MASSACHUSETTS SMALL BUSINESS DEVELOPMENT CENTER NETWORK

State FY2020 Loan Chart Final Report July 1, 2019 - June 30, 2020

			NON-	SBA LO	ANS			SBA SE	CURED	LOANS	S		EQUIT	TY FINA	NCING		TO	TAL FIN	IANCIN	G		TOTAL
			#	# CLI-				#	# CLI-				#	# CLI-				#	# CLI-	JOBS	JOBS	BUSINESS
CENTER	\$\$\$\$,	DEALS	ENTS			\$\$\$\$\$	DEALS	ENTS			\$\$\$\$	DEALS	ENTS			\$\$\$\$	DEALS	ENTS	CRE	RET	STARTS
WESTERN REGION	\$ 1,283	3,000	11	11			\$ 3,459,212	70	47			\$ 1,858,000					\$ 6,600,212	136	102	119	513	55
NORTHEAST REGION	\$ 361	1,000	5	5			\$ 17,545,762	139	104			\$ 4,002,364					\$ 21,909,126	184	138	252	1,242	26
CENTRAL REGION	\$ 4,02 4	l,187	6	5			\$ 11,955,110	53	38			\$ 10,259,033					\$ 26,238,330	85	58	31	518	8
SOUTHEAST REGION	\$ 3,742	2,250	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	5,000	1	1			\$ 74,347	2	1			\$ 7,234,878					\$ 7,384,225	24	19	1	30	1
STATEWIDE TOTAL	\$ 10,542	2,686	49	44			\$ 49,613,847	439	284			\$ 31,978,773					\$ 92,135,306	751	533	673	5,114	155

		WOMI	EN CLI	ENTS		I		MINO	RITY CI	LIENTS					VE	TERAN	IS			С	LIENTS	WITH	DISABI	LITY	
		#	# CLI-	JOBS	JOBS	BIZ		#	# CLI-	JOBS	JOBS	BIZ			# :	# CLI-	JOBS	JOBS	BIZ		#	# CLI-	JOBS	JOBS	BIZ
CENTER	\$\$\$\$	DEALS	ENTS	CRE	RET	STARTS	\$\$\$\$	DEALS	ENTS	CRE	RET	STARTS	\$\$\$\$	DE	EALS	ENTS	CRE	RET	STARTS	\$\$\$\$	DEALS	ENTS	CRE	RET	STARTS
WESTERN REGION	\$ 3,416,092	74	55	67	264	30	\$ 845,000	28	25	55	26	20	\$ 47,60	00	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	\$ 87,50	00	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	\$ 2,651,25	6 1	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	\$ 1,537,08	85 1	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	\$ 253,03	0	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	\$ 4,576,47	'1 4	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	1	23	71		1		
	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	\$10,00
	Business Startup & Acquisition	1		1		1	\$10,00
	Disaster Assistance	1	1				
	International Trade	1					
	Marketing & Sales	1					
	Sources of Capital	2	1				
BROCKTON		25	60	4	21	2	\$1,033,80
	Business Startup & Acquisition	11	21	4		1	\$50,00
	COVID-19	5	6		9		\$28,80
	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	\$9,70
	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				\$2,50
	Sources of Capital	3	4	2			\$52,00
ALL RIVER		116	266	<u>-</u> 17	50	7	\$921,92
	Accounting & Records	1	1	- '	- •	-	
	Bus. Plan Development	9	13				
	- aoi i iaii bevelopilielle						
	Business Liquidation	2	12				
	Business Liquidation Business Startup & Acquisition	2 39	12 46	17	1	6	\$308,000

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	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		15	1	ታ212 ፫ 00
	Sources of Capital	35	13		15	1	\$312,500
FITCHBURG	Technology	1 30	1 68	4	70	2	\$287,103
FITCHDUNG		30 1	00	4	70	L	Ψ207,103
	Accounting & Records	2	2				
	Business Startup & Acquisition	10	8	4		2	\$0
	COVID-19	3	1	1		2	ΨΟ
	Disaster Assistance	1	1				
	Financial Analysis & Cost Control	2	4				
	Government Procurement	5	35				
	International Trade	7	13		70		\$287,103
	Marketing & Sales	2	10		, 0		Ψ207,100
	Sources of Capital	5	6				
HAVERHILL	courses of suprior	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				
	Sources of Capital	3	17	2	7		\$730,000
HOLYOKE	•	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				
	Mgmt / Oper. Analysis	1	3				
	Sources of Capital	12	27	4	3	1	\$30,000
LAWRENCE		46	89	3	19	1	\$247,500
	D	5	7.	4		4	4.0
	Business Startup & Acquisition	29	74	1	40	1	\$0
	COVID-19	13	6		18		\$200,000
	Disaster Assistance	3	6				
	Government Procurement	2					
	International Trade	4	2	2	1		¢47.500
I EOMINCTED	Sources of Capital	5	3	2	1	1	\$47,500
LEOMINSTER		28 1	88	1		1	\$0
	Business Startup & Acquisition	13	31	1		1	\$0
	COVID-19	4	1	1		1	\$0
	Disaster Assistance	1	1				
	Government Procurement	5	25				
	International Trade	5 5	4				
	Marketing & Sales	3	4 1				
	Sources of Capital	3 4	26				
LOWELL	oources or capital	29	107	12	11	2	\$1,045,000
		<u> </u>	107	14	11	4	ΨΙ,ΟΤΟ,ΟΟΟ
		1					
	Business Startun & Acquisition	1 14		12		2	\$798.000
	Business Startup & Acquisition COVID-19	1 14 3	73 8	12	10	2	\$798,000 \$17,000

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Government Procurement	1	4	•			
	International Trade	8	16				
	Marketing & Sales	1	1				
	SBIR / STTR	1 3	1 3		1		\$230,000
LYNN	Sources of Capital	5 53	3 104	14	1 8	4	\$230,000 \$149,600
LIMIN		33 1	104	14	Ü	4	φ149,000
	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	2	2			44.6.00 0
MALDEN	Sources of Capital	3	2	3	4	1	\$16,000
MALDEN		24 2	39	5	4	1	\$1,334,112
	Accounting & Records	1	2				
	Business Startup & Acquisition	12	24	4		1	\$1,115,000
	COVID-19	7	9	Т	4	1	\$1,113,000
	Disaster Assistance	1	1		•		Ψ107,112
	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
METHUEN		17	43	2	17	2	\$122,287
		2					
	Business Startup & Acquisition	7	29	2		2	\$2,000
	Computer Systems	1	2		4.5		#420.20F
	COVID-19	6	6		17		\$120,287
	Disaster Assistance Government Procurement	3 2	5 2				
	International Trade	2	2				
	Marketing & Sales	1					
NEW BEDFORD	Marketing & Jules	91	285	14	621	8	\$2,213,703
2227 0112		1	_00		V - 1	· ·	+=,==0,, 00
	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				±= 000
	Sources of Capital	17	11				\$5,000
	Strategic Plan. / Facilitation	2	57				
PEABODY	Technology	1 49	1 115	11	28	5	¢100 000
ILADUDI		49 3	115	11	40	3	\$190,000
	Accounting & Records	3	2				
	Business Startup & Acquisition	24	58	4		4	\$10,000
	COVID-19	5	2		28	1	\$125,000
	Disaster Assistance	9	12				÷ 220,000
	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
PITTSFIELD		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
	Accounting & Records	5	1				
	Business Liquidation	1	1	20		17	¢(00.401
	Business Startup & Acquisition COVID-19	79 15	110 15	20	74	17	\$698,491 \$905,000
	Disaster Assistance	15 17	15 17		74		\$905,000
	Financial Analysis & Cost Control	3	6				
	International Trade	3 6	25				\$29,000
	Marketing & Sales	9	25				Ψ 2 9,000
	Personnel/Human Resources	2	4				
	Sources of Capital	12	50				
QUINCY	boarees or dapital	48	186	55	57	3	\$3,177,819
Qomuur	Business Startup & Acquisition	28	80	2	0,	1	\$45,000
	COVID-19	13	16	_	51	-	\$1,171,429
	Disaster Assistance	5	5		31		Ψ1,171,127
	International Trade	5	12				
	SBIR / STTR	3	16				
	Sources of Capital	11	57	53	6	2	\$1,961,390
REVERE	boarces or dapital	29	40	15	6	1	\$324,000
ICE V LICE		2	10	15	Ü	1	Ψ32 1,000
	Business Startup & Acquisition	13	28		1		\$48,000
	COVID-19	7	2		5		\$1,000
	Disaster Assistance	2	2		3		Ψ1,000
	Government Procurement	2	2				
	International Trade	5	3				
	SBIR / STTR	1	1				
	Sources of Capital	1	4	15		1	\$275,000
SALEM	Sources of Capital	126	238	23	328	15	\$4,354,181
SALLIM		7	230	23	320	13	\$ 4 ,33 4 ,101
	Accounting & Records	4	3				
	Business Startup & Acquisition	71	140	23		15	\$694,200
	COVID-19	23	16	23	328	13	\$3,564,981
	Disaster Assistance	22	32		320		\$3,304,901
	Financial Analysis & Cost Control	10	5				
	Government Procurement	10	3				
	International Trade	4	2				
	Marketing & Sales	8	14				
	Personnel/Human Resources	1	14				
	Sources of Capital	10	26				\$95,000
SPRINGFIELD	Sources of Capital	204	348	29	149	12	\$554,272
SPRINGFIELD		204 19	340	29	149	12	\$334,Z7Z
	Accounting & Docords		2				
	Accounting & Records	1 2					
	Bus. Plan Development	2	4 7				
	Business Liquidation	134	215	23	6	10	¢62.000
	Business Startup & Acquisition			23	6	10	\$62,000
	Computer Systems COVID-19	6 22	1 19		124	1	¢260.072
	Disaster Assistance		13	4	124	1	\$268,972 \$0
		6		4			\$ 0
	Financial Analysis & Cost Control Government Procurement	2	16				
		2	r				
	International Trade	4	5				
	Marketing & Sales	21	22				
	Personnel/Human Resources	1	3	2	10	1	¢222.200
	Sources of Capital	27	42 2	2	19	1	\$223,300
TALINITON	Strategic Plan. / Facilitation	1		1	7	1	¢27.000
TAUNTON		34	54	1	7	1	\$36,000
	Duginga Liguidation	1	2				
	Business Liquidation	1	2	4		4	* ^
	Business Startup & Acquisition	14	20	1	7	1	\$0 \$26,000
	COVID-19	8	4		7		\$36,000
	Disaster Assistance	5	7				
	Government Procurement	2					
	International Trade	1	10				
	Marketing & Sales	4	18				

City	Area of Counseling Main Group	Client	Contact + Prep	Jobs	Jobs	Started	Capital
	•		Hours	Created	Retained	Business	Formation
	Sources of Capital	7	3				
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
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
	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

ABINGTON	-		Prep Hours	Created	Retained	Business	Formation
		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 COVID-19	1 1	7	1		1	\$0
	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 5	79		50		\$447,500
	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
I		1					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Business Startup & Acquisition	6	10	3		3	\$0
	COVID-19	1	1				
	Disaster Assistance International Trade	1 5	1 15	1			\$22,565
	Marketing & Sales	2	3	1			\$22,505
	Sources of Capital	3	5				
AMHERST	sources of dupitur	52	314	4	17	3	\$68,600
	Accounting & Records	6 1	3				
	Business Liquidation	1	3 1				
	Business Startup & Acquisition	20	29	4		3	\$3,600
	Computer Systems	1					,,,,,,
	COVID-19	9	12		17		\$65,000
	Disaster Assistance	6	15				
	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				
ANDEDCON	Strategic Needs Assessment	1	7				
ANDERSON	International Trade	1					
ANDOVER	international frade	21	26	5		3	\$37,100
ANDOVER	Business Startup & Acquisition	10	21	5		3	\$37,100
	COVID-19	6	1	3		3	Ψ57,100
	Disaster Assistance	2	2				
	International Trade	4	2				
ARLINGTON		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				
	International Trade	4	6				
	Marketing & Sales	2	4				
	Personnel/Human Resources SBIR / STTR	1 2	3				
	•	ک 1	5 3				
	Sources of Capital Technology	1					
ASHBURNHAM	recimology	2	1 1				
ASIIDORMIAM	Business Startup & Acquisition	1	1				
	COVID-19	1					
	Disaster Assistance	1	1				
ASHBY		2	1				
	COVID-19	2					
	Disaster Assistance	1	1				
ASHFIELD		2	2				
	Disaster Assistance	1	1				
	Sources of Capital	1	1				
ASHLAND		7	7	1	8	1	\$46,000
		1					
	Business Liquidation	1	1	4		4	# ₹ 000
	Business Startup & Acquisition	1	2	1	0	1	\$5,000 \$41,000
	COVID-19	5	3		8		\$41,000
	Disaster Assistance Government Procurement	2	3				
		1 1	1				
ASHLEY FALLS	Sources of Capital	1	1 4	1		1	\$0
COTTULT LUPPS		1	4	T			
	Rusiness Startun & Acquisition	1		1		1	¢Λl
	Business Startup & Acquisition Marketing & Sales	1 1	4	1		1	\$0

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Business Startup & Acquisition	1	2				•
	Marketing & Sales	1	2				
ATHOL		6	17				
	Business Startup & Acquisition	4	15				
	International Trade	1	1				
	Sources of Capital	1	2				
ATLANTA		5					
	COVID-19	2					
APPRICADO	International Trade	4	71				
ATTLEBORO	A 0.D	23	71				
	Accounting & Records	1	1				
	Business Startup & Acquisition	8	38				
	COVID-19 Disaster Assistance	9	8				
		5	11				
	Financial Analysis & Cost Control International Trade	1	1 3				
		4 1					
	SBIR / STTR	_	2				
	Sources of Capital	4	7				
ATTLEBORO FALLS	Strategic Plan. / Facilitation	1	1				
ATTLEDUKU FALLS	Disaster Assistance	5 1	4				
	International Trade	1	1 3				
AUDUDN	international frade	4	5 50	10	60	2	\$44.6 5 0
AUBURN	Duainaga Startun (Agguiaitian	20 9	50 10	10 2	68	2 2	\$44,650
	Business Startup & Acquisition COVID-19			2	2	2	\$0 \$25,000
	Disaster Assistance	8	2		2		\$25,000
	Government Procurement	1	1				
	International Trade	4	30	8	66		\$19,650
		1	6	Ö	00		\$19,030
	Marketing & Sales	2	2				
AUBURNDALE	Sources of Capital			2			¢10.626
AUDUKNDALE	Disaster Assistance	3	6 1	3			\$19,636
	International Trade	2	3	3			\$19,636
	Marketing & Sales	<u>د</u> 1	3 1	3			\$19,030
	Personnel/Human Resources	1	1				
AUSTIN	reisonnel/munian Resources	1	1				
AUSTIN	COVID-19	1					
AVON	COVID-19	1	1				
AVON	Disaster Assistance	1	1				
AYER	Disaster Assistance	9	5				
HILK		1	3				
	Business Startup & Acquisition	1					
	Government Procurement	1	1				
	International Trade	6	4				
BALDWINVILLE	meemational frade	1	1				
	COVID-19	1					
BALTIMORE		2					
BILLIMORE	International Trade	2					
BANNOCKBURN	meer mational rrade	1					
Din vivo di Dorav	International Trade	1					
BARNSTABLE	110011100110111111110	4	3	1		1	\$10,000
	Business Startup & Acquisition	1	_	1		1	\$10,000
	Disaster Assistance	1	1				1 = 0,000
	International Trade	1	_				
	Marketing & Sales	1					
	Sources of Capital	2	1				
BARRE		3	8				
_	Accounting & Records	1	Ç				
	Business Startup & Acquisition	1	1				
	Disaster Assistance	1	1				
	Government Procurement	1	6				
BARRINGTON		4	J				
	International Trade	4					
I		•					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
BATTLE CREEK		1	20				1
	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	3				
	SBIR / STTR	ე 1	32				
		1					
	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					
DEBEIT	International Trade	1					
BELLEVUE	international frade	1					
DEFFEACE	International Trade	1					
DELLINGUAM	International Trade	1	4.0				
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			· ·		Ψ10,000
	SBIR / STTR	2	22				
		2	2				
DEDIZI EV	Sources of Capital			4		1	¢10.000
BERKLEY	D 1 0 0 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	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				
		1	2				
DEDNADDOZON	Sources of Capital	-		2		1	#40.000
BERNARDSTON	D 1 0 1 0 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	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	20				
	Government Procurement	1					
	International Trade	10	13		F		¢47 404
	miternational frade	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				
	Sources of Capital	10	41	36	12		\$586,000
BEVERLY HILLS		1	2				
D	Sources of Capital	1	2		4 = 0		★ ■0.000
BILLERICA	Destruction Charles and Association	19	22		150		\$73,333
	Business Startup & Acquisition	I	1		4		¢ ୮ 1 040
	COVID-19 International Trade	5 15	1 21		4		\$51,940
	Sources of Capital	15 2	21		146		\$21,393
BLACKSBURG	Sources of Capital	1					
DLACKSDUKG	International Trade	1					
BLACKSTONE	international fraue	5	13				
DEFICIOTORE		1	13				
	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				
DOCTION	Government Procurement	2	1		5 4		d4 (44 00F
BOSTON		237	248	4	51	4	\$1,611,235
	Acceptable of December	16	2				
	Accounting & Records	2	3	4		4	¢2,000
	Business Startup & Acquisition	64	63	4		4	\$2,000
	Computer Systems COVID-19	1 42	14		28		\$406,000
	Disaster Assistance	21	26		20		\$400,000
	Financial Analysis & Cost Control	2	20				
	Government Procurement	7	1				
	International Trade	80	35		23		\$23,235
	Loan Package Development	1	3		20		Ψ23,233
	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 Marketing & Sales	2 1	12				\$40,800

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		4		4	40
BRADFORD		4	6	1		1	\$0
	Duainaga Ctartum (Agguigition	1	1	1		1	¢Λ
	Business Startup & Acquisition COVID-19	2 1	1 2	1		1	\$0
	Disaster Assistance	2	3				
BRAINTREE	Disaster Assistance	16	71	4	19	1	\$464,705
	Bus. Plan Development	1	1	•	17	1	Ψ 10 1,7 03
	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	40				
BRIDGEWATER	D : 0 . 0	9	43				
	Business Startup & Acquisition	6	28				
	Marketing & Sales	3	5				
DDICHTON	Sources of Capital	2 12	11 60	14	4		¢1 F00 207
BRIGHTON	Business Startup & Acquisition	5	37	14	4		\$1,599,387
	COVID-19	2	1		4		\$87,500
	Government Procurement	1	2		4		φ07,300
	International Trade	1	1				
	Marketing & Sales	1	3				
	SBIR / STTR	4	10				
	Sources of Capital	3	8	14			\$1,511,887
BRIMFIELD	courses of capital	3	12				\$1,011,00 <i>1</i>
	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	4.6	2.2		4	h440000
BROOKLINE		13	16	30		1	\$410,000
I	Ducinoga Chartura Q A	1	4				
	Business Startup & Acquisition	3	4	20		1	¢440.000
ı	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	F				
BROOKLYN	SBIR / STTR	2 1	5				
DROOKLIN	International Trade	1					
BRYAN	international frace	2					
	COVID-19	1					
	International Trade	2					
BUFFALO		1					
	COVID-19	1					
BURLINGTON		23	57	1	18		\$306,082
	D	4					
	Business Startup & Acquisition	6	4		0		¢70.000
	COVID-19 Disaster Assistance	4 2	2 2		9		\$70,000
	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	4.0				
	Marketing & Sales	3	19	2	2		ф г о 000
BYFIELD	Sources of Capital	2 7	4 11	3	2		\$50,000
DILIED	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			4	\$22.600
	International Trade	28	75 2	4	4	1	\$20,693
	Marketing & Sales SBIR / STTR	2 27	3 109	1		1	\$65,000
	Sources of Capital	10	34	1		1	ФОЗ,000
CANTON	Sources of Capital	10	32	6	1	1	\$730,000
GINT ON		1	3 2	J	*	*	Ψ7.50,000
	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		4		ф.c20,000
CARLISLE	Sources of Capital	2 5	8 13	1	1	1	\$630,000 \$0
CAUPIOPE	Accounting & Records	ე 1	13 4	1		1	\$0
	Business Startup & Acquisition	1	2	1		1	\$0
	COVID-19	3	1	-		•	ΨΟ
	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				
CARY	Sources of Capital	2	9				
CARY	Discoulate Assistance	2	1				
	Disaster Assistance	1	1				
CATALIMET	International Trade	1	7				¢1.6.000
CATAUMET	Puginass Startum & Association	2 1	7 2				\$16,800
	Business Startup & Acquisition International Trade	1	2				¢16 000
		1					\$16,800
CENTERVILLE	Marketing & Sales	1	3	2		1	ቀ ን፫ ሰሰሰ
CENTERVILLE	Duainaga Startun P. Agguigitian	4	58	2 2		1 1	\$25,000
	Business Startup & Acquisition	3 1	4 54	Z		1	\$25,000
CHAMDIAIN	Marketing & Sales	1	54				
CHAMPLAIN	International Trade	1					
CHADELIHII	International Trade	1					
CHAPEL HILL	I., b., aki a., al T., d a	1					
CHADLEMONE	International Trade	1	6				
CHARLEMONT	D. C. C. D. Clark	2	6				
	Business Liquidation	1	2				
	Business Startup & Acquisition	1	2				
CHADIECTOMAN	Sources of Capital	1	3				
CHARLESTOWN	D : C:	9	4				
	Business Startup & Acquisition	1					
	COVID-19	2	2				
	Disaster Assistance	1	2				
	International Trade	1					
	Marketing & Sales	1	4				
	SBIR / STTR	1	1				
CHADLOTTECHILLE	Sources of Capital	4	1				
CHARLOTTESVILLE	Later and the later also	1					
CHADITON	International Trade	1	77	_		2	ф10 2 00
CHARLTON	A	14	77	5		2	\$19,200
	Accounting & Records	1	1				
	Business Liquidation	1	1	1		1	ф1 20 0
	Business Startup & Acquisition	6	50 5	1		1	\$1,200
	COVID-19	4	5				
	Disaster Assistance	3	3				
	Financial Analysis & Cost Control	1	2				
	International Trade	2					
	Marketing & Sales	1	1				
	Personnel/Human Resources	1	1	4		1	¢10.000
СНАТНАМ	Sources of Capital	2	15	4		1	\$18,000
CHATHAM	Disastan Assistan sa	2	3				
	Disaster Assistance	1	1				
CHELMSFORD	Marketing & Sales	1 7	2 11	1		1	¢Λ
CUETMOLOKD	Duaire and Charture Q. A quinities	•		1		1	\$0 \$0
	Business Startup & Acquisition	3	10	1		1	\$0
	International Trade	3	1				
	SBIR / STTR Sources of Capital	1 1	1				
CHELSEA	Sources of Capital	13	35				
CHELSEA		13 1	33				
	Ruciness Startum & Acquisition		23				
	Business Startup & Acquisition COVID-19	4	43				
	Disaster Assistance	2 2	2				
			۷				
	International Trade	6 1	11				
CHERRY VALLEY	Sources of Capital	1	11				
CHERKI VALLEY	COVID 10	1					
I	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				
	Desires Charles O. Assertation	1	2				
	Business Startup & Acquisition	2	2				
	Disaster Assistance	2	2				
	International Trade	1					
	Marketing & Sales	1	12				
CHICAGO	SBIR / STTR	1	13				
CHICAGO		3					
	Government Procurement	1					
	International Trade	1					
CHICOPEE	international fraue	56	144	6		3	\$9,700
CHICOFEE	Accounting & Records	1	2	U		3	\$9,700
	Bus. Plan Development	1	2				
	Business Startup & Acquisition	31	92	6		3	\$9,700
	COVID-19	7	3	U		3	\$9,700
	Disaster Assistance	1	2				
	Financial Analysis & Cost Control		2				
	International Trade	1	3				
		4 11	3 9				
	Marketing & Sales						
CHICOPEE MASS	Sources of Capital	11	30				
CHICOPEE MASS	Duciness Chartum () Association	1	5 5				
CINCINNATI	Business Startup & Acquisition	1	5				
CINCINNATI	International Trade	1					
CLEVELAND	international fraue	1 2					
CLEVELAND	COVID-19						
	International Trade	1 2					
CLIFTON PARK	international fraue	ک 1	2				
CLIF I ON PARK	Business Startup & Acquisition	1	2 2				
CLINTON	business startup & Acquisition	9	13				\$17,000
CLINTON		1	13				\$17,000
	Business Startup & Acquisition	3	6				
	Computer Systems	3 1	U				
	Disaster Assistance	1	1				
	International Trade	2	2				\$17,000
	Marketing & Sales	1	4				Ψ17,000
	Sources of Capital	1	1				
COHASSET	Sources of Capital	6	10	2	2		\$50,000
COTHISSET		1	10		2		Ψ30,000
	Business Startup & Acquisition	1	2	2	2		\$50,000
	COVID-19	2	7	-	_		450,000
	Sources of Capital	3	2				
COLEBROOK	Sources of Suprem	1	_				
COLLETTOON	Accounting & Records	1					
	Business Startup & Acquisition	1					
COLLEGE PARK	Dusmess startup & mequisition	1					
GOLLLIGH TIME	International Trade	1					
COLORADO SPRINO		2					
	International Trade	2					
COLRAIN		3	2				
		1	_				
	Business Startup & Acquisition	2	2				
COLUMBIA	F stars American	1	_				
	International Trade	1					
COLUMBUS		1					
	International Trade	1					
		-					
CONCORD		16	137	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 Sources of Capital	1 1	2				
CONWAY	Sources of Capital	8	17				
CONWAI	Business Startup & Acquisition	6	5				
	Computer Systems	1	3				
	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					
CODDING GUDICEN	International Trade	3	4				
CORPUS CHRISTI	Desires Charles O. Assertation	1	1				
COTHE	Business Startup & Acquisition	1	1				
COTUIT	Pusiness Liquidation	1	2 2				
CRANSTON	Business Liquidation	1	2				
CRAINSTON	Sources of Capital	1					
CROWN POINT	Sources of Capital	1					
CROWNTOINT	COVID-19	1					
CUMBERLAND	COVID 17	1	1				
COMBLINE	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					
DANIMEDO	Business Startup & Acquisition	1	60	0.0	4.77	_	†4.4.6.40 5
DANVERS		33	63	20	17	5	\$1,146,427
	Desires Charles O. Assertation	2	22	10		F	¢0 5 0.000
	Business Startup & Acquisition COVID-19	15 7	23	18	17	5	\$850,000
	Disaster Assistance	7	5 7		17		\$246,427
	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			-		, , o o o
	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	-				
DEDUAM	Business Startup & Acquisition	1	72		۲a		¢405.000
DEDHAM	Business Startup & Acquisition	10 5	72 7		52		\$485,000
	COVID-19	3 4	9		52		\$485,000
	Disaster Assistance	1	6		3 -		\$ 100,000
	Government Procurement	1					
	Marketing & Sales	1					
	Sources of Capital	1	51				
DEERFIELD	D	1	8				
DENNIC DODE	Business Startup & Acquisition	1	8				
DENNIS PORT	Business Startup & Acquisition	3 1	6 1				
	COVID-19	1	3				
	Disaster Assistance	1	2				
DENVER	2 ioaster rissistance	1	_				
	International Trade	1					
DERRY		1	4				
	Business Startup & Acquisition	1	4				
DETROIT		3					
	COVID-19	1					
DEVENC	International Trade	2					
DEVENS	International Trade	1					
DIGHTON	international fraue	1					
Didirion	Sources of Capital	1					
DORAL	bources of capital	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				
DORCHESTER CEN	International Trade	2 6	3 86				
DORGHESTER CEN	Accounting & Records	0 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	5	9	11		18		\$190,250
	Business Liquidation	1	2				
	Business Startup & Acquisition COVID-19	5 5	5 2		18		\$190,250
	Sources of Capital	3 1	2		10		\$190,230
DOVER	Sources of Capital	5	3				
DOVER	Business Startup & Acquisition	2	3				
	International Trade	3					
DRACUT		7	10				
	Business Startup & Acquisition	3	8				
	COVID-19	2					
	International Trade	1					
DUDIEN	Marketing & Sales	2	2	0		2	400.000
DUDLEY	Duraina and Charles and A. A. A. A. A.	16	46	8		2	\$30,000
	Business Startup & Acquisition COVID-19	13	44 1	8		2	\$30,000
	Government Procurement	2 1	1				
	Sources of Capital	1	2				
DUNSTABLE	Jources of Capital	1	5				
_ 5511111111	Business Startup & Acquisition	1	5				
I	2 domitos our tap a ricquisition	-	3				l

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
DUXBURY		17	77				
	Dugin aga Liguidatian	1	0				
	Business Liquidation Business Startup & Acquisition	1 5	8 11				
	COVID-19	3 4	14				
	Disaster Assistance	7	16				
	Marketing & Sales	2	6				
	SBIR / STTR	1	2				
	Sources of Capital	3	22				
EAGAN	bources of dupitur	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 BRIDGEWATE	R	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 LONGMEADOV	V	27	198		2		\$7,000
		5					
	Business Startup & Acquisition	10	20				
	Computer Systems	1	2				
	COVID-19	4	2				
	Financial Analysis & Cost Control	1	3				
	International Trade	4	161				
	Marketing & Sales	3	3		2		ф п 000
EACT OTIC	Sources of Capital	5	11		2		\$7,000
EAST OTIS	Association O.B.	3	8				
	Accounting & Records	1	2				
	Business Startup & Acquisition	3	6				
EACT DROLLDENGE	Sources of Capital	1	1				
EAST PROVIDENCE	Descionan Charles O. A	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				
	Business Startup & Acquisition	1 2	3				
	COVID-19	1	3				
	Disaster Assistance	1	1				
	Government Procurement	1					
	Marketing & Sales	2	7				
	Mgmt / Oper. Analysis	1	1				
	Personnel/Human Resources Sources of Capital	2	7 2				
EAST TAUNTON	Sources of Capital	2	21				
	Business Startup & Acquisition	2	19				
	Sources of Capital	1	3				
EAST WAREHAM		3	6	1		1	\$1,000
	Business Liquidation	1	2	1		1	\$1,000
	Business Startup & Acquisition Disaster Assistance	1	3 1	1		1	\$1,000
	Sources of Capital	1	1				
EAST WEYMOUTH		2	8				
	Business Startup & Acquisition	1	3				
	Sources of Capital	2	5				
EAST WINDSOR	Descionara Chambres O Association	2	1				
	Business Startup & Acquisition COVID-19	1	1				
EASTHAM	GOVID 17	2	1				
	Business Startup & Acquisition	1	1				
	International Trade	1					
EASTHAMPTON		52	100	24	7	6	\$747,600
	A 0 D	12	2				
	Accounting & Records Business Startup & Acquisition	1 28	3 58	20		5	\$402,200
	Computer Systems	3	30	20		J	Ψ102,200
	COVID-19	17	15		7		\$55,400
	Disaster Assistance	2	3				
	Financial Analysis & Cost Control	2	3				
	Marketing & Sales	10	8				
	Mgmt / Oper. Analysis Sources of Capital	1 9	1 12	4		1	\$290,000
EDGARTOWN	Sources of Capital	7	23	4	38	1	\$64,934
22 41111 5 1111	Business Liquidation	2	4				401,501
	Business Startup & Acquisition	1	3				
	COVID-19	1	2		38		\$64,934
	Disaster Assistance	5	6				
	Marketing & Sales Sources of Capital	1 1	6 2				
	Strategic Plan. / Facilitation	1	1				
EL PASO	on accepte a family a demication	1	-				
	COVID-19	1					
	International Trade	1					
ELK GROVE VILLAG		1					
	COVID-19 International Trade	1 1					
ENDICOTT	international fraue	2					
ENDIGOTI	International Trade	2					
ENFIELD		4	6				
	Business Startup & Acquisition	3	5				
	Financial Analysis & Cost Control	1	2				
ERLANGER	COVID 10	1					
	COVID-19 International Trade	1 1					
ERVING	international Hade	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
	Business Startup & Acquisition	1 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 Government Procurement	1	6				
	International Trade	1 3					
	Marketing & Sales	ა 1					
	Personnel/Human Resources	1	2				\$2,500
	Sources of Capital	3	4	2			\$52,000
FAIRFAX	bources of dupitur	1	1	_			Ψ02,000
	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		2		¢200.000
FALL RIVER	Sources of Capital	5 116	26 266	17	2 50	7	\$200,000 \$921,925
FALL NIVEN	Accounting & Records	1	200 1	17	30	,	\$921,923
	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
PALMOUTU	Technology	1	1				
FALMOUTH	COMP 10	5	10				
	COVID-19 Disaster Assistance	2	1				
	International Trade	1	1 2				
	SBIR / STTR	1	7				
FARGO	obin, of the	1	,				
	International Trade	1					
FAYETTEVILLE		1	5				
<u>——</u>	Business Startup & Acquisition	1	1				
	Sources of Capital	1	4				
FEEDING HILLS	•	8	32		5		\$9,000
		1					
		_					
	Business Liquidation Business Startup & Acquisition	1	2 19				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	COVID-19	1	rrepriours	Greatea	5	Dusiness	\$9,000
	International Trade	1	3		J		47,000
	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
	A 0.D 1	1	2				
	Accounting & Records	2	2	4		2	¢Ω
	Business Startup & Acquisition COVID-19	10 3	8 1	4		2	\$0
	Disaster Assistance	3 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 Sources of Capital	12 3	8				
FLORIDA	Sources of Capital	3 1	2				
LONDA	Mgmt / Oper. Analysis	1	2				
FORESTDALE	righte / Oper. rinary 313	1	1				
	Business Startup & Acquisition	1	1				
FORT COLLINS	r r	1					
	International Trade	1					
FORT LAUDERDALE		1					
	International Trade	1					
FORT WAYNE		2					
	COVID-19	1					
	International Trade	2					
FOXBORO	D 1 0 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	10	10				
	Business Startup & Acquisition	1	2				
	COVID-19 Disaster Assistance	1 2	2				
	Financial Analysis & Cost Control	1	2 2				
	International Trade	4	2				
	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		0		h4 E 0 0 0 0
	International Trade	9	66		3		\$150,000
	Marketing & Sales	4	4 50				
	SBIR / STTR	2	59				
FRANKFORT	Sources of Capital	4 1	9				
LVANIVLENI	COVID-19	1 1					
FRANKLIN	GOVID-19	34	58	3		3	\$0
TIMINITHIN		2	30	3		J	\$ 0

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 Disaster Assistance	5 2	3				
	Government Procurement	4	3 26				
	International Trade	9	5				
	Marketing & Sales	4	5				
	SBIR / STTR	1	1				
	Sources of Capital	4	4				
FRISCO		1					
	International Trade	1			_		
GARDNER	A 0.D	9	53		3		\$27,500
	Accounting & Records	1	1				
	Business Startup & Acquisition COVID-19	5 2	29 2		3		\$27,500
	Financial Analysis & Cost Control	1	2		3		\$27,300
	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				
CH DEDT	Disaster Assistance	2	2				
GILBERT	International Trade	1					
GILBERTVILLE	international frade	1	1				
GILDLIKI VILLE	Sources of Capital	1	1				
GILL	bour ees or dupitur	1	1				
	Business Startup & Acquisition	1	1				
GLASTONBURY		1					
	International Trade	1					
GLOUCESTER		40	132	4	92	2	\$538,300
	D	2	0.7				
	Business Startup & Acquisition COVID-19	17	37	1	92	1	ቀ ፫27 200
	Disaster Assistance	11 13	10 28	1	92	1	\$536,300
	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				
	r	1	7				
	International Trade	1	7				
	Marketing & Sales Sources of Capital	1	4 1				
GRAFTON	Sources of Capital	6	1 5				
dian for	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	2 7				
	Markating & Calas						
	Marketing & Sales SRIR / STTR						\$225 000
	Marketing & Sales SBIR / STTR Sources of Capital	1 3	7 27 5		2		\$225,000 \$15,000

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	COVID-19	1	<u> </u>	•		•	•
	International Trade	1					+0.4= 4.40
GREAT BARRING	I'UN	39	111	13	31	1	\$367,642
	Accounting & Records	1 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 Sources of Capital	1 4	3 13				
GREEN BAY	Sources of Capital	1	13				
GILLIN DITT	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	2				
	International Trade	1	2				
	Marketing & Sales Sources of Capital	6 3	2 3				
GREENWOOD VIL		3 1	3				
GREENWOOD VIL	International Trade	1					
GROTON	meernational frade	4	14				
	Business Startup & Acquisition	1	5				
	COVID-19	1					
	Government Procurement	1	4				
	Marketing & Sales	1	2				
	SBIR / STTR	1	2				
CDOVEL AND	Sources of Capital	1	2				44 ■ 4 000
GROVELAND	COMP 10	4	5		4		\$151,000
	COVID-19 Disaster Assistance	2	2 3		4		\$151,000
	International Trade	1	3				
	Sources of Capital	1	1				
GULF BREEZE	bourees of dupitar	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 COVID-19	2	4		35		\$320,000
	Disaster Assistance	4	4 2		33		\$320,000
	Marketing & Sales	4	13				
	Sources of Capital	4	6		3		\$25,000
	Strategic Needs Assessment	1	3		-		, = 5,000
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				
II A M DTON	Mgmt / Oper. Analysis	1	4				
HAMPTON	Digagton Aggistance	2	1				
	Disaster Assistance	1	1				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	International Trade	1					40.40.000
HANOVER	Duain aga Chambura () A aguigibian	6	13		30		\$210,000
	Business Startup & Acquisition COVID-19	1 3	2 5		24		\$160,000
	International Trade	1	3		24		φ100,000
	Marketing & Sales	1	3				
	Sources of Capital	2	3		6		\$50,000
HANSON	courses or suprem	6	5		· ·		400,000
	Business Liquidation	1	2				
	COVID-19	2	2				
	Disaster Assistance	1	1				
	International Trade	1					
	Sources of Capital	1	1				
HARTFORD		2					
	International Trade	2					
HARVARD		2	4				
	Business Startup & Acquisition	1	1				
	Government Procurement	1	2				
HADMICH	SBIR / STTR	1	1				
HARWICH	Business Startup & Acquisition	3 2	9 2				
	Marketing & Sales	1	3				
	Sources of Capital	2	4				
HARWICH PORT	Sources of Capital	2	3				
	Disaster Assistance	2	3				
HATFIELD	Disaster rissistance	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				
HAVERHILL		21	58	8	8	2	\$850,740
	D : 0 . 0	3	2.4			2	#4.0 7 .000
	Business Startup & Acquisition	12	34	6	1	2	\$107,000
	COVID-19 Disaster Assistance	5 3	2 3		1		\$13,740
	International Trade	3 1	3				
	Marketing & Sales	2	2				
	Sources of Capital	3	17	2	7		\$730,000
HAWTHORNE	bources of dupitar	2	17	2	,		Ψ7.50,000
	COVID-19	1					
	International Trade	2					
HAYDENVILLE		2					
	COVID-19	2					
HILLSDALE		1	2				
	Business Startup & Acquisition	1	2				
HINGHAM		14	40				
	Business Startup & Acquisition	4	4				
	COVID-19	3	3				
	Disaster Assistance	5	8				
	Engineering R&D	1	1				
	International Trade	2	10				
	Marketing & Sales Personnel/Human Resources	2	10 2				
	Sources of Capital	1 5	2 14				
HINSDALE	sources of Capital	5 4	14 7	1		1	\$0
IIINSDALE	Business Startup & Acquisition	2	2	1 1		1	\$0 \$0
	COVID-19	1	4	1		1	φυ
	Disaster Assistance	1	2				
		-	_				
	Marketing & Sales	1	1				

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				#20.000
	International Trade	2	5		24		\$20,000
HOLDEN	Sources of Capital	3 15	13 32		24		\$1,110,000
HOLDEN	Accounting & Records	2	34		4		\$10,500
	Business Startup & Acquisition	7	18				
	COVID-19	5	5		4		\$10,500
	Disaster Assistance	1	3		т		Ψ10,300
	Marketing & Sales	1	5				
	Sources of Capital	2	4				
HOLLAND	sources of dapitur	1	2				
	Business Startup & Acquisition	1	2				
HOLLISTON	The state of the s	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 5	102	6	24	3	\$142,200
	Business Startup & Acquisition	24	39	2		2	\$2,200
	Computer Systems	2	0,7	_		_	+=,=00
	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					
HODED ALE	International Trade	1					***
HOPEDALE	00111D 40	6	4				\$20,575
	COVID-19	4	1				
	Government Procurement International Trade	1	2				¢20 F7F
HODZINTON	International Trade	2	3	1		1	\$20,575
HOPKINTON	Puginoss Startum & Association	17 7	61 46	1 1		1 1	\$1,200 \$1,200
	Business Startup & Acquisition Computer Systems		40	1		1	\$1,200
	Government Procurement	1 3	1				
	International Trade	6	15				
HOUSATONIC	international Trade	6	10		3		\$24,000
1100011101110	Accounting & Records	2	10		5		Ψ2 1,000
	Business Startup & Acquisition	4	3				
	COVID-19	2	5		3		\$24,000
	Disaster Assistance	1	1		J		4=1,000
	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				
HULL	Sources of Capital	2	1 10				
HULL	Business Startup & Acquisition	6 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				
ANY ANY NA	Disaster Assistance	1	2				
HYANNIS	During and Chamberry O. A americation	11	9				
	Business Startup & Acquisition COVID-19	3	7				
	Sources of Capital	1 8	2				
HYDE PARK	Sources of Capital	14	16	1		1	\$0
IIIDEIMIK	Business Startup & Acquisition	6	12	1		1	\$0 \$0
	COVID-19	2	12	•		1	ΨΟ
	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					
INDIAN ODGILADD	COVID-19	1	0.5				
INDIAN ORCHARD		11	35				
	Duainaga Stantun (Agguiaitian	1	12				
	Business Startup & Acquisition COVID-19	4 1	12				
	International Trade	3	9				
	Marketing & Sales	3	14				
INDIANAPOLIS	Frankeing & Sales	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				
IACIZCONUILI E	Sources of Capital	1	4				
JACKSONVILLE	International Trade	2					
JAMAICA	International Trade	2 1					
JAMAICA	International Trade	1					
JAMAICA PLAIN	meemational made	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	2				
IONECDODO	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					
KELIVE		1					
KENNEWICK		5					
MENICINICEON	International Trade	5	1				
KENSINGTON	Business Startup & Acquisition	1 1	1 1				
KEW GARDENS	business startup & nequisition	1	1				
	COVID-19	1					
	International Trade	1					
KINGSTON		8	50		4		\$38,700
	Business Startup & Acquisition	1 3	28				
	Computer Systems	1	20				
	COVID-19	1	1		4		\$38,700
	Disaster Assistance	3	5				
	International Trade	1	2				
	Loan Package Development Marketing & Sales	1 1	3 1				
	Sources of Capital	2	13				
LA PLACE	•	1					
		1					
LACONIA	COMP 10	1					
LAKE FOREST	COVID-19	1					
LINE I ONESI	International Trade	1					
LAKEVILLE		11	136		29		\$235,380
	Accounting & Records	1	4				
	Business Liquidation	1	72				
	Business Startup & Acquisition COVID-19	4 3	13 7		29		\$235,380
	Disaster Assistance	5	, 17		2)		Ψ233,300
	International Trade	2					
	Marketing & Sales	1	3				
	Sources of Capital	3	20				
LANCASTER	Strategic Needs Assessment	1 3	1 6				
LANCASTER	Business Startup & Acquisition	2	6				
	International Trade	1	-				
LANESBORO		2	12				
	Business Startup & Acquisition	1	1				
LANESBOROUGH	Sources of Capital	1 3	11 7	1	1	1	\$72,226
LANESDOROUGII	Business Startup & Acquisition	3 1	1	1	1	1	\$72,220
	COVID-19	1	3	-	1	-	\$72,226
	Disaster Assistance	1	1				
	Sources of Capital	1	1		10		#0.4 = = 0.0
LAWRENCE		48 5	89	3	19	1	\$247,500
	Business Startup & Acquisition	3 29	74	1		1	\$0
	COVID-19	13	6	_	18	_	\$200,000
	Disaster Assistance	3	6				
	Government Procurement	2					
	International Trade Sources of Capital	6 5	3	2	1		\$47,500
LAWRENCEVILLE	Sources of Capital	3 1	J	4	1		Ψ47,300
	COVID-19	1					
	International Trade	1					
LEAMINSTER	D	1	1				
LEE	Business Startup & Acquisition	1 12	1 43				
ւրբը	Business Liquidation	12	43 2				
	Business Startup & Acquisition	9	<u>-</u> 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				
, ppp.6	Technology	1	1				
LEEDS		4	11				
	Business Startup & Acquisition	3	3				
	Marketing & Sales	2	8				
LEICESTER		2	4				
	Business Startup & Acquisition	2	4				±0, = 0,00
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
	Duainaga Ctantun (Agguigition	1 13	31	1		1	\$0
	Business Startup & Acquisition			1		1	\$0
	COVID-19	4	1				
	Disaster Assistance	1	1				
	Government Procurement	5	25				
	International Trade	5	4				
	Marketing & Sales	3	1				
I PUPDPMM	Sources of Capital	4	26				
LEVERETT	A 0.D	/	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				
	Disaster Assistance Government Procurement	1 5	1 14				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Sources of Capital	1	2				
LONDONDERRY	Duciness Stantum () Assuisition	1	2				
LONGMEADOW	Business Startup & Acquisition	1 12	2 30	5	3	3	\$99,700
LONGINE IDOW		1	30	5	J	J	Ψ, σ, σ, σ, σ
	Accounting & Records	1	3				
	Business Startup & Acquisition	9	22	5		3	\$5,700
	COVID-19	2	4		3		\$94,000
LOCANGELEC	Marketing & Sales	2	1				
LOS ANGELES	International Trade	1					
LOWELL	International Trade	1 29	107	12	11	2	\$1,045,000
LOWELL		1	107	12	11	2	\$1,043,000
	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		_		± 4 0 0 0 0
	COVID-19	3	1		6		\$43,000
	Disaster Assistance	2	3				
	Financial Analysis & Cost Control	1	3				
	International Trade Marketing & Sales	1	1				
	Sources of Capital	4 3	6 14				
LUNENBURG	Sources of Capital		14	3	9	2	\$16,800
LONLINDORG	Business Startup & Acquisition	4 3	1	2	,	2	\$10,000
	International Trade	1	1	1	9	2	\$16,800
LYNN	memational frace	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	0	0			44 6 000
TANDERE D	Sources of Capital	3	2	3	4.4	0	\$16,000
LYNNFIELD		7	34	3	14	2	\$26,000
	Duginage Stantum (Agguigition	1	6	3		2	¢Ω
	Business Startup & Acquisition COVID-19	2 1	6 1	3	14	۷	\$0 \$26,000
	Disaster Assistance	2	2		14		φ20,000
	International Trade	2	2				
	Sources of Capital	2	26				
MADISON	bourees of dapital	1	20				
	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
	Marketing & Sales	1	_				
	SBIR / STTR	1	2				
	Sources of Capital	1		1		_	\$50,000
MANCHESTER		14	45	5	2	1	\$1,036,500
	Bus. Plan Development	1	1	_		4	ф4.00.000
	Business Startup & Acquisition	7	19	5	4	1	\$100,000
	COVID-19	5	2		1		\$62,500
	Disaster Assistance	2	6				
	International Trade	2	1				
	Marketing & Sales	1	3		4		4054.000
NA ANILITINA	Sources of Capital	1	14		1		\$874,000
MANHEIM	Later control of months	1					
MANCELLI	International Trade	1	6 5	1	2	1	¢1 F01
MANSFIELD	D	36	65	1	2	1	\$1,501
	Business Liquidation	1	2	4		4	φo
	Business Startup & Acquisition	6	14	1	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		4		# F04
	Sources of Capital	8	23		1		\$501
MANVILLE	D	1	1				
MADAMIION	Business Startup & Acquisition	1	1				
MARATHON	60YVD 40	1					
	COVID-19	1				_	+0=000
MARBLEHEAD		44	87	10	41	5	\$270,884
	4 0.5	2	-				
	Accounting & Records	2	7	_		_	.
	Business Startup & Acquisition	15 15	26	5	0.0	4	\$0
	COVID-19	15	10		39		\$170,884
	Disaster Assistance	12	17				
	Financial Analysis & Cost Control	5	4				
	Government Procurement	1	4.4				
	Marketing & Sales	4	11	0	2		40
	Personnel/Human Resources	2	1	3	2		\$0
	SBIR / STTR	1	1	2		4	¢100.000
MADION	Sources of Capital	5	11	2		1	\$100,000
MARION	Descise on Chambers Q A annihitian	4	7				
	Business Startup & Acquisition	1	1				
	COVID-19	1	1				
	Disaster Assistance	2	3				
MADI DODOUGU	Marketing & Sales	1	3	4	1.0	2	ф ээ с 000
MARLBOROUGH		51	103	4	16	3	\$226,000
	A 0.D 1	1	4				
	Accounting & Records	4	4	2		2	¢ο
	Business Startup & Acquisition	13	14	3	1.6	3	\$0
	COVID-19	12	7	1	16		\$226,000
	Disaster Assistance	5	10				
	Government Procurement	9	26				
	International Trade	8	5				
	Marketing & Sales	4	8				
	Personnel/Human Resources	1	2				
	SBIR / STTR	1	1				
MADGIDIDID	Sources of Capital	7	28	•			ABC = 0.0
MARSHFIELD	D	4	90	2	4		\$72,500
	Business Startup & Acquisition	2	12		_		<u> </u>
	COVID-19	1	5		2		\$16,000
	Disaster Assistance	2	14				
	International Trade	1	- -				
	Marketing & Sales	1	20		_		
	Sources of Capital	1	38	2	2		\$56,500
MARSTONS MILLS		3	1				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Business Startup & Acquisition Sources of Capital	1 2	1				•
MASHPEE	Sources of Capital	3	3				
MASIII EE	Disaster Assistance	2	3				
	International Trade	1	3				
MATTAPAN	Theorem Trude	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				
MATTAPOISETT		13	50	1	11	1	\$515,000
	Bus. Plan Development	1	2				+-
	Business Startup & Acquisition	5	5	1		1	\$0
	COVID-19	2	0				
	Disaster Assistance	5	8				
	Marketing & Sales	2 3	12 24		11		\$515,000
MAYNARD	Sources of Capital	3 11	41		7		\$188,200
MAINAND		1	41		,		\$100,200
	Business Startup & Acquisition	3	9				
	COVID-19	4	2		7		\$166,200
	Disaster Assistance	2	3		,		Ψ100,200
	International Trade	3	7				\$22,000
	SBIR / STTR	2	11				+ /000
	Sources of Capital	2	9				
	Technology	1	2				
MC LEAN		4					
	International Trade	4					
MCLEAN		3					
	International Trade	3					
MEDFIELD		4	17				
	Business Startup & Acquisition	2	2				
	COVID-19	1					
	Sources of Capital	2	15				* 40.000
MEDFORD		18	28	2	60	2	\$12,000
	Assourting C Describe	3	1				
	Accounting & Records	1	1 12	2		2	\$0
	Business Startup & Acquisition COVID-19	9 1	12	2		2	\$0
	Disaster Assistance	1	1				
	Financial Analysis & Cost Control	1	1				
	International Trade	5	8		60		\$12,000
	Sources of Capital	2	5				41 2 ,000
MEDWAY	Communication of the communica	12	59	3		2	\$0
		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				
MELDOCE	Strategic Needs Assessment	1	6	A	1	1	ታ 1 ፫ን 400
MELROSE		11	26	4	1	1	\$152,400
	Accounting & Decords	2 1					
	Accounting & Records	1					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Business Startup & Acquisition	6	16		_		† 22.400
	COVID-19	2	1		1		\$22,400
	Disaster Assistance Government Procurement	2 1	3				
	Loan Package Development	1	1	4		1	\$130,000
	Marketing & Sales	2	1	1		1	Ψ130,000
	SBIR / STTR	1	3				
	Sources of Capital	1	1				
MENDON	1	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				
MEDDIMACI	International Trade	1					
MERRIMACK	International Trade	1					
MESA	International Frade	1					
MESA	International Trade	3 3					
METHUEN	international fraue	17	43	2	17	2	\$122,287
METHOEN		2	13	2	17	2	Ψ122,207
	Business Startup & Acquisition	7	29	2		2	\$2,000
	Computer Systems	1	2	_		_	+=,000
	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	4		4	44.000
	Business Startup & Acquisition COVID-19	7	16	1		1	\$1,000
	Disaster Assistance	4 2	4 2				
	Marketing & Sales	2	7				
	Sources of Capital	4	40		3		\$341,000
MIDDLETON	sources of dapital	8	12		3		Ψ3 11,000
MDDDDTOT	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	0.4				
	Business Startup & Acquisition	11	34				
	COVID-19 Disaster Assistance	6	3				
	Government Procurement	1 1	1 2				
	International Trade	4	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				·
1	Mgmt / Oper. Analysis	2	4				
	Sources of Capital	_	15				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
MILLERS FALLS		2	1				
	Computer Systems	1 1					
	Sources of Capital	1	1				
MILLIS	our cos or dapitar	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				
	Rusinass Startun & Acquisition	1 3	2				
	Business Startup & Acquisition COVID-19	3	4				
	Government Procurement	1	4				
	Marketing & Sales	2					
	Sources of Capital	2	3				
MILWAUKEE	our cos or dupreur	6	J				
	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		0		40.000
	COVID-19	1	1		3		\$2,000
	Disaster Assistance	2	2 2				
	Marketing & Sales Mgmt / Oper. Analysis	1	1	1		1	\$5,000
	Personnel/Human Resources	1	3	1		1	\$3,000
	Sources of Capital	3	4				
MONTAGUE	our cos or dapitar	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					±4.000.000
MONTEDEN	SBIR / STTR	1	2				\$1,099,959
MONTEREY	Aggounting & Dogonda	3	4				
	Accounting & Records Business Liquidation	1	3				
	Business Startup & Acquisition	1	1				
MONTGOMERY	Business startup & nequisition	1	3		2		\$147,100
		1	_		_		, ,
	COVID-19	1	3		2		\$147,100
MOUNT PLEASANT		1					·
	International Trade	1					
MOUNT WASHINGTO		1					
	Accounting & Records	1					
	Business Startup & Acquisition	1					
MOUNT WASHINTO		1					
	Accounting & Records	1					
N ATTI EDODO	Business Startup & Acquisition	1	1				
N ATTLEBORO	Marketing & Cales	1 1	1				
N CHELMSFORD	Marketing & Sales	1	1 11				
IA CHEDIMOLOKO	Business Startup & Acquisition	1	11				
NAHANT	2 domest our cap & nequisition	3	9				
	Business Startup & Acquisition	3	5				
ı	and the arrequisition	-					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Disaster Assistance	2	3			•	
	Sources of Capital	1	1				
NANTUCKET		15	7				
	D	2	2				
	Business Startup & Acquisition	1	2				
	COVID-19	8	3				
	Disaster Assistance	3	3				
	International Trade	1					
NASHUA	Sources of Capital	4 4	3				
NASITUA	Business Startup & Acquisition	2	3				
	Computer Systems	1	3				
	International Trade	1					
NASHVILLE	The Hacional Trade	2	3				
	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
NEEDHAM		8	33				\$16,800
	Business Startup & Acquisition	3	3				
	COVID-19	2					
	Disaster Assistance	1	1				
	International Trade	2	22				\$16,800
NEEDILANAMERA	Marketing & Sales	1	7				+ 0.0 ≡ 0.000
NEEDHAM HEIGHTS		4	15				\$3,850,000
	Business Startup & Acquisition	1	2				
	International Trade	1	r				¢2.050.000
	SBIR / STTR	2 1	5 9				\$3,850,000
NEW BEDFORD	Sources of Capital	91	285	14	621	8	\$2,213,703
NEW DEDIVINO		1	203	14	021	O	\$2,213,703
	Business Startup & Acquisition	36	47	9		5	\$18,000
	COVID-19	14	30	,	534	3	\$2,083,433
	Disaster Assistance	21	38		331		Ψ2,005,155
	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				
	Government Procurement	1	5				
NEW BRITAIN		2					
	Business Startup & Acquisition	1					
	International Trade	1					
NEW CASTLE		1					
	Business Startup & Acquisition	1					
NEW HAVEN		2					
		1					
	Computer Systems	1					
	International Trade	1					
NEW HYDE PARK	Total and the lamb	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 MARLBOROUG		1	2				
	Sources of Capital	1	2				
NEW PALTZ	D	1					
NICIAL CAL CIA	Business Startup & Acquisition	1					
NEW SALEM	COVID-19	1					
NEW YORK	COVID-19	1 12	2				
NEW IORK	Business Startup & Acquisition	12	3 1				
	COVID-19	2	1				
	International Trade	9					
	Sources of Capital	2	3				
NEWARK	courses of suprem	1	J				
	International Trade	1					
NEWBERG		1					
	COVID-19	1					
	Marketing & Sales	1					
NEWBURY	<u> </u>	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	2	-		ф120.000
NEWINCTON	Sources of Capital	3	8	2	7		\$120,000
NEWINGTON	International Trade	1					
NEWTON	international frade	1 15	11	1		1	\$0
NEWION	Business Startup & Acquisition	5	4	1		1	\$0 \$0
	COVID-19	1	4	1		1	ΨΟ
	Disaster Assistance	5	7				
	International Trade	3	,				
	Marketing & Sales	1	1				
	Sources of Capital	1	_				
NEWTON CENTER	The second of th	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 HIGHLAND	OS .	7	14				
	COVID-19	2	8				
	Disaster Assistance	3	4				
	International Trade	3	2				
NEWTON LOWER FA		2	11				
	Business Startup & Acquisition	1	9				
	COVID-19	1	1				
	Sources of Capital	1	1				
NEWTONVILLE	GOVED 10	2	3				
	COVID-19	1	_				
	Disaster Assistance	1	2				
	SBIR / STTR	1	2				
NI ACADA BALLO	Sources of Capital	1					
NIAGARA FALLS	Intomotional Transla	1					
	International Trade	1					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
NICHOLASVILLE	T. (1					
NO. ANDOVER	International Trade	1 1	1				
NO. ANDOVER	Business Liquidation	1	1				
NORFOLK	Business Elquidation	6	11				
	Business Startup & Acquisition	2	2				
	COVID-19	2	4				
	Disaster Assistance	2	2				
	Government Procurement	1	3				
NODELL AD AMC	Sources of Capital	1	0.2	45	60	4	Φ 7 F 0.0
NORTH ADAMS	Duginage Startum (Agguigition	21	92 40	15 15	68	1	\$766,500
	Business Startup & Acquisition COVID-19	16 5	49 1	15	68	1	\$410,000 \$356,500
	Disaster Assistance	3	6		00		ф 330,300
	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 International Trade	1 5	3 11				\$0
	Marketing & Sales	2	2				Φ0
	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				
NORTH BERWICK	Strategic Plan. / Facilitation	1 1	6				
NORTH DERWICK	Sources of Capital	1					
NORTH BETHESDA	sources of dupital	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	2				
NORTH BROOKFIELI		2	3				
	Business Startup & Acquisition COVID-19	1	3				
NORTH CHATHAM	COVID-19	3					
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 DARTMOUT		12	14				
	Business Startup & Acquisition	3	2				
	COVID-19	4	1				
	Disaster Assistance	4	5				

Financial Analysis & Cost Control 1	City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
NORTH DIGHTON		Financial Analysis & Cost Control	1	1			<u>.</u>	•
COVID-19 1		Sources of Capital						
Disaster Assistance 1	NORTH DIGHTON		2	10				\$68,789
NORTH EASTHAM			1			9		\$68,789
NORTH EASTHAM OUVID-19 NORTH EASTON Business Startup & Acquisition Accounting & Sales Disaster Assistance Accounting & Sales Sources of Capital NORTH EGREMONT Business Startup & Acquisition COVID-19 Ratiness Startup & Acquisition Rorth GRAFTON Rorth GRAFTON Rorth GRAFTON Business Startup & Acquisition COVID-19 Rorth GRAFTON Rorth GRAFTON Rorth GRAFTON Rorth GRAFTON Rorth GROSVENORDALE COVID-19 Rorth GROSVENORDALE Rorth GROSV			1					
NORTH EASTION Startup & Acquisition 1	NIODELL EACELLANA	International Trade	1	9				
NORTH EASTON Business Startup & Acquisition 4 5 2 2 5	NORTH EASTHAM	COURD 10	1					
Business Startup & Acquisition 4 5 2 2 5	NODTH EACTON	COVID-19	1	10	2		2	¢200
COVID-19	NUKIH EASIUN	Puginass Startum & Association						\$200 \$200
Disaster Assistance		= -			2		2	φ200
Marketing & Sales 1 3 3								
NORTH EGREMONT NORTH EGREMONT 1 32			1					
NORTH EGREMONT Business Startup & Acquisition 1			1	3				
Business Startup & Acquisition 1	NORTH EGREMONT	bourees of dupitur	1	32				
COVID-19		Business Startup & Acquisition	1					
Financial Analysis & Cost Control 1		<u> </u>	-					
Marketing & Sales 1			1					
NORTH FALMOUTH								
NORTH FALMOUTH		S	1					
International Trade	NORTH FALMOUTH	, , , , , , , , , , , , , , , , , , , ,	1					
Business Startup & Acquisition 3 9 4 1 \$20 \$250		International Trade	1	4				
Business Startup & Acquisition 3 9 4 1 \$20 \$250	NORTH GRAFTON		9	24	4	1	2	\$270,700
COVID-19 5 4 1 1 \$20 Disaster Assistance 3 3 6 1 International Trade 1 Marketing & Sales 2 6 NORTH GROSVENORDALE 1 COVID-19 1 NORTH HAMPTON 1 International Trade 1 Bus. Plan Development 1 3 8 Bus. Plan Development 1 2 3 Bus. Plan Development 1 2 3 Bus. Plan Development 1 1 3 Business Startup & Acquisition 1 2 2 NORTH OXFORD 2 2 2 Business Startup & Acquisition 1 1 Disaster Assistance 1 1 1 NORTH PROVIDENCE 1 NORTH READING 6 8 Accounting & Records 1 5 COVID-19 2 2 2 Disaster Assistance 1 1 1 International Trade 2 Marketing & Sales 1 1 NORTH WEYMOUTH 2 NORTH WEYMOUTH 2 NORTH MEYMOUTH 2 Business Startup & Acquisition 2 5 \$2 \$ \$260 Group ther Systems 5 COVID-19 25 40 52 \$ \$217 Disaster Assistance 7 1 10 5 \$2 \$ \$217 Disaster Assistance 7 7 10 5 \$2 \$ \$217 Disaster Assistance 7 7 10 5 \$2 \$ \$217 Disaster Assistance 7 7 10 5 \$2 \$ \$217 Disaster Assistance 7 7 10 5 \$2 \$ \$217 Disaster Assistance 7 7 10 5 \$2 \$ \$217 Disaster Assistance 7 7 10 5 \$2 \$ \$217 Disaster Assistance 7 7 10 5 \$2 \$ \$217 Disaster Assistance 7 7 10 5 \$2 \$ \$217 Disaster Assistance 7 7 10 5 \$2 \$ \$217 Disaster Assistance 7 7 10 5 \$2 \$ \$217 Disaster Assistance 7 7 10 5 \$2 \$ \$217 Disaster Assistance 7 7 10 5 \$2 \$ \$217 Disaster Assistance 7 7 10 5 \$2 \$ \$217		Business Startup & Acquisition	3	9				\$250,000
International Trade 1			5	4		1		\$20,700
Marketing & Sales 2 6		Disaster Assistance	3	6				
NORTH HAMPTON		International Trade	1					
COVID-19		Marketing & Sales	2	6				
NORTH HAMPTON International Trade 1	NORTH GROSVENOR	RDALE	1					
International Trade		COVID-19	1					
NORTH HATFIELD	NORTH HAMPTON		1					
Bus. Plan Development 1		International Trade	1					
Business Startup & Acquisition 1	NORTH HATFIELD		2	5				
Business Startup & Acquisition 1			1					
NORTH OXFORD 2 2 2			1					
Business Startup & Acquisition 1		Business Startup & Acquisition	1					
Disaster Assistance	NORTH OXFORD							
NORTH PROVIDENCE 1 1 NORTH READING 6 8 Accounting & Records 1 5 COVID-19 2 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 Business Startup & Acquisition 20 58 7 5 \$43 Computer Systems 5 COVID-19 25 40 52 \$217 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 1 \$3 Accounting & Records 2		<u> </u>	_					
NORTH READING Accounting & Records Accounting & Records COVID-19 Disaster Assistance International Trade Arketing & Sales NORTH WEYMOUTH Sources of Capital NORTHAMPTON Business Startup & Acquisition COVID-19 Disaster Assistance FOUR TRANSPORT Startup & Acquisition COVID-19 Disaster Assistance FOUR TRANSPORT Startup & Acquisition FOUR TRANSPORT STARTUP & FOUR T	NODELL DD OLUD ENG		1	1				
Accounting & Records COVID-19 2 2 2 Disaster Assistance International Trade RORTH WEYMOUTH NORTH WEYMOUTH Sources of Capital NORTHAMPTON Business Startup & Acquisition Computer Systems COVID-19 25 40 50 52 5 \$217 Disaster Assistance FOUTD-19 25 40 50 52 \$217 Disaster Assistance FOUTD-19 50 40 50 52 \$217 FOUTD-19 50 40 50 52 \$217 FOUTD-19 50 40 50 52 \$217 FOUTD-19 FOUT	NORTH PROVIDENC	E .	1					
Accounting & Records	NODTH DEADING		1	0				
COVID-19 Disaster Assistance International Trade Marketing & Sales NORTH WEYMOUTH Sources of Capital NORTHAMPTON Business Startup & Acquisition Computer Systems COVID-19 Disaster Assistance Government Procurement Marketing & Sales NORTHAMPTON 10 Government Procurement Marketing & Sales Sources of Capital NORTHBOROUGH Accounting & Records 2 2 Accounting & Records 2 2 2 2 2 3 3 3 3 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	NORTH READING	Acceptance O. December						
Disaster Assistance			-					
International Trade								
Marketing & Sales 1 1 1 NORTH WEYMOUTH 2 Sources of Capital 2 NORTHAMPTON 71 143 7 52 5 \$260 20 Business Startup & Acquisition 20 58 7 5 \$43 Computer Systems 5 COVID-19 25 40 52 \$217 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 1 1 \$3			_	1				
NORTH WEYMOUTH 2 Sources of Capital 2 NORTHAMPTON 71 143 7 52 5 \$260 Business Startup & Acquisition 20 58 7 5 \$43 Computer Systems 5 5 5 \$2 \$217 Disaster Assistance 7 10 52 \$217 Disaster Assistance 7 10 7 9 7 Marketing & Sales 18 23 23 23 23 24 NORTHBOROUGH 22 67 1 1 1 \$3 Accounting & Records 2 4 1 1 \$3			<u>د</u> 1	1				
NORTHAMPTON	NODTH WEVMOUTH		2	1				
NORTHAMPTON 71 143 7 52 5 \$260 20 Business Startup & Acquisition 20 58 7 5 \$43 Computer Systems 5 COVID-19 25 40 52 \$217 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 1 1 \$3 Accounting & Records 2	NORTH WEIMOOTH							
20	NORTHAMPTON	Sources of Capital		143	7	52	5	\$260,620
Business Startup & Acquisition 20 58 7 5 \$43 Computer Systems 5 COVID-19 25 40 52 \$217 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 1 1 \$3 Accounting & Records 2	TOTAL TOTAL			110	,	3 2	3	Ψ200,020
Computer Systems 5 COVID-19 25 40 52 \$217 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 1 \$3 Accounting & Records 2		Business Startup & Acquisition		58	7		5	\$43,600
COVID-19		= -			•			,,
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 1 \$3 Accounting & Records 2				40		52		\$217,020
Government Procurement Marketing & Sales Sources of Capital Strategic Plan. / Facilitation 2 Accounting & Records 18 23 50 7 9 5trategic Plan. / Facilitation 2 4 1 1 \$3 2 Accounting & Records								,-=0
Marketing & Sales Sources of Capital Strategic Plan. / Facilitation 2 4 NORTHBOROUGH 22 67 1 1 1 \$3 Accounting & Records								
Sources of Capital 7 9			18	23				
Strategic Plan. / Facilitation 2 4 NORTHBOROUGH 22 67 1 1 1 1 \$3 2								
NORTHBOROUGH 22 67 1 1 1 \$3 2 Accounting & Records 2		<u>-</u>						
Accounting & Records 2	NORTHBOROUGH	_ <i>,</i>			1	1	1	\$3,000
Accounting & Records 2								. ,
		Accounting & Records						
Business Startup & Acquisition 10 14 1 1		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
	COVID-19	4			1		\$3,000
	Disaster Assistance	3	3				
	Government Procurement	4	48				
	International Trade	1	1				
	Technology	1	2				
NORTHBRIDGE		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				
	International Trade	3					\$29,030
	Sources of Capital	2	5				
NORTHFIELD		4	5				
	Business Startup & Acquisition	3	5				
	COVID-19	1					
NORTON		18 1	20		15		\$796,000
	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					·
NORWELL	•	8	26		7		\$41,712
	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					
NORWOOD	P	17	15		2		\$2,000
		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				
	Sources of Capital	3					
OAK BLUFFS	or an out of out	3	21		7		\$138,000
	COVID-19	2	1		7		\$138,000
	Disaster Assistance	2	6				,,
	Sources of Capital	1	14				
OAKHAM	or and or our promi	2	4				
	Business Startup & Acquisition	2	4				
ONSET	2 uomoso sum oup et moquiom	3	5				
011021	Disaster Assistance	3	4				
	Sources of Capital	1	1				
ONTARIO	sources of dupitur	1	•				
on muo	International Trade	1					
ORANGE	mermanoma rrade	9	15		4		\$144,000
Oldival	Business Startup & Acquisition	4	9		1		Ψ111,000
	Computer Systems	1	,				
	COVID-19	2			4		\$144,000
	Financial Analysis & Cost Control	1	2		-T		ψ177,000
	Marketing & Sales	1	2				
	Sources of Capital	3	3				
ORANGEBURG	oources or capital	ა 1	J				
DAUGEBURG	International Trade	1 1					
ORLEANS	mternational fraue	_ T	12		2		ቀ ወላ በበባ
ONLEANS	COVID 10	5 1			2 2		\$84,000 \$84,000
	COVID-19	1	1		۷		\$84,000

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Disaster Assistance	4	4				
	International Trade	1	7				
OSTERVILLE		1	9				
OFFIC	Marketing & Sales	1	9				
OTIS	D : 0 . 0	2	6				
	Business Startup & Acquisition	1	5				
OUTDI AND DADI	Disaster Assistance	1	1				
OVERLAND PARK	International Trade	1					
OXFORD	International Trade	1 11	10				
UXFUKD	Aggounting & Dogonda	11	10				
	Accounting & Records		1 5				
	Business Startup & Acquisition COVID-19	5					
	Disaster Assistance	2	1 3				
	Government Procurement	3 1	3				
		1					
PALM BEACH GARI	International Trade	1					
PALM BEACH GARI		1					
DALM CDDINGC	Marketing & Sales	1	1				
PALM SPRINGS	Destruction that is	1	1				
DALMED	Business Liquidation	1	1				
PALMER		8	17				
	D 1 0 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	1	4.0				
	Business Startup & Acquisition	7	13				
	COVID-19	1	2				
	International Trade	1	2				
D.1.0.1.D.T.V.1	Marketing & Sales	2	3				
PASADENA		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					
		1	2				
	Sources of Capital	T	2				
PEMBROKE		13	38	19	56		\$1,085,652
PEMBROKE	Sources of Capital COVID-19	_		19	56 5		\$1,085,652 \$461,800

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	1.4			¢ 570,000
PEPPERELL	Sources of Capital	2 3	20 2	14			\$570,000
	COVID-19	1	1				
	Disaster Assistance	1	1				
	Sources of Capital	1	1				
PERU		2	2				
	Business Startup & Acquisition	2	2				
PHILADELPHIA		2	2				
	Business Startup & Acquisition	1	2				
DILLLIDOTON	International Trade	1	2				
PHILLIPSTON	Pusinoss Startun & Asquisition	2 1	3 2				
	Business Startup & Acquisition COVID-19	1	2				
PHOENIX	COVID-19	1	Z				
ПОШИИ	International Trade	1					
PISCATAWAY		1					
	International Trade	1					
PITTSBURGH		1					
	International Trade	1					
PITTSFIELD		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				#20.000
	International Trade	6	25 25				\$29,000
	Marketing & Sales	9 2	25				
	Personnel/Human Resources Sources of Capital	12	4 50				
PLAINFIELD	Sources of Capital	2	30 4				
I LAINI ILLD	Business Startup & Acquisition	1	2				
	Sources of Capital	1	2				
PLAINVILLE	courses or dupreur	4	13	13	2	1	\$1,700,000
	Business Startup & Acquisition	1	5	2		1	\$0
	COVID-19	2					
	Marketing & Sales	2	7				
	Sources of Capital	1	1	11	2		\$1,700,000
PLAISTOW		2					
		1					
	Business Startup & Acquisition	1					
	COVID-19	1					
DI ANO	Marketing & Sales	1					
PLANO	International Trade	3					
PLYMOUTH	international Trade	3 37	117	20	22	5	\$4,554,081
FLIMOUIII		37 1	11/	20	22	3	\$4,334,001
	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
DOG A GGTT	Business Startup & Acquisition	1	1	1	40	1	\$10,000
POCASSET	Description of Charles Co. A. C. C.	6	19	1	12	1	\$20,000
	Business Startup & Acquisition COVID-19	1 2	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	4	12	4	\$20,000
POMFRET CENTER	Marketing & Sales	1 3	3	1		1	\$0
POMPRET CENTER	International Trade	3					
PORTLAND	mermational frade	1					
		1					
	Computer Systems	1					
PORTSMOUTH		2	1				
	COVID-19	1					
	Government Procurement	1	1				
POTOMAC		1					
PRINCETON	International Trade	1	10				
PRINCETON	Accounting & Records	6 1	10				
	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					
PROVINCETOWN	Sources of Capital	2	4				
PROVINCETOWN	COVID-19	4 1	4				
	Disaster Assistance	1	1				
	Sources of Capital	2	3				
PUTNAM	or any or empoon	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 Sources of Capital	3 11	16 57	53	6	2	\$1,961,390
RAHWAY	Sources of Capital	11	37	33	O	2	\$1,501,350
141114111	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		2			4505 500
RAYNHAM	Sources of Capital	3	6	3	20		\$787,500
KAINTAM	Business Startup & Acquisition	5 2	23 3		30		\$668,000
	COVID-19	2	3		10		\$43,000
	Disaster Assistance	1	7		10		Ψ15,000
	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
	A	1	2				
	Accounting & Records	1	2	4		4	#10.000
	Business Startup & Acquisition	3	5 3	1		1	\$18,000
	Computer Systems COVID-19	1	3				
	Disaster Assistance	2	2				
	שוטמטננו הטטוטנמוונד	4	4				
REDMOND		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				
RENO	Sources of Capital	1					
KENU	Dusings Ctartum (Association	1					
RESTON	Business Startup & Acquisition	1					
KESTON	International Trade	1					
REVER	international frade	1					
KEVEK	Business Startup & Acquisition	1					
REVERE	business startup & Acquisition	29	40	15	6	1	\$324,000
ILL V LILL		2	40	13	O	1	Ψ324,000
	Business Startup & Acquisition	13	28		1		\$48,000
	COVID-19	7	2		5		\$1,000
	Disaster Assistance	2	2		3		Ψ1,000
	Government Procurement	2	2				
	International Trade	5	3				
	SBIR / STTR	1	1				
	Sources of Capital	1	4	15		1	\$275,000
RICHMOND	Sources of Capital	1.	29	4	6	2	\$431,600
KICHMOND	Business Startup & Acquisition	3	19	4	O	2	\$ 1 51,000 \$0
	COVID-19	1	2	7	6	2	\$149,600
	Disaster Assistance	1	1		O		Ψ1+7,000
	Marketing & Sales	1	1				
	Personnel/Human Resources	1	4				
	Sources of Capital	1	3				\$282,000
RIDGEWOOD	Sources of Capital	1	3				Ψ202,000
MDGLWOOD	COVID-19	1					
RIDLEY PARK	COVID-17	1					
MDLLITAM	International Trade	1					
ROCHDALE	international frace	1	1				
ROGIIDIILL	Disaster Assistance	1	1				
ROCHESTER	Disaster rissistance	6	10				
ROGILLOTER	Accounting & Records	1	1				
	COVID-19	1	1				
	Disaster Assistance	1	2				
	International Trade	3	_				
	Marketing & Sales	1	1				
	Sources of Capital	1	7				
ROCHESTER HILLS	sources of dapitur	1	•				
110 01120 1211 111220	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	or and or our promi	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					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Business Startup & Acquisition	1 4	6				
	COVID-19	2	O				
	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
	D	1	10				
	Business Startup & Acquisition	2	10		11		<u> </u>
	COVID-19 Disaster Assistance	3 2	2 6		11		\$78,452
	Marketing & Sales		O				
	Sources of Capital	1 1	1				
ROXBURY	Sources of Capital	6	12	1	5	1	\$49,000
ROADORI		1	12	•	5	1	Ψ19,000
	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					
D	Sources of Capital	1	10				
RYE	D : 0 . 0	1	7				
C DEEDELEI D	Business Startup & Acquisition	1	7	(10	4	ф100 000
S DEERFIELD	Duain and Chartum O. Anguinitian	1	13 9	6	10	1	\$188,000
	Business Startup & Acquisition COVID-19	1	1	6	5	1	\$170,000 \$13,000
	Sources of Capital	1	2		5		\$5,000
S HAMILTON	Sources of Capital	1	6		3		Ψ3,000
o in	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					
CALEM	COVID-19	1	244	22	220	15	¢4 254 101
SALEM		129 7	244	23	328	15	\$4,354,181
	Accounting & Records	4	3				
	Business Startup & Acquisition	73	3 147	23		15	\$694,200
	COVID-19	23	16	20	328	10	\$3,564,981
	Disaster Assistance	22	32				+5,551,701
	Financial Analysis & Cost Control	10	5				
	Government Procurement	1					
	International Trade	5	2				
	Marketing & Sales	8	14				
	0						
	Personnel/Human Resources	1	1				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
SALINA		1		ı			
	COVID-19	1					
SALISBURY	International Trade	1	20	2	16		\$89,406
SALISDUKI	Business Startup & Acquisition	6 1	20	۷	10		\$69,400
	COVID-19	1	1		2		\$16,000
	Disaster Assistance	2	4		2		Ψ10,000
	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	001HP 40	3					
	COVID-19	2					
SAN FRANCISCO	International Trade	2					
SAN FRANCISCO	International Trade	1 1					
SAN JOSE	international frade	2					
SAN JOSE	International Trade	2					
SANDWICH	international frauc	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
I	Marketing & Sales	1	2				
SANTA BARBARA		1					
	International Trade	1					
SANTA CLARA		4					
G.1.VIII.4.1.4.0.VV.G.1	International Trade	4					
SANTA MONICA	001HD 40	1					
CADACOTA	COVID-19	1					
SARASOTA	International Trade	1					
SAUGUS	international frade	1 17	39	2		2	\$0
briodob		1	37	2		2	ΨΟ
	Accounting & Records	1	3				
	Business Startup & Acquisition	13	18	2		2	\$0
	COVID-19	3	4				·
	Disaster Assistance	2	2				
I	Financial Analysis & Cost Control	1					
	Marketing & Sales	1	1				
	Sources of Capital	3	12				
SAVOY		1	1				
a a y my y y m m	Business Startup & Acquisition	1	1				† 0 ≡ 0 0 0
SCITUATE	D	7	7	4		1	\$35,000
	Business Startup & Acquisition	4	5 2	4		1	\$35,000
	COVID-19 International Trade	3 1	Z				
	Sources of Capital	1					
SCOTTSDALE	sources of capital	3					
OGO I IODIILL	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	2				
	Loan Package Development	1	2				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Marketing & Sales	2	3				•
	Sources of Capital	3	11				
SHARON		9	26				
	D	2					
	Business Startup & Acquisition	1					
	COVID-19 Disaster Assistance	2 3	4				
	International Trade	3	14				
	Marketing & Sales	1	5				
	Strategic Plan. / Facilitation	1	3				
SHEFFIELD	,	7	12		24		\$227,156
		1					
	Accounting & Records	2					
	Business Startup & Acquisition	5	3				
	COVID-19	1	2		24		\$227,156
	Disaster Assistance	2	7				
SHELBURNE	COVER 40	1					
CHELDHDNE EALLC	COVID-19	1	0				
SHELBURNE FALLS		11	9				
	Business Startup & Acquisition	1 7	5				
	Computer Systems	1	3				
	COVID-19	4					
	International Trade	1	3				
	Marketing & Sales	2	1				
SHELTON	8	1					
	International Trade	1					
SHERBORN		1					
	COVID-19	1					
SHERMAN		1					
		1					
SHIRLEY		6	32				
	Duginosa Stantun (Agguigition	1 2	11				
	Business Startup & Acquisition COVID-19	1	11				
	Government Procurement	3	15				
	Marketing & Sales	1	2				
	Sources of Capital	2	4				
SHREWSBURY	P	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 International Trade	5 2	30				
		2 4	2 2				
	Marketing & Sales 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				
	Sources of Capital	2	1				
SIERRA VISTA		1					
	COVID-19	1					
CIMCDUDY	International Trade	1	4				
SIMSBURY	Dugin and Chambers C. A	1	1				
I	Business Startup & Acquisition	1	1				l

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	_			±0.7 0.0
SOMERSET	D. Maria Maria	12	47	7	18	2	\$205,000
	Business Liquidation	1	2 16	6		1	¢10.000
	Business Startup & Acquisition COVID-19	4 1	10	6	12	1	\$10,000 \$10,000
	Disaster Assistance	3	2		12		\$10,000
	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	0.4	_			t o
	Business Startup & Acquisition	10	31	1	0	1	\$0
	COVID-19	5	3		9		\$247,000
	Disaster Assistance	1					
	Financial Analysis & Cost Control Government Procurement	1 1	3				
	International Trade	11	15		73		\$95,000
	Loan Package Development	1	13		73		Ψ 73,000
	Marketing & Sales	1	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 DARTMOUT		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 Marketing & Sales	2	6	1		1	\$0
	Sources of Capital	1	U	1		1	Φ0
SOUTH DEERFIELD	Sources of Capital	13	29	2	50	2	\$553,400
		4	2,	_	30	2	ψ333,100
	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	2				
SOUTH EASTON	Disaster Assistance	2	3		3		\$233,560
SOUTHEASTON	COVID-19	6 3	6 3		3		\$233,560
	Disaster Assistance	1	2		3		Ψ233,300
	Marketing & Sales	2	2				
SOUTH EGREMONT	O -	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
l	COVID-19	1					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Disaster Assistance	1	1				-
COURTINADIEN	Sources of Capital	1	1		E0.		¢((7,000
SOUTH HADLEY	Business Startup & Acquisition	12 8	36 18		52		\$667,000
	COVID-19	2	10		48		\$267,000
	Disaster Assistance	2	3		10		Ψ207,000
	Financial Analysis & Cost Control	1	3				
	Marketing & Sales	4	4				
	Sources of Capital	4	7		4		\$400,000
SOUTH HAMILTON		12	36	5	5	1	\$20,800
		1					
	Accounting & Records	1	1	_	4	4	фо
	Business Startup & Acquisition	5	10	5	1	1	\$0
	COVID-19 Disaster Assistance	4 3	2		4		\$20,800
	Government Procurement	3 1	4				
	Marketing & Sales	3	9				
	Sources of Capital	2	10				
SOUTH LEE	Sources of dupital	3	10		1		\$52,200
	Business Startup & Acquisition	1	2		_		, , _ , _ ,
	COVID-19	1	5		1		\$52,200
	Disaster Assistance	1	2				·
	Marketing & Sales	1	2				
SOUTH SAINT PAUL		2					
	International Trade	2					
SOUTH SUTTON		1					
	COVID-19	1					
	Marketing & Sales	1					
SOUTH WEYMOUTH		2	1				
	Business Startup & Acquisition	1	4				
COUTH WINDCOD	Disaster Assistance	1	1				
SOUTH WINDSOR	Pusings Startun & Acquisition	2 2					
	Business Startup & Acquisition COVID-19	1					
	Marketing & Sales	1					
	Sources of Capital	2					
SOUTH YARMOUTH	ocursos or suprim	4	5				
	Accounting & Records	1	1				
	Business Startup & Acquisition	2	4				
	International Trade	1					
	Sources of Capital	1					
SOUTHAMPTON		5	12				
	Business Startup & Acquisition	1	3				
	COVID-19	2	1				
	Disaster Assistance	2	4				
	Marketing & Sales	1	2				
SOUTHBOROUGH	Sources of Capital	2 9	3 68	1		1	¢24 000
SOUTHBURUUGH	Business Startup & Acquisition	3	4	1 1		1 1	\$24,000 \$0
	COVID-19	1	4	1		1	Ψ0
	Government Procurement	3	24				
	International Trade	3	40				\$24,000
	SBIR / STTR	1	-				, ,
SOUTHBRIDGE	,	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				
COLUMNIANON	Sources of Capital	2	4				
SOUTHWICK		7	14				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Business Startup & Acquisition COVID-19	3	4				
	Financial Analysis & Cost Control	2 1	6				
	International Trade	1	6				
	Marketing & Sales	1	3				
	Sources of Capital	2	2				
SPENCER	Sources of Capital	7	26	1		1	\$0
of Livelit	Business Startup & Acquisition	5	10	1		1	\$0
	Government Procurement	2	10	•		*	ΨΟ
	Marketing & Sales	1	2				
	Sources of Capital	1	4				
SPOKANE VALLEY	Sources or suprem	1	-				
	International Trade	1					
SPRING		1					
	International Trade	1					
SPRINGFIELD		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				
STAFFORD		1	20				
	Business Startup & Acquisition	1	9				
	Sources of Capital	1	11				
STAMFORD		1	6				
	Business Startup & Acquisition	1	3				
	Sources of Capital	1	2				
STERLING		3	3				
	Business Startup & Acquisition	2	3				
	COVID-19	1					
	Sources of Capital	1					
STOCKBRIDGE		9	28		1		\$31,000
	Accounting & Records	1					
	Business Startup & Acquisition	6	17				+0.4.000
	COVID-19	1	2		1		\$31,000
	Disaster Assistance	3	4				
	Marketing & Sales	1	5				±= 000
STONEHAM		9	36	4		2	\$5,000
	D	1	2.4			0	☆= 000
	Business Startup & Acquisition	5	24	4		2	\$5,000
	COVID-19	3	1				
	Disaster Assistance	2	2				
	International Trade	1	0				
CTOLICITON	Sources of Capital	1	9	4	2	4	#2 = 22
STOUGHTON	Aggounting O Do	14	54 1	1	3	1	\$2,500
	Accounting & Records	1	1	1		4	ФЕОО
	Business Startup & Acquisition	6	13	1		1	\$500
	COVID-19	3	6 17				
	Disaster Assistance	3	17 11		2		ታ ጋ ለሰላ
	International Trade	2	11		3		\$2,000
	Marketing & Sales	2	6 1				
CTOM/	Sources of Capital	2	1 7		1		ቀ ብ ጋላሳ
STOW		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		4		#O 000
	COVID-19 Government Procurement	3	3		1		\$8,200
	Sources of Capital	1 1	1 3				
STRONGSVILLE	Sources of Capital	1	3				
0111011001122	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		0		44.6.000
	International Trade	2	7		3		\$16,800
	Regulatory Issues	1 2	1 11				
STURTEVANT	Sources of Capital	1	11				
STORTEVANT	International Trade	1					
SUDBURY	international frade	14	18		1		\$1,479,000
		1	10		_		+1,17,000
	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
CHECKEL D	Sources of Capital	2	2				
SUFFIELD	Duainaga Chambur Q Agguiaitian	1	2 2				
SUGAR LAND	Business Startup & Acquisition	1 1	۷				
SUGAN LAND	International Trade	1					
SUNDERLAND	meemational frace	9	19				
		2	17				
	Business Startup & Acquisition	8	12				
	Computer Systems	1					
	COVID-19	2	2				
	Disaster Assistance	1	2				
	Sources of Capital	2	3				
SUNNYVALE		1					
CLIEBON	International Trade	1	0.4	4		4	d o
SUTTON	During and Chaustons O. A americations	13	21	1		1	\$0
	Business Startup & Acquisition COVID-19	7 2	14	1		1	\$0
	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	10	4		\$45,000
CIAZANCEA	Sources of Capital	3 17	11	12	1	1	\$584,500
SWANSEA	Bus. Plan Development	17 1	69 5	1	21	1	\$61,500
	Business Startup & Acquisition	7	5 14	1		1	\$25,000
	COVID-19	5	7	1	21	1	\$36,500
	Disaster Assistance	7	9				450,500
	Financial Analysis & Cost Control	2	4				
	International Trade	1	9				
	Loan Package Development	1	8				
	Marketing & Sales	2	5				
1	Sources of Capital	3	7				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
CVDACUCE	Strategic Plan. / Facilitation	1	3	•			
SYRACUSE	Intownational Twade	1					
TAUNTON	International Trade	1 34	54	1	7	1	\$36,000
TAUNTON		1	34	1	/	1	φ30,000
	Business Liquidation	1	2				
	Business Startup & Acquisition	14	20	1		1	\$0
	COVID-19	8	4	1	7	1	\$36,000
	Disaster Assistance	5	7		,		Ψ30,000
	Government Procurement	2	,				
	International Trade	1					
	Marketing & Sales	4	18				
	Sources of Capital	7	3				
TEATICKET	Sources of Capital	5	14	1		1	\$5,000
TEATICKET	Business Startup & Acquisition	3	6	1		1	\$5,000
	COVID-19	3 1	2	1		1	\$3,000
	Disaster Assistance	2	2				
	Marketing & Sales	<u>د</u> 1					
		1	1 3				
ТЕМРЕ	Sources of Capital	1	3				
ICMIPE	International Trade	1					
TEDDVVILLE	international frade	1	2				
TERRYVILLE	Descionara Chambres O. A anni citiana	1	2				
TECHOLIE	Business Startup & Acquisition	1	2				
TESUQUE	C	1					
TEMUCDUDY	Sources of Capital	1	17		2		ф1 000
TEWKSBURY	D : C:	20	17		2		\$1,000
	Business Startup & Acquisition	6	11		0		44.000
	COVID-19	5	4		2		\$1,000
	Disaster Assistance	1	1				
	Government Procurement	1					
THE LULY ACEC	International Trade	11					
THE VILLAGES	20VVD 40	2					
m,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	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						

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
TULSA		1					
TUDNEDCEALIC	International Trade	1	2				
TURNERS FALLS	Business Startup & Acquisition	3 3	3 3				
TUSCALOOSA	business startup & Acquisition	2	3				
	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					
IIDEON .	International Trade	1	-				
UPTON	Destruction Charles and Association	4	7				
	Business Startup & Acquisition Disaster Assistance	2	2				
		1 1	1 3				
	Marketing & Sales Sources of Capital	2	2				
UTICA	Sources of Capital	1	2				
OTICA	COVID-19	1					
UXBRIDGE	COVID 19	15	52	1	5	1	\$121,000
OHDIND GE	Accounting & Records	1	1	-	J	-	4121 ,000
	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 ROCKVILI		1	2				
	Business Startup & Acquisition	1	2				
VIENNA		1					
	COVID-19	1	4.0				44 = 2
VINEYARD HAVEN		9	18		2		\$173,900
	COMP 10	I F	1		2		¢172.000
	COVID-19 Disaster Assistance	5 5	1 16		2		\$173,900
	Financial Analysis & Cost Control	3 1	2				
	Marketing & Sales	1	2				
W YARMOUTH	Harketing & Jules	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	7				
	Government Procurement International Trade	1 2	7				
	Marketing & Sales	7	13				
	Sources of Capital	2	13	2			\$29,000
WALES	cources of dupitur	3	3	<i>_</i>			ΨΔ 2,000
	Business Startup & Acquisition	2	2				
	Sources of Capital	1	1				
WALPOLE	•	12	19				
		1					
		1					
	Business Startup & Acquisition COVID-19	3	3				

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				÷ 4 0 = 0 0
	International Trade	14	17		13		\$19,588
	Marketing & Sales	1	2				
	Sources of Capital	1	1				+10000
WARE	D 1 0 0 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	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					
WASHINGTO		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				
		4	11				
	Sources of Capital	1	11				
WELLESLEY	Sources of Capital Business Startup & Acquisition	8	30 8	2 2		1	\$0 \$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				
147D1 1 D01 D11 111 1 0	Sources of Capital	1	7				
WELLESLEY HILLS	D	3	6				
	Business Startup & Acquisition	1	2				
	International Trade	2	4				
WELLFLEET	Courses of Conital	1					
WENDELL	Sources of Capital	1	7				
WENDELL	Mayboting Q Calas	2	/				
	Marketing & Sales	1	7				
VAZENILI A NA	Sources of Capital	1	7	1		1	¢Ω
WENHAM	Desire and Chauthan O. Annuicition	3	5	1		1	\$0
	Business Startup & Acquisition	1	1	1		1	\$0
MECE DOM CEON	Disaster Assistance	2	5				¢20 5 00
WEST BOYLSTON	A	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 BRIDGEWATE		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 CHESTERFIEI	.D	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	sources of dupitur	1	6	1		1	\$370,000
WEST IMMENTED	Business Startup & Acquisition	1	6	-		1	Ψ370,000
	Sources of Capital	1	O	1		1	\$370,000
WEST HATFIELD	Sources of Capital	3	11	1		1	Ψ370,000
WEST IIIIII		3	11				
	Business Startup & Acquisition	1	11				
	COVID-19	1	11				
WEST HENRIETTA	COVID-17	1					
WEDT HEIMINEHIA	International Trade	1					
WEST NEWTON	meemanonal Haut	3	1				
WEST HEALIGH	Rusiness Startum & Association	ა 1	4 3				
	Business Startup & Acquisition	1	3				
	COVID-19	1					
	Government Procurement	1	2				
MECT DOVDIES	International Trade	1	2				
WEST ROXBURY	Durain and Charles C. A	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
	Business Startup & Acquisition	2 16	33	3		1	\$100,000
	COVID-19	6	5 5	3	12	1	\$46,700
	Disaster Assistance	1	2		12		Ψ10,700
	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	Ξ	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 Marketing & Sales	4	2				

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				
MECELLANDEON	Sources of Capital	3	4	4		4	d4 200
WESTHAMPTON	Duain and Chautuun () Anguinition	1		1		1	\$1,200
WESTMINSTER	Business Startup & Acquisition	1	4	1		1	\$1,200
WESTMIINSTER	Business Startup & Acquisition	4 1	4 4				
	COVID-19	1	т				
	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	10	1	\$0
	COVID-19	5	10		19		\$182,300
	Disaster Assistance	8	18				
	International Trade Marketing & Sales	2 2	2				
	Sources of Capital	2	1				
	Strategic Plan. / Facilitation	1	2				
WESTPORT POINT	Strategie Fram / Facilitation	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				
WEYMOUTH	Sources of Capital	1 18	41				\$190,000
WEIMOUIH	Business Startup & Acquisition	16 4	18				\$190,000
	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				†4 000
WHITINSVILLE	Desire Charles O. Assertation	8	10	1	1	1	\$1,000
	Business Startup & Acquisition COVID-19	4	8	1	1	1	\$0 \$1,000
	Marketing & Sales	3 1	2		1		\$1,000
WHITMAN	Marketing & Sales	3	4		1		\$80,000
WIII I IVII II V	Business Startup & Acquisition	1	1		1		Ψ00,000
	COVID-19	2	2		1		\$80,000
	Disaster Assistance	1	1				, ,
	Sources of Capital	1					
WILBRAHAM	-	16 3	38	4	4	2	\$232,000
	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
	Business Startup & Acquisition	1 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
	Sources of Capital	1	1				
WILLIAMSTOWN	Accounting & Records	22 1	48		18	1	\$120,000
	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 Technology	4	9 1				
WILMINGTON	Technology	1 8	22				
WILLIIIII		1					
	Business Startup & Acquisition	3	12				
	COVID-19	3	1				
	Disaster Assistance	1	1				
	Marketing & Sales	1	1				
MINCHENDON	Sources of Capital	3	7				
WINCHENDON	Disaster Assistance	1 1	8				
	Government Procurement	1 1	1 7				
WINCHESTER	dovernment i rocurement	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					
MINDCOD	International Trade	1	10				
WINDSOR	Business Startup & Acquisition	4	10 4				
	COVID-19	2 1	4				
	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		_		±00= ===
WOBURN		32	30		4		\$227,555
	Duginage Ctartum (Agguiation	2	10				
	Business Startup & Acquisition COVID-19	3 8	10 2		4		\$210,755
	Disaster Assistance	2	5		4		Ψ210,733
	Financial Analysis & Cost Control	2	S				
	Government Procurement	1					
	International Trade	17	5				\$16,800
	SBIR / STTR	1	6				
	Sources of Capital	2	3				
WOODBRIDGE	D 1 0 1 0 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	1					
WOODS HOLE	Business Startup & Acquisition	1					
WOODS HOLE	International Trade	1 1					
WOODSTOCK	memational fraue	3	7	1	1	1	\$1,000
222313311	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
	Accounting 0 December	23	22				
	Accounting & Records	18 1	23 2				
	Bus. Plan Development Business Liquidation	1 1	2				
	Business Elquidation Business Startup & Acquisition	150	354	46		24	\$395,000
	Dusiness startup & Acquisition	130	334	70		44	φ <i>ა უ</i> 3,000

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					
	Marketing & Sales	1	1				
WRENTHAM		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