

MASSACHUSETTS SMALL BUSINESS DEVELOPMENT CENTER NETWORK
State FY2020
Loan Chart Final Report
July 1, 2019 - June 30, 2020

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	\$ 1,283,000	11	11			\$ 3,459,212	70	47			\$ 1,858,000					\$ 6,600,212	136	102	119	513	55
NORTHEAST REGION	\$ 361,000	5	5			\$ 17,545,762	139	104			\$ 4,002,364					\$ 21,909,126	184	138	252	1,242	26
CENTRAL REGION	\$ 4,024,187	6	5			\$ 11,955,110	53	38			\$ 10,259,033					\$ 26,238,330	85	58	31	518	8
SOUTHEAST REGION	\$ 3,742,250	21	17			\$ 13,776,792	119	69			\$ 4,734,382					\$ 22,253,424	186	118	199	1,188	51
BERKSHIRE REGION	\$ 1,057,249	5	5			\$ 2,251,624	55	24			\$ 736,742					\$ 4,045,615	69	36	43	230	13
MASS EXPORT CENTER						\$ 551,000	1	1			\$ 3,153,374					\$ 3,704,374	67	62	28	1,393	1
GOVERNMENT SALES	\$ 75,000	1	1			\$ 74,347	2	1			\$ 7,234,878					\$ 7,384,225	24	19	1	30	1
STATEWIDE TOTAL	\$ 10,542,686	49	44			\$ 49,613,847	439	284			\$ 31,978,773					\$ 92,135,306	751	533	673	5,114	155

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	\$ 3,416,092	74	55	67	264	30	\$ 845,000	28	25	55	26	20	\$ 47,600	8	8	15	1	7	\$ 65,200	6	6	11	2	5
NORTHEAST REGION	\$ 11,646,996	126	103	183	618	46	\$ 4,350,216	63	55	91	131	27	\$ 87,500	3	3	2	4	2	\$ 56,800	7	5	2	49	2
CENTRAL REGION	\$ 3,039,223	66	57	51	94	35	\$ 6,861,253	41	34	41	32	25	\$ 2,651,256	13	10	6	43	6	\$ 2,685,000	13	10	8	29	7
SOUTHEAST REGION	\$ 7,802,651	108	71	123	372	32	\$ 1,588,205	23	21	26	30	14	\$ 1,537,085	13	12	30	41	10	\$ 2,201,597	11	5	7	55	2
BERKSHIRE REGION	\$ 2,062,433	50	30	44	164	17	\$ 64,061	4	4	6	0	4								2	2	2	0	2
MASS EXPORT CENTER	\$ 51,800	6	4	4	66	1	\$ 391,800	4	4	0	159	0	\$ 253,030	7	7		234							
GOVERNMENT SALES	\$ 1,776,847	8	7	0	9	0	\$ 3,074,755	5	4	0	6	0							\$ 112,500	1	1	0	0	
STATEWIDE TOTAL	\$ 29,796,042	438	327	472	1587	161	\$ 17,175,290	168	147	219	384	90	\$ 4,576,471	44	40	53	323	25	\$ 5,121,097	40	29	30	135	18

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

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation	
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
		COVID-19	5	2		1		\$13,740
HOLYOKE	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				
		Marketing & Sales	6	19				
LAWRENCE	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				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
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	

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
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
		29	40	15	6	1	\$324,000
SALEM		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
		7					
SPRINGFIELD	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

MASSACHUSETTS SMALL BUSINESS DEVELOPMENT CENTER
State FY2020
Clients counseled & trained by Area of Counseling by City and Town
July 1, 2019 - June 30, 2020

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
ABINGTON		2	1				
	COVID-19	1	1				
	Disaster Assistance	1	1				
ACTON		12	36	4	250	3	\$7,500,000
		1					
	Business Startup & Acquisition	6	14	4		3	\$0
	COVID-19	1	5		250		\$7,500,000
	Disaster Assistance	2	2				
	Financial Analysis & Cost Control	1	2				
	Government Procurement	1	3				
	International Trade	2	3				
	Marketing & Sales	1	4				
	Sources of Capital	1	5				
ACUSHNET		5	18	1		1	\$0
	Business Startup & Acquisition	1	7	1		1	\$0
	COVID-19	1					
	Disaster Assistance	1	1				
	Marketing & Sales	1	3				
	Sources of Capital	2	7				
ADAMS		17	94	3	1	3	\$497,000
	Business Startup & Acquisition	11	30	3		3	\$486,000
	COVID-19	5	4		1		\$11,000
	Disaster Assistance	3	9				
	Marketing & Sales	2	32				
	Sources of Capital	2	18				
AGAWAM		17	79		50		\$447,500
		5					
	Business Liquidation	1	3				
	Business Startup & Acquisition	6	16				
	COVID-19	2	8		50		\$447,500
	Disaster Assistance	1	7				
	Financial Analysis & Cost Control	3	28				
	International Trade	1					
	Marketing & Sales	4	5				
	Personnel/Human Resources	1	3				
	Sources of Capital	4	11				
ALBANY		3	2				
	Business Startup & Acquisition	1	2				
	International Trade	2					
ALBUQUERQUE		1					
	COVID-19	1					
ALEXANDRIA		1	3				
	Business Startup & Acquisition	1	3				
ALFORD		1	1	1		1	\$0
	Business Startup & Acquisition	1	1	1		1	\$0
ALLEN		1					
	International Trade	1					
ALLSTON		16	62		46		\$13,400
		1					
	Business Startup & Acquisition	2	7				
	COVID-19	1	1		1		\$6,800
	International Trade	3	9		45		\$6,600
	Marketing & Sales	1	1				
	SBIR / STTR	8	43				
	Sources of Capital	1	1				
AMESBURY		15	34	4		3	\$22,565
		1					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation	
AMHERST	Business Startup & Acquisition	6	10	3		3	\$0	
	COVID-19	1	1					
	Disaster Assistance	1	1					
	International Trade	5	15	1			\$22,565	
	Marketing & Sales	2	3					
	Sources of Capital	3	5					
			52	314	4	17	3	\$68,600
			6					
		Accounting & Records	1	3				
		Business Liquidation	1	1				
		Business Startup & Acquisition	20	29	4		3	\$3,600
		Computer Systems	1					
		COVID-19	9	12		17		\$65,000
		Disaster Assistance	6	15				
	ANDERSON	Government Procurement	1					
International Trade		4	130					
Marketing & Sales		9	89					
Personnel/Human Resources		2	3					
SBIR / STTR		3	13					
Sources of Capital		7	14					
Strategic Needs Assessment		1	7					
			1					
		International Trade	1					
ANDOVER			21	26	5		3	\$37,100
		Business Startup & Acquisition	10	21	5		3	\$37,100
ARLINGTON	COVID-19	6	1					
	Disaster Assistance	2	2					
	International Trade	4	2					
			23	65	3	47	2	\$257,000
			2					
		Accounting & Records	1	1				
		Business Startup & Acquisition	8	32	3		2	\$5,000
		COVID-19	4	1		47		\$252,000
		Disaster Assistance	4	7				
		Financial Analysis & Cost Control	2	3				
ASHBURNHAM	International Trade	4	6					
	Marketing & Sales	2	4					
	Personnel/Human Resources	1	3					
	SBIR / STTR	2	5					
	Sources of Capital	1	3					
	Technology	1	1					
			2	1				
		Business Startup & Acquisition	1					
		COVID-19	1					
		Disaster Assistance	1	1				
ASHBY		2	1					
ASHFIELD	COVID-19	2						
	Disaster Assistance	1	1					
		2	2					
ASHLAND	Disaster Assistance	1	1					
	Sources of Capital	1	1					
		7	7	1	8	1	\$46,000	
ASHLEY FALLS		1						
	Business Liquidation	1	1					
	Business Startup & Acquisition	1		1		1	\$5,000	
	COVID-19	5	3		8		\$41,000	
	Disaster Assistance	2	3					
	Government Procurement	1	1					
	Sources of Capital	1	1					
	1	4	1		1	\$0		
	Business Startup & Acquisition	1		1		1	\$0	
	Marketing & Sales	1	4					
ASSONET		2	3					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
ATHOL	Business Startup & Acquisition	1	2				
	Marketing & Sales	1	2				
		6	17				
ATLANTA	Business Startup & Acquisition	4	15				
	International Trade	1	1				
	Sources of Capital	1	2				
		5					
ATTLEBORO	COVID-19	2					
	International Trade	4					
ATTLEBORO FALLS		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				
		5	4				
AUBURN	Disaster Assistance	1	1				
	International Trade	4	3				
AUBURN		20	50	10	68	2	\$44,650
	Business Startup & Acquisition	9	10	2		2	\$0
	COVID-19	8	2		2		\$25,000
	Disaster Assistance	1	1				
	Government Procurement	4	30				
	International Trade	1	6	8	66		\$19,650
	Marketing & Sales	1					
AUBURNDALE	Sources of Capital	2	2				
		3	6	3			\$19,636
AUBURN	Disaster Assistance	1	1				
	International Trade	2	3	3			\$19,636
	Marketing & Sales	1	1				
AUSTIN	Personnel/Human Resources	1	1				
		1					
AVON	COVID-19	1					
		1	1				
AYER	Disaster Assistance	1	1				
		9	5				
BALDWINVILLE		1					
	Business Startup & Acquisition	1					
	Government Procurement	1	1				
	International Trade	6	4				
BALTIMORE		1					
	COVID-19	1					
BANNOCKBURN		2					
	International Trade	2					
BARNSTABLE	International Trade	1					
		4	3	1		1	\$10,000
BARRE	Business Startup & Acquisition	1		1		1	\$10,000
	Disaster Assistance	1	1				
	International Trade	1					
	Marketing & Sales	1					
	Sources of Capital	2	1				
		3	8				
BARRINGTON	Accounting & Records	1					
	Business Startup & Acquisition	1	1				
	Disaster Assistance	1	1				
	Government Procurement	1	6				
BARRINGTON		4					
	International Trade	4					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
BATTLE CREEK		1	20				
	Disaster Assistance	1	1				
	Government Procurement	1	19				
BECKET		6	15	1		1	\$0
	Business Startup & Acquisition	5	8	1		1	\$0
	COVID-19	1					
	Sources of Capital	1	7				
BEDFORD		12	82				
	Accounting & Records	1	11				
	Business Startup & Acquisition	3	20				
	COVID-19	1	2				
	Disaster Assistance	2	3				
	International Trade	5					
	SBIR / STTR	1	32				
	Sources of Capital	1	14				
	Strategic Needs Assessment	1	2				
BELCHERTOWN		12	49				
	Business Startup & Acquisition	8	24				
	COVID-19	2					
	Financial Analysis & Cost Control	1	3				
	Marketing & Sales	2	1				
	Sources of Capital	3	21				
BELEN		1					
	International Trade	1					
BELLEVUE		1					
	International Trade	1					
BELLINGHAM		5	18				
	COVID-19	2					
	Government Procurement	2	17				
	Sources of Capital	2	1				
BELMONT		13	42	1	3	1	\$46,300
	Business Startup & Acquisition	5	15	1		1	\$0
	COVID-19	2	2				
	Disaster Assistance	1	1				
	Financial Analysis & Cost Control	1					
	International Trade	3			3		\$46,300
	Marketing & Sales	2					
	SBIR / STTR	2	22				
	Sources of Capital	2	2				
BERKLEY		7	8	1		1	\$10,000
	Business Startup & Acquisition	3	4	1		1	\$10,000
	COVID-19	1					
	Financial Analysis & Cost Control	1	3				
	Sources of Capital	2					
	Strategic Plan. / Facilitation	1	2				
BERLIN		5	12				
	COVID-19	3	1				
	Disaster Assistance	1	1				
	International Trade	2	8				
	Sources of Capital	1	2				
BERNARDSTON		2	5	2		1	\$40,000
	Business Startup & Acquisition	2	3	2		1	\$40,000
	COVID-19	1	2				
BETHESDA		2					
	International Trade	2					
BEVERLY		78	167	47	255	6	\$2,498,922
		4					
	Business Startup & Acquisition	30	49	11		6	\$0
	COVID-19	16	19		238		\$1,865,441
	Disaster Assistance	23	28				
	Financial Analysis & Cost Control	1					
	Government Procurement	1					
	International Trade	10	13		5		\$47,481

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Marketing & Sales	8	13				
	Mgmt / Oper. Analysis	1	1				
	Personnel/Human Resources	1	2				
	SBIR / STTR	1	2				
BEVERLY HILLS	Sources of Capital	10	41	36	12		\$586,000
		1	2				
	Sources of Capital	1	2				
BILLERICA		19	22		150		\$73,333
	Business Startup & Acquisition	1	1				
	COVID-19	5	1		4		\$51,940
	International Trade	15	21		146		\$21,393
	Sources of Capital	2					
BLACKSBURG		1					
	International Trade	1					
BLACKSTONE		5	13				
		1					
	Business Startup & Acquisition	1	2				
	COVID-19	1					
	Financial Analysis & Cost Control	1	4				
	Marketing & Sales	1	5				
	Mgmt / Oper. Analysis	1	2				
	Sources of Capital	1	2				
BLOOMFIELD		1					
	International Trade	1					
BLOOMINGTON		1					
	International Trade	1					
BLUEFIELD		1					
	International Trade	1					
BOCA RATON		1					
	International Trade	1					
BOLTON		4	9		2		\$12,500
	Accounting & Records	1					
	Business Startup & Acquisition	1	5				
	COVID-19	1	2		2		\$12,500
	Disaster Assistance	1	2				
	Government Procurement	2	1				
BOSTON		237	248	4	51	4	\$1,611,235
		16					
	Accounting & Records	2	3				
	Business Startup & Acquisition	64	63	4		4	\$2,000
	Computer Systems	1					
	COVID-19	42	14		28		\$406,000
	Disaster Assistance	21	26				
	Financial Analysis & Cost Control	2					
	Government Procurement	7	1				
	International Trade	80	35		23		\$23,235
	Loan Package Development	1	3				
	Marketing & Sales	13	2				
	Personnel/Human Resources	1	3				
	SBIR / STTR	23	82				\$1,180,000
	Sources of Capital	17	16				
	Technology	1	1				
BOULDER		1					
	International Trade	1					
BOURNE		2	5				
	Business Startup & Acquisition	1	1				
	Government Procurement	1	4				
BOXBOROUGH		8	17				\$40,800
	Business Liquidation	1	2				
	Business Startup & Acquisition	3	3				
	COVID-19	2	1				
	International Trade	2	12				\$40,800
	Marketing & Sales	1					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
BOXFORD		2	2				
	Business Startup & Acquisition	1	1				
	Disaster Assistance	1	1				
BOYLSTON		2	4				
	Business Liquidation	1	4				
	International Trade	1					
BRADFORD		4	6	1		1	\$0
		1					
	Business Startup & Acquisition	2	1	1		1	\$0
	COVID-19	1	2				
	Disaster Assistance	2	3				
BRAINTREE		16	71	4	19	1	\$464,705
	Bus. Plan Development	1	1				
	Business Startup & Acquisition	3	8	4		1	\$410,705
	COVID-19	4	10		19		\$54,000
	Disaster Assistance	3	11				
	Government Procurement	1					
	International Trade	3	6				
	SBIR / STTR	1	1				
	Sources of Capital	8	35				
BREMEN, GERMANY		1					
	International Trade	1					
BREWSTER		6	21	2	5	2	\$100,000
	Business Startup & Acquisition	2	17	1	5	1	\$60,000
	COVID-19	2					
	Disaster Assistance	1	1				
	Marketing & Sales	3	4	1		1	\$40,000
BRIDGEPORT		1					
	International Trade	1					
BRIDGEWATER		9	43				
	Business Startup & Acquisition	6	28				
	Marketing & Sales	3	5				
	Sources of Capital	2	11				
BRIGHTON		12	60	14	4		\$1,599,387
	Business Startup & Acquisition	5	37				
	COVID-19	2	1		4		\$87,500
	Government Procurement	1	2				
	International Trade	1	1				
	Marketing & Sales	1	3				
	SBIR / STTR	4	10				
	Sources of Capital	3	8	14			\$1,511,887
BRIMFIELD		3	12				
	Business Startup & Acquisition	2	8				
	Financial Analysis & Cost Control	1	2				
	Sources of Capital	2	3				
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
BROOKFIELD		4	3				
	Business Startup & Acquisition	2	3				
	COVID-19	1					
	Marketing & Sales	1					
	Sources of Capital	1					
BROOKLINE		13	16	30		1	\$410,000
		1					
	Business Startup & Acquisition	3	4				
	COVID-19	3	5	30		1	\$410,000

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Financial Analysis & Cost Control	1	2				
	International Trade	3					
	Marketing & Sales	2					
BROOKLYN	SBIR / STTR	2	5				
		1					
	International Trade	1					
BRYAN		2					
	COVID-19	1					
	International Trade	2					
BUFFALO		1					
	COVID-19	1					
BURLINGTON		23	57	1	18		\$306,082
		4					
	Business Startup & Acquisition	6	4				
	COVID-19	4	2		9		\$70,000
	Disaster Assistance	2	2				
	Government Procurement	2	16				
	International Trade	8	22	1	2		\$36,082
	SBIR / STTR	5	11		7		\$200,000
	Sources of Capital	1					
BUTLER		1	1				
	Business Startup & Acquisition	1	1				
BUZZARDS BAY		10	54	14	2	4	\$351,000
	Business Startup & Acquisition	7	28	11		4	\$301,000
	Financial Analysis & Cost Control	1	3				
	International Trade	1					
	Marketing & Sales	3	19				
	Sources of Capital	2	4	3	2		\$50,000
BYFIELD		7	11				
	Business Startup & Acquisition	2	4				
	Disaster Assistance	1	1				
	International Trade	4	6				
CAMBRIDGE		86	256	5	27	2	\$110,693
		5					
	Business Startup & Acquisition	12	22				
	COVID-19	12	4		23		\$25,000
	Disaster Assistance	2	4				
	Government Procurement	6	6				
	International Trade	28	75	4	4	1	\$20,693
	Marketing & Sales	2	3				
	SBIR / STTR	27	109	1		1	\$65,000
	Sources of Capital	10	34				
CANTON		10	32	6	1	1	\$730,000
		1					
	Business Startup & Acquisition	4	7	6		1	\$100,000
	COVID-19	1	1				
	Disaster Assistance	2	4				
	Government Procurement	1					
	International Trade	2	10				
	SBIR / STTR	1	2				
	Sources of Capital	2	8		1		\$630,000
CARLISLE		5	13	1		1	\$0
	Accounting & Records	1	4				
	Business Startup & Acquisition	1	2	1		1	\$0
	COVID-19	3	1				
	Disaster Assistance	1	1				
	Financial Analysis & Cost Control	2	3				
	International Trade	1					
	Marketing & Sales	1	1				
	SBIR / STTR	1	1				
	Sources of Capital	1	1				
CARLSBAD		1					
	International Trade	1					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
CARVER		9	28	1		1	\$7,500
	Business Startup & Acquisition	4	12	1		1	\$7,500
	Disaster Assistance	1	1				
	Financial Analysis & Cost Control	1	3				
	Marketing & Sales	1	1				
	Mgmt / Oper. Analysis	1	1				
	Sources of Capital	2	9				
CARY		2	1				
	Disaster Assistance	1	1				
	International Trade	1					
CATAUMET		2	7				\$16,800
	Business Startup & Acquisition	1	2				
	International Trade	1	2				\$16,800
	Marketing & Sales	1	3				
CENTERVILLE		4	58	2		1	\$25,000
	Business Startup & Acquisition	3	4	2		1	\$25,000
	Marketing & Sales	1	54				
CHAMPLAIN		1					
	International Trade	1					
CHAPEL HILL		1					
	International Trade	1					
CHARLEMONT		2	6				
	Business Liquidation	1	2				
	Business Startup & Acquisition	1	2				
	Sources of Capital	1	3				
CHARLESTOWN		9	4				
	Business Startup & Acquisition	1					
	COVID-19	2					
	Disaster Assistance	1	2				
	International Trade	1					
	Marketing & Sales	1					
	SBIR / STTR	1	1				
	Sources of Capital	4	1				
CHARLOTTESVILLE		1					
	International Trade	1					
CHARLTON		14	77	5		2	\$19,200
	Accounting & Records	1	1				
	Business Liquidation	1	1				
	Business Startup & Acquisition	6	50	1		1	\$1,200
	COVID-19	4	5				
	Disaster Assistance	3	3				
	Financial Analysis & Cost Control	1	2				
	International Trade	2					
	Marketing & Sales	1					
	Personnel/Human Resources	1	1				
	Sources of Capital	2	15	4		1	\$18,000
CHATHAM		2	3				
	Disaster Assistance	1	1				
	Marketing & Sales	1	2				
CHELMSFORD		7	11	1		1	\$0
	Business Startup & Acquisition	3	10	1		1	\$0
	International Trade	3					
	SBIR / STTR	1	1				
	Sources of Capital	1					
CHELSEA		13	35				
		1					
	Business Startup & Acquisition	4	23				
	COVID-19	2					
	Disaster Assistance	2	2				
	International Trade	6					
	Sources of Capital	1	11				
CHERRY VALLEY		1					
	COVID-19	1					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
CHESHIRE		2	5				
	Business Startup & Acquisition	2	5				
CHESTERFIELD		2	1				
	Business Startup & Acquisition	2	1				
CHESTNUT HILL		8	16				
		1					
	Business Startup & Acquisition	2	2				
	Disaster Assistance	2	2				
	International Trade	1					
	Marketing & Sales	1					
	SBIR / STTR	1	13				
CHICAGO		3					
		1					
	Government Procurement	1					
	International Trade	1					
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				
CHICOPEE MASS		1	5				
	Business Startup & Acquisition	1	5				
CINCINNATI		1					
	International Trade	1					
CLEVELAND		2					
	COVID-19	1					
	International Trade	2					
CLIFTON PARK		1	2				
	Business Startup & Acquisition	1	2				
CLINTON		9	13				\$17,000
		1					
	Business Startup & Acquisition	3	6				
	Computer Systems	1					
	Disaster Assistance	1	1				
	International Trade	2	2				\$17,000
	Marketing & Sales	1	4				
	Sources of Capital	1	1				
COHASSET		6	10	2	2		\$50,000
		1					
	Business Startup & Acquisition	1	2	2	2		\$50,000
	COVID-19	2	7				
	Sources of Capital	3	2				
COLEBROOK		1					
	Accounting & Records	1					
	Business Startup & Acquisition	1					
COLLEGE PARK		1					
	International Trade	1					
COLORADO SPRINGS		2					
	International Trade	2					
COLRAIN		3	2				
		1					
	Business Startup & Acquisition	2	2				
COLUMBIA		1					
	International Trade	1					
COLUMBUS		1					
	International Trade	1					
CONCORD		16	137	1		1	\$0
	Business Startup & Acquisition	5	12	1		1	\$0

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	COVID-19	3					
	Disaster Assistance	1					
	Government Procurement	1	8				
	International Trade	7	114				
	Personnel/Human Resources	1					
	Sources of Capital	1	2				
CONWAY		8	17				
	Business Startup & Acquisition	6	5				
	Computer Systems	1					
	COVID-19	2	1				
	Disaster Assistance	1	4				
	Marketing & Sales	1	2				
	Personnel/Human Resources	1	1				
	Sources of Capital	1	5				
COOKEVILLE		1					
	International Trade	1					
COOPERSBURG		1					
	International Trade	1					
COPPELL		1					
	International Trade	1					
CORAL GABLES		3					
	International Trade	3					
CORPUS CHRISTI		1	1				
	Business Startup & Acquisition	1	1				
COTUIT		1	2				
	Business Liquidation	1	2				
CRANSTON		1					
	Sources of Capital	1					
CROWN POINT		1					
	COVID-19	1					
CUMBERLAND		1	1				
	Marketing & Sales	1	1				
CUMMINGTON		1	2				
	Sources of Capital	1	2				
CUPERTINO		1					
	International Trade	1					
CUTLER BAY		1					
	International Trade	1					
DALLAS		3					
	International Trade	2					
	Sources of Capital	1					
DALTON		11	14				
	Business Startup & Acquisition	10	12				
	Sources of Capital	1	2				
DANIELSON		1					
	Business Startup & Acquisition	1					
DANVERS		33	63	20	17	5	\$1,146,427
		2					
	Business Startup & Acquisition	15	23	18		5	\$850,000
	COVID-19	7	5		17		\$246,427
	Disaster Assistance	7	7				
	International Trade	4	11				
	Marketing & Sales	2	2				
	Personnel/Human Resources	1	2				
	Sources of Capital	6	13	2			\$50,000
DARTMOUTH		7	11		6		\$27,000
		1					
	Business Startup & Acquisition	2	4				
	COVID-19	3	4		6		\$2,000
	Disaster Assistance	3	4				
	Sources of Capital	1					\$25,000
DAYTON		1					
	COVID-19	1					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
DAYVILLE		1					
	Business Startup & Acquisition	1					
DEDHAM		10	72		52		\$485,000
	Business Startup & Acquisition	5	7				
	COVID-19	4	9		52		\$485,000
	Disaster Assistance	1	6				
	Government Procurement	1					
	Marketing & Sales	1					
	Sources of Capital	1	51				
DEERFIELD		1	8				
	Business Startup & Acquisition	1	8				
DENNIS PORT		3	6				
	Business Startup & Acquisition	1	1				
	COVID-19	1	3				
	Disaster Assistance	1	2				
DENVER		1					
	International Trade	1					
DERRY		1	4				
	Business Startup & Acquisition	1	4				
DETROIT		3					
	COVID-19	1					
	International Trade	2					
DEVENS		1					
	International Trade	1					
DIGHTON		1					
	Sources of Capital	1					
DORAL		1					
	International Trade	1					
DORCHESTER		21	10	2	20	1	\$533,200
		3					
	Business Startup & Acquisition	12	3	2		1	\$23,000
	COVID-19	6	3		20		\$510,200
	Disaster Assistance	1	2				
	International Trade	2	3				
DORCHESTER CENTER		6	86				
	Accounting & Records	1	3				
	Business Startup & Acquisition	3	10				
	COVID-19	1	8				
	Disaster Assistance	2	18				
	Financial Analysis & Cost Control	1	5				
	Marketing & Sales	1	2				
	SBIR / STTR	1	3				
	Sources of Capital	3	38				
DOUGLAS		9	11		18		\$190,250
	Business Liquidation	1	2				
	Business Startup & Acquisition	5	5				
	COVID-19	5	2		18		\$190,250
	Sources of Capital	1	2				
DOVER		5	3				
	Business Startup & Acquisition	2	3				
	International Trade	3					
DRACUT		7	10				
	Business Startup & Acquisition	3	8				
	COVID-19	2					
	International Trade	1					
	Marketing & Sales	2	2				
DUDLEY		16	46	8		2	\$30,000
	Business Startup & Acquisition	13	44	8		2	\$30,000
	COVID-19	2	1				
	Government Procurement	1					
	Sources of Capital	1	2				
DUNSTABLE		1	5				
	Business Startup & Acquisition	1	5				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
DUXBURY		17	77				
		1					
	Business Liquidation	1	8				
	Business Startup & Acquisition	5	11				
	COVID-19	4	14				
	Disaster Assistance	7	16				
	Marketing & Sales	2	6				
	SBIR / STTR	1	2				
	Sources of Capital	3	22				
EAGAN		1					
	COVID-19	1					
	International Trade	1					
EAGLE		1					
	Government Procurement	1					
EAST BOSTON		4	7				
	Accounting & Records	1					
	Business Startup & Acquisition	1	3				
	International Trade	2	5				
EAST BRIDGEWATER		6	15	2	16	1	\$220,841
	Business Startup & Acquisition	2	3	2		1	\$35,000
	COVID-19	1	6		16		\$185,841
	Disaster Assistance	2	4				
	Marketing & Sales	1	1				
	Sources of Capital	2	1				
EAST BROOKFIELD		5	39		6		\$72,000
	Business Startup & Acquisition	4	30				
	COVID-19	1			6		\$72,000
	Disaster Assistance	2	1				
	Marketing & Sales	1	8				
EAST CHATHAM		1	1				
	Business Startup & Acquisition	1	1				
EAST FALMOUTH		7	23	2	19	2	\$20,300
	Business Startup & Acquisition	4	3	2		2	\$3,500
	COVID-19	1					
	Disaster Assistance	1	1				
	International Trade	3	10		19		\$16,800
	Marketing & Sales	3	7				
	Personnel/Human Resources	1	2				
EAST FREETOWN		3	15				
	Accounting & Records	1	3				
	Business Startup & Acquisition	1					
	Disaster Assistance	1	6				
	Marketing & Sales	2	7				
EAST GRANBY		1	3				
	Accounting & Records	1	3				
EAST HARTFORD		1					
	COVID-19	1					
EAST LONGMEADOW		27	198		2		\$7,000
		5					
	Business Startup & Acquisition	10	20				
	Computer Systems	1					
	COVID-19	4	2				
	Financial Analysis & Cost Control	1	3				
	International Trade	4	161				
	Marketing & Sales	3	3				
	Sources of Capital	5	11		2		\$7,000
EAST OTIS		3	8				
	Accounting & Records	1	2				
	Business Startup & Acquisition	3	6				
	Sources of Capital	1	1				
EAST PROVIDENCE		2					
	Business Startup & Acquisition	1					
	COVID-19	1					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
EAST SANDWICH		8	20				
		1					
	Business Startup & Acquisition	2	3				
	COVID-19	1					
	Disaster Assistance	1	1				
	Government Procurement	1					
	Marketing & Sales	2	7				
	Mgmt / Oper. Analysis	1	1				
	Personnel/Human Resources	1	7				
	Sources of Capital	2	2				
EAST TAUNTON		2	21				
	Business Startup & Acquisition	2	19				
	Sources of Capital	1	3				
EAST WAREHAM		3	6	1		1	\$1,000
	Business Liquidation	1	2				
	Business Startup & Acquisition	1	3	1		1	\$1,000
	Disaster Assistance	1	1				
	Sources of Capital	1					
EAST WEYMOUTH		2	8				
	Business Startup & Acquisition	1	3				
	Sources of Capital	2	5				
EAST WINDSOR		2	1				
	Business Startup & Acquisition	1	1				
	COVID-19	1					
EASTHAM		2	1				
	Business Startup & Acquisition	1	1				
	International Trade	1					
EASTHAMPTON		52	100	24	7	6	\$747,600
		12					
	Accounting & Records	1	3				
	Business Startup & Acquisition	28	58	20		5	\$402,200
	Computer Systems	3					
	COVID-19	17	15		7		\$55,400
	Disaster Assistance	2	3				
	Financial Analysis & Cost Control	2	3				
	Marketing & Sales	10	8				
	Mgmt / Oper. Analysis	1	1				
	Sources of Capital	9	12	4		1	\$290,000
EDGARTOWN		7	23		38		\$64,934
	Business Liquidation	2	4				
	Business Startup & Acquisition	1	3				
	COVID-19	1	2		38		\$64,934
	Disaster Assistance	5	6				
	Marketing & Sales	1	6				
	Sources of Capital	1	2				
	Strategic Plan. / Facilitation	1	1				
EL PASO		1					
	COVID-19	1					
	International Trade	1					
ELK GROVE VILLAGE		1					
	COVID-19	1					
	International Trade	1					
ENDICOTT		2					
	International Trade	2					
ENFIELD		4	6				
	Business Startup & Acquisition	3	5				
	Financial Analysis & Cost Control	1	2				
ERLANGER		1					
	COVID-19	1					
	International Trade	1					
ERVING		1	2				
	Business Startup & Acquisition	1	2				
ESSEX		7	35	12	13		\$189,200

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
		1					
	Business Startup & Acquisition	3	6				
	COVID-19	2	1		13		\$89,200
	Disaster Assistance	5	10				
	Personnel/Human Resources	1	1				
	Regulatory Issues	1	1				
	SBIR / STTR	1	1				
	Sources of Capital	3	16	12			\$100,000
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
FAIRFAX		1					
	International Trade	1					
FAIRHAVEN		31	110	6	22	3	\$827,960
	Accounting & Records	1	2				
	Bus. Plan Development	1	3				
	Business Startup & Acquisition	8	12	6		3	\$526,800
	Computer Systems	1	7				
	COVID-19	4	5		20		\$101,160
	Disaster Assistance	13	22				
	Financial Analysis & Cost Control	1	1				
	International Trade	5	4				
	Loan Package Development	1	2				
	Marketing & Sales	3	27				
	Personnel/Human Resources	2	1				
	Sources of Capital	5	26		2		\$200,000
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
	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				
FALMOUTH		5	10				
	COVID-19	2					
	Disaster Assistance	1	1				
	International Trade	1	2				
	SBIR / STTR	1	7				
FARGO		1					
	International Trade	1					
FAYETTEVILLE		1	5				
	Business Startup & Acquisition	1	1				
	Sources of Capital	1	4				
FEEDING HILLS		8	32		5		\$9,000
		1					
	Business Liquidation	1	2				
	Business Startup & Acquisition	4	19				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	COVID-19	1			5		\$9,000
	International Trade	1	3				
	Marketing & Sales	3	2				
	Sources of Capital	2	7				
FIRESTONE		1					
	COVID-19	1					
FISKDALE		1	2				
	Business Startup & Acquisition	1	2				
FITCHBURG		31	68	4	70	2	\$287,103
		1					
	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	8	13		70		\$287,103
	Marketing & Sales	2					
	Sources of Capital	5	6				
FLORENCE		35	24		10		\$10,000
		7					
	Accounting & Records	1	2				
	Business Startup & Acquisition	6	7				
	Computer Systems	2					
	COVID-19	8	2		10		\$10,000
	Disaster Assistance	1	2				
	Marketing & Sales	12	8				
	Sources of Capital	3	3				
FLORIDA		1	2				
	Mgmt / Oper. Analysis	1	2				
FORESTDALE		1	1				
	Business Startup & Acquisition	1	1				
FORT COLLINS		1					
	International Trade	1					
FORT LAUDERDALE		1					
	International Trade	1					
FORT WAYNE		2					
	COVID-19	1					
	International Trade	2					
FOXBORO		10	10				
	Business Startup & Acquisition	1	2				
	COVID-19	1					
	Disaster Assistance	2	2				
	Financial Analysis & Cost Control	1	2				
	International Trade	4					
	Marketing & Sales	1	1				
	Regulatory Issues	1	1				
	Sources of Capital	1	2				
	Strategic Plan. / Facilitation	1	2				
FRAMINGHAM		43	269	3	3	3	\$150,000
	Accounting & Records	1					
	Business Startup & Acquisition	17	60	3		3	\$0
	COVID-19	11	3				
	Disaster Assistance	3	4				
	Government Procurement	8	64				
	International Trade	9	66		3		\$150,000
	Marketing & Sales	4	4				
	SBIR / STTR	2	59				
	Sources of Capital	4	9				
FRANKFORT		1					
	COVID-19	1					
FRANKLIN		34	58	3		3	\$0
		2					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Business Liquidation	1	2				
	Business Startup & Acquisition	11	14	3		3	\$0
	COVID-19	5					
	Disaster Assistance	2	3				
	Government Procurement	4	26				
	International Trade	9	5				
	Marketing & Sales	4	5				
	SBIR / STTR	1	1				
	Sources of Capital	4	4				
FRISCO		1					
	International Trade	1					
GARDNER		9	53		3		\$27,500
	Accounting & Records	1	1				
	Business Startup & Acquisition	5	29				
	COVID-19	2	2		3		\$27,500
	Financial Analysis & Cost Control	1					
	International Trade	1					
	Sources of Capital	3	21				
GARFIELD HEIGHTS		1					
	International Trade	1					
GEORGETOWN		5	4				
	Business Startup & Acquisition	1					
	COVID-19	3	2				
	Disaster Assistance	2	2				
GILBERT		1					
	International Trade	1					
GILBERTVILLE		1	1				
	Sources of Capital	1	1				
GILL		1	1				
	Business Startup & Acquisition	1	1				
GLASTONBURY		1					
	International Trade	1					
GLOUCESTER		40	132	4	92	2	\$538,300
		2					
	Business Startup & Acquisition	17	37				
	COVID-19	11	10	1	92	1	\$536,300
	Disaster Assistance	13	28				
	Financial Analysis & Cost Control	5	8				
	Marketing & Sales	9	22				
	Mgmt / Oper. Analysis	1	1				
	Sources of Capital	10	28	3		1	\$2,000
GORHAM		1					
	International Trade	1					
GOSHEN		2	12				
		1					
	International Trade	1	7				
	Marketing & Sales	1	4				
	Sources of Capital	1	1				
GRAFTON		6	5				
	Business Startup & Acquisition	2	3				
	COVID-19	3	1				
	Marketing & Sales	1					
	Sources of Capital	1	1				
GRANBY		13	55		2		\$240,000
		1					
	Business Startup & Acquisition	9	13				
	Computer Systems	1					
	COVID-19	1	2				
	Financial Analysis & Cost Control	1	2				
	Marketing & Sales	2	7				
	SBIR / STTR	1	27				\$225,000
	Sources of Capital	3	5		2		\$15,000
GRAPEVINE		1					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	COVID-19	1					
	International Trade	1					
GREAT BARRINGTON		39	111	13	31	1	\$367,642
		1					
	Accounting & Records	7					
	Business Liquidation	2	24				
	Business Startup & Acquisition	19	23	13		1	\$40,000
	COVID-19	8	15		31		\$327,642
	Disaster Assistance	14	23				
	Financial Analysis & Cost Control	1	3				
	Government Procurement	1	2				
	International Trade	1	1				
	Marketing & Sales	2	5				
	Personnel/Human Resources	1	3				
	Sources of Capital	4	13				
GREEN BAY		1					
	International Trade	1					
GREENFIELD		37	68	1	38	1	\$431,620
		12					
	Business Startup & Acquisition	15	39	1		1	\$1,200
	Computer Systems	2					
	COVID-19	12	22		38		\$430,420
	Disaster Assistance	1	2				
	Government Procurement	1					
	International Trade	1	2				
	Marketing & Sales	6	2				
	Sources of Capital	3	3				
GREENWOOD VILLAGE		1					
	International Trade	1					
GROTON		4	14				
	Business Startup & Acquisition	1	5				
	COVID-19	1					
	Government Procurement	1	4				
	Marketing & Sales	1	2				
	SBIR / STTR	1	2				
	Sources of Capital	1	2				
GROVELAND		4	5		4		\$151,000
	COVID-19	1	2		4		\$151,000
	Disaster Assistance	2	3				
	International Trade	1					
	Sources of Capital	1	1				
GULF BREEZE		1					
	COVID-19	1					
HADLEY		15	55		38		\$345,000
		2					
	Accounting & Records	1	1				
	Business Liquidation	1	7				
	Business Startup & Acquisition	5	21				
	Computer Systems	2					
	COVID-19	4	4		35		\$320,000
	Disaster Assistance	1	2				
	Marketing & Sales	4	13				
	Sources of Capital	4	6		3		\$25,000
	Strategic Needs Assessment	1	3				
HALIFAX		2		1	1		\$16,734
	International Trade	1		1	1		\$16,734
	Sources of Capital	1					
HAMPDEN		2	6				
	Business Startup & Acquisition	1	1				
	Marketing & Sales	1	2				
	Mgmt / Oper. Analysis	1	4				
HAMPTON		2	1				
	Disaster Assistance	1	1				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
HANOVER	International Trade	1					
		6	13		30		\$210,000
	Business Startup & Acquisition	1	2				
	COVID-19	3	5		24		\$160,000
HANSON	International Trade	1					
	Marketing & Sales	1	3				
	Sources of Capital	2	3		6		\$50,000
		6	5				
	Business Liquidation	1	2				
	COVID-19	2	2				
HARTFORD	Disaster Assistance	1	1				
	International Trade	1					
	Sources of Capital	1	1				
		2					
HARVARD	International Trade	2					
		2	4				
HARWICH	Business Startup & Acquisition	1	1				
	Government Procurement	1	2				
	SBIR / STTR	1	1				
		3	9				
HARWICH PORT	Business Startup & Acquisition	2	2				
	Marketing & Sales	1	3				
	Sources of Capital	2	4				
HATFIELD		2	3				
	Disaster Assistance	2	3				
HAVERHILL		9	21		11		\$181,000
		3					
	Business Startup & Acquisition	2	6				
	Computer Systems	1					
	COVID-19	3	4		11		\$181,000
	Disaster Assistance	1	2				
	Marketing & Sales	3	1				
	Sources of Capital	2	9				
HAYDENVILLE		21	58	8	8	2	\$850,740
		3					
	Business Startup & Acquisition	12	34	6		2	\$107,000
	COVID-19	5	2		1		\$13,740
	Disaster Assistance	3	3				
	International Trade	1					
	Marketing & Sales	2	2				
HAWTHORNE	Sources of Capital	3	17	2	7		\$730,000
		2					
	COVID-19	1					
HILLSDALE	International Trade	2					
		2					
HINGHAM	COVID-19	2					
		1	2				
HINGS DALE	Business Startup & Acquisition	1	2				
		14	40				
	Business Startup & Acquisition	4	4				
	COVID-19	3	3				
	Disaster Assistance	5	8				
	Engineering R&D	1	1				
	International Trade	2					
	Marketing & Sales	2	10				
	Personnel/Human Resources	1	2				
	Sources of Capital	5	14				
HINS DALE		4	7	1		1	\$0
	Business Startup & Acquisition	2	2	1		1	\$0
	COVID-19	1					
	Disaster Assistance	1	2				
	Marketing & Sales	1	1				
	Sources of Capital	1	2				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
HOLBROOK		10	41	3	24	1	\$1,783,885
	Business Liquidation	1	2				
	Business Startup & Acquisition	4	12	3		1	\$230,000
	COVID-19	3	4				\$423,885
	Disaster Assistance	4	5				
	International Trade	2	5				\$20,000
	Sources of Capital	3	13		24		\$1,110,000
HOLDEN		15	32		4		\$10,500
	Accounting & Records	2					
	Business Startup & Acquisition	7	18				
	COVID-19	5	5		4		\$10,500
	Disaster Assistance	1					
	Marketing & Sales	1	5				
	Sources of Capital	2	4				
HOLLAND		1	2				
	Business Startup & Acquisition	1	2				
HOLLISTON		17	56	4	34	2	\$1,191,424
	Business Startup & Acquisition	3	2	3		2	\$12,500
	COVID-19	4	3		13		\$51,389
	Disaster Assistance	3	2				
	Government Procurement	4	6				
	International Trade	6	42	1	21		\$1,127,535
	Marketing & Sales	1	2				
HOLYOKE		44	102	6	24	3	\$142,200
		5					
	Business Startup & Acquisition	24	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				
	Marketing & Sales	6	19				
	Mgmt / Oper. Analysis	1	3				
	Sources of Capital	12	27	4	3	1	\$30,000
HOOKSETT		1					
	International Trade	1					
HOPEDALE		6	4				\$20,575
	COVID-19	4	1				
	Government Procurement	1					
	International Trade	2	3				\$20,575
HOPKINTON		17	61	1		1	\$1,200
	Business Startup & Acquisition	7	46	1		1	\$1,200
	Computer Systems	1					
	Government Procurement	3	1				
	International Trade	6	15				
HOUSATONIC		6	10		3		\$24,000
	Accounting & Records	2					
	Business Startup & Acquisition	4	3				
	COVID-19	2	5		3		\$24,000
	Disaster Assistance	1	1				
	Personnel/Human Resources	1	1				
HOUSTON		7					
	COVID-19	1					
	International Trade	7					
HUBBARDSTON		2	4				
	COVID-19	1					
	Disaster Assistance	1	1				
	Sources of Capital	1	3				
HUDSON		21	29	3	11	3	\$18,256
		2					
	Business Startup & Acquisition	6	5	3		3	\$0
	COVID-19	6	2		11		\$18,256
	Disaster Assistance	2	3				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Financial Analysis & Cost Control	1	3				
	Government Procurement	4	10				
	International Trade	4	5				
	Marketing & Sales	2	1				
	Sources of Capital	2	1				
HULL		6	10				
	Business Startup & Acquisition	1	4				
	COVID-19	2	2				
	Disaster Assistance	2	4				
	International Trade	2	2				
HUMAROCK		1					
	Sources of Capital	1					
HUMBLE		1					
	International Trade	1					
HUNTINGTON		3	3				
	COVID-19	2	1				
	Disaster Assistance	1	2				
HYANNIS		11	9				
	Business Startup & Acquisition	3	7				
	COVID-19	1					
	Sources of Capital	8	2				
HYDE PARK		14	16	1		1	\$0
	Business Startup & Acquisition	6	12	1		1	\$0
	COVID-19	2					
	Disaster Assistance	2	1				
	Financial Analysis & Cost Control	1					
	International Trade	2	3				
	Marketing & Sales	1					
	SBIR / STTR	1	1				
	Sources of Capital	2					
HYDE PARK, MA		1					
	COVID-19	1					
INDIAN ORCHARD		11	35				
		1					
	Business Startup & Acquisition	4	12				
	COVID-19	1					
	International Trade	3	9				
	Marketing & Sales	3	14				
INDIANAPOLIS		1					
	COVID-19	1					
IPSWICH		17	43		4		\$85,200
	Business Startup & Acquisition	6	14				
	COVID-19	6	6		4		\$85,200
	Disaster Assistance	4	6				
	International Trade	3	6				
	Marketing & Sales	3	8				
	Sources of Capital	1	4				
JACKSONVILLE		2					
	International Trade	2					
JAMAICA		1					
	International Trade	1					
JAMAICA PLAIN		16	47				
		3					
	Business Startup & Acquisition	8	24				
	COVID-19	1					
	SBIR / STTR	3	15				
	Sources of Capital	4	9				
JEFFERSON		2	3				
	Accounting & Records	1					
	Business Startup & Acquisition	1					
	COVID-19	1					
	International Trade	1	3				
JONESBORO		1					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
KEENE		1					
		1					
		1					
KENNEWICK		5					
	International Trade	5					
KENSINGTON		1	1				
	Business Startup & Acquisition	1	1				
KEW GARDENS		1					
	COVID-19	1					
	International Trade	1					
KINGSTON		8	50		4		\$38,700
		1					
	Business Startup & Acquisition	3	28				
	Computer Systems	1					
	COVID-19	1	1		4		\$38,700
	Disaster Assistance	3	5				
	International Trade	1					
	Loan Package Development	1	3				
	Marketing & Sales	1	1				
	Sources of Capital	2	13				
LA PLACE		1					
		1					
LACONIA		1					
	COVID-19	1					
LAKE FOREST		1					
	International Trade	1					
LAKEVILLE		11	136		29		\$235,380
	Accounting & Records	1	4				
	Business Liquidation	1	72				
	Business Startup & Acquisition	4	13				
	COVID-19	3	7		29		\$235,380
	Disaster Assistance	5	17				
	International Trade	2					
	Marketing & Sales	1	3				
	Sources of Capital	3	20				
	Strategic Needs Assessment	1	1				
LANCASTER		3	6				
	Business Startup & Acquisition	2	6				
	International Trade	1					
LANESBORO		2	12				
	Business Startup & Acquisition	1	1				
	Sources of Capital	1	11				
LANESBOROUGH		3	7	1	1	1	\$72,226
	Business Startup & Acquisition	1	1	1		1	\$0
	COVID-19	1	3		1		\$72,226
	Disaster Assistance	1	1				
	Sources of Capital	1	1				
LAWRENCE		48	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	6					
	Sources of Capital	5	3	2	1		\$47,500
LAWRENCEVILLE		1					
	COVID-19	1					
	International Trade	1					
LEAMINSTER		1	1				
	Business Startup & Acquisition	1	1				
LEE		12	43				
	Business Liquidation	1	2				
	Business Startup & Acquisition	9	14				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	COVID-19	1					
	Disaster Assistance	2	3				
	Financial Analysis & Cost Control	2	4				
	Marketing & Sales	1	2				
	Sources of Capital	2	19				
	Technology	1	1				
LEEDS		4	11				
	Business Startup & Acquisition	3	3				
	Marketing & Sales	2	8				
LEICESTER		2	4				
	Business Startup & Acquisition	2	4				
LENOX		20	54	3	2	2	\$95,300
	Business Startup & Acquisition	17	26	3		2	\$0
	COVID-19	2	4		2		\$95,300
	Disaster Assistance	3	7				
	Marketing & Sales	2	4				
	Sources of Capital	1	12				
LENOX DALE		1	2				
	COVID-19	1	2				
LENOXDALE		1	1	2		1	\$357,500
	Business Startup & Acquisition	1	1	2		1	\$357,500
LEOMINSTER		28	88	1		1	\$0
		1					
	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				
LEVERETT		7	19				
	Accounting & Records	1	3				
	Business Startup & Acquisition	2	2				
	COVID-19	2	3				
	Disaster Assistance	3	5				
	Marketing & Sales	2	8				
LEXINGTON		13	29			123	\$292,357
		2					
	Business Liquidation	1	2				
	Business Startup & Acquisition	3	3				
	COVID-19	3	2			98	\$270,000
	Disaster Assistance	1	2				
	Government Procurement	1					
	International Trade	3	11			25	\$22,357
	Marketing & Sales	1					
	SBIR / STTR	1	9				
	Sources of Capital	1					
LINCOLN		4	9	1		1	\$0
	Business Startup & Acquisition	3	3	1		1	\$0
	COVID-19	1	1				
	Financial Analysis & Cost Control	1	6				
LISBON		1					
	International Trade	1					
LITTLE ROCK		1					
	COVID-19	1					
	International Trade	1					
LITTLETON		18	34			11	\$10,275
		1					
	Business Startup & Acquisition	2	1				
	COVID-19	5	4			1	\$1,000
	Disaster Assistance	1	1				
	Government Procurement	5	14				
	International Trade	10	13			10	\$9,275

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
LONDONDERRY	Sources of Capital	1	2				
		1	2				
LONGMEADOW	Business Startup & Acquisition	1	2				
		12	30	5	3	3	\$99,700
		1					
	Accounting & Records	1	3				
	Business Startup & Acquisition	9	22	5		3	\$5,700
	COVID-19	2	4		3		\$94,000
	Marketing & Sales	2	1				
LOS ANGELES		1					
	International Trade	1					
LOWELL		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				
	Government Procurement	1	4				
	International Trade	8	16				
	Marketing & Sales	1					
	SBIR / STTR	1	1				
	Sources of Capital	3	3		1		\$230,000
LUDLOW		16	56		6		\$43,000
		2					
	Business Startup & Acquisition	7	28				
	COVID-19	3	1		6		\$43,000
	Disaster Assistance	2	3				
	Financial Analysis & Cost Control	1	3				
	International Trade	1	1				
	Marketing & Sales	4	6				
	Sources of Capital	3	14				
LUNENBURG		4	1	3	9	2	\$16,800
	Business Startup & Acquisition	3	1	2		2	\$0
	International Trade	1		1	9		\$16,800
LYNN		53	104	14	8	4	\$149,600
		1					
	Accounting & Records	2					
	Business Liquidation	1	5				
	Business Startup & Acquisition	37	80	11		4	\$55,000
	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
LYNNFIELD		7	34	3	14	2	\$26,000
		1					
	Business Startup & Acquisition	2	6	3		2	\$0
	COVID-19	1	1		14		\$26,000
	Disaster Assistance	2	2				
	International Trade	2					
	Sources of Capital	2	26				
MADISON		1					
	International Trade	1					
MALDEN		24	39	5	4	1	\$1,334,112
		2					
	Accounting & Records	1	2				
	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				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
MANCHESTER	Marketing & Sales	1					
	SBIR / STTR	1	2				
	Sources of Capital	1		1			\$50,000
		14	45	5	2	1	\$1,036,500
	Bus. Plan Development	1	1				
	Business Startup & Acquisition	7	19	5		1	\$100,000
	COVID-19	5	2		1		\$62,500
	Disaster Assistance	2	6				
MANHEIM	International Trade	2	1				
	Marketing & Sales	1	3				
	Sources of Capital	1	14		1		\$874,000
MANSFIELD		1					
	International Trade	1					
		36	65	1	2	1	\$1,501
	Business Liquidation	1	2				
	Business Startup & Acquisition	6	14	1		1	\$0
	COVID-19	20	9		1		\$1,000
	Disaster Assistance	4	5				
	International Trade	2	2				
	Marketing & Sales	4	6				
	SBIR / STTR	2	4				
MANVILLE	Sources of Capital	8	23		1		\$501
		1	1				
	Business Startup & Acquisition	1	1				
MARATHON		1					
MARBLEHEAD	COVID-19	1					
		44	87	10	41	5	\$270,884
		2					
	Accounting & Records	2	7				
	Business Startup & Acquisition	15	26	5		4	\$0
	COVID-19	15	10		39		\$170,884
	Disaster Assistance	12	17				
	Financial Analysis & Cost Control	5	4				
	Government Procurement	1					
	Marketing & Sales	4	11				
	Personnel/Human Resources	2	1	3	2		\$0
	SBIR / STTR	1	1				
	Sources of Capital	5	11	2		1	\$100,000
		4	7				
	MARION	Business Startup & Acquisition	1				
COVID-19		1	1				
Disaster Assistance		2	3				
Marketing & Sales		1	3				
		51	103	4	16	3	\$226,000
		1					
Accounting & Records		4	4				
Business Startup & Acquisition		13	14	3		3	\$0
COVID-19		12	7	1	16		\$226,000
Disaster Assistance		5	10				
MARLBOROUGH	Government Procurement	9	26				
	International Trade	8	5				
	Marketing & Sales	4	8				
	Personnel/Human Resources	1	2				
	SBIR / STTR	1	1				
	Sources of Capital	7	28				
		4	90	2	4		\$72,500
	Business Startup & Acquisition	2	12				
	COVID-19	1	5		2		\$16,000
	Disaster Assistance	2	14				
MARSHFIELD	International Trade	1					
	Marketing & Sales	1	20				
	Sources of Capital	1	38	2	2		\$56,500
		3	1				
MARSTONS MILLS							

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
MASHPEE	Business Startup & Acquisition	1	1				
	Sources of Capital	2					
		3	3				
MATTAPAN	Disaster Assistance	2	3				
	International Trade	1					
MATTAPOISETT		7	10				
		1					
	Bus. Plan Development	1	3				
	Business Startup & Acquisition	3	4				
	COVID-19	1					
	Disaster Assistance	1	1				
	International Trade	1	2				
	Marketing & Sales	1					
	Sources of Capital	1	1				
		13	50	1	11	1	\$515,000
MAYNARD	Bus. Plan Development	1	2				
	Business Startup & Acquisition	5	5	1		1	\$0
	COVID-19	2					
	Disaster Assistance	5	8				
	Marketing & Sales	2	12				
	Sources of Capital	3	24		11		\$515,000
		11	41		7		\$188,200
MCLEAN		1					
	Business Startup & Acquisition	3	9				
	COVID-19	4	2		7		\$166,200
	Disaster Assistance	2	3				
	International Trade	3	7				\$22,000
	SBIR / STTR	2	11				
	Sources of Capital	2	9				
	Technology	1	2				
MCLEAN		4					
	International Trade	4					
MEDFIELD		3					
	International Trade	3					
MEDFORD		4	17				
	Business Startup & Acquisition	2	2				
	COVID-19	1					
	Sources of Capital	2	15				
MEDWAY		18	28	2	60	2	\$12,000
		3					
	Accounting & Records	1	1				
	Business Startup & Acquisition	9	12	2		2	\$0
	COVID-19	1	1				
	Disaster Assistance	1	1				
	Financial Analysis & Cost Control	1					
	International Trade	5	8		60		\$12,000
	Sources of Capital	2	5				
		12	59	3		2	\$0
MELROSE		2					
	Accounting & Records	1	1				
	Business Liquidation	1	16				
	Business Startup & Acquisition	4	2	3		2	\$0
	COVID-19	3	1				
	Disaster Assistance	2	12				
	Government Procurement	1	11				
	Loan Package Development	1	2				
	Marketing & Sales	2	4				
	Regulatory Issues	1	1				
	Sources of Capital	3	3				
	Strategic Needs Assessment	1	6				
	11	26	4	1	1	\$152,400	
	2						
	1						

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Business Startup & Acquisition	6	16				
	COVID-19	2	1		1		\$22,400
	Disaster Assistance	2	3				
	Government Procurement	1					
	Loan Package Development	1	1	4		1	\$130,000
	Marketing & Sales	2	1				
	SBIR / STTR	1	3				
	Sources of Capital	1	1				
MENDON		3		2		2	\$0
	Business Startup & Acquisition	2		2		2	\$0
	Government Procurement	1					
MENLO PARK		1					
	International Trade	1					
MERRIMAC		2	2				
	COVID-19	1					
	Disaster Assistance	1	2				
	International Trade	1					
MERRIMACK		1					
	International Trade	1					
MESA		3					
	International Trade	3					
METHUEN		17	43	2	17	2	\$122,287
		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					
MIAMI		3					
	International Trade	3					
MIDDLEBORO		15	70	1	3	1	\$342,000
	Business Liquidation	1	2				
	Business Startup & Acquisition	7	16	1		1	\$1,000
	COVID-19	4	4				
	Disaster Assistance	2	2				
	Marketing & Sales	2	7				
	Sources of Capital	4	40		3		\$341,000
MIDDLETON		8	12				
	Business Startup & Acquisition	3	6				
	COVID-19	3	2				
	Disaster Assistance	2	2				
	International Trade	3					
	Sources of Capital	1	3				
MIDDLETOWN		1	1				
	Disaster Assistance	1	1				
MILFORD		25	46				
		1					
	Business Startup & Acquisition	11	34				
	COVID-19	6	3				
	Disaster Assistance	1	1				
	Government Procurement	1	2				
	International Trade	4					
	Marketing & Sales	5	5				
	Personnel/Human Resources	1	2				
	Sources of Capital	1	2				
MILLBURY		20	81	2	10	2	\$209,000
	Business Startup & Acquisition	13	58	2		2	\$0
	COVID-19	8	5		10		\$209,000
	Marketing & Sales	1	1				
	Mgmt / Oper. Analysis	2	4				
	Sources of Capital	4	15				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
MILLERS FALLS		2	1				
		1					
	Computer Systems	1					
	Sources of Capital	1	1				
MILLIS		6	10	2		2	\$0
	Business Liquidation	2	6				
	Business Startup & Acquisition	4	3	2		2	\$0
	Sources of Capital	1	2				
MILLVILLE		3	4	1		1	\$0
	Business Startup & Acquisition	2	2	1		1	\$0
	Sources of Capital	1	2				
MILTON		12	9				
		1					
	Business Startup & Acquisition	3	2				
	COVID-19	3	4				
	Government Procurement	1					
	Marketing & Sales	2					
	Sources of Capital	2	3				
MILWAUKEE		6					
	International Trade	6					
MINNEAPOLIS		3	10				
	COVID-19	1					
	International Trade	2					
	SBIR / STTR	1	10				
MONSON		10	27	1	3	1	\$7,000
		1					
	Business Startup & Acquisition	5	15				
	COVID-19	1	1		3		\$2,000
	Disaster Assistance	2	2				
	Marketing & Sales	1	2				
	Mgmt / Oper. Analysis	1	1	1		1	\$5,000
	Personnel/Human Resources	1	3				
	Sources of Capital	3	4				
MONTAGUE		5	7	2		1	\$75,000
		1					
	Business Startup & Acquisition	1	4	2		1	\$75,000
	Marketing & Sales	2	2				
	Mgmt / Oper. Analysis	1	1				
MONTCLAIR		2	3				\$1,099,959
	Disaster Assistance	1	1				
	International Trade	1					
	SBIR / STTR	1	2				\$1,099,959
MONTEREY		3	4				
	Accounting & Records	1					
	Business Liquidation	1	3				
	Business Startup & Acquisition	1	1				
MONTGOMERY		1	3		2		\$147,100
		1					
	COVID-19	1	3		2		\$147,100
MOUNT PLEASANT		1					
	International Trade	1					
MOUNT WASHINGTON		1					
	Accounting & Records	1					
	Business Startup & Acquisition	1					
MOUNT WASHINTON		1					
	Accounting & Records	1					
	Business Startup & Acquisition	1					
N ATTLEBORO		1	1				
	Marketing & Sales	1	1				
N CHELMSFORD		1	11				
	Business Startup & Acquisition	1	11				
NAHANT		3	9				
	Business Startup & Acquisition	3	5				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
NANTUCKET	Disaster Assistance	2	3				
	Sources of Capital	1	1				
		15	7				
		2					
NASHUA	Business Startup & Acquisition	1	2				
	COVID-19	8	3				
	Disaster Assistance	3	3				
	International Trade	1					
	Sources of Capital	4					
		4	3				
NASHVILLE	Business Startup & Acquisition	2	3				
	Computer Systems	1					
	International Trade	1					
NATICK	Business Startup & Acquisition	1	3				
	International Trade	1					
NATICK		25	122	3	92	2	\$2,866,000
	Business Startup & Acquisition	10	13	3	25	2	\$278,000
	COVID-19	8	1		27		\$560,000
	Disaster Assistance	3	5				
	Financial Analysis & Cost Control	1	2				
	Government Procurement	3	86				
	International Trade	6	5		40		\$28,000
	Marketing & Sales	1	1				
	Sources of Capital	2	10				\$2,000,000
		8	33				\$16,800
NEEDHAM	Business Startup & Acquisition	3	3				
	COVID-19	2					
	Disaster Assistance	1	1				
	International Trade	2	22				\$16,800
	Marketing & Sales	1	7				
		4	15				\$3,850,000
NEEDHAM HEIGHTS	Business Startup & Acquisition	1	2				
	International Trade	1					
	SBIR / STTR	2	5				\$3,850,000
	Sources of Capital	1	9				
NEW BEDFORD		91	285	14	621	8	\$2,213,703
		1					
	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				
	Technology	1	1				
	NEW BRAintree		2	6			
Business Startup & Acquisition		1	1				
NEW BRITAIN	Government Procurement	1	5				
		2					
NEW CASTLE	Business Startup & Acquisition	1					
	International Trade	1					
NEW HAVEN		1					
	Business Startup & Acquisition	1					
NEW HYDE PARK		2					
		1					
	Computer Systems	1					
	International Trade	1					
NEW HYDE PARK		1					
	International Trade	1					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
NEW LEBANON		1					
	Accounting & Records	1					
	Business Startup & Acquisition	1					
NEW MARLBOROUGH		1	2				
	Sources of Capital	1	2				
NEW PALTZ		1					
	Business Startup & Acquisition	1					
NEW SALEM		1					
	COVID-19	1					
NEW YORK		12	3				
	Business Startup & Acquisition	1	1				
	COVID-19	2					
	International Trade	9					
	Sources of Capital	2	3				
NEWARK		1					
	International Trade	1					
NEWBERG		1					
	COVID-19	1					
	Marketing & Sales	1					
NEWBURY		3	2				
	COVID-19	2	1				
	Disaster Assistance	1	1				
NEWBURYPORT		23	34	5	15	1	\$383,000
		2					
	Business Startup & Acquisition	3	2	3		1	\$0
	COVID-19	8	8		8		\$263,000
	Disaster Assistance	6	11				
	Financial Analysis & Cost Control	1					
	Government Procurement	1					
	International Trade	3					
	Marketing & Sales	1	1				
	Personnel/Human Resources	1	4				
	Sources of Capital	3	8	2	7		\$120,000
NEWINGTON		1					
	International Trade	1					
NEWTON		15	11	1		1	\$0
	Business Startup & Acquisition	5	4	1		1	\$0
	COVID-19	1					
	Disaster Assistance	5	7				
	International Trade	3					
	Marketing & Sales	1	1				
	Sources of Capital	1					
NEWTON CENTER		4	2		2		\$2,000,000
	Business Startup & Acquisition	1	1				
	International Trade	2					
	SBIR / STTR	1	2		2		\$2,000,000
NEWTON CENTRE		1					
	Business Startup & Acquisition	1					
NEWTON HIGHLANDS		7	14				
	COVID-19	2	8				
	Disaster Assistance	3	4				
	International Trade	3	2				
NEWTON LOWER FALLS		2	11				
	Business Startup & Acquisition	1	9				
	COVID-19	1	1				
	Sources of Capital	1	1				
NEWTONVILLE		2	3				
	COVID-19	1					
	Disaster Assistance	1	2				
	SBIR / STTR	1	2				
	Sources of Capital	1					
NIAGARA FALLS		1					
	International Trade	1					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
NICHOLASVILLE		1					
	International Trade	1					
NO. ANDOVER		1	1				
	Business Liquidation	1	1				
NORFOLK		6	11				
	Business Startup & Acquisition	2	2				
	COVID-19	2	4				
	Disaster Assistance	2	2				
	Government Procurement	1	3				
	Sources of Capital	1					
NORTH ADAMS		21	92	15	68	1	\$766,500
	Business Startup & Acquisition	16	49	15		1	\$410,000
	COVID-19	5	1		68		\$356,500
	Disaster Assistance	3	6				
	Marketing & Sales	3	7				
	Personnel/Human Resources	1	3				
	Sources of Capital	4	28				
NORTH ANDOVER		23	74	4	7	1	\$67,000
		1					
	Accounting & Records	1					
	Business Startup & Acquisition	11	36	1		1	\$0
	COVID-19	4	2		6		\$7,000
	Disaster Assistance	4	5				
	Financial Analysis & Cost Control	1	3				
	International Trade	5	11				\$0
	Marketing & Sales	2	2				
	Personnel/Human Resources	1	1				
	Sources of Capital	3	14	3	1		\$60,000
NORTH ATTLEBORO		18	44	1	15	1	\$52,280
	Bus. Plan Development	1					
	Business Startup & Acquisition	5	8	1		1	\$1,000
	COVID-19	9	10		15		\$51,280
	Disaster Assistance	4	5				
	Government Procurement	1	1				
	Marketing & Sales	2	3				
	Sources of Capital	2	11				
	Strategic Plan. / Facilitation	1	6				
NORTH BERWICK		1					
	Sources of Capital	1					
NORTH BETHESDA		1					
	COVID-19	1					
NORTH BILLERICA		6	8		6		\$8,600
		1					
	Business Startup & Acquisition	2	5				
	COVID-19	3	2		6		\$8,600
	Disaster Assistance	2	2				
	International Trade	1					
NORTH BROOKFIELD		2	3				
	Business Startup & Acquisition	1	3				
	COVID-19	1					
NORTH CHATHAM		3					
		1					
	Sources of Capital	2					
NORTH CHELMSFORD		4	35	1	5	1	\$30,000
	Business Startup & Acquisition	2	2	1		1	\$0
	COVID-19	1	1		5		\$30,000
	Disaster Assistance	1	1				
	Government Procurement	1	1				
	Sources of Capital	2	31				
NORTH DARTMOUTH		12	14				
	Business Startup & Acquisition	3	2				
	COVID-19	4	1				
	Disaster Assistance	4	5				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Financial Analysis & Cost Control	1	1				
	Sources of Capital	3	6				
NORTH DIGHTON		2	10			9	\$68,789
	COVID-19	1	1			9	\$68,789
	Disaster Assistance	1	1				
	International Trade	1	9				
NORTH EASTHAM		1					
	COVID-19	1					
NORTH EASTON		7	13	2		2	\$200
	Business Startup & Acquisition	4	5	2		2	\$200
	COVID-19	2	1				
	Disaster Assistance	2	4				
	Marketing & Sales	1	3				
	Sources of Capital	1					
NORTH EGREMONT		1	32				
	Business Startup & Acquisition	1	17				
	COVID-19	1	1				
	Financial Analysis & Cost Control	1	1				
	Marketing & Sales	1	11				
	Personnel/Human Resources	1	1				
NORTH FALMOUTH		1	4				
	International Trade	1	4				
NORTH GRAFTON		9	24	4	1	2	\$270,700
	Business Startup & Acquisition	3	9	4		2	\$250,000
	COVID-19	5	4		1		\$20,700
	Disaster Assistance	3	6				
	International Trade	1					
	Marketing & Sales	2	6				
NORTH GROSVENORDALE		1					
	COVID-19	1					
NORTH HAMPTON		1					
	International Trade	1					
NORTH HATFIELD		2	5				
		1					
	Bus. Plan Development	1	3				
	Business Startup & Acquisition	1	2				
NORTH OXFORD		2	2				
	Business Startup & Acquisition	1	1				
	Disaster Assistance	1	1				
NORTH PROVIDENCE		1					
		1					
NORTH READING		6	8				
	Accounting & Records	1	5				
	COVID-19	2	2				
	Disaster Assistance	1	1				
	International Trade	2					
	Marketing & Sales	1	1				
NORTH WEYMOUTH		2					
	Sources of Capital	2					
NORTHAMPTON		71	143	7	52	5	\$260,620
		20					
	Business Startup & Acquisition	20	58	7		5	\$43,600
	Computer Systems	5					
	COVID-19	25	40		52		\$217,020
	Disaster Assistance	7	10				
	Government Procurement	1					
	Marketing & Sales	18	23				
	Sources of Capital	7	9				
	Strategic Plan. / Facilitation	2	4				
NORTHBOROUGH		22	67	1	1	1	\$3,000
		2					
	Accounting & Records	2					
	Business Startup & Acquisition	10	14	1		1	\$0

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation	
NORTHBRIDGE	COVID-19	4			1		\$3,000	
	Disaster Assistance	3	3					
	Government Procurement	4	48					
	International Trade	1	1					
	Technology	1	2					
			11	18	1		1	\$29,030
	Business Startup & Acquisition	5	11	1		1	\$0	
	COVID-19	2						
	Disaster Assistance	2	2					
	Government Procurement	1	1					
NORTHFIELD	International Trade	3					\$29,030	
	Sources of Capital	2	5					
		4	5					
	Business Startup & Acquisition	3	5					
	COVID-19	1						
NORTON		18	20		15		\$796,000	
		1						
NORWELL	Business Startup & Acquisition	1	4					
	COVID-19	11	4		14		\$26,000	
	Disaster Assistance	4	10					
	International Trade	1					\$20,000	
	Marketing & Sales	2	2					
	SBIR / STTR	1	1		1		\$750,000	
	Sources of Capital	1						
		8	26		7		\$41,712	
NORWOOD	Business Startup & Acquisition	3	4					
	COVID-19	3	3		7		\$41,712	
	Disaster Assistance	3	17					
	International Trade	2						
	Marketing & Sales	1	2					
	Sources of Capital	1						
		17	15		2		\$2,000	
OAK BLUFFS		2						
	Business Startup & Acquisition	1						
	COVID-19	10	7		2		\$2,000	
	Disaster Assistance	3	5					
	Government Procurement	2						
	International Trade	1						
	Loan Package Development	1	1					
	Marketing & Sales	1	1					
OAKHAM	Sources of Capital	3						
		3	21		7		\$138,000	
	COVID-19	2	1		7		\$138,000	
ONSET	Disaster Assistance	2	6					
	Sources of Capital	1	14					
ORANGE		2	4					
	Business Startup & Acquisition	2	4					
		3	5					
ORANGEBURG	Disaster Assistance	3	4					
	Sources of Capital	1	1					
ORLEANS		1						
	International Trade	1						
		9	15		4		\$144,000	
	Business Startup & Acquisition	4	9					
	Computer Systems	1						
	COVID-19	2			4		\$144,000	
ORLEANS	Financial Analysis & Cost Control	1	2					
	Marketing & Sales	1	2					
	Sources of Capital	3	3					
		1						
	International Trade	1						
ORLEANS		5	12		2		\$84,000	
	COVID-19	1	1		2		\$84,000	

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Disaster Assistance	4	4				
OSTERVILLE	International Trade	1	7				
		1	9				
OTIS	Marketing & Sales	1	9				
		2	6				
	Business Startup & Acquisition	1	5				
OVERLAND PARK	Disaster Assistance	1	1				
		1					
OXFORD	International Trade	1					
		11	10				
	Accounting & Records	1	1				
	Business Startup & Acquisition	5	5				
	COVID-19	2	1				
	Disaster Assistance	3	3				
	Government Procurement	1					
	International Trade	1					
PALM BEACH GARDENS		1					
	Marketing & Sales	1					
PALM SPRINGS		1	1				
	Business Liquidation	1	1				
PALMER		8	17				
		1					
	Business Startup & Acquisition	7	13				
	COVID-19	1					
	International Trade	1	2				
PASADENA	Marketing & Sales	2	3				
		1					
	International Trade	1					
PASCOAG		2	4		2		\$151,865
	Business Startup & Acquisition	1					
	COVID-19	1	3		2		\$151,865
	Disaster Assistance	1	2				
PASSAIC		1	1				
	International Trade	1	1				
PAWTUCKET		2					
		1					
	International Trade	1					
PAXTON		6	60	1		1	\$0
	Business Startup & Acquisition	3	21	1		1	\$0
	COVID-19	2					
	Financial Analysis & Cost Control	1	2				
	Government Procurement	1	3				
	Sources of Capital	2	34				
PEABODY		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
PELHAM		5	5		1		\$1,000
	Business Startup & Acquisition	2					
	COVID-19	1	1		1		\$1,000
	Disaster Assistance	1	2				
	Marketing & Sales	1					
	Sources of Capital	1	2				
PEMBROKE		13	38	19	56		\$1,085,652
	COVID-19	4	4		5		\$461,800
	Disaster Assistance	2	5				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	International Trade	6	5	5	51		\$53,852
	Marketing & Sales	3	5				
PEPPERELL	Sources of Capital	2	20	14			\$570,000
		3	2				
	COVID-19	1	1				
	Disaster Assistance	1	1				
PERU	Sources of Capital	1	1				
		2	2				
PHILADELPHIA	Business Startup & Acquisition	2	2				
		2	2				
	Business Startup & Acquisition	1	2				
PHILLIPSTON	International Trade	1					
		2	3				
	Business Startup & Acquisition	1	2				
PHOENIX	COVID-19	1	2				
		1					
PISCATAWAY	International Trade	1					
		1					
PITTSBURGH	International Trade	1					
		1					
PITTSFIELD	International Trade	1					
		117	252	20	74	17	\$1,632,491
	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				
PLAINFIELD		2	4				
	Business Startup & Acquisition	1	2				
	Sources of Capital	1	2				
PLAINVILLE		4	13	13	2	1	\$1,700,000
	Business Startup & Acquisition	1	5	2		1	\$0
	COVID-19	2					
	Marketing & Sales	2	7				
PLAISTOW	Sources of Capital	1	1	11	2		\$1,700,000
		2					
		1					
	Business Startup & Acquisition	1					
PLANO	COVID-19	1					
	Marketing & Sales	1					
		3					
PLYMOUTH	International Trade	3					
		37	117	20	22	5	\$4,554,081
		1					
	Bus. Plan Development	1	6				
	Business Liquidation	1	1				
	Business Startup & Acquisition	21	57	20	22	5	\$4,453,986
	COVID-19	4					
	Disaster Assistance	4	5				
	Financial Analysis & Cost Control	1	4				
	International Trade	3	8				\$100,095
	Marketing & Sales	5	14				
	Sources of Capital	8	23				
PLYMPTON		1	1	1		1	\$10,000
	Business Startup & Acquisition	1	1	1		1	\$10,000
POCASSET		6	19	1	12	1	\$20,000
	Business Startup & Acquisition	1	2				
	COVID-19	2					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Disaster Assistance	1	3				
	International Trade	3	13		12		\$20,000
	Marketing & Sales	1	3	1		1	\$0
POMFRET CENTER		3					
	International Trade	3					
PORTLAND		1					
		1					
	Computer Systems	1					
PORTSMOUTH		2	1				
	COVID-19	1					
	Government Procurement	1	1				
POTOMAC		1					
	International Trade	1					
PRINCETON		6	10				
	Accounting & Records	1					
	Business Startup & Acquisition	4	6				
	COVID-19	3	2				
	Financial Analysis & Cost Control	1					
	Marketing & Sales	1					
	Sources of Capital	2	3				
PROVIDENCE		4					
	COVID-19	1					
	International Trade	1					
	Sources of Capital	2					
PROVINCETOWN		4	4				
	COVID-19	1					
	Disaster Assistance	1	1				
	Sources of Capital	2	3				
PUTNAM		1	4				
	COVID-19	1	4				
QUINCY		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
RAHWAY		1					
	COVID-19	1					
	International Trade	1					
RANDOLPH		20	38	3	72		\$1,013,500
	Business Startup & Acquisition	9	22				
	COVID-19	3	4				
	International Trade	6	7		72		\$226,000
	Marketing & Sales	1					
	Sources of Capital	3	6	3			\$787,500
RAYNHAM		5	23		30		\$668,000
	Business Startup & Acquisition	2	3				
	COVID-19	2	3		10		\$43,000
	Disaster Assistance	1	7				
	Financial Analysis & Cost Control	1	1				
	Marketing & Sales	2	3				
	Mgmt / Oper. Analysis	1	4				
	Sources of Capital	2	2		20		\$625,000
READING		6	11	1		1	\$18,000
		1					
	Accounting & Records	1	2				
	Business Startup & Acquisition	3	5	1		1	\$18,000
	Computer Systems	1	3				
	COVID-19	1					
	Disaster Assistance	2	2				
REDMOND		1					
		1					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
REHOBOTH		6	9		12		\$58,000
	Business Startup & Acquisition	2	3				
	COVID-19	2	3		12		\$58,000
	Disaster Assistance	2	2				
	Marketing & Sales	1	1				
	Sources of Capital	1					
RENO		1					
	Business Startup & Acquisition	1					
RESTON		1					
	International Trade	1					
REVER		1					
	Business Startup & Acquisition	1					
REVERE		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
RICHMOND		4	29	4	6	2	\$431,600
	Business Startup & Acquisition	3	19	4		2	\$0
	COVID-19	1	2		6		\$149,600
	Disaster Assistance	1	1				
	Marketing & Sales	1	1				
	Personnel/Human Resources	1	4				
	Sources of Capital	1	3				\$282,000
RIDGEWOOD		1					
	COVID-19	1					
RIDLEY PARK		1					
	International Trade	1					
ROCHDALE		1	1				
	Disaster Assistance	1	1				
ROCHESTER		6	10				
	Accounting & Records	1	1				
	COVID-19	1					
	Disaster Assistance	1	2				
	International Trade	3					
	Marketing & Sales	1	1				
	Sources of Capital	1	7				
ROCHESTER HILLS		1					
	COVID-19	1					
ROCKLAND		11	10				
	Business Startup & Acquisition	5	7				
	COVID-19	2					
	Disaster Assistance	1	2				
	International Trade	1					
	Marketing & Sales	1	2				
	Sources of Capital	1					
ROCKPORT		13	31	3		2	\$0
		1					
	Accounting & Records	1	2				
	Business Startup & Acquisition	7	21	3		2	\$0
	COVID-19	1					
	Disaster Assistance	2	3				
	Financial Analysis & Cost Control	1	1				
	Government Procurement	1					
	Marketing & Sales	4	3				
	Sources of Capital	1	1				
ROCKVILLE CENTRE		1					
	International Trade	1					
ROSLINDALE		10	26	20			\$508,177

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
		1					
	Business Startup & Acquisition	4	6				
	COVID-19	2					
	Disaster Assistance	2	2				
	Government Procurement	1					
	International Trade	2	2				
	Sources of Capital	2	16	20			\$508,177
ROWE		2	8				
	Business Startup & Acquisition	2	8				
ROWLEY		7	19		11		\$78,452
		1					
	Business Startup & Acquisition	2	10				
	COVID-19	3	2		11		\$78,452
	Disaster Assistance	2	6				
	Marketing & Sales	1					
	Sources of Capital	1	1				
ROXBURY		6	12	1	5	1	\$49,000
		1					
	Business Startup & Acquisition	3	7	1		1	\$5,000
	COVID-19	2	5		5		\$44,000
	Disaster Assistance	1	1				
ROXBURY CROSSING		5	5				
	Business Startup & Acquisition	4					
	SBIR / STTR	1	5				
RUSSELL		2	16	3		1	\$150,000
	Business Startup & Acquisition	2	9	3		1	\$150,000
	Financial Analysis & Cost Control	1	7				
RUTLAND		6	20				
	Business Startup & Acquisition	5	10				
	COVID-19	1					
	Sources of Capital	1	10				
RYE		1	7				
	Business Startup & Acquisition	1	7				
S DEERFIELD		1	13	6	10	1	\$188,000
	Business Startup & Acquisition	1	9	6		1	\$170,000
	COVID-19	1	1		5		\$13,000
	Sources of Capital	1	2		5		\$5,000
S HAMILTON		1	6				
	COVID-19	1	1				
	Disaster Assistance	1	2				
	Sources of Capital	1	4				
SAGAMORE BEACH		4	3	1		1	\$0
	Business Startup & Acquisition	2	3	1		1	\$0
	COVID-19	1					
	Disaster Assistance	1	1				
SAINT AUGUSTINE		1					
	International Trade	1					
SAINT PAUL		1					
	COVID-19	1					
SAINT PETERSBURG		1					
	COVID-19	1					
SALEM		129	244	23	328	15	\$4,354,181
		7					
	Accounting & Records	4	3				
	Business Startup & Acquisition	73	147	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	5	2				
	Marketing & Sales	8	14				
	Personnel/Human Resources	1	1				
	Sources of Capital	10	26				\$95,000

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
SALINA		1					
	COVID-19	1					
	International Trade	1					
SALISBURY		6	20	2	16		\$89,406
	Business Startup & Acquisition	1					
	COVID-19	1	1		2		\$16,000
	Disaster Assistance	2	4				
	Financial Analysis & Cost Control	1	5				
	International Trade	2	2	2	11		\$20,406
	Marketing & Sales	1	7				
	Sources of Capital	2	3		3		\$53,000
SAMMAMISH		1					
	COVID-19	1					
SAN ANTONIO		3					
	COVID-19	2					
	International Trade	2					
SAN FRANCISCO		1					
	International Trade	1					
SAN JOSE		2					
	International Trade	2					
SANDWICH		3	16		11		\$184,980
	COVID-19	1	1		7		\$180,000
	Disaster Assistance	1	1				
	Financial Analysis & Cost Control	1	10				
	International Trade	1	2		4		\$4,980
	Marketing & Sales	1	2				
SANTA BARBARA		1					
	International Trade	1					
SANTA CLARA		4					
	International Trade	4					
SANTA MONICA		1					
	COVID-19	1					
SARASOTA		1					
	International Trade	1					
SAUGUS		17	39	2		2	\$0
		1					
	Accounting & Records	1	3				
	Business Startup & Acquisition	13	18	2		2	\$0
	COVID-19	3	4				
	Disaster Assistance	2	2				
	Financial Analysis & Cost Control	1					
	Marketing & Sales	1	1				
	Sources of Capital	3	12				
SAVOY		1	1				
	Business Startup & Acquisition	1	1				
SCITUATE		7	7	4		1	\$35,000
	Business Startup & Acquisition	4	5	4		1	\$35,000
	COVID-19	3	2				
	International Trade	1					
	Sources of Capital	1					
SCOTTSDALE		3					
	International Trade	3					
SEABROOK		1					
	Government Procurement	1					
SEAL BEACH		1					
	International Trade	1					
SEEKONK		10	30				
	Business Liquidation	1	2				
	Business Startup & Acquisition	1	3				
	COVID-19	2	2				
	Disaster Assistance	3	8				
	International Trade	1					
	Loan Package Development	1	2				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
SHARON	Marketing & Sales	2	3				
	Sources of Capital	3	11				
		9	26				
		2					
SHEFFIELD	Business Startup & Acquisition	1					
	COVID-19	2					
	Disaster Assistance	3	4				
	International Trade	3	14				
	Marketing & Sales	1	5				
	Strategic Plan. / Facilitation	1	3				
		7	12		24		\$227,156
SHELBURNE	Accounting & Records	2					
	Business Startup & Acquisition	5	3				
	COVID-19	1	2		24		\$227,156
	Disaster Assistance	2	7				
SHELBURNE FALLS	COVID-19	1					
SHELTON	Business Startup & Acquisition	7	5				
	Computer Systems	1					
	COVID-19	4					
	International Trade	1	3				
	Marketing & Sales	2	1				
		1					
SHERBORN	International Trade	1					
SHERMAN	COVID-19	1					
SHIRLEY		1					
		6	32				
SHREWSBURY	Business Startup & Acquisition	2	11				
	COVID-19	1					
	Government Procurement	3	15				
	Marketing & Sales	1	2				
	Sources of Capital	2	4				
		40	133	5	2	5	\$74,347
	Accounting & Records	4	3				
	Business Liquidation	1	1				
	Business Startup & Acquisition	16	31	5		5	\$0
	Computer Systems	1					
	COVID-19	8	3		2		\$74,347
	Disaster Assistance	4	15				
	Financial Analysis & Cost Control	3	4				
	Government Procurement	5	30				
International Trade	2	2					
Marketing & Sales	4	2					
Personnel/Human Resources	3	5					
SBIR / STTR	2	3					
Sources of Capital	5	37					
SHUTESBURY		3	6				
	Business Startup & Acquisition	1					
	COVID-19	1	1				
	Mgmt / Oper. Analysis	1	2				
	Personnel/Human Resources	1	2				
SIERRA VISTA	Sources of Capital	2	1				
		1					
	COVID-19	1					
SIMSBURY	International Trade	1					
		1	1				
	Business Startup & Acquisition	1	1				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
SOMERS		1	3				
	Business Startup & Acquisition	1	3				
SOMERSET		12	47	7	18	2	\$205,000
	Business Liquidation	1	2				
	Business Startup & Acquisition	4	16	6		1	\$10,000
	COVID-19	1	1		12		\$10,000
	Disaster Assistance	3	2				
	Financial Analysis & Cost Control	2	14				
	Marketing & Sales	1	1	1		1	\$0
	Personnel/Human Resources	2	2				
	Sources of Capital	8	10		6		\$185,000
SOMERSWORTH		1					
	COVID-19	1					
SOMERVILLE		47	237	1	101	1	\$3,419,897
		2					
	Accounting & Records	1					
	Business Startup & Acquisition	10	31	1		1	\$0
	COVID-19	5	3		9		\$247,000
	Disaster Assistance	1					
	Financial Analysis & Cost Control	1					
	Government Procurement	1	3				
	International Trade	11	15		73		\$95,000
	Loan Package Development	1	1				
	Marketing & Sales	1					
	SBIR / STTR	16	150		19		\$3,077,897
	Sources of Capital	6	34				
SOUTH BOSTON		5	41		3		\$225,000
	Business Startup & Acquisition	3	30				
	SBIR / STTR	2	6		3		\$225,000
	Sources of Capital	2	4				
SOUTH DARTMOUTH		11	26	2	1	2	\$12,000
	Business Startup & Acquisition	1		1		1	\$0
	COVID-19	5	6		1		\$12,000
	Disaster Assistance	6	14				
	International Trade	1					
	Marketing & Sales	2	6	1		1	\$0
	Sources of Capital	1					
SOUTH DEERFIELD		13	29	2	50	2	\$553,400
		4					
	Business Startup & Acquisition	6	20	2		2	\$2,400
	Computer Systems	2					
	COVID-19	5	4		50		\$551,000
	Disaster Assistance	1	1				
	International Trade	1	3				
	Marketing & Sales	1					
	Sources of Capital	1	2				
SOUTH DENNIS		3	4				
	Business Startup & Acquisition	1	1				
	COVID-19	2					
	Disaster Assistance	2	3				
SOUTH EASTON		6	6		3		\$233,560
	COVID-19	3	3		3		\$233,560
	Disaster Assistance	1	2				
	Marketing & Sales	2	2				
SOUTH EGREMONT		4	2				
	Accounting & Records	1					
	Business Startup & Acquisition	3	2				
	COVID-19	1	1				
SOUTH GRAFTON		7	7	1	2	1	\$25,000
		1					
	Accounting & Records	1	2				
	Business Startup & Acquisition	6	4	1	2	1	\$25,000
	COVID-19	1					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
SOUTH HADLEY	Disaster Assistance	1	1				
	Sources of Capital	1	1				
		12	36		52		\$667,000
	Business Startup & Acquisition	8	18				
	COVID-19	2	1		48		\$267,000
	Disaster Assistance	2	3				
	Financial Analysis & Cost Control	1	3				
SOUTH HAMILTON	Marketing & Sales	4	4				
	Sources of Capital	4	7		4		\$400,000
		12	36	5	5	1	\$20,800
		1					
	Accounting & Records	1	1				
	Business Startup & Acquisition	5	10	5	1	1	\$0
	COVID-19	4	2		4		\$20,800
SOUTH LEE	Disaster Assistance	3	4				
	Government Procurement	1					
	Marketing & Sales	3	9				
	Sources of Capital	2	10				
		3	10		1		\$52,200
	Business Startup & Acquisition	1	2				
	COVID-19	1	5		1		\$52,200
SOUTH SAINT PAUL	Disaster Assistance	1	2				
	Marketing & Sales	1	2				
		2					
SOUTH SUTTON	International Trade	2					
		1					
SOUTH WEYMOUTH	COVID-19	1					
	Marketing & Sales	1					
SOUTH WINDSOR		2	1				
	Business Startup & Acquisition	1					
	Disaster Assistance	1	1				
SOUTH YARMOUTH		2					
	Business Startup & Acquisition	2					
	COVID-19	1					
	Marketing & Sales	1					
	Sources of Capital	2					
SOUTHAMPTON		4	5				
	Accounting & Records	1	1				
	Business Startup & Acquisition	2	4				
	International Trade	1					
	Sources of Capital	1					
SOUTHBOROUGH		5	12				
	Business Startup & Acquisition	1	3				
	COVID-19	2	1				
	Disaster Assistance	2	4				
	Marketing & Sales	1	2				
	Sources of Capital	2	3				
SOUTHBRIDGE		9	68	1		1	\$24,000
	Business Startup & Acquisition	3	4	1		1	\$0
	COVID-19	1					
	Government Procurement	3	24				
	International Trade	3	40				\$24,000
SOUTHWICK	SBIR / STTR	1					
		19	19	2	1	2	\$10,000
		1					
	Business Startup & Acquisition	9	6	2		2	\$0
	COVID-19	1	2		1		\$10,000
	Disaster Assistance	1	1				
	Government Procurement	3	3				
	International Trade	2	1				
	Marketing & Sales	1	4				
	Sources of Capital	2	4				
	7	14					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation	
SPENCER	Business Startup & Acquisition	3	4					
	COVID-19	2						
	Financial Analysis & Cost Control	1	6					
	International Trade	1						
	Marketing & Sales	1	3					
	Sources of Capital	2	2					
			7	26	1		1	\$0
SPOKANE VALLEY	Business Startup & Acquisition	5	10	1		1	\$0	
	Government Procurement	2	10					
	Marketing & Sales	1	2					
	Sources of Capital	1	4					
			1					
SPRING	International Trade	1						
SPRINGFIELD	International Trade	1						
		204	348	29	149	12	\$554,272	
STAFFORD		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	
	STAFFORD	Strategic Plan. / Facilitation	1	2				
STAMFORD		1	20					
	Business Startup & Acquisition	1	9					
STERLING	Sources of Capital	1	11					
		1	6					
STOCKBRIDGE	Business Startup & Acquisition	1	3					
	Sources of Capital	1	2					
		3	3					
STONEHAM	Business Startup & Acquisition	2	3					
	COVID-19	1						
	Sources of Capital	1						
		9	28			1	\$31,000	
	Accounting & Records	1						
STOUGHTON	Business Startup & Acquisition	6	17					
	COVID-19	1	2			1	\$31,000	
	Disaster Assistance	3	4					
	Marketing & Sales	1	5					
		9	36	4		2	\$5,000	
STOW		1						
	Business Startup & Acquisition	5	24	4		2	\$5,000	
	COVID-19	3	1					
	Disaster Assistance	2	2					
	International Trade	1						
	Sources of Capital	1	9					
		14	54	1	3	1	\$2,500	
STOW	Accounting & Records	1	1					
	Business Startup & Acquisition	6	13	1		1	\$500	
	COVID-19	3	6					
	Disaster Assistance	3	17					
	International Trade	2	11			3	\$2,000	
	Marketing & Sales	2	6					
	Sources of Capital	2	1					
		4	7			1	\$8,200	

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Business Startup & Acquisition	1	1				
	COVID-19	3	3		1		\$8,200
	Government Procurement	1	1				
STRONGSVILLE	Sources of Capital	1	3				
	COVID-19	1					
STURBRIDGE		12	28	1	5	1	\$74,460
	Business Startup & Acquisition	3	2	1		1	\$0
	COVID-19	2	3		2		\$57,660
	Disaster Assistance	1	2				
	Government Procurement	4	3				
	International Trade	2	7		3		\$16,800
	Regulatory Issues	1	1				
	Sources of Capital	2	11				
STURTEVANT		1					
	International Trade	1					
SUDBURY		14	18		1		\$1,479,000
	Business Startup & Acquisition	2	9				
	COVID-19	4	1				
	Disaster Assistance	1	1				
	Government Procurement	4	3				
	International Trade	1					
	Marketing & Sales	1					
	SBIR / STTR	2	4		1		\$1,479,000
	Sources of Capital	2					
SUFFIELD		1	2				
	Business Startup & Acquisition	1	2				
SUGAR LAND		1					
	International Trade	1					
SUNDERLAND		9	19				
	Business Startup & Acquisition	8	12				
	Computer Systems	1					
	COVID-19	2	2				
	Disaster Assistance	1	2				
	Sources of Capital	2	3				
SUNNYVALE		1					
	International Trade	1					
SUTTON		13	21	1		1	\$0
	Business Startup & Acquisition	7	14	1		1	\$0
	COVID-19	2					
	Financial Analysis & Cost Control	1					
	Government Procurement	2	3				
	Marketing & Sales	1	1				
	Sources of Capital	2	5				
SWAMPSCOTT		17	68	16	36	4	\$864,500
	Business Startup & Acquisition	11	32	4		4	\$5,000
	COVID-19	2	3		35		\$230,000
	Disaster Assistance	6	8				
	Financial Analysis & Cost Control	1	1				
	Marketing & Sales	3	13				\$45,000
	Sources of Capital	3	11	12	1		\$584,500
SWANSEA		17	69	1	21	1	\$61,500
	Bus. Plan Development	1	5				
	Business Startup & Acquisition	7	14	1		1	\$25,000
	COVID-19	5	7		21		\$36,500
	Disaster Assistance	7	9				
	Financial Analysis & Cost Control	2	4				
	International Trade	1	9				
	Loan Package Development	1	8				
	Marketing & Sales	2	5				
	Sources of Capital	3	7				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
SYRACUSE	Strategic Plan. / Facilitation	1	3				
		1					
TAUNTON	International Trade	1					
		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				
	Sources of Capital	7	3				
TEATICKET		5	14	1		1	\$5,000
	Business Startup & Acquisition	3	6	1		1	\$5,000
	COVID-19	1	2				
	Disaster Assistance	2	2				
	Marketing & Sales	1	1				
	Sources of Capital	1	3				
TEMPE		1					
	International Trade	1					
TERRYVILLE		1	2				
	Business Startup & Acquisition	1	2				
TESUQUE		1					
	Sources of Capital	1					
TEWKSBURY		20	17		2		\$1,000
	Business Startup & Acquisition	6	11				
	COVID-19	5	4		2		\$1,000
	Disaster Assistance	1	1				
	Government Procurement	1					
	International Trade	11					
THE VILLAGES		2					
	COVID-19	2					
THE WOODLANDS		1					
	International Trade	1					
THOMASVILLE		1					
	COVID-19	1					
THOMPSON		1	1				
	COVID-19	1	1				
THOUSAND OAKS		1					
	International Trade	1					
THREE RIVERS		2					
	Business Startup & Acquisition	2					
TIVERTON		2	1				
	Disaster Assistance	1	1				
	Sources of Capital	1					
TOPSFIELD		4	14	6	6	1	\$365,000
		1					
	Business Startup & Acquisition	1		6		1	\$215,000
	COVID-19	1	2		6		\$150,000
	Disaster Assistance	3	6				
	Sources of Capital	2	7				
TORRANCE		1					
	International Trade	1					
TOWNSEND		3					
	COVID-19	2					
	Financial Analysis & Cost Control	1					
TROY		1					
	International Trade	1					
TRUMBULL		1	1				
		1					
	Business Startup & Acquisition	1	1				
	Marketing & Sales	1					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
TULSA		1					
	International Trade	1					
TURNERS FALLS		3	3				
	Business Startup & Acquisition	3	3				
TUSCALOOSA		2					
	COVID-19	2					
	International Trade	2					
TYNGSBORO		4	4				\$15,000
	COVID-19	1					
	International Trade	2	3				\$15,000
	Sources of Capital	1	1				
UNION		1					
	International Trade	1					
UPTON		4	7				
	Business Startup & Acquisition	2	2				
	Disaster Assistance	1	1				
	Marketing & Sales	1	3				
	Sources of Capital	2	2				
UTICA		1					
	COVID-19	1					
UXBRIDGE		15	52	1	5	1	\$121,000
	Accounting & Records	1	1				
	Business Startup & Acquisition	7	13	1		1	\$0
	COVID-19	3			5		\$121,000
	Disaster Assistance	1	1				
	Government Procurement	3	26				
	International Trade	3	10				
	Marketing & Sales	2	2				
VERNON ROCKVILLE		1	2				
	Business Startup & Acquisition	1	2				
VIENNA		1					
	COVID-19	1					
VINEYARD HAVEN		9	18		2		\$173,900
		1					
	COVID-19	5	1		2		\$173,900
	Disaster Assistance	5	16				
	Financial Analysis & Cost Control	1	2				
	Marketing & Sales	1					
W YARMOUTH		2	12				
	International Trade	1	1				
	Sources of Capital	1	11				
WABAN		1	6				
	Business Startup & Acquisition	1	3				
	International Trade	1	3				
WABASSO		1					
	International Trade	1					
WAKEFIELD		21	46	5	23	1	\$198,833
		2					
	Business Startup & Acquisition	4	15	3		1	\$13,000
	COVID-19	5	5		23		\$156,833
	Disaster Assistance	5	6				
	Financial Analysis & Cost Control	3					
	Government Procurement	1	7				
	International Trade	2					
	Marketing & Sales	7	13				
	Sources of Capital	2	1	2			\$29,000
WALES		3	3				
	Business Startup & Acquisition	2	2				
	Sources of Capital	1	1				
WALPOLE		12	19				
		1					
	Business Startup & Acquisition	3	3				
	COVID-19	4	4				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Disaster Assistance	1	2				
	International Trade	2					
	Marketing & Sales	3	8				
	Sources of Capital	3	1				
	Strategic Plan. / Facilitation	1	2				
WALPOLR		1					
	Sources of Capital	1					
WALTHAM		34	42		14		\$22,588
		2					
	Business Startup & Acquisition	9	13				
	COVID-19	10	6		1		\$3,000
	Disaster Assistance	4	3				
	International Trade	14	17		13		\$19,588
	Marketing & Sales	1	2				
	Sources of Capital	1	1				
WARE		8	53	1		1	\$10,000
	Business Startup & Acquisition	4	9	1		1	\$10,000
	COVID-19	1					
	Financial Analysis & Cost Control	3	9				
	International Trade	1	32				
	Marketing & Sales	1	2				
	Sources of Capital	1	2				
WAREHAM		5	11				
	Business Startup & Acquisition	3	9				
	Disaster Assistance	1	2				
	Sources of Capital	1					
WARREN		3	11	3		1	\$0
	Business Startup & Acquisition	3	10	3		1	\$0
	Sources of Capital	1	2				
WARWICK		1					
	International Trade	1					
WASHINGTON		1					
	International Trade	1					
WASHINGTON		27	15	1		1	\$0
	Business Startup & Acquisition	2	2	1		1	\$0
	COVID-19	1					
	Disaster Assistance	3	2				
	Financial Analysis & Cost Control	1	6				
	International Trade	22					
	Marketing & Sales	1	2				
	Sources of Capital	1	3				
WATERFORD		1					
	International Trade	1					
WATERTOWN		32	63	3	181	3	\$362,700
		1					
	Bus. Plan Development	1	2				
	Business Startup & Acquisition	7	19	3		3	\$0
	COVID-19	4	6		16		\$335,700
	Disaster Assistance	3	4				
	International Trade	16	22		165		\$27,000
	SBIR / STTR	1	2				
	Sources of Capital	2	10				
WAYLAND		3	5				
	Business Startup & Acquisition	1	1				
	COVID-19	2					
	Disaster Assistance	2	4				
WEBSTER		16	28	2	12	1	\$47,800
	Business Startup & Acquisition	9	11	2		1	\$0
	COVID-19	7	3		12		\$47,800
	Disaster Assistance	2	3				
	Sources of Capital	1	11				
WELLESLEY		8	30	2		1	\$0
	Business Startup & Acquisition	4	8	2		1	\$0

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Disaster Assistance	1	2				
	Government Procurement	2	6				
	International Trade	1	8				
	Sources of Capital	1	7				
WELLESLEY HILLS		3	6				
	Business Startup & Acquisition	1	2				
	International Trade	2	4				
WELLFLEET		1					
	Sources of Capital	1					
WENDELL		2	7				
	Marketing & Sales	1					
	Sources of Capital	1	7				
WENHAM		3	5	1		1	\$0
	Business Startup & Acquisition	1	1	1		1	\$0
	Disaster Assistance	2	5				
WEST BOYLSTON		12	11			6	\$20,500
	Accounting & Records	2					
	Business Startup & Acquisition	6	7				
	COVID-19	1	2			6	\$20,500
	Financial Analysis & Cost Control	1					
	Government Procurement	2					
	Marketing & Sales	1					
	SBIR / STTR	1	1				
	Sources of Capital	2	2				
WEST BRIDGEWATER		7	7				\$16,800
	COVID-19	1					
	Disaster Assistance	1	4				
	International Trade	3	3				\$16,800
	Sources of Capital	2					
WEST BROOKFIELD		2	1				
	Business Startup & Acquisition	2	1				
WEST CHESTERFIELD		1	3				
	Marketing & Sales	1	1				
	Sources of Capital	1	2				
WEST DENNIS		1					
		1					
WEST FALMOUTH		1					
	COVID-19	1					
WEST HARTFORD		3	19				
	Accounting & Records	1	2				
	COVID-19	1	2				
	Disaster Assistance	1	3				
	Financial Analysis & Cost Control	1	2				
	International Trade	2					
	Marketing & Sales	1	10				
	Sources of Capital	1	2				
WEST HARWICH		1	6	1		1	\$370,000
	Business Startup & Acquisition	1	6				
	Sources of Capital	1		1		1	\$370,000
WEST HATFIELD		3	11				
		3					
	Business Startup & Acquisition	1	11				
	COVID-19	1					
WEST HENRIETTA		1					
	International Trade	1					
WEST NEWTON		3	4				
	Business Startup & Acquisition	1	3				
	COVID-19	1					
	Government Procurement	1					
	International Trade	1	2				
WEST ROXBURY		2	6				
	Business Startup & Acquisition	2	5				
	Sources of Capital	1	2				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
WEST SPRINGFIELD		30	78	3	81	1	\$206,700
		2					
	Business Startup & Acquisition	16	33	3		1	\$100,000
	COVID-19	6	5		12		\$46,700
	Disaster Assistance	1	2				
	Financial Analysis & Cost Control	1	2				
	Government Procurement	2	4				
	International Trade	7	18		69		\$60,000
	Marketing & Sales	2	8				
	Personnel/Human Resources	2	4				
	SBIR / STTR	1	2				
	Sources of Capital	3	2				
WEST STOCKBRIDGE		6	10				
	Business Startup & Acquisition	4	4				
	Computer Systems	1	1				
	Disaster Assistance	1	1				
	Sources of Capital	3	4				
WEST TISBURY		1	1				
	Disaster Assistance	1	1				
WEST WAREHAM		5	19				
	Business Startup & Acquisition	1	13				
	COVID-19	3					
	International Trade	1					
	Sources of Capital	1	6				
WEST YARMOUTH		2	11		6		\$165,000
	Business Liquidation	1	2				
	COVID-19	1	1		6		\$165,000
	Disaster Assistance	1	3				
	Marketing & Sales	1	1				
	Sources of Capital	2	4				
WESTBOROUGH		31	58	3	1	2	\$17,740
		1					
	Business Startup & Acquisition	11	26	2		2	\$0
	COVID-19	8	2				
	Government Procurement	3	18				
	International Trade	9	7	1	1		\$17,740
	Marketing & Sales	3	1				
	Sources of Capital	4	5				
WESTBROOK		1					
	International Trade	1					
WESTERVILLE		1					
	International Trade	1					
WESTFIELD		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				
	Marketing & Sales	5	14				
	Sources of Capital	6	10		2		\$610,000
WESTFORD		23	35	1		1	\$0
		3					
	Accounting & Records	1	1				
	Business Startup & Acquisition	9	6	1		1	\$0
	Computer Systems	1					
	COVID-19	4	1				
	Disaster Assistance	1	2				
	Government Procurement	1					
	International Trade	4	2				
	Marketing & Sales	1	1				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Personnel/Human Resources	1	2				
	SBIR / STTR	3	17				
	Sources of Capital	3	4				
WESTHAMPTON		1		1		1	\$1,200
	Business Startup & Acquisition	1		1		1	\$1,200
WESTMINSTER		4	4				
	Business Startup & Acquisition	1	4				
	COVID-19	1					
	International Trade	2					
WESTON		3	11				
	International Trade	1	7				
	SBIR / STTR	2	4				
WESTPORT		24	48	1	19	1	\$182,300
	Bus. Plan Development	2	2				
	Business Liquidation	1	1				
	Business Startup & Acquisition	9	12	1		1	\$0
	COVID-19	5	10		19		\$182,300
	Disaster Assistance	8	18				
	International Trade	2					
	Marketing & Sales	2	2				
	Sources of Capital	2	1				
	Strategic Plan. / Facilitation	1	2				
WESTPORT POINT		4	5				
	Bus. Plan Development	1	2				
	Business Startup & Acquisition	2	2				
	COVID-19	1	1				
WESTWOOD		7	17			12	\$47,000
		2					
	COVID-19	2	2			12	\$47,000
	Disaster Assistance	4	8				
	Government Procurement	1	5				
	International Trade	1	2				
	Sources of Capital	1					
WEYMOUTH		18	41				\$190,000
	Business Startup & Acquisition	4	18				
	COVID-19	2	3				
	Disaster Assistance	2	3				
	International Trade	1	3				
	SBIR / STTR	1	3				
	Sources of Capital	9	13				\$190,000
WHATELY		4	11				
	Business Startup & Acquisition	2	10				
	COVID-19	1					
	Marketing & Sales	2	1				
WHITINSVILLE		8	10	1	1	1	\$1,000
	Business Startup & Acquisition	4	8	1		1	\$0
	COVID-19	3	1		1		\$1,000
	Marketing & Sales	1	2				
WHITMAN		3	4			1	\$80,000
	Business Startup & Acquisition	1	1				
	COVID-19	2	2			1	\$80,000
	Disaster Assistance	1	1				
	Sources of Capital	1					
WILBRAHAM		16	38	4	4	2	\$232,000
		3					
	Business Startup & Acquisition	9	26	1		1	\$25,000
	COVID-19	4	2		4		\$7,000
	Disaster Assistance	1	2				
	Marketing & Sales	3	4				
	Sources of Capital	3	4	3		1	\$200,000
WILLIAMSBURG		3	4			1	\$12,600
		1					
	Business Startup & Acquisition	2	2				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	COVID-19	1	1		1		\$12,600
WILLIAMSTOWN	Sources of Capital	1	1				
		22	48		18	1	\$120,000
	Accounting & Records	1					
	Business Liquidation	2	7				
	Business Startup & Acquisition	12	23		18	1	\$120,000
	COVID-19	3	1				
	Disaster Assistance	3	3				
	Personnel/Human Resources	1	3				
	Sources of Capital	4	9				
WILMINGTON	Technology	1	1				
		8	22				
		1					
	Business Startup & Acquisition	3	12				
	COVID-19	3	1				
	Disaster Assistance	1	1				
	Marketing & Sales	1	1				
WINCHENDON	Sources of Capital	3	7				
		1	8				
	Disaster Assistance	1	1				
WINCHESTER	Government Procurement	1	7				
		4	24				
	Business Startup & Acquisition	1	2				
	Financial Analysis & Cost Control	1					
	International Trade	1	13				
	SBIR / STTR	1	7				
	Sources of Capital	1	3				
WINDHAM		1					
WINDSOR	International Trade	1					
		4	10				
	Business Startup & Acquisition	2	4				
	COVID-19	1					
	International Trade	1					
	Marketing & Sales	1	1				
	Sources of Capital	1	5				
WINTHROP		2	4				
	Business Startup & Acquisition	1	2				
	Sources of Capital	1	2				
WOBURN		32	30		4		\$227,555
		2					
	Business Startup & Acquisition	3	10				
	COVID-19	8	2		4		\$210,755
	Disaster Assistance	2	5				
	Financial Analysis & Cost Control	2					
	Government Procurement	1					
	International Trade	17	5				\$16,800
	SBIR / STTR	1	6				
	Sources of Capital	2	3				
WOODBIDGE		1					
	Business Startup & Acquisition	1					
WOODS HOLE		1					
	International Trade	1					
WOODSTOCK		3	7	1	1	1	\$1,000
	Business Startup & Acquisition	3	6	1		1	\$0
	COVID-19	1	2		1		\$1,000
WOONSOCKET		2					
	COVID-19	2					
WORCESTER		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

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	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				
WORTHINGTON		3	1				
	COVID-19	1					
	International Trade	1					
WRENTHAM	Marketing & Sales	1	1				
		5	18				
	Accounting & Records	1	11				
	COVID-19	1					
	Disaster Assistance	3	4				
	Marketing & Sales	1	3				
	Strategic Needs Assessment	1					
YARMOUTH		1	20				
	Disaster Assistance	1	10				
	Government Procurement	1	4				
	Marketing & Sales	1	4				
	Sources of Capital	1	3				
YARMOUTH PORT		3	12	1	20	1	\$551,800
	Business Startup & Acquisition	1	4				
	COVID-19	2	2		17		\$101,800
	Disaster Assistance	2	3	1	3	1	\$450,000
	Marketing & Sales	1	1				
	Sources of Capital	1	3				
YORK		1					
	International Trade	1					
Grand Total		5,896	14,376	911	5,194	348	\$92,135,306