Liquidation	1	2				
	Business Startup & Acquisition	150	354	46		24	\$395,000
	Computer Systems	1					
	COVID-19	39	19		75		\$569,356
	Disaster Assistance	19	24				
	Financial Analysis & Cost Control	9	21				
	Government Procurement	15	56				
	International Trade	9	10		305		\$177,799
	Inventory Control	1	2				
	Marketing & Sales	31	48				
	Personnel/Human Resources	3	5				
	Regulatory Issues	1	2				
	SBIR / STTR	3	11				
Sources of Capital	31	126		2		\$3,000,000	
Strategic Plan. / Facilitation	1	2					
Grand Total		1,552	3,618	305	1,891	120	\$23,709,088