

**MASSACHUSETTS SMALL BUSINESS DEVELOPMENT CENTER NETWORK**  
**State FY2021**  
**Loan Chart Report**  
**July 1, 2020 - June 30, 2021**

CENTER	NON-SBA LOANS						SBA SECURED LOANS						EQUITY FINANCING						TOTAL FINANCING						TOTAL BUSINESS STARTS
	\$\$\$\$	# DEALS	# CLI-ENTS	JOB CRE	JOB RET	BIZ STARTS	\$\$\$\$	# DEALS	# CLI-ENTS	JOB CRE	JOB RET	BIZ STARTS	\$\$\$\$	# DEALS	# CLI-ENTS	JOB CRE	JOB RET	BIZ STARTS	\$\$\$\$	# DEALS	# CLI-ENTS	JOB CRE	JOB RET	BIZ STARTS	
WESTERN REGION	\$ 190,000	4	3				\$ 4,436,349	75	50				\$ 1,721,452						\$ 6,347,801	152	105	54	369	35	
NORTHEAST REGION	\$ 825,000	4	4				\$ 15,461,932	193	158				\$ 14,707,247						\$ 30,994,179	293	238	170	1,524	72	
CENTRAL REGION	\$ 2,058,000	2	2				\$ 3,821,991	10	7				\$ 1,573,563						\$ 7,453,554	22	17	18	116	7	
SOUTHEAST REGION	\$ 9,708,294	9	8				\$ 23,943,648	145	79				\$ 4,764,658						\$ 38,416,600	213	124	107	1,685	42	
BERKSHIRE REGION	\$ 447,220	7	6				\$ 2,254,316	40	25				\$ 867,245						\$ 3,568,781	66	39	52	343	13	
MASS EXPORT CENTER							\$ 551,000	1	1										\$ 551,000	1	1	0	50		
GOVERNMENT SALES													\$ 30,405,933						\$ 30,405,933	19	16	4	91		
STATEWIDE TOTAL	\$ 13,228,514	26	23				\$ 50,469,236	464	320				\$ 54,040,098						\$ 117,737,848	766	540	405	4,178	169	

CENTER	WOMEN CLIENTS							MINORITY CLIENTS							VETERANS							CLIENTS WITH DISABILITY						
	\$\$\$\$	# DEALS	# CLI-ENTS	JOB CRE	JOB RET	BIZ STARTS	\$\$\$\$	# DEALS	# CLI-ENTS	JOB CRE	JOB RET	BIZ STARTS	\$\$\$\$	# DEALS	# CLI-ENTS	JOB CRE	JOB RET	BIZ STARTS	\$\$\$\$	# DEALS	# CLI-ENTS	JOB CRE	JOB RET	BIZ STARTS				
WESTERN REGION	\$ 2,410,324	96	66	27	201	22	\$ 1,046,309	35	28	16	52	13	\$ 157,134	6	6	3	7	3	\$ 114,714	5	4	3	3	3				
NORTHEAST REGION	\$ 13,098,846	161	132	104	342	47	\$ 3,664,795	70	64	40	119	27	\$ 662,228	12	9	3	15	3	\$ 1,243,161	9	6	2	14	2				
CENTRAL REGION	\$ 2,187,300	47	47	85	28	42	\$ 226,863	32	31	50	23	29		5	5	7	5	5	\$ 5,500	7	7	10	1	7				
SOUTHEAST REGION	\$ 7,641,482	102	62	120	359	18	\$ 4,680,300	42	28	57	147	16	\$ 16,958,610	18	9	6	62	4	\$ 16,242,156	10	4	2	22	2				
BERKSHIRE REGION	\$ 1,945,100	52	36	52	105	22	\$ 99,281	9	8	11	3	7							\$ 80,000	2	2	3		2				
MASS EXPORT CENTER		2	2	2		2		2	2	2		2		2	2	5		2										
GOVERNMENT SALES	\$ 2,309,382	5	3	4	20		\$ 1,500,000	2	2		5								\$ 742,421	1	1		1					
STATEWIDE TOTAL	\$ 29,592,434	465	348	394	1,055	153	\$ 11,217,548	192	163	176	349	94	\$ 17,777,972	43	31	24	89	17	\$ 18,427,952	34	24	20	41	16				

**MASSACHUSETTS SMALL BUSINESS DEVELOPMENT CENTER**  
**FY21 STATE CORE and CARES ACT Achievements**  
**July 1, 2020 - June 30, 2021**

FISCAL YEAR 2021	TOTAL CLIENTS COUNSELED			TOTAL HOURS COUNSELED			TOTAL TRAINING EVENTS			TOTAL TRAINING ATTENDEES			TOTAL TRAINING HOURS		
	ACHIEVED	PROJECTED DELIVERABLES	% ACHIEVED	ACHIEVED	PROJECTED DELIVERABLES	% ACHIEVED	ACHIEVED	PROJECTED DELIVERABLES	% ACHIEVED	ACHIEVED	PROJECTED DELIVERABLES	% ACHIEVED	ACHIEVED	PROJECTED DELIVERABLES	% ACHIEVED
WESTERN REGIONAL OFFICE	522	505	103%	1,712	2,400	71%	51	20	255%	1,377	400	344%	2,618		
NORTHEAST REGIONAL OFFICE	1,096	500	219%	2,571	2,500	103%	53	15	353%	1,065	500	213%	1,105		
CENTRAL REGIONAL OFFICE	669	660	101%	2,779	3,900	71%	44	25	176%	865	225	384%	2,485		
SOUTHEAST REGIONAL OFFICE	934	510	183%	3,454	2,400	144%	22	12	183%	936	275	340%	1,043		
BERKSHIRE REGIONAL OFFICE	259	275	94%	1,277	1,350	95%	12	5	240%	214	60	357%	451		
MASS EXPORT CENTER	160	124	129%	1,335	2,450	54%	16	15	107%	1,596	400	399%	7,781		
GOVERNMENT SALES	262	180	146%	1,305	1,200	109%	1	2	50%	10	20	50%	10		
STATE OFFICE							10			162			285		
UNALLOCATED GOALS															
<b>TOTAL</b>	<b>3,902</b>	<b>2,754</b>	<b>142%</b>	<b>14,433</b>	<b>16,200</b>	<b>89%</b>	<b>209</b>	<b>94</b>	<b>222%</b>	<b>6,225</b>	<b>1,880</b>	<b>331%</b>	<b>15,778</b>		

FISCAL YEAR 2021	BUSINESS STARTS			CAPITAL FORMATION			UNIQUE CLIENTS SERVED			JOBS SUPPORTED		
	ACHIEVED	PROJECTED DELIVERABLES	% ACHIEVED	ACHIEVED	PROJECTED DELIVERABLES	% ACHIEVED	ACHIEVED	PROJECTED DELIVERABLES	% ACHIEVED	ACHIEVED	PROJECTED DELIVERABLES	% ACHIEVED
WESTERN REGIONAL OFFICE	39	53	74%	\$6,347,801	\$9,617,321	66%	1,175	805	146%			
NORTHEAST REGIONAL OFFICE	83	63	132%	\$30,994,179	\$10,103,597	307%	1,562	800	195%			
CENTRAL REGIONAL OFFICE	90	83	108%	\$7,453,554	\$16,166,166	46%	1,087	900	121%			
SOUTHEAST REGIONAL OFFICE	55	63	87%	\$38,416,600	\$9,847,455	390%	1,471	760	194%			
BERKSHIRE REGIONAL OFFICE	47	31	152%	\$3,568,781	\$5,855,580	61%	383	390	98%			
MASS EXPORT CENTER	2			\$551,000	\$1,320,000	42%	897	624	144%			
GOVERNMENT SALES				\$30,405,933	\$5,760,424	528%	280	200	140%			
STATE OFFICE							62					
UNALLOCATED GOALS					\$45,980,500							
<b>TOTAL</b>	<b>316</b>	<b>293</b>	<b>108%</b>	<b>\$117,737,848</b>	<b>\$104,651,043</b>	<b>113%</b>	<b>6,917</b>	<b>4,479</b>	<b>154%</b>	<b>0</b>	<b>16,158</b>	<b>0%</b>

**MASSACHUSETTS SMALL BUSINESS DEVELOPMENT CENTER**  
**State FY2021**  
**Clients Counseled in Gateway Cities**  
**July 1, 2020 - June 30, 2021**

City	Client	Contact and Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
ATTLEBORO	26	132	1	2	1	\$11,997
BARNSTABLE	1	48		1		\$22,000
BROCKTON	29	69	2		2	\$21,000
CHELSEA	10	19	4	3	1	\$51,927
CHICOPEE	31	81	3	21	2	\$631,000
EVERETT	7	19		2		\$19,730
FALL RIVER	64	215	3	46	2	\$1,002,743
FITCHBURG	19	107	2	11		\$21,848
HAVERHILL	19	32	1	12	1	\$147,611
HOLYOKE	27	86	8	43	6	\$697,500
LAWRENCE	39	83	9	9	2	\$1,121,797
LEOMINSTER	24	142	4	2	2	\$520
LOWELL	23	67	5	5	2	\$910,176
LYNN	55	115	4	106	5	\$1,315,589
MALDEN	21	44	1	1	1	\$21,860
METHUEN	19	32	1	1	1	\$1,500
NEW BEDFORD	68	252	7	507	4	\$4,225,421
PEABODY	38	84	3	24	2	\$151,963
PITTSFIELD	84	354	40	170	13	\$873,725
QUINCY	42	156	3	107	1	\$2,062,500
REVERE	17	44	2	8	2	\$246,485
SALEM	96	196	9	46	8	\$383,772
SPRINGFIELD	117	376	11	72	6	\$4,880,109
TAUNTON	25	97	1	3	1	\$104,400
WESTFIELD	17	60	3	6		\$137,390
WORCESTER	203	844	43	56	27	\$565,251
<b>Grand Total</b>	<b>1,121</b>	<b>3,753</b>	<b>170</b>	<b>1,264</b>	<b>92</b>	<b>\$19,629,814</b>

**MASSACHUSETTS SMALL BUSINESS DEVELOPMENT CENTER**  
**State FY2021**  
**Unique Clients by Area of Counseling by City and Town**  
**July 1, 2020 - June 30, 2021**

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
ABINGTON		5	9		1		\$40,800
		1					
	Accounting & Records	1					
	Business Startup & Acquisition	2	3				
	COVID-19	2	6		1		\$40,800
	Government Procurement	1					
	Marketing & Sales	2	1				
	Sources of Capital	1					
ACTON		27	117				
		5	2				
	Accounting & Records	5	2				
	Business Startup & Acquisition	9	37				
	COVID-19	2	2				
	Government Procurement	2	26				
	International Trade	4	23				
	Marketing & Sales	8	3				
	Mgmt / Oper. Analysis	1	16				
	SBIR / STTR	1	1				
	Sources of Capital	4	7				
	Strategic Plan. / Facilitation	1	2				
ACUSHNET		7	5				
		4	4				
	Business Startup & Acquisition	4	4				
	International Trade	1					
	Loan Package Development	1	1				
	Marketing & Sales	1					
	Personnel/Human Resources	1					
ADAMS		14	67	6	4	3	\$206,267
		11	22	6	2	3	\$189,000
	Business Startup & Acquisition	11	22	6	2	3	\$189,000
	COVID-19	4	32		1		\$7,267
	Marketing & Sales	1	5				
	Sources of Capital	3	8		1		\$10,000
AGAWAM		17	46	3		1	\$100,000
		1					
	Business Liquidation	1	4				
	Business Startup & Acquisition	9	14	3		1	\$100,000
	COVID-19	4	11				
	Financial Analysis & Cost Control	1	4				
	Government Procurement	1	1				
	Marketing & Sales	5	2				
	Sources of Capital	4	11				
ALBANY		2					
		1					
	Business Startup & Acquisition	1					
	International Trade	1					
ALEXANDRIA		1					
		1					
	International Trade	1					
ALLSTON		20	57	1	7	1	
		6	9	1		1	\$1,520
	Business Startup & Acquisition	6	9	1		1	\$1,520
	COVID-19	5	13		2		\$7,200
	International Trade	4	11				
	Marketing & Sales	3	2				
	SBIR / STTR	5	20		5		
	Sources of Capital	1	2				
AMARILLO		1					
		1					
AMESBURY		13	29		1		\$500
		8	7				
	Business Startup & Acquisition	8	7				
	COVID-19	5	13		1		\$500
	Government Procurement	1					
	International Trade	2	6				
	Sources of Capital	3	4				
AMHERST		57	146	1	4	1	\$70,969
		4					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Accounting & Records	2	1				
	Business Liquidation	2	5				
	Business Startup & Acquisition	17	28				
	COVID-19	14	49		4		\$40,969
	Government Procurement	1					
	International Trade	5					
	Marketing & Sales	18	58	1		1	\$30,000
	Personnel/Human Resources	1	3				
	SBIR / STTR	2	4				
	Sources of Capital	6					
ANDERSON		1					
	International Trade	1					
ANDOVER		28	42	1	5	1	\$24,270
	Accounting & Records	2					
	Business Startup & Acquisition	11	20	1		1	\$520
	COVID-19	6	7		5		\$23,750
	Disaster Assistance	1	1				
	Government Procurement	1					
	International Trade	9	7				
	Marketing & Sales	5	1				
	SBIR / STTR	1	5				
	Sources of Capital	2	3				
ANN ARBOR		1	1				
	Marketing & Sales	1	1				
ARLINGTON		45	96	5	5	4	\$236,623
		5					
	Business Startup & Acquisition	18	23	5		4	\$51,070
	COVID-19	9	20		2		\$32,197
	International Trade	6	9				
	Marketing & Sales	5	3				
	Personnel/Human Resources	3	15				
	SBIR / STTR	3	4		1		\$150,000
	Sources of Capital	7	24		2		\$3,356
ASHBURNHAM		2	11				
	Business Startup & Acquisition	1	2				
	Financial Analysis & Cost Control	1	2				
	Government Procurement	1	3				
	International Trade	1	4				
	Marketing & Sales	1					
ASHBY		3	2				
	Business Startup & Acquisition	2	2				
	Marketing & Sales	2					
ASHLAND		11	68	1		1	\$520
	Accounting & Records	3	8				
	Business Startup & Acquisition	4	10	1		1	\$520
	COVID-19	3	2				
	Financial Analysis & Cost Control	1	2				
	Government Procurement	1	14				
	International Trade	1					
	Marketing & Sales	4	28				
	Strategic Plan. / Facilitation	1	5				
ASHLEY FALLS		2	2				
	Business Startup & Acquisition	1	2				
	Marketing & Sales	1					
ATHOL		6	11				
		1					
	Business Startup & Acquisition	3	10				
	Marketing & Sales	2					
	Regulatory Issues	1	1				
ATLANTA		4					
	Business Startup & Acquisition	1					
	International Trade	3					
ATTLEBORO		31	132	1	2	1	\$11,997
		1					
	Accounting & Records	3					
	Business Startup & Acquisition	17	67	1		1	\$10,000
	COVID-19	7	17		2		\$1,997
	Disaster Assistance	1	1				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Government Procurement	1	1				
	International Trade	3	21				
	Marketing & Sales	7	6				
	Personnel/Human Resources	3					
	Sources of Capital	4	17				
	Strategic Needs Assessment	1	2				
	Strategic Plan. / Facilitation	1	2				
ATTLEBORO FALLS		3	5				
	COVID-19	2	3				
	International Trade	1	2				
AUBURN	Personnel/Human Resources	1					
		18	42				
	Accounting & Records	1					
	Business Startup & Acquisition	7	13				
	COVID-19	1					
	Government Procurement	4	10				
	International Trade	2	13				
	Marketing & Sales	5	5				
	Sources of Capital	2	2				
	Technology	1	1				
AUBURN HILLS		1					
	International Trade	1					
AUBURNDALE		9	13		3		\$48,000
	Business Startup & Acquisition	3	3				
	COVID-19	4	5		3		\$48,000
	International Trade	2					
	Marketing & Sales	2					
	Personnel/Human Resources	1					
	SBIR / STTR	1	5				
	Sources of Capital	1					
AURORA		1					
	International Trade	1					
AUSTIN		3					
		2					
	International Trade	1					
AVON		4	4				
	Business Startup & Acquisition	1	3				
	COVID-19	1	1				
	International Trade	2					
AYER		9	13				
		1					
	Accounting & Records	1					
	Business Startup & Acquisition	2	2				
	Government Procurement	2	12				
	International Trade	2					
	Marketing & Sales	1					
BALLWIN		1					
	International Trade	1					
BALTIMORE		3					
		2					
	International Trade	1					
	Marketing & Sales	1					
BANGOR		1					
	International Trade	1					
BARNSTABLE		2	48		1		\$22,000
	Business Startup & Acquisition	1	6				
	COVID-19	1	6				
	Financial Analysis & Cost Control	1	3				
	Marketing & Sales	1	27				
	Personnel/Human Resources	1					
	Sources of Capital	1	3		1		\$22,000
	Strategic Plan. / Facilitation	1	4				
BARRE		4	4				
	Business Startup & Acquisition	2	3				
	COVID-19	2					
	International Trade	2					
	Marketing & Sales	1	1				
BARRINGTON		1					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	International Trade	1					
BATTLE CREEK		1	12				
	Government Procurement	1	12				
BECKET		1		1		1	
	Business Startup & Acquisition	1		1		1	
BEDFORD		24	134		16		\$273,283
		1					
	Accounting & Records	2	33				
	Business Startup & Acquisition	8	12				
	COVID-19	6	29		16		\$273,283
	Financial Analysis & Cost Control	1	2				
	Government Procurement	1					
	International Trade	7	7				
	Marketing & Sales	4	21				
	Personnel/Human Resources	1	2				
	SBIR / STTR	2	7				
	Sources of Capital	2	17				
	Strategic Plan. / Facilitation	1	5				
BEECH ISLAND		1					
	Marketing & Sales	1					
BELCHERTOWN		12	40		1		\$25,000
	Business Startup & Acquisition	7	18				
	COVID-19	5	9		1		\$25,000
	Marketing & Sales	3	1				
	Personnel/Human Resources	1					
	Sources of Capital	1	11				
	Technology	1	1				
BELLEVUE		1					
	International Trade	1					
BELLINGHAM		11	9				
	Business Startup & Acquisition	5	3				
	Government Procurement	2	6				
	International Trade	1					
	Marketing & Sales	4					
BELLPORT		1					
	International Trade	1					
BELMONT		21	43	1	8		\$222,000
		2					
	Accounting & Records	2					
	Bus. Plan Development	1					
	Business Startup & Acquisition	8	20				
	COVID-19	1	2		2		\$27,000
	Government Procurement	2					
	International Trade	2					
	Marketing & Sales	4	2				
	SBIR / STTR	3	19				
	Sources of Capital	3		1	6		\$195,000
	Strategic Needs Assessment	1					
BELOIT		1					
		1					
BERKLEY		7	10				
	Business Startup & Acquisition	4	8				
	COVID-19	2					
	Marketing & Sales	1	2				
	Personnel/Human Resources	1					
BERLIN		8	62	1	1	1	\$660,000
		1					
	Accounting & Records	1					
	Business Startup & Acquisition	3	43	1		1	
	COVID-19	1					
	International Trade	3	8				
	Sources of Capital	2	12		1		\$660,000
BERNARDSTON		1					
	Business Startup & Acquisition	1					
BETHANY		1					
	COVID-19	1					
BEVERLY		85	164	2	127	2	\$966,990
		4					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Accounting & Records	3	1				
	Business Startup & Acquisition	25	35	2		2	\$25
	COVID-19	31	44		127		\$966,965
	Government Procurement	5					
	International Trade	9	8				
	Marketing & Sales	16	6				
	Personnel/Human Resources	4	4				
	SBIR / STTR	1	11				
	Sources of Capital	10	56				
BILLERICA		18	15		5		\$14,100
	Business Liquidation	1	2				
	Business Startup & Acquisition	5	2				
	COVID-19	3	3		5		\$14,100
	International Trade	8	10				
	Marketing & Sales	2					
BLACKSBURG		1					
	International Trade	1					
BLACKSTONE		1					
		1					
BLOOMFIELD		1					
	International Trade	1					
BOGOTÁ		2					
	Marketing & Sales	2					
BOLTON		7	3				
	Accounting & Records	2					
	Business Startup & Acquisition	1	1				
	COVID-19	1					
	Government Procurement	1	1				
	International Trade	1					
	Marketing & Sales	2					
	Personnel/Human Resources	1					
	Sources of Capital	1	1				
BOSTON		359	511	11	560	6	\$10,759,219
		12					
	Accounting & Records	10	6				
	Bus. Plan Development	1	4				
	Business Startup & Acquisition	108	139	7	1	6	\$2,095
	COVID-19	72	88		541		\$9,294,124
	Disaster Assistance	1	2				
	Engineering R&D	1	1				
	Financial Analysis & Cost Control	2	4				
	Government Procurement	6	1				
	International Trade	116	88				
	Marketing & Sales	57	17				
	Personnel/Human Resources	11	2				
	SBIR / STTR	28	81	4	18		\$1,463,000
	Sources of Capital	24	78				
	Strategic Plan. / Facilitation	1	1				
	Technology	1	1				
BOSTON, MA		1					
	Business Startup & Acquisition	1					
BOTHELL		1					
		1					
BOULDER		1					
	International Trade	1					
BOURNE		2					
	Accounting & Records	1					
	Business Startup & Acquisition	1					
	COVID-19	1					
BOXBOROUGH		7	20		1		\$1,000
		1					
	Accounting & Records	3					
	Business Startup & Acquisition	1	1				
	COVID-19	1	2		1		\$1,000
	International Trade	3	17				
	Marketing & Sales	1					
BOXFORD		7	6		60		\$602,592
		1					



City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Accounting & Records	1					
	Business Startup & Acquisition	2	1				
	COVID-19	2	3		60		\$602,592
	International Trade	1					
	Marketing & Sales	1					
	Sources of Capital	1	2				
BOYLSTON		2	2				
	Accounting & Records	1					
	Financial Analysis & Cost Control	1	2				
	Marketing & Sales	1					
BOZEMAN		1					
	International Trade	1					
BRADFORD		2	1				
	Business Startup & Acquisition	1	1				
	Marketing & Sales	1					
	Sources of Capital	1					
BRAINTREE		16	57	2	9	1	\$134,187
	Business Startup & Acquisition	8	17	2		1	\$17,500
	COVID-19	6	11		9		\$116,687
	International Trade	1					
	Loan Package Development	1	3				
	Marketing & Sales	4	3				
	Sources of Capital	2	24				
BRANDENBURG		1					
	Business Startup & Acquisition	1					
BRENTWOOD		1					
	Business Startup & Acquisition	1					
BREWSTER		9	19	1		1	\$5,000
		1					
	Business Liquidation	1	1				
	Business Startup & Acquisition	4	6				
	COVID-19	3	2				
	Marketing & Sales	1	9	1		1	\$5,000
	Sources of Capital	1	1				
BRIDGEPORT		1					
	International Trade	1					
	Marketing & Sales	1					
BRIDGEWATER		8	25				
	Business Startup & Acquisition	4	15				
	International Trade	1					
	Marketing & Sales	3	4				
	Personnel/Human Resources	1	2				
	Sources of Capital	1	4				
BRIGHTON		16	15				
	Business Startup & Acquisition	10	12				
	COVID-19	2					
	International Trade	1					
	Marketing & Sales	2					
	SBIR / STTR	2	4				
BRIMFIELD		6	11	2		1	
	Business Startup & Acquisition	4	7	2		1	
	Marketing & Sales	1					
	Sources of Capital	2	4				
BRISTOL		1					
	Business Liquidation	1					
BROAD BROOK		1					
	Marketing & Sales	1					
BROCKTON		55	63	2		2	\$21,000
		1					
	Accounting & Records	3	5				
	Bus. Plan Development	1	1				
	Business Startup & Acquisition	25	32	2		2	\$21,000
	COVID-19	15	11				
	International Trade	8	10				
	Marketing & Sales	5	2				
	Personnel/Human Resources	8					
	Sources of Capital	6	3				
BRONX		1					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Marketing & Sales	1					
BROOKFIELD		4	24	1	17	1	\$93,800
	Business Startup & Acquisition	3	20	1		1	
	COVID-19	1			17		\$93,800
	International Trade	1					
	Sources of Capital	1	4				
BROOKLINE		20	39		14		\$61,471
		1					
	Business Startup & Acquisition	6	23				
	COVID-19	7	5		14		\$61,471
	Government Procurement	1					
	International Trade	4					
	Marketing & Sales	3	3				
	SBIR / STTR	1	8				
BROOKLINE, MA		1	7				
	SBIR / STTR	1	7				
BROOKLYN		4	7				
	Business Startup & Acquisition	2	7				
	Government Procurement	1					
	International Trade	1					
BRUNSWICK		1					
	International Trade	1					
BUFFALO		3					
	International Trade	2					
	Marketing & Sales	1					
BURLINGAME		1					
		1					
BURLINGTON		26	112		23		\$136,550
		6					
	Accounting & Records	2					
	Business Startup & Acquisition	9	14				
	COVID-19	4	14		23		\$136,550
	Government Procurement	4	22				
	International Trade	9	21				
	Marketing & Sales	4					
	SBIR / STTR	3	36				
	Sources of Capital	3	6				
BUZZARDS BAY		11	7				
		1					
	Business Startup & Acquisition	1					
	COVID-19	6	4				
	Marketing & Sales	4	2				
	Personnel/Human Resources	2					
	Sources of Capital	2	1				
BYFIELD		4	3			2	\$4,000
	COVID-19	1	3			2	\$4,000
	International Trade	2					
	Marketing & Sales	1					
CALUMET CITY		1					
	International Trade	1					
CAMBRIDGE		106	217	2	74	2	\$1,551,069
	Accounting & Records	1	1				
	Bus. Plan Development	1	3				
	Business Startup & Acquisition	25	25	2		2	\$520
	COVID-19	16	25		68		\$810,179
	Government Procurement	4	1				
	International Trade	28	33				
	Marketing & Sales	9	2				
	Personnel/Human Resources	1					
	SBIR / STTR	31	118		6		\$740,370
	Sources of Capital	6	11				
CANAAN		3	2				
	Business Startup & Acquisition	2	2				
	Personnel/Human Resources	1					
CANTON		16	21				
	Business Startup & Acquisition	6	2				
	COVID-19	5	6				
	International Trade	4					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
CARLISLE	Marketing & Sales	2					
	Sources of Capital	2	13				
		6	10				
		1					
CARLSBAD	Business Startup & Acquisition	1	3				
	COVID-19	2	2				
	International Trade	1	3				
	Marketing & Sales	2	2				
	Personnel/Human Resources	1					
CAROLINA	International Trade	3					
CARVER	Marketing & Sales	1					
		5	37	28	3	2	\$904,000
CATAUMET	Business Startup & Acquisition	4	11	28		2	\$735,000
	COVID-19	1	1				\$105,000
	International Trade	1					
	Marketing & Sales	1	1				
	Sources of Capital	2	23		3		\$64,000
	Business Startup & Acquisition	3	45	4		1	\$15,000
	Financial Analysis & Cost Control	2	10	4		1	\$15,000
	Marketing & Sales	1	2				
	Mgmt / Oper. Analysis	3	10				
	Personnel/Human Resources	1	2				
CENTERVILLE	Personnel/Human Resources	1	3				
	Sources of Capital	1	19				
		5	49				
	Business Liquidation	1	1				
	Business Startup & Acquisition	2	2				
	COVID-19	1	20				
	Disaster Assistance	1	1				
	International Trade	1					
	Marketing & Sales	2	26				
	Personnel/Human Resources	1					
CHANHASSEN	International Trade	1					
CHAPEL HILL	International Trade	1					
CHARLEMONT	International Trade	1					
		3	1	1		1	\$4,000
CHARLESTON	Business Startup & Acquisition	1	1	1		1	\$4,000
	COVID-19	1					
	Sources of Capital	1					
CHARLESTOWN	COVID-19	1					
		10	9		14		\$391,145
	Business Startup & Acquisition	2	1				
	COVID-19	4	6		14		\$391,145
	Government Procurement	1					
	International Trade	1	1				
	Marketing & Sales	4					
Personnel/Human Resources	1						
CHARLOTTE	Sources of Capital	1					
		2					
CHARLTON	Accounting & Records	1					
	International Trade	1					
CHATHAM		9	10	1		1	
	Business Startup & Acquisition	5	6	1		1	
	COVID-19	2	1				
	International Trade	1					
	SBIR / STTR	1	2				
CHELMSFORD	Sources of Capital	1	2				
		6	6				
	Business Startup & Acquisition	2	1				
CHELMSFORD	COVID-19	1	5				
	Marketing & Sales	2					
	Personnel/Human Resources	2					
CHELMSFORD		16	14	2		2	\$1,020
		2					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Accounting & Records	1					
	Business Startup & Acquisition	7	6	2		2	\$1,020
	COVID-19	1					
	International Trade	4					
	Marketing & Sales	3	5				
	SBIR / STTR	1	1				
	Sources of Capital	1	2				
CHELSEA		20	19	4	3	1	\$51,927
	Business Startup & Acquisition	8	13	4		1	\$520
	COVID-19	4	1		3		\$51,407
	Financial Analysis & Cost Control	1	1				
	International Trade	3					
	Marketing & Sales	3					
	Sources of Capital	3	4				
CHEPACHET		1					
	Business Startup & Acquisition	1					
CHERRY VALLEY		1					
	Accounting & Records	1					
CHESHIRE		4	10	1		1	
	Accounting & Records	1					
	Business Startup & Acquisition	3	10	1		1	
	Marketing & Sales	1					
CHESTERFIELD		2	3		4		\$112,000
	COVID-19	1	3		2		\$52,000
	International Trade	1					
	Sources of Capital	1			2		\$60,000
CHESTNUT HILL		9	13				
		1					
	Accounting & Records	1					
	Business Startup & Acquisition	4	4				
	COVID-19	2					
	Marketing & Sales	3	5				
	Personnel/Human Resources	1					
	SBIR / STTR	1	2				
	Sources of Capital	1	1				
CHICAGO		5					
	International Trade	5					
CHICOPEE		50	79	3	21	2	\$631,000
		3					
	Accounting & Records	2					
	Business Startup & Acquisition	30	43	3		2	\$9,000
	COVID-19	9	4				
	Government Procurement	1	1				
	International Trade	3					
	Marketing & Sales	11	3				
	Personnel/Human Resources	1					
	Sources of Capital	8	27		21		\$622,000
	Strategic Plan. / Facilitation	1	1				
CINCINNATI		3					
	COVID-19	1					
	International Trade	2					
CLARKSBURG		2					
		1					
	Business Startup & Acquisition	1					
CLARKSVILLE		1					
	COVID-19	1					
CLEVELAND		1					
	International Trade	1					
CLIFTON PARK		1					
	Accounting & Records	1					
	Business Startup & Acquisition	1					
	International Trade	1					
CLINTON		11	80				
	Accounting & Records	2	2				
	Bus. Plan Development	1	2				
	Business Startup & Acquisition	6	30				
	COVID-19	2	2				
	Financial Analysis & Cost Control	1	1				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Government Procurement	1	33				
	International Trade	1					
	Marketing & Sales	4	7				
	Sources of Capital	1	4				
CLOVER		1					
	International Trade	1					
COHASSET		6	12				
	Accounting & Records	1	2				
	Business Startup & Acquisition	1					
	COVID-19	3	3				
	Financial Analysis & Cost Control	1	2				
	Marketing & Sales	1	3				
	Personnel/Human Resources	1					
	Sources of Capital	1	3				
COLORADO SPRINGS		2					
	Business Startup & Acquisition	1					
	Sources of Capital	1					
COLRAIN		3					
	Marketing & Sales	2					
	Sources of Capital	1					
COLUMBIA		3					
	International Trade	2					
	Marketing & Sales	1					
	Sources of Capital	1					
COLUMBUS		3					
	Accounting & Records	1					
	Business Startup & Acquisition	1					
	Marketing & Sales	1					
CONCORD		25	59				
	Accounting & Records	1					
	Business Startup & Acquisition	5	5				
	COVID-19	6	3				
	Government Procurement	6	39				
	International Trade	4	7				
	Marketing & Sales	7	3				
	Personnel/Human Resources	3	1				
	SBIR / STTR	1	1				
CONWAY		3		3			\$1,000
	Accounting & Records	1					
	Business Startup & Acquisition	1		3			\$1,000
	Marketing & Sales	1					
CONYERS		1					
	Accounting & Records	1					
COOKEVILLE		1					
	International Trade	1					
CORAL GABLES		3					
	International Trade	3					
CORRALES		1					
	Accounting & Records	1					
	Marketing & Sales	1					
COVINGTON		1					
		1					
CRANSTON		3	2				
	Business Startup & Acquisition	1					
	International Trade	1					
	Marketing & Sales	1					
	Sources of Capital	1	1				
CUMBERLAND		1					
	Marketing & Sales	1					
CUMMINGTON		3					
	Business Startup & Acquisition	2					
	COVID-19	1					
CYPRESS		1					
	International Trade	1					
DALLAS		2					
	International Trade	1					
	Marketing & Sales	1					
DALTON		16	83	11	23	5	\$318,572

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
		1					
	Accounting & Records	2					
	Business Startup & Acquisition	10	39	6		5	\$67,620
	COVID-19	7	41		22		\$160,952
	Government Procurement	2	1				
	Marketing & Sales	3					
	Personnel/Human Resources	2					
	SBIR / STTR	1	1				
	Sources of Capital	2	1	5	1		\$90,000
DANBURY		1					
	Business Startup & Acquisition	1					
DANVERS		38	57	28	65	1	\$1,264,016
		3					
	Business Startup & Acquisition	14	12	2		1	\$520
	COVID-19	19	19		35		\$372,496
	Government Procurement	1					
	International Trade	1	6				
	Mgmt / Oper. Analysis	1					
	Personnel/Human Resources	1					
	Sources of Capital	5	20	26	30		\$891,000
DARTMOUTH		4	4		1		\$24,000
	Business Startup & Acquisition	3	3				
	COVID-19	1	1		1		\$24,000
	Marketing & Sales	1	1				
DAYTON		1	2				
	Business Startup & Acquisition	1	2				
DEDHAM		15	21		14		\$500,000
		1					
	Business Startup & Acquisition	8	16				
	COVID-19	2	2				
	International Trade	1					
	Marketing & Sales	2	2				
	Personnel/Human Resources	1					
	SBIR / STTR	1	1				
	Sources of Capital	2	1		14		\$500,000
DEERFIELD		4	6				
	Business Startup & Acquisition	2	5				
	COVID-19	1	1				
	International Trade	1					
DENNIS		3	1				
	Business Startup & Acquisition	1	1				
	COVID-19	1					
	Sources of Capital	1					
DENNIS PORT		3	3				
	Business Startup & Acquisition	1	1				
	COVID-19	2	2				
	Sources of Capital	1					
DENTON		1					
	International Trade	1					
DENVER		1					
	International Trade	1					
DES PLAINES		1					
	Marketing & Sales	1					
DETROIT		6					
	Business Startup & Acquisition	2					
	COVID-19	1					
	International Trade	3					
	Marketing & Sales	2					
DEVENS		2	22				
	Business Startup & Acquisition	1	15				
	International Trade	1					
	Sources of Capital	1	7				
DEVON		1					
	International Trade	1					
DIGHTON		4	10				
		1					
	Business Startup & Acquisition	2	3				
	Loan Package Development	1	6				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
DORCHESTER	Sources of Capital	1	1				
		37	45	1	3	1	\$42,083
		1					
	Accounting & Records	1					
	Bus. Plan Development	1	5				
	Business Startup & Acquisition	25	27	1		1	
	COVID-19	7	9		3		\$42,083
	Financial Analysis & Cost Control	1	1				
	Government Procurement	2					
	International Trade	2					
	Marketing & Sales	10	1				
Personnel/Human Resources	1						
SBIR / STTR	1	1					
Sources of Capital	4	2					
DORCHESTER CENTER		8	20	4	34	1	\$783,500
	Accounting & Records	1	2				
	Business Startup & Acquisition	2	2	1		1	\$35,000
	COVID-19	3	6	3	34		\$748,500
	Financial Analysis & Cost Control	1	2				
	Marketing & Sales	3	5				
DORCHESTR CTR	Sources of Capital	2	3				
		1	2				
DOUGLAS	Business Startup & Acquisition	1	2				
		9	2	1		1	
DOVER	Accounting & Records	2					
	Business Startup & Acquisition	3		1		1	
	COVID-19	2					
	International Trade	1					
	Marketing & Sales	2					
	Personnel/Human Resources	1	2				
DRACUT	Business Startup & Acquisition	1					
	International Trade	1					
DU QUOIN		15	14	1	1	1	\$510,000
		1					
	Accounting & Records	2					
	Business Startup & Acquisition	6	9	1		1	
	COVID-19	3	1				
	Government Procurement	2					
	International Trade	1	2				
	Marketing & Sales	4	1				
	Personnel/Human Resources	1					
	SBIR / STTR	1	1				
DUBLIN	Sources of Capital	1			1		\$510,000
	Business Startup & Acquisition	1					
DUDLEY		1					
	Business Startup & Acquisition	1					
		9	68	1		1	
	Accounting & Records	2	17				
	Business Startup & Acquisition	7	10	1		1	
	Financial Analysis & Cost Control	1	3				
	Government Procurement	1	1				
	Marketing & Sales	1	15				
DULUTH	Sources of Capital	1	4				
	Strategic Plan. / Facilitation	1	20				
		1					
DUNSTABLE	International Trade	1					
		3	10				
DUXBURY	Business Startup & Acquisition	1	1				
	Government Procurement	1	7				
	Loan Package Development	1	1				
	Marketing & Sales	1					
	Sources of Capital	1	1				
		16	35	2	33	1	\$419,325
DUNSTABLE		1					
	Business Liquidation	1	3				
	Business Startup & Acquisition	6	6	2		1	\$68,000

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	COVID-19	5	11		33		\$351,325
	Financial Analysis & Cost Control	1	1				
	International Trade	1					
	Loan Package Development	1	2				
	Marketing & Sales	1	2				
	SBIR / STTR	1	9				
	Sources of Capital	1	2				
E		1					
	Marketing & Sales	1					
E LONGMEADOW		3					
	COVID-19	2					
	International Trade	1					
E WAREHAM		1					
	Business Startup & Acquisition	1					
E. LONGMEADOW		1					
	COVID-19	1					
EAGAN		1					
	International Trade	1					
EAST BOSTON		9	14		2		\$2,000
		3					
	Accounting & Records	1					
	Business Startup & Acquisition	3	12				
	International Trade	2	2				
	Marketing & Sales	1					
	Personnel/Human Resources	2					
	Sources of Capital	2			2		\$2,000
EAST BRIDGEWATER		6	30				
	Business Liquidation	1	3				
	Business Startup & Acquisition	3	10				
	COVID-19	2	4				
	Financial Analysis & Cost Control	1	2				
	Marketing & Sales	1	2				
	Sources of Capital	2	9				
	Strategic Plan. / Facilitation	1	1				
EAST BROOKFIELD		1	2				
	Business Startup & Acquisition	1	2				
EAST CALAIS		1					
	Accounting & Records	1					
EAST CAMBRIDGE		1					
	Personnel/Human Resources	1					
EAST FALMOUTH		18	30				
	Accounting & Records	1					
	Business Liquidation	1	1				
	Business Startup & Acquisition	6	4				
	COVID-19	2	1				
	International Trade	7	21				
	Marketing & Sales	5	2				
	Personnel/Human Resources	1					
	Sources of Capital	1					
EAST FREETOWN		3	12				
	Business Startup & Acquisition	2	3				
	COVID-19	1	1				
	Loan Package Development	1	3				
	Sources of Capital	1	5				
EAST GREENBUSH		1					
	COVID-19	1					
EAST HARTFORD		3	2				
		1					
	Accounting & Records	1					
	Business Startup & Acquisition	1	2				
EAST LONGMEADOW		16	169		4		\$49,000
	Business Startup & Acquisition	6	5				
	COVID-19	2	4		4		\$49,000
	International Trade	2	156				
	Marketing & Sales	6	4				
	Personnel/Human Resources	1	1				
EAST OTIS		2	2				
	Accounting & Records	1					



City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	COVID-19	1	2				
EAST PROVIDENCE		2	9				
	COVID-19	1	9				
	Marketing & Sales	1					
EAST SANDWICH		7	6		7		\$86,850
	Business Liquidation	1	1				
	Business Startup & Acquisition	1					
	COVID-19	2	3		7		\$61,850
	Marketing & Sales	6	1				
	Personnel/Human Resources	1	1				
	Sources of Capital	1	1				\$25,000
EAST TAUNTON		1	1				
	Business Startup & Acquisition	1	1				
EAST WALPOLE		2	3				
	Business Startup & Acquisition	2	3				
	Sources of Capital	1					
EAST WAREHAM		3	1				
	Personnel/Human Resources	3	1				
EASTHAM		4	5				
	Accounting & Records	1	1				
	Business Startup & Acquisition	3	3				
	COVID-19	2	1				
	Marketing & Sales	2					
	Personnel/Human Resources	1					
	Sources of Capital	1					
EASTHAMPTON		42	74	2	18	2	\$240,151
		4					
	Accounting & Records	1					
	Business Startup & Acquisition	19	41	2	1	2	\$108,714
	COVID-19	12	21		17		\$116,437
	International Trade	2					
	Marketing & Sales	14	1				
	Sources of Capital	9	9				\$15,000
	Strategic Plan. / Facilitation	1	2				
EDGARTOWN		4	25		19		\$27,000
	Business Liquidation	2	9				
	Business Startup & Acquisition	1					
	COVID-19	2	3		19		\$27,000
	Financial Analysis & Cost Control	1	3				
	International Trade	1					
	Marketing & Sales	2	2				
	Mgmt / Oper. Analysis	1	3				
	Sources of Capital	2	4				
EGREMONT		1					
	Business Startup & Acquisition	1					
EL CAJON		1					
	International Trade	1					
EL PASO		1					
	International Trade	1					
EL PASO TX		1					
	International Trade	1					
ELK GROVE VILLAGE		2					
	International Trade	2					
ELLICOTT CITY		1					
	International Trade	1					
ELMORE		1					
	Accounting & Records	1					
ENDICOTT		1					
	International Trade	1					
ENFIELD		1	3				
	Business Startup & Acquisition	1	3				
	Marketing & Sales	1					
ERLANGER		1					
	International Trade	1					
ESSEX		6	12		5		\$17,700
	Business Startup & Acquisition	1	1				
	COVID-19	2	2		5		\$17,700
	Government Procurement	1					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
EVANSVILLE	SBIR / STTR	1	1				
	Sources of Capital	4	8				
		1					
EVERETT	International Trade	1					
		19	19		2		\$19,730
	Accounting & Records	1					
	Business Startup & Acquisition	11	10				
	COVID-19	5	6		2		\$19,730
	Government Procurement	1					
EXETER	International Trade	3					
	Sources of Capital	1	3				
		1	20				
FAIR LAWN	Accounting & Records	1	2				
	Marketing & Sales	1	2				
	Mgmt / Oper. Analysis	1	16				
FAIRBORN		2	2				
	COVID-19	1	2				
		1					
FAIRFAX	International Trade	1					
		1					
	International Trade	1					
FAIRFIELD		3					
	Accounting & Records	1					
	International Trade	2					
FAIRHAVEN		26	60	5	2	3	\$275,000
		1					
	Accounting & Records	2	1				
	Business Startup & Acquisition	12	11	3		3	
	COVID-19	7	5		2		\$25,000
	Financial Analysis & Cost Control	1	1				
	International Trade	2	1				
	Marketing & Sales	7	31				
	Personnel/Human Resources	4	1				
FALL RIVER	Sources of Capital	2	10	2			\$250,000
		105	212	3	46	2	\$1,002,743
	Accounting & Records	5	5				
	Business Liquidation	1	2				
	Business Startup & Acquisition	38	50	3		2	\$255,000
	COVID-19	32	53		44		\$418,782
	Disaster Assistance	1	1				
	Financial Analysis & Cost Control	5	5				
	Government Procurement	1	2				
	International Trade	8	3				
	Loan Package Development	2	6				
	Marketing & Sales	28	36				
	Personnel/Human Resources	17	4				
	SBIR / STTR	1	25		2		\$328,961
	Sources of Capital	12	21				
FALMOUTH	Technology	1					
		5	3				
	COVID-19	3	1				
	Financial Analysis & Cost Control	1	1				
	International Trade	1					
		1					
FARGO	International Trade	1					
		1					
	International Trade	1					
FEEDING HILLS		8	19	2	5	1	\$22,890
	Business Liquidation	1	1				
	Business Startup & Acquisition	6	12	2		1	\$13,000
	COVID-19	1	4		5		\$9,890
	Marketing & Sales	2	3				
		3	5	1		1	
FISKDALE	Business Startup & Acquisition	2	5	1		1	
	COVID-19	1					
	Marketing & Sales	1					
FITCHBURG		28	106	2	11		\$21,848
	Accounting & Records	1	1				
	Business Startup & Acquisition	14	23	2	9		

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	COVID-19	3	4		2		\$21,848
	Government Procurement	3	8				
	International Trade	8	44				
	Marketing & Sales	6	6				
	Personnel/Human Resources	1					
	Sources of Capital	2	5				
	Strategic Plan. / Facilitation	1	18				
FLORENCE		27	45	2	2	1	\$22,500
		1					
	Business Startup & Acquisition	13	22	2		1	
	COVID-19	4	8		2		\$22,500
	International Trade	2					
	Marketing & Sales	11	9				
	Personnel/Human Resources	1	6				
	Sources of Capital	2	1				
FLORIDA		1	6				
	Business Startup & Acquisition	1	6				
FLOWOOD		1					
	Accounting & Records	1					
FORESTDALE		2	5	1		1	\$3,000
	Business Startup & Acquisition	1	2	1		1	\$3,000
	COVID-19	1					
	Marketing & Sales	2	4				
FORT COLLINS		1					
	International Trade	1					
FORT WAYNE		1					
	International Trade	1					
FOXBORO		15	16		25		\$287,000
	Accounting & Records	2					
	Business Startup & Acquisition	3	2				
	COVID-19	5	6		25		\$287,000
	Government Procurement	1					
	International Trade	3					
	Marketing & Sales	3	5				
	Personnel/Human Resources	2					
	Sources of Capital	3	4				
FOXBOROUGH		4	6	1		1	\$125,000
	Business Startup & Acquisition	2	3	1		1	\$125,000
	International Trade	1					
	Marketing & Sales	1	1				
	Sources of Capital	1	2				
FRAMINGHAM		51	133		5		\$300,000
		2					
	Accounting & Records	5					
	Bus. Plan Development	1	6				
	Business Startup & Acquisition	21	26				
	COVID-19	12	7				
	Government Procurement	11	44				
	International Trade	5	10				
	Marketing & Sales	8	13				
	SBIR / STTR	1	22				
	Sources of Capital	4	3		5		\$300,000
	Strategic Plan. / Facilitation	1	2				
FRAMINGHAM AREA		1	1				
	Business Startup & Acquisition	1	1				
FRANKLIN		25	11	1		1	
	Business Startup & Acquisition	3	5	1		1	
	COVID-19	5	2				
	International Trade	7	1				
	Marketing & Sales	11	2				
	Sources of Capital	2	2				
FREDERICK		1					
	Marketing & Sales	1					
FRESH MEADOWS		2					
	Business Startup & Acquisition	1					
	International Trade	1					
	Personnel/Human Resources	1					
GAMBRILLS		1					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	International Trade	1					
GARDEN CITY		1					
	Accounting & Records	1					
GARDNER		14	31	2		2	\$520
	Accounting & Records	2	1				
	Business Startup & Acquisition	10	10	2		2	\$520
	Financial Analysis & Cost Control	1	1				
	Government Procurement	1	2				
	Marketing & Sales	4	15				
	Sources of Capital	1	2				
GEORGETOWN		6	7		1		\$3,800
		1					
	Business Startup & Acquisition	4	2				
	COVID-19	2	4		1		\$3,800
	Financial Analysis & Cost Control	1	2				
	Government Procurement	1					
	Marketing & Sales	1					
GERMANTOWN		1					
	International Trade	1					
GLASTONBURY		1					
	International Trade	1					
GLENFEILD		1					
	Accounting & Records	1					
GLENVIEW		1					
	Marketing & Sales	1					
GLOUCESTER		48	89	11	19	3	\$4,846,020
		6					
	Accounting & Records	3	2				
	Business Liquidation	1	3				
	Business Startup & Acquisition	17	28	11	14	3	\$4,750,620
	COVID-19	14	18		5		\$45,400
	Financial Analysis & Cost Control	1	1				
	Government Procurement	1					
	International Trade	1					
	Marketing & Sales	13	10				
	Personnel/Human Resources	1	2				
	Sources of Capital	12	25				\$50,000
GOFFSTOWN		1					
	Marketing & Sales	1					
GOLDSBORO		1					
		1					
GOLETA		2					
		1					
	International Trade	1					
GORHAM		2	4		1		\$20,833
	COVID-19	1	4		1		\$20,833
	International Trade	1					
GOSHEN		1					
	Sources of Capital	1					
GRAFTON		5	3				
	Business Startup & Acquisition	3	2				
	COVID-19	1					
	Government Procurement	1	1				
GRANBY		9	19	2	3	2	\$755,921
	Business Startup & Acquisition	4	4	2		2	\$3,500
	COVID-19	2	9		2		\$10,000
	Marketing & Sales	3	1				
	SBIR / STTR	1	3		1		\$742,421
	Sources of Capital	1					
	Technology	1	1				
GRAND RAPIDS		1					
	International Trade	1					
GRANVILLE		1					
	Business Startup & Acquisition	1					
GREAT BARRINGTON		47	234	15	59	4	\$590,000
		3					
	Accounting & Records	3	4				
	Business Liquidation	1	6				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Business Startup & Acquisition	24	104	5		4	
	COVID-19	24	83	10	59		\$590,000
	Financial Analysis & Cost Control	1	2				
	International Trade	1					
	Marketing & Sales	5	24				
	Personnel/Human Resources	3	8				
	Sources of Capital	2	4				
GREENACRES		1					
	Business Startup & Acquisition	1					
	Sources of Capital	1					
GREENFIELD		27	33		3		\$19,000
		1					
	Accounting & Records	1	2				
	Business Startup & Acquisition	13	18				
	COVID-19	7	6		3		\$19,000
	Financial Analysis & Cost Control	1	2				
	International Trade	2	3				
	Marketing & Sales	6					
	Personnel/Human Resources	2					
	Sources of Capital	5	4				
GREENSBORO		1					
	International Trade	1					
GREENVILLE		1	4				
	Business Startup & Acquisition	1	4				
GROTON		3	4				
	Business Startup & Acquisition	2	4				
	Marketing & Sales	1					
GROVELAND		3	3				
	Business Startup & Acquisition	1	1				
	COVID-19	1	1				
	International Trade	1	2				
HADLEY		24	58		13		\$383,277
	Accounting & Records	2					
	Business Liquidation	1	2				
	Business Startup & Acquisition	7	9				
	COVID-19	11	22		13		\$373,277
	International Trade	1					
	Marketing & Sales	5	13				
	Personnel/Human Resources	2	7				
	Sources of Capital	4	5				\$10,000
HALIFAX		3	6				
	COVID-19	1	1				
	Marketing & Sales	2	2				
	Personnel/Human Resources	1	1				
	Sources of Capital	1	2				
HAMDEN		1					
	International Trade	1					
HAMPDEN		2	3				
	Business Startup & Acquisition	1	3				
	COVID-19	1					
HAMPTON		1	2				
	Government Procurement	1					
	Marketing & Sales	1	2				
HANCOCK		3	23	5		2	\$1,200
	Business Startup & Acquisition	3	22	5		2	\$1,200
	COVID-19	1	2				
HANOVER		13	53	16		1	\$3,000,000
	Accounting & Records	1	1				
	Business Liquidation	1	2				
	Business Startup & Acquisition	7	9				
	COVID-19	2	13				
	International Trade	2					
	Marketing & Sales	2	2				
	Personnel/Human Resources	1	2				
	Sources of Capital	2	25	16		1	\$3,000,000
HANSCOM AFB		4	2				
	Business Startup & Acquisition	3	2				
	International Trade	1					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
HANSON		6	8		6		\$47,000
	Accounting & Records	1	2				
	Business Liquidation	1	2				
	Business Startup & Acquisition	1	1				
	COVID-19	1	1		6		\$47,000
	International Trade	1					
	Marketing & Sales	1	1				
	Sources of Capital	1					
	Strategic Needs Assessment	1	2				
HARDWICK		1					
	Marketing & Sales	1					
HARTFORD		3					
		1					
	International Trade	2					
HARVARD		3	2	1		1	
	Accounting & Records	1					
	Business Startup & Acquisition	2	2	1		1	
HARWICH		4	7				
	Accounting & Records	1	1				
	Business Startup & Acquisition	2	4				
	International Trade	1					
	Marketing & Sales	2	1				
	Personnel/Human Resources	1	1				
HATFIELD		9	19	1	12	1	\$77,000
	Business Startup & Acquisition	2	1	1		1	\$10,000
	COVID-19	4	18		12		\$67,000
	Marketing & Sales	4					
	Sources of Capital	1					
HAVERHILL		31	31	1	12	1	\$147,611
		7					
	Business Liquidation	1	1				
	Business Startup & Acquisition	17	24	1		1	\$60
	COVID-19	12	6		11		\$97,551
	Disaster Assistance	1					
	Government Procurement	1					
	International Trade	2					
	Marketing & Sales	3					
	Sources of Capital	2			1		\$50,000
HAWTHORNE		2					
	International Trade	2					
HAYDENVILLE		3	3	1		1	\$5,000
	Accounting & Records	1					
	Business Startup & Acquisition	2	3	1		1	\$5,000
	Marketing & Sales	2					
	Personnel/Human Resources	1					
HAYES		1					
	Personnel/Human Resources	1					
HEATH		2	2				
	Business Startup & Acquisition	2	2				
HEBRON		1					
	International Trade	1					
HERNDON		1					
	Business Startup & Acquisition	1					
HIALEAH		1					
	Sources of Capital	1					
HICKSVILLE		1	5				
	Business Startup & Acquisition	1	5				
HIGH POINT		1					
	International Trade	1					
HIGHLANDS		1					
	International Trade	1					
HILLSBORO		2					
	COVID-19	1					
	International Trade	1					
	Sources of Capital	1					
HILLSBOROUGH		2					
	Accounting & Records	1					
	International Trade	1					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
HILLSDALE		1	3				
	Business Startup & Acquisition	1	3				
HINGHAM		12	13		27		\$315,000
	Business Liquidation	1	1				
	Business Startup & Acquisition	6	9				
	COVID-19	1	2		24		\$285,000
	International Trade	2					
	Marketing & Sales	3					
	Personnel/Human Resources	2					
	SBIR / STTR	1	1				
	Sources of Capital	2	1		3		\$30,000
HINSDALE		7	7				
	Business Liquidation	1	2				
	Business Startup & Acquisition	3	5				
	COVID-19	2	1				
	Marketing & Sales	1					
HOLBROOK		8	16				
		1					
	Accounting & Records	1	1				
	Business Startup & Acquisition	4	2				
	COVID-19	2					
	Government Procurement	1					
	International Trade	2	13				
	Marketing & Sales	1					
	Personnel/Human Resources	1					
	Strategic Plan. / Facilitation	1					
HOLDEN		17	28	1		1	
	Accounting & Records	1					
	Business Startup & Acquisition	11	20	1		1	
	COVID-19	3	2				
	Government Procurement	1	4				
	International Trade	1					
	Marketing & Sales	2	1				
	Sources of Capital	3	2				
HOLLAND		2	11				
	Business Startup & Acquisition	2	11				
HOLLISTER		1					
	International Trade	1					
HOLLISTON		10	25		21		
		1					
	Business Startup & Acquisition	1	2				
	COVID-19	1					
	Government Procurement	1	4				
	International Trade	4	17		21		
	Marketing & Sales	3	2				
	Strategic Plan. / Facilitation	1	1				
HOLYOKE		45	87	8	43	6	\$697,500
	Accounting & Records	1					
	Business Startup & Acquisition	23	35	7		5	\$297,000
	COVID-19	11	17		43		\$305,000
	Government Procurement	1					
	Marketing & Sales	12	2				
	Mgmt / Oper. Analysis	1	1				
	Personnel/Human Resources	2	1				
	Sources of Capital	12	32	1		1	\$95,500
HOOKSETT		1					
	International Trade	1					
HOPEDALE		3	6				
	Business Startup & Acquisition	2	2				
	Government Procurement	1	4				
	Marketing & Sales	1					
HOPKINTON		18	109	12		2	\$1,072,500
		1					
	Accounting & Records	1	2				
	Business Startup & Acquisition	8	33	12		2	\$1,072,500
	COVID-19	1					
	Government Procurement	4	21				
	International Trade	3	1				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
HOUSATONIC	Marketing & Sales	4	4				
	Mgmt / Oper. Analysis	1	16				
	Sources of Capital	2	32				
		11	42		3		\$85,500
HOUSTON	Accounting & Records	1					
	Business Startup & Acquisition	6	16				
	COVID-19	5	22		3		\$85,500
	Marketing & Sales	3	2				
HUBBARDSTON	Personnel/Human Resources	1	2				
		5					
	Business Startup & Acquisition	1					
HUDSON	International Trade	3					
		4	92	2		1	
	Accounting & Records	2	11				
	Bus. Plan Development	1	2				
HULL	Business Startup & Acquisition	3	17	2		1	
	Marketing & Sales	3	34				
	Mgmt / Oper. Analysis	1	2				
	Sources of Capital	1	3				
	Strategic Plan. / Facilitation	1	24				
		13	45	1		1	
	Business Startup & Acquisition	5	28	1		1	
HUMAROCK	COVID-19	1					
	Government Procurement	3	9				
	International Trade	2					
	Marketing & Sales	2	2				
HUNTINGTON	Sources of Capital	3	7				
		7	2				
	Business Startup & Acquisition	2	2				
	COVID-19	3					
HUNTSVILLE	International Trade	1					
	Marketing & Sales	3					
	Sources of Capital	1					
HYANNIS		1					
		1					
	Business Startup & Acquisition	2	4				
	COVID-19	1	2				
HYDE PARK	International Trade	1					
		13	11	24		2	\$925,000
	Accounting & Records	1					
	Bus. Plan Development	1	1				
	Business Startup & Acquisition	5	4	24		2	\$925,000
	COVID-19	1					
	Disaster Assistance	1	1				
Marketing & Sales	5	5					
INDIAN ORCHARD	Sources of Capital	1					
		29	49	4		3	\$1,040
	Accounting & Records	4					
	Business Startup & Acquisition	17	31	4		3	\$1,040
IPSWICH	COVID-19	7	9				
	Government Procurement	1					
	International Trade	1	3				
	Marketing & Sales	5	4				
	Sources of Capital	3	3				
		12	10		1		\$8,134
INDIAN ORCHARD	Business Startup & Acquisition	6	6				
	COVID-19	1	2		1		\$8,134
	Marketing & Sales	4					
	Sources of Capital	2	2				
INDIAN ORCHARD		21	22		17		\$188,447
		3					
	Business Startup & Acquisition	4	4				
	COVID-19	11	17		17		\$188,447
INDIAN ORCHARD	Government Procurement	1					



City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	International Trade	1					
	Marketing & Sales	3					
IRVINE	Sources of Capital	2	2				
		2					
JACKSON	International Trade	2					
		1					
	Business Startup & Acquisition	1					
JACKSONVILLE	International Trade	1					
		1					
JAFFREY	Marketing & Sales	1					
		1					
JAMAICA PLAIN	COVID-19	1					
		24	42	8	2	3	\$576,040
		2					
	Accounting & Records	1	1				
	Business Startup & Acquisition	11	29	8		3	\$351,040
	COVID-19	4	1				
	Government Procurement	2					
	International Trade	1					
	Marketing & Sales	5	2				
	SBIR / STTR	3	6		2		\$225,000
	Sources of Capital	2	4				
JAMESVILLE		1					
	International Trade	1					
JEFFERSON		3	4				
	Business Startup & Acquisition	2	3				
	Financial Analysis & Cost Control	1					
	Sources of Capital	1	1				
JOHNSON		1					
	Accounting & Records	1					
KANSAS CITY		1					
	International Trade	1					
KEENE		1					
	Accounting & Records	1					
KENNEWICK		1					
	International Trade	1					
KENSINGTON		1					
	Business Startup & Acquisition	1					
KEW GARDENS		1					
	International Trade	1					
KINGSTON		7	30				
	Business Startup & Acquisition	5	11				
	COVID-19	1	4				
	International Trade	1					
	Sources of Capital	3	16				
LA JOLLA		1					
	International Trade	1					
LA MESA		1					
	International Trade	1					
LAGUNA NIGUEL		1	1				
	Marketing & Sales	1	1				
LAGUNA WOODS		1					
	International Trade	1					
LAKE LURE		1					
	COVID-19	1					
	Marketing & Sales	1					
LAKEVILLE		14	74	1	30	1	\$150,100
	Accounting & Records	2	9				
	Business Liquidation	2	18				
	Business Startup & Acquisition	10	19				
	COVID-19	4	5		30		\$145,100
	Financial Analysis & Cost Control	1	2				
	Government Procurement	1					
	International Trade	1					
	Marketing & Sales	4	16	1		1	\$5,000
	Mgmt / Oper. Analysis	1	2				
	Sources of Capital	2	3				
	Strategic Needs Assessment	1	2				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
LAKESIDE		1					
	International Trade	1					
LANCASTER		3	2	1		1	
	Business Startup & Acquisition	2	2	1		1	
	International Trade	1					
LAND O LAKES		1					
	International Trade	1					
LANESBORO		4	20	2	1	1	\$111,000
	Business Startup & Acquisition	1	14	2		1	\$48,000
	COVID-19	2	4		1		\$63,000
	Marketing & Sales	1	2				
LANESBOROUGH		2	13				
	Business Startup & Acquisition	2	13				
LAWRENCE		51	83	9	9	2	\$1,121,797
		4					
	Accounting & Records	3					
	Business Startup & Acquisition	33	48	9		2	\$80,520
	COVID-19	15	25		9		\$41,277
	Government Procurement	3					
	International Trade	2					
	Marketing & Sales	3					
	Personnel/Human Resources	2					
	Sources of Capital	4	10				\$1,000,000
LAWRENCEVILLE		2					
	International Trade	2					
LEBANON		1					
	International Trade	1					
LEE		16	35	1	3	1	\$26,156
		1					
	Business Startup & Acquisition	7	13	1		1	
	COVID-19	7	5		3		\$26,156
	Personnel/Human Resources	2					
	Sources of Capital	2	18				
LEEDS		2	51				
	Business Startup & Acquisition	1					
	International Trade	1	51				
LEICESTER		4	4				
	Business Startup & Acquisition	4	4				
LEMONT		1	2				
	Business Startup & Acquisition	1	2				
LENOX		15	48	11		2	
	Accounting & Records	1					
	Business Startup & Acquisition	11	28	11		2	
	COVID-19	6	21				
LENOX DALE		3	5				
	Business Startup & Acquisition	1	2				
	COVID-19	2	3				
LEOMINSTER		32	141	6	1	2	\$520
		1					
	Accounting & Records	3	9	2	1		
	Business Startup & Acquisition	15	44	4		2	\$520
	COVID-19	3	6				
	Financial Analysis & Cost Control	1	2				
	Government Procurement	8	54				
	International Trade	1					
	Marketing & Sales	9	9				
	Sources of Capital	3	3				
	Strategic Plan. / Facilitation	1	16				
LEVERETT		4	10		2		\$20,000
	Business Startup & Acquisition	1					
	COVID-19	2	7		2		\$20,000
	Marketing & Sales	2	3				
	Technology	1	1				
LEXINGTON		25	67	1	98	1	\$160,525
		4					
	Accounting & Records	2	16				
	Business Startup & Acquisition	10	28	1		1	\$525
	COVID-19	7	3		98		\$160,000

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Government Procurement	1					
	International Trade	3					
	Marketing & Sales	4	2				
	Personnel/Human Resources	1					
	SBIR / STTR	2	15				
	Sources of Capital	3	4				
LEYDEN		1	2				
	Business Startup & Acquisition	1	2				
LILESVILLE		1					
	Business Startup & Acquisition	1					
	COVID-19	1					
LINCOLN		2	3		1		\$11,549
	Business Startup & Acquisition	1					
	COVID-19	1	3		1		\$11,549
	Marketing & Sales	1					
LITHONIA		1					
	Accounting & Records	1					
LITTLE COMPTON		2	2				
	Marketing & Sales	2	1				
	SBIR / STTR	1	1				
LITTLE ROCK		2					
	International Trade	1					
	Marketing & Sales	1					
LITTLETON		13	26				
	Accounting & Records	2	2				
	Business Startup & Acquisition	2					
	Computer Systems	1	1				
	COVID-19	1					
	Government Procurement	1	1				
	International Trade	8	14				
	Marketing & Sales	2	6				
	Sources of Capital	1	2				
LIVERPOOL		1					
	International Trade	1					
LONDONDERRY		2					
	Business Startup & Acquisition	1					
	COVID-19	1					
LONGMEADOW		15	50		3		\$30,500
		1					
	Accounting & Records	1					
	Business Startup & Acquisition	8	24				
	COVID-19	3	10		3		\$30,500
	Financial Analysis & Cost Control	1	2				
	International Trade	1	6				
	Marketing & Sales	7					
	Sources of Capital	4	9				
LONGMONT		1					
	International Trade	1					
LOS ANGELES		3					
	Accounting & Records	1					
	International Trade	2					
LOVELAND		1					
	International Trade	1					
LOWELL		38	67	5	5	2	\$910,176
		1					
	Accounting & Records	2					
	Business Startup & Acquisition	22	43	2		2	\$1,040
	COVID-19	7	15		2		\$6,133
	Government Procurement	4	2				
	International Trade	5					
	Marketing & Sales	4					
	SBIR / STTR	1	6				
	Sources of Capital	3	1	3	3		\$903,003
LUDLOW		16	28	3	2	3	\$57,500
		1					
	Accounting & Records	1					
	Business Startup & Acquisition	12	12	3		3	\$17,500
	COVID-19	5	3				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
LUNENBURG	Financial Analysis & Cost Control	1	1				
	Marketing & Sales	2	1				
	Personnel/Human Resources	1	2				
	Sources of Capital	4	10		2		\$40,000
		6	32	1		1	
		1					
	Business Startup & Acquisition	4	15	1		1	
	COVID-19	1					
	Government Procurement	1	16				
	Marketing & Sales	1	1				
LUTHERVILLE TIMONIUM	Personnel/Human Resources	1					
		1					
LYNN		63	115	4	106	5	\$1,315,589
LYNNFIELD		2					
	Bus. Plan Development	1	1				
	Business Liquidation	1	1				
	Business Startup & Acquisition	51	80	4	2	5	\$2,080
	COVID-19	14	21		104		\$1,313,509
	Financial Analysis & Cost Control	1	2				
	International Trade	3	3				
	Marketing & Sales	1					
	Mgmt / Oper. Analysis	1					
	Sources of Capital	7	9				
MADISON		13	8	1		1	\$520
		2					
MADRID	Accounting & Records	2					
	Business Startup & Acquisition	4	2	1		1	\$520
	COVID-19	2	6				
	International Trade	1					
	Marketing & Sales	3					
MADRID	Personnel/Human Resources	6					
		1					
MADRID	International Trade	1					
		1					
MALDEN	International Trade	1					
		40	44	1	1	1	\$21,860
MANCHESTER		1					
	Accounting & Records	2					
	Business Startup & Acquisition	24	27	1		1	
	COVID-19	8	5		1		\$21,860
	International Trade	3	2				
	Marketing & Sales	6					
	Personnel/Human Resources	1					
	SBIR / STTR	1	6				
	Sources of Capital	2	3				
		15	24	1	15	1	\$195,334
MANCHESTER	Business Startup & Acquisition	6	5	1		1	\$40
	COVID-19	5	6		15		\$195,294
	Financial Analysis & Cost Control	1					
	Government Procurement	1					
	International Trade	3					
	Marketing & Sales	1	1				
	Mgmt / Oper. Analysis	1					
	Personnel/Human Resources	1					
	Sources of Capital	1	13				
		1					
MANOMET	Personnel/Human Resources	1					
MANSFIELD		29	61	13	44	1	\$716,145
		1					
	Accounting & Records	1					
	Business Startup & Acquisition	9	11				
	COVID-19	10	21		44		\$556,145
	International Trade	4	21				
	Loan Package Development	1	1	13		1	\$160,000
	Marketing & Sales	1					
	Personnel/Human Resources	2					
	SBIR / STTR	1	2				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
MANVILLE	Sources of Capital	2	5				
	Strategic Plan. / Facilitation	1	1				
		1					
MARBLEHEAD	COVID-19	1					
		50	79	9	32	2	\$452,716
MARION		8					
	Business Startup & Acquisition	16	14	9		2	\$130,950
	COVID-19	20	39		32		\$276,766
	Financial Analysis & Cost Control	1	1				
	Government Procurement	1					
	International Trade	3	7				
	Marketing & Sales	8	3				
	Sources of Capital	4	15				\$45,000
	Technology	1	2				
		10	28	1		1	\$10,000
MARLBOROUGH	Business Liquidation	1	13				
	Business Startup & Acquisition	3	5	1		1	\$10,000
	COVID-19	2	4				
	Financial Analysis & Cost Control	1	1				
	Marketing & Sales	1	2				
	Personnel/Human Resources	2					
	Sources of Capital	2	4				
		39	99	11	17	4	\$198,752
		1					
		7	4				
MARQUETTE	Accounting & Records	7	4				
	Business Startup & Acquisition	15	40	11		4	
	COVID-19	6	8		17		\$198,752
	Financial Analysis & Cost Control	2	19				
	Government Procurement	5	11				
	International Trade	2					
	Marketing & Sales	15	8				
	Personnel/Human Resources	1					
	Sources of Capital	3	9				
	Strategic Needs Assessment	1	2				
MARSHFIELD	International Trade	1					
MARSTONS MILLS		8	121				
	Accounting & Records	1	18				
	Business Liquidation	1	3				
	Business Startup & Acquisition	2	7				
	COVID-19	3	5				
	Government Procurement	1					
	International Trade	1					
	Marketing & Sales	4	21				
	Sources of Capital	2	67				
		2	3	1		1	
MASHPEE	Accounting & Records	1					
	Business Startup & Acquisition	2	3	1		1	
MATTAPAN		10	20				
	Business Startup & Acquisition	7	8				
	COVID-19	2	5				
	Marketing & Sales	1					
	Personnel/Human Resources	1	1				
	SBIR / STTR	1	6				
MATTAPoisETT		23	36				
		2					
	Bus. Plan Development	1	6				
	Business Startup & Acquisition	9	27				
	COVID-19	5	1				
	Disaster Assistance	1	1				
	International Trade	3					
	Marketing & Sales	2					
	Sources of Capital	2	1				
		9	16	3		2	
MATTAPoisETT	Accounting & Records	2	2				
	Business Startup & Acquisition	4	4	2		1	
	COVID-19	2	4				
	Financial Analysis & Cost Control	1	1				
		1					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
MAYAGUEZ	Marketing & Sales	6	5	1		1	
	Personnel/Human Resources	1	1				
MAYNARD	Business Startup & Acquisition	1					
		9	18		3		\$20,000,000
MC LEAN	Accounting & Records	1					
	Business Startup & Acquisition	2	7				
	COVID-19	2	1				
	Government Procurement	1	9				
	International Trade	3					
	Marketing & Sales	3	1				
	SBIR / STTR	1	1		3		\$20,000,000
MCALLEN	International Trade	1					
		1					
MCLEAN	Marketing & Sales	1					
		3					
MEADVILLE	International Trade	3					
		1	9	2		1	
MEDFIELD	Business Startup & Acquisition	1	5	2		1	
	Sources of Capital	1	5				
MEDFORD		4	6				
	Business Startup & Acquisition	1	1				
	Sources of Capital	1	6				
		21	28	1	17	1	\$98,320
MEDWAY	Accounting & Records	2					
	Business Startup & Acquisition	1					
	COVID-19	9	12	1		1	\$520
	Government Procurement	2	2		17		\$97,800
	Marketing & Sales	1					
	Personnel/Human Resources	5	2				
MELROSE	SBIR / STTR	1					
		2	12				
	Business Liquidation	11	33	2	27		\$341,000
	Business Startup & Acquisition	1	1				
	COVID-19	3	21			25	\$261,000
MEMPHIS	Marketing & Sales	3	2		2		\$80,000
	Personnel/Human Resources	6	5	2			
	Sources of Capital	1	2				
		1	3				
MENDON		13	9	3		2	\$520
	Accounting & Records	2					
	Business Startup & Acquisition	1					
MENLO PARK	Business Startup & Acquisition	11	7	3		2	\$520
	Marketing & Sales	4					
	SBIR / STTR	1	1				
MERRICK		1					
	International Trade	1					
MERRIMACK	International Trade	1					
		3			1		\$4,100
MERRIMACK	Accounting & Records	1					
	Business Startup & Acquisition	1					
	COVID-19	1			1		\$4,100
MESA	International Trade	1					
		1					
MERRIMACK	International Trade	3					
		3					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
METHUEN		26	32	1	1	1	\$1,500
		3					
	Business Startup & Acquisition	19	21	1		1	
	COVID-19	3	4				
	Marketing & Sales	4	3				
	Personnel/Human Resources	1					
	Sources of Capital	3	4		1		\$1,500
MIAMI		1					
		1					
MIAMI GRADEN		1					
		1					
MIAMI LAKES		1					
	COVID-19	1					
MIDDLEBORO		15	32		10		\$13,600
	Accounting & Records	1					
	Bus. Plan Development	1	3				
	Business Startup & Acquisition	6	12				
	COVID-19	5	4		10		\$13,600
	Government Procurement	1					
	International Trade	1	7				
	Marketing & Sales	3	2				
	Sources of Capital	2	6				
MIDDLETON		9	12		2		\$23,097
		1					
	Business Startup & Acquisition	6	5				
	COVID-19	4	6		2		\$23,097
	Marketing & Sales	1					
	Sources of Capital	2	2				
MILFORD		27	73	4		3	
	Accounting & Records	3					
	Business Startup & Acquisition	14	16	4		3	
	COVID-19	3	3				
	Government Procurement	4	37				
	International Trade	4					
	Marketing & Sales	3	18				
MILL RIVER		1	1				
	COVID-19	1	1				
	Personnel/Human Resources	1					
MILLBURY		21	68	4	16	4	\$75,000
		1					
	Accounting & Records	3	2				
	Business Startup & Acquisition	13	53	3	5	3	
	COVID-19	1	4		11		\$75,000
	Financial Analysis & Cost Control	2	3				
	Government Procurement	1					
	Marketing & Sales	4	2				
	Sources of Capital	3	4				
	Strategic Plan. / Facilitation	1	1	1		1	
MILLERS FALLS		2					
	Business Startup & Acquisition	1					
	Marketing & Sales	1					
MILLIS		6	5	4		2	
	Accounting & Records	1					
	Business Startup & Acquisition	3	5	4		2	
	COVID-19	1					
	Government Procurement	1	1				
	International Trade	1					
MILLVILLE		1		1		1	
	Business Startup & Acquisition	1		1		1	
MILTON		21	39	1	5	1	\$63,693
		2					
	Accounting & Records	3					
	Business Liquidation	1	2				
	Business Startup & Acquisition	8	11	1		1	
	COVID-19	4	5		5		\$63,693
	Financial Analysis & Cost Control	1	4				
	Marketing & Sales	1					
	Personnel/Human Resources	2					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	SBIR / STTR	2	7				
	Sources of Capital	2	12				
MINNEAPOLIS	Strategic Plan. / Facilitation	1	1				
		3	1				
	International Trade	2					
MONESSEN	SBIR / STTR	1	1				
		1					
MONSON		10	20	1	7	1	\$25,000
	Business Startup & Acquisition	7	14	1		1	
	COVID-19	3	3		7		\$25,000
	Marketing & Sales	2					
	Sources of Capital	2	4				
MONTAGUE		3	6				
		1					
	Accounting & Records	1	1				
	Business Startup & Acquisition	2	4				
	Financial Analysis & Cost Control	1	1				
	International Trade	1					
	Marketing & Sales	1					
MONTEREY		1	2				
		1					
	Marketing & Sales	1	2				
MONTPELIER		1					
	Accounting & Records	1					
MONUMENT BEACH		1					
	Personnel/Human Resources	1					
MOOSUP		1					
	Accounting & Records	1					
MOUNT PLEASANT		1					
	International Trade	1					
MOUNT PROSPECT		1					
	International Trade	1					
MUSKOGEE		1					
	International Trade	1					
N ATTLEBORO		2					
	Accounting & Records	1					
	COVID-19	1					
	Marketing & Sales	1					
N BILLERICA		1	11				
	International Trade	1	11				
N CHELMSFORD		1					
	Business Startup & Acquisition	1					
NAHANT		2					
	Business Startup & Acquisition	2					
NANTUCKET		15	14	1	4	1	\$347,000
	Accounting & Records	3					
	Business Startup & Acquisition	4	7	1		1	\$22,000
	COVID-19	4	3				
	International Trade	1					
	Marketing & Sales	5	4				
	Personnel/Human Resources	3					
	Sources of Capital	3	1		4		\$325,000
NARRAGANSETT		1					
	Sources of Capital	1					
NASHUA		7	11		8	1	\$45,000
	Business Startup & Acquisition	4	3		8	1	\$45,000
	COVID-19	1					
	International Trade	2					
	Marketing & Sales	1	6				
	Sources of Capital	1	2				
NASHVILLE		2	4				
	Business Startup & Acquisition	1	4				
	Government Procurement	1					
NATICK		42	293	10		4	\$936,040
	Accounting & Records	6	2				
	Business Startup & Acquisition	16	16	10		4	\$936,040
	COVID-19	9	4				



City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
NEEDHAM	Government Procurement	8	42				
	International Trade	5	164				
	Loan Package Development	1	1				
	Marketing & Sales	9	8				
	SBIR / STTR	3	5				
	Sources of Capital	7	26				
	Strategic Plan. / Facilitation	2	26				
NEEDHAM		16	13	1		1	\$1,000
		1					
NEEDHAM HEIGHTS	Business Startup & Acquisition	6	4	1		1	\$1,000
	COVID-19	5					
	International Trade	2					
	Marketing & Sales	7	9				
NEEDHAM HEIGHTS		5	5		1		\$750,000
	International Trade	3	2				
	Marketing & Sales	1					
NEW BEDFORD	SBIR / STTR	1	3		1		\$750,000
		125	251	7	507	4	\$4,225,421
NEW BEDFORD	Accounting & Records	3	1				
	Business Liquidation	4	3				
	Business Startup & Acquisition	46	70	5		2	\$485,000
	Computer Systems	1	1				
	COVID-19	42	49		507		\$3,740,421
	Disaster Assistance	2	5				
	Financial Analysis & Cost Control	2	3				
	International Trade	3	6				
	Loan Package Development	2	3				
	Marketing & Sales	36	16	2		2	
	Mgmt / Oper. Analysis	1	7				
	Personnel/Human Resources	14	3				
	SBIR / STTR	1	4				
	Sources of Capital	7	11				
	Strategic Plan. / Facilitation	2	73				
NEW BRAINTREE		1		1		1	
NEW BRITAIN	Business Startup & Acquisition	1		1		1	
		2					
NEW BRITAIN	International Trade	2					
		2					
NEW CASTLE		1					
	Accounting & Records	1					
	Business Startup & Acquisition	1					
NEW CASTLE	Marketing & Sales	1					
		2					
NEW HAVEN		2					
NEW HAVEN	Marketing & Sales	2					
		2					
NEW HYDE PARK		1					
NEW HYDE PARK	International Trade	1					
		1	4				
NEW LEBANON		1	4				
NEW LEBANON	Business Startup & Acquisition	1	4				
		3	28	4	3	2	\$20,000
NEW MARLBOROUGH	Business Startup & Acquisition	3	18	4		2	\$15,000
	COVID-19	2	7				
	Marketing & Sales	1	3				
NEW MARLBOROUGH	Sources of Capital	1			3		\$5,000
		2					
NEW ORLEANS	Government Procurement	1					
	International Trade	1					
NEW ORLEANS		1					
	Business Startup & Acquisition	1					
NEW ORLEANS	Marketing & Sales	1					
		16	2				
NEW YORK		3					
	Business Startup & Acquisition	1	2				
NEW YORK	International Trade	10					
	Marketing & Sales	2					
		2					
NEWARK		2					
NEWARK	International Trade	2					
		1					
NEWBERG		1					
NEWBERG	Marketing & Sales	1					
		3	4		17		\$241,000

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
NEWBURYPORT	Accounting & Records	1					
	Business Startup & Acquisition	1	3				
	COVID-19	2	1		17		\$241,000
	Sources of Capital	1	1				
		17	16			9	\$57,480
NEWINGTON		2					
	Business Startup & Acquisition	4	6				
	COVID-19	7	6		9		\$57,480
	International Trade	1					
	Marketing & Sales	2	1				
NEWPORT	Sources of Capital	2	2				
	International Trade	6					
NEWTON	International Trade	6					
	Business Startup & Acquisition	2					
NEWTON CENTER	COVID-19	1					
		19	27	1	5	1	\$200,000
NEWTON HIGHLANDS	Accounting & Records	1					
	Business Startup & Acquisition	3					
	COVID-19	5	4	1		1	
	International Trade	11	10		5		\$200,000
	Marketing & Sales	1					
	SBIR / STTR	7	5				
	Sources of Capital	1	8				
		1					
NEWTON LOWER FALLS		13	14				
	Business Startup & Acquisition	1					
	COVID-19	5	11				
	International Trade	3	1				
	Marketing & Sales	1					
	Personnel/Human Resources	2					
NEWTON UPPER FALLS	SBIR / STTR	1	2				
		12	31		3		\$56,800
	Business Startup & Acquisition	4	4				
	COVID-19	5	22		3		\$56,800
	International Trade	4	4				
NEWTONVILLE	SBIR / STTR	1	1				
	Sources of Capital	1	1				
NIAGARA FALLS	COVID-19	1					
		1					
NICHOLASVILLE	COVID-19	6	3				
	Marketing & Sales	3	1				
NO. ANDOVER	SBIR / STTR	1	2				
		5	6				
NOLANVILLE	Business Startup & Acquisition	1					
	COVID-19	2	6				
NORFOLK	Marketing & Sales	2					
	Personnel/Human Resources	2					
NORTH ADAMS	International Trade	1					
		1					
NORTH ADAMS	International Trade	1					
		1					
NORTH ADAMS	Business Startup & Acquisition	2	1				
	Marketing & Sales	1					
NORTH ADAMS	Business Liquidation	1	1				
		1	1				
NORTH ADAMS	Accounting & Records	7	8				
	Business Startup & Acquisition	1					
	COVID-19	2	4				
	Government Procurement	2					
	International Trade	1	4				
NORTH ADAMS		2					
		29	104	4	63	2	\$768,000
		2					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
NORTH ANDOVER	Business Startup & Acquisition	21	39	4		2	
	COVID-19	7	34		63		\$768,000
	International Trade	1					
	Marketing & Sales	4	10				
	SBIR / STTR	1	5				
	Sources of Capital	3	17				
NORTH ATTLEBORO		26	49	2	2	2	\$30,820
	Business Startup & Acquisition	1					
	COVID-19	16	33	2		2	\$1,040
	International Trade	11	10		2		\$29,780
	Marketing & Sales	1					
	Personnel/Human Resources	1					
NORTH AUGUSTA	Sources of Capital	2	6				
	Business Startup & Acquisition	18	41	1	1	1	\$15,866,710
	COVID-19	9	15				
NORTH BILLERICA	Marketing & Sales	5	3				
	Sources of Capital	3	3				
NORTH BROOKFIELD	Sources of Capital	4	20	1	1	1	\$15,866,710
	International Trade	1					
NORTH CHATHAM	Business Startup & Acquisition	7	15	1	12	1	\$21,675
	COVID-19	1					
	International Trade	3	9	1		1	\$30
NORTH DARTMOUTH	COVID-19	1	5		12		\$21,645
	International Trade	2					
	Marketing & Sales	1					
NORTH EASTHAM		2	9				
	Business Startup & Acquisition	2	2				
NORTH EASTON	Sources of Capital	1	7				
	Business Startup & Acquisition	2	1				
NORTH EGREMONT	COVID-19	1	1				
	Business Startup & Acquisition	4	3				
	Government Procurement	2	1				
NORTH FALMOUTH	International Trade	1	3				
	Business Startup & Acquisition	15	39	3	6	1	\$355,000
	Accounting & Records	1	1				
	Business Startup & Acquisition	6	13	3		1	\$25,000
	COVID-19	5	3				
	Financial Analysis & Cost Control	1	1				
NORTH DIGHTON	Marketing & Sales	6	17				
	Personnel/Human Resources	2	2				
	Sources of Capital	2	4		6		\$330,000
NORTH EASTHAM		1	12				
	Marketing & Sales	1	12				
NORTH EASTON	COVID-19	2	1				
	Marketing & Sales	2	1				
NORTH EGREMONT		8	35		1		\$30,900
	Accounting & Records	1	2				
	Business Startup & Acquisition	1	2				
	COVID-19	5	12				
	Loan Package Development	2	3		1		\$30,900
	Marketing & Sales	1	1				
NORTH FALMOUTH	Marketing & Sales	4	9				
	Sources of Capital	1	2				
	Strategic Plan. / Facilitation	1	7				
NORTH FALMOUTH		1	31		12		\$96,100
	Business Startup & Acquisition	1	5				
	COVID-19	1	24		12		\$96,100
NORTH FALMOUTH	Sources of Capital	1	2				
	Business Startup & Acquisition	3	4				
	International Trade	2	2				
	SBIR / STTR	1	1				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
NORTH GRAFTON		6	10				
	Business Startup & Acquisition	2					
	Computer Systems	1	1				
	Financial Analysis & Cost Control	1	5				
	Marketing & Sales	2	2				
	Sources of Capital	1	1				
	Technology	1	1				
NORTH HATFIELD		1	8		1		\$1,257
	COVID-19	1	8		1		\$1,257
NORTH HOLLYWOOD		1					
	International Trade	1					
NORTH OXFORD		1	2				
	Business Startup & Acquisition	1	2				
NORTH PROVIDENCE		1					
	Personnel/Human Resources	1					
NORTH READING		11	9		2		\$27,708
		1					
	Business Startup & Acquisition	2	1				
	COVID-19	3	6		2		\$27,708
	Government Procurement	2					
	International Trade	2					
	Marketing & Sales	2					
	Personnel/Human Resources	1					
	Sources of Capital	1	2				
NORTH SYRACUSE		1					
	International Trade	1					
NORTH WEYMOUTH		1	5				
	Business Startup & Acquisition	1	5				
NORTHAMPTON		65	97	1	78		\$1,045,712
		7					
	Accounting & Records	2					
	Business Startup & Acquisition	27	46	1			\$1,000
	COVID-19	19	21		78		\$1,044,712
	International Trade	3					
	Marketing & Sales	18	14				
	Mgmt / Oper. Analysis	1	3				
	SBIR / STTR	1	1				
	Sources of Capital	4	12				
	Technology	1	2				
NORTHBOROUGH		18	21				
		3					
	Accounting & Records	1					
	Business Startup & Acquisition	7	10				
	COVID-19	1	2				
	Government Procurement	3	3				
	International Trade	1	6				
	Marketing & Sales	2					
	Sources of Capital	1	1				
NORTHBRIDGE		10	9	4		3	
	Accounting & Records	2					
	Business Startup & Acquisition	4	2	4		3	
	International Trade	3	6				
	Marketing & Sales	1					
	Sources of Capital	1	1				
NORTHFIELD		1					
	Marketing & Sales	1					
NORTON		11	15				
		1					
	Accounting & Records	1					
	Business Startup & Acquisition	3	3				
	COVID-19	2	2				
	Disaster Assistance	1	1				
	International Trade	2					
	Marketing & Sales	3	2				
	Personnel/Human Resources	2	2				
	Sources of Capital	1	5				
NORWELL		10	8				
	Accounting & Records	1					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Business Liquidation	1	1				
	Business Startup & Acquisition	4	3				
	COVID-19	2	2				
	International Trade	2					
	Marketing & Sales	2					
	Personnel/Human Resources	1					
	Strategic Plan. / Facilitation	1	2				
NORWICH		1					
	Accounting & Records	1					
NORWOOD		16	19		2		\$52,800
	Accounting & Records	1	2				
	Business Startup & Acquisition	4	8				
	COVID-19	5	6		2		\$52,800
	Financial Analysis & Cost Control	1	1				
	Government Procurement	1					
	International Trade	3					
	Marketing & Sales	4					
	Sources of Capital	2	3				
NOTTINGHAM		1					
	Sources of Capital	1					
OAK BLUFFS		4	21				
	COVID-19	3	4				
	Marketing & Sales	2	1				
	Personnel/Human Resources	1					
	Sources of Capital	1	16				
OAK PARK		1					
	Marketing & Sales	1					
OAKHAM		3	6	3		1	
	Accounting & Records	2					
	Business Startup & Acquisition	3	6	3		1	
OJAI		1					
	Business Startup & Acquisition	1					
OLD BRIDGE		1					
	Marketing & Sales	1					
ONEONTA		1					
	COVID-19	1					
	International Trade	1					
ONSET		1	4				
	COVID-19	1	3				
	Disaster Assistance	1	1				
ORANGE		7	10	3			\$20,000
	Business Startup & Acquisition	5	8	3			\$20,000
	COVID-19	2	1				
	Sources of Capital	3	1				
ORANGEBURG		1					
	International Trade	1					
ORLANDO		1					
	International Trade	1					
ORLEANS		6	17		14		\$101,000
	Business Startup & Acquisition	1	13				
	COVID-19	4	2		14		\$101,000
	Disaster Assistance	1	3				
	Personnel/Human Resources	1					
OSSIPEE		1					
	Accounting & Records	1					
	Marketing & Sales	1					
OSTERVILLE		4	1				
	Business Startup & Acquisition	1					
	COVID-19	2					
	Marketing & Sales	1	1				
OTIS		1	5				
	Business Startup & Acquisition	1	5				
OVIEDO		1					
	Marketing & Sales	1					
OXFORD		14	17	1		1	
	Accounting & Records	2	1				
	Business Startup & Acquisition	9	11	1		1	
	COVID-19	1					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Government Procurement	2	4				
	Marketing & Sales	1					
PAGO PAGO	Sources of Capital	1	2				
		2					
PALM BEACH GARDENS	Accounting & Records	2					
		2					
	Business Startup & Acquisition	1					
	International Trade	1					
PALM HARBOR	Marketing & Sales	1					
		1					
	International Trade	1					
PALMER		9	16				
		1					
	Business Liquidation	1	3				
	Business Startup & Acquisition	3	5				
	COVID-19	2	1				
	Financial Analysis & Cost Control	1	6				
	Marketing & Sales	5	2				
	Personnel/Human Resources	1					
PALO ALTO		1					
		1					
PASADENA	COVID-19	1					
		2					
		1					
	International Trade	1					
PAWLING		1					
		1					
	International Trade	1					
PAWTUCKET		3	12				
		1					
	Business Startup & Acquisition	1	12				
	Marketing & Sales	1					
PAXTON		4	2	2		1	
	Accounting & Records	1					
	Business Startup & Acquisition	2	2	2		1	
	COVID-19	2					
PAYSON		1					
	Business Startup & Acquisition	1					
	Marketing & Sales	1					
	Personnel/Human Resources	1					
	Sources of Capital	1					
PEABODY		49	84	3	24	2	\$151,963
		4					
	Accounting & Records	3	2				
	Bus. Plan Development	1					
	Business Liquidation	1	1				
	Business Startup & Acquisition	22	38	3		2	\$1,020
	COVID-19	12	20		24		\$150,943
	Government Procurement	1					
	International Trade	4	2				
	Marketing & Sales	6	2				
	Sources of Capital	8	19				
	Technology	1	1				
PELHAM		2	3				
	Business Startup & Acquisition	1					
	COVID-19	1	3				
PEMBROKE		19	49		16		\$131,995
	Accounting & Records	1	3				
	Bus. Plan Development	1	2				
	Business Startup & Acquisition	4	5				
	COVID-19	2	9		15		\$56,995
	International Trade	5	6				
	Marketing & Sales	6	2				
	Personnel/Human Resources	1					
	SBIR / STTR	1	2				
	Sources of Capital	2	22		1		\$75,000
PEPPERELL		9	19				
	Business Startup & Acquisition	5	13				
	COVID-19	4	6				
PETERSHAM		2	12				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
PHILADELPHIA	Business Startup & Acquisition	1	4				
	Marketing & Sales	1					
	Sources of Capital	1	9				
		2					
PHOENIX	International Trade	1					
		1	6				
PINEHURST	Business Startup & Acquisition	1	6				
		1					
PITTSFIELD	Marketing & Sales	1					
		143	354	40	170	13	\$873,725
PLAINFIELD		5					
	Accounting & Records	6					
	Business Startup & Acquisition	93	179	40	1	13	\$262,425
	COVID-19	32	88		169		\$611,300
	Financial Analysis & Cost Control	1	4				
	International Trade	1					
	Marketing & Sales	20	15				
	Personnel/Human Resources	3					
	SBIR / STTR	2	20				
	Sources of Capital	9	48				
PLAINVILLE		2	4				
	Business Startup & Acquisition	2	3				
PLAINVILLE	Sources of Capital	1	1				
		4	13				
PLAISTOW	Business Startup & Acquisition	3	8				
	International Trade	1	5				
PLANO		1					
	Accounting & Records	1					
	Business Startup & Acquisition	1					
	Marketing & Sales	1					
PLEASANT VALLEY	International Trade	1					
		2	2		3		\$10,000
PLEASANTVILLE	COVID-19	1	2		3		\$10,000
	Marketing & Sales	1					
PLYMOUTH		1					
	International Trade	1					
PLYMPTON		50	159	4		2	\$237,000
		1					
	Accounting & Records	2					
	Bus. Plan Development	1	1				
	Business Startup & Acquisition	22	80				
	COVID-19	12	9				
	Disaster Assistance	1	1				
	Financial Analysis & Cost Control	1	2				
	Government Procurement	2	2				
	International Trade	5	9				
	Marketing & Sales	13	38	2		2	\$12,000
	Personnel/Human Resources	2	1				
	SBIR / STTR	1	1				
	Sources of Capital	7	18	2			\$225,000
POCASSET		2	1				
	Accounting & Records	1	1				
PORTAGE	Business Startup & Acquisition	1	1	3		1	\$18,000
		9	32	3		1	\$18,000
PORTERDALE	Business Startup & Acquisition	1	1	3			
	COVID-19	3	7				
	Disaster Assistance	1	1				
	International Trade	3	24				
	Marketing & Sales	1					
	Personnel/Human Resources	3					
POMFRET CENTER		1					
PORTAGE	International Trade	1					
		1					
PORTERDALE	International Trade	1					
		1					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
PORTLAND	Business Startup & Acquisition	1					
		1					
PORTSMOUTH	Marketing & Sales	1					
		6					
	Accounting & Records	1					
	Business Startup & Acquisition	1					
	COVID-19	2					
	International Trade	3					
	Marketing & Sales	1					
POTOMAC	Sources of Capital	1					
		1					
PRIDES CROSSING	International Trade	1					
		2	3				
PRINCETON	Business Startup & Acquisition	2	3				
		5	18	1		1	
		1					
	Accounting & Records	3	2				
	Business Startup & Acquisition	3		1		1	
	COVID-19	1	1				
	Government Procurement	1	11				
PROVIDENCE	Marketing & Sales	4	5				
		5	1				
	Accounting & Records	1					
	Business Startup & Acquisition	1	1				
	COVID-19	2					
PROVINCETOWN	International Trade	1					
		5	13				
	Business Startup & Acquisition	2	2				
	COVID-19	3	8				
	Marketing & Sales	1	1				
	Personnel/Human Resources	1	1				
QUEENS	Sources of Capital	1	2				
		1					
	International Trade	1					
		64	155	3	107	1	\$2,062,500
QUINCY		4					
	Accounting & Records	1	2				
	Bus. Plan Development	2	7				
	Business Startup & Acquisition	29	43				
	COVID-19	13	23		106		\$745,000
	Financial Analysis & Cost Control	1	2				
	Government Procurement	1					
	International Trade	3	4				
	Loan Package Development	1	10				
	Marketing & Sales	20	6				
	Personnel/Human Resources	3					
	SBIR / STTR	2	2				
	Sources of Capital	11	58	3	1	1	\$1,317,500
RALEIGH		1					
RANDOLPH	International Trade	1					
		39	55		46		\$75,000
		1					
	Accounting & Records	2					
	Bus. Plan Development	1	7				
	Business Startup & Acquisition	18	19				
	COVID-19	7	4		46		\$75,000
	Engineering R&D	1	1				
	Financial Analysis & Cost Control	2	3				
	Government Procurement	5	2				
	International Trade	8	8				
	Marketing & Sales	8	6				
	Mgmt / Oper. Analysis	1					
	Sources of Capital	3	3				
	Technology	1	3				
RAYNHAM		13	34				
	Accounting & Records	3					
	Business Startup & Acquisition	5	9				
	COVID-19	5	5				



City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
READFIELD	Marketing & Sales	3	3				
	Personnel/Human Resources	1					
	Sources of Capital	3	16				
	Strategic Plan. / Facilitation	1	2				
READING	Business Startup & Acquisition	1					
		14	31	1	6	1	\$259,973
REDMOND	Business Startup & Acquisition	7	13	1		1	
	COVID-19	5	10		6		\$259,973
	Government Procurement	1					
	Marketing & Sales	4	1				
REHOBOTH	Sources of Capital	1	8				
	Marketing & Sales	1					
RESTON		10	21		4		\$110,310
	Business Startup & Acquisition	4	1				
	COVID-19	4	10		4		\$110,310
	Mgmt / Oper. Analysis	1	1				
REVERE	Personnel/Human Resources	1					
	Sources of Capital	3	9				
RICHARDSON	International Trade	1					
		37	44	2	8	2	\$246,485
	Business Startup & Acquisition	2					
	COVID-19	17	24	2		2	\$520
RICHMOND	Disaster Assistance	10	4		6		\$5,865
	International Trade	1	1				
	Marketing & Sales	9	7				
	Personnel/Human Resources	2					
RIVERSIDE	Sources of Capital	4					
		1	8		2		\$240,100
ROCHESTER	Marketing & Sales	1					
		3	13		3		\$93,760
	Accounting & Records	1					
	Business Startup & Acquisition	1	2				
ROCKLAND	COVID-19	1	8		3		\$93,760
	Marketing & Sales	1	3				
ROCKPORT	Personnel/Human Resources	2					
	Government Procurement	1					
	International Trade	1					
		3	3				
ROCKPORT	Business Startup & Acquisition	1	1				
	Marketing & Sales	1	1				
	Sources of Capital	1	1				
		10	13				
ROCKPORT	Accounting & Records	1					
	Business Startup & Acquisition	3	6				
	COVID-19	2	3				
	Disaster Assistance	1	1				
ROCKPORT	International Trade	1					
	Marketing & Sales	5	2				
		9	54	4		3	\$491,000
		1					
ROCKPORT	Accounting & Records	1					
	Business Startup & Acquisition	7	33	1		1	\$1,000
	International Trade	1					
	Marketing & Sales	2					
ROCKPORT	Sources of Capital	4	22	3		2	\$490,000
		9	20	1		1	\$520
		1					
	Accounting & Records	1					
ROCKPORT	Business Startup & Acquisition	4	14	1		1	\$520
	COVID-19	4	2				
	Government Procurement	1					
	Marketing & Sales	2	2				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Sources of Capital	3	3				
ROCKVILLE		1					
	COVID-19	1					
ROCKWALL		1					
	International Trade	1					
ROSLINDALE		8	11				
	Business Startup & Acquisition	5	5				
	International Trade	3	6				
	Marketing & Sales	1					
	Sources of Capital	1					
ROUND LAKE		1					
	International Trade	1					
ROWE		1	3				
	COVID-19	1	3				
ROWLEY		4	5				
	Business Startup & Acquisition	3	5				
	Government Procurement	1					
ROXBURY		7	3				
	Business Startup & Acquisition	4	3				
	COVID-19	2					
	Government Procurement	1					
	Sources of Capital	1					
ROXBURY CROSSING		2	5				
	Marketing & Sales	1					
	SBIR / STTR	1	5				
ROYAL PALM BEACH		1					
	Government Procurement	1					
RUSSELL		3	11				
	Business Startup & Acquisition	2	10				
	COVID-19	1	1				
RUTLAND		5	13		2		\$1,593,000
	Business Startup & Acquisition	5	12				
	Marketing & Sales	1					
	Personnel/Human Resources	1					
	Sources of Capital	1			2		\$1,593,000
S DEERFIELD		1	1		10		\$89,000
	COVID-19	1	1		10		\$89,000
S HAMILTON		1	4		4		\$28,168
	COVID-19	1	4		4		\$28,168
	Sources of Capital	1	1				
SACRAMENTO		1					
		1					
SAG HARBOR		1	2				
	Business Startup & Acquisition	1	2				
SAGAMORE		1	2				
	Business Startup & Acquisition	1	2				
SAGAMORE BEACH		2	1				
	COVID-19	1	1				
	Marketing & Sales	2					
SAINT AUGUSTINE		1					
	Marketing & Sales	1					
SAINT PAUL		1					
	International Trade	1					
SAINT PETERS		1					
	Government Procurement	1					
SAINT PETERSBURG		1					
		1					
SALEM		139	202	10	40	9	\$328,972
		10					
	Accounting & Records	9	3				
	Bus. Plan Development	1	1				
	Business Liquidation	1	1				
	Business Startup & Acquisition	83	117	10		9	\$3,150
	COVID-19	40	41		40		\$325,822
	Disaster Assistance	1	1				
	Government Procurement	5					
	International Trade	4					
	Marketing & Sales	27	3				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Personnel/Human Resources	7	4				
	Sources of Capital	9	31				
SALINA		1					
	International Trade	1					
SALISBURY		8	6				
		1					
	Business Startup & Acquisition	6	4				
	COVID-19	1					
	Marketing & Sales	1	2				
SAN ANTONIO		1					
	International Trade	1					
SAN DIEGO		4					
	Business Startup & Acquisition	1					
	International Trade	3					
SAN FRANCISCO		4					
	Business Startup & Acquisition	1					
	COVID-19	1					
	International Trade	2					
SAN JOSE		2					
	International Trade	2					
SAN JUAN		1					
	Accounting & Records	1					
SAN PEDRO		1					
	International Trade	1					
SANDWICH		5	11				
	Accounting & Records	1	1				
	Business Startup & Acquisition	2	2				
	COVID-19	1	2				
	Financial Analysis & Cost Control	1	6				
	Marketing & Sales	3					
SANDY SPRINGS		1					
	Accounting & Records	1					
SANFORD		1					
		1					
SANTA CLARA		5					
	International Trade	5					
SANTA FE		1					
	International Trade	1					
SARASOTA		2					
	International Trade	2					
SARATOGA SPRINGS		1					
	International Trade	1					
SAUGUS		19	32	3	2	3	\$60,845
		1					
	Business Startup & Acquisition	9	22	2		2	\$1,045
	COVID-19	5	5		1		\$9,800
	Marketing & Sales	2					
	Sources of Capital	4	6	1	1	1	\$50,000
SAVOY		3	6	2		1	
	Business Startup & Acquisition	2	2	2		1	
	COVID-19	1					
	Sources of Capital	1	4				
SCITUATE		7	36				
	Business Startup & Acquisition	2	10				
	COVID-19	2					
	International Trade	2	12				
	Marketing & Sales	1	7				
	Sources of Capital	3	8				
SCOTTSDALE		1					
	Government Procurement	1					
SEATTLE		2					
	International Trade	2					
SEBAGO		1					
	Accounting & Records	1					
	Marketing & Sales	1					
SEEKONK		6	12				
	Business Startup & Acquisition	4	7				
	COVID-19	1	2				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
SEMINOLE	Marketing & Sales	1	3				
	Sources of Capital	1	1				
		1					
SHARON	International Trade	1					
		17	45		3		\$16,350
SHEFFIELD	Accounting & Records	2					
	Business Startup & Acquisition	7	11				
	COVID-19	4	9		2		\$6,350
	Disaster Assistance	1	2				
	Financial Analysis & Cost Control	1	4				
	International Trade	1	2				
	Marketing & Sales	6	10				
	Sources of Capital	3	7		1		\$10,000
		8	13				
		Business Liquidation	1	2			
SHELBURNE	Business Startup & Acquisition	7	4				
	COVID-19	2	5				
	Personnel/Human Resources	1	3				
SHELBURNE FALLS	Accounting & Records	1					
	Marketing & Sales	1					
		10	11	3		3	\$26,500
SHELTON	Accounting & Records	1					
	Business Startup & Acquisition	4	9	3		3	\$26,500
	COVID-19	2	2				
	International Trade	1					
	Marketing & Sales	3					
SHENANDOAH		2					
	COVID-19	1					
SHIRLEY	Marketing & Sales	2					
	International Trade	1					
SHREWSBURY		11	18	2		1	
	Accounting & Records	2					
	Business Startup & Acquisition	3		2		1	
	COVID-19	3					
	Government Procurement	4	18				
	International Trade	1					
	Marketing & Sales	2					
SHUTESBURY		46	133	5		4	
	Accounting & Records	9	8				
	Business Liquidation	1	2				
	Business Startup & Acquisition	21	39	5		4	
	COVID-19	7	2				
	Disaster Assistance	2	2				
	Financial Analysis & Cost Control	3	8				
	Government Procurement	5	29				
	International Trade	5	17				
	Marketing & Sales	13	12				
	Personnel/Human Resources	2	2				
	Regulatory Issues	1					
	Sources of Capital	4	11				
SILVER SPRING		3	5				
	Business Startup & Acquisition	2	3				
	COVID-19	1	1				
SIMSBURY	Personnel/Human Resources	1	1				
	International Trade	1					
SIOUX FALLS	Marketing & Sales	1	1				
	International Trade	1					
SKOKIE	International Trade	1					
	International Trade	1					
SMITHFIELD	International Trade	4					
		1					
	International Trade	3					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
SMYRNA		1					
	Business Startup & Acquisition	1					
SOLON		1					
	International Trade	1					
SOMERSET		13	25				
	Bus. Plan Development	2	1				
	Business Startup & Acquisition	4	6				
	COVID-19	6	9				
	Financial Analysis & Cost Control	1	2				
	Marketing & Sales	3	5				
	Personnel/Human Resources	1					
	Sources of Capital	1	2				
SOMERSWORTH		1					
	International Trade	1					
SOMERVILLE		62	129	4	51	3	\$4,952,016
		2					
	Accounting & Records	3	1				
	Business Startup & Acquisition	20	36	4		3	\$21,045
	COVID-19	11	3		12		\$49,741
	Government Procurement	1	1				
	International Trade	8	21				
	Marketing & Sales	8					
	Personnel/Human Resources	5					
	SBIR / STTR	17	63		39		\$4,881,230
	Sources of Capital	6	6				
SOUTH BOSTON		9	14	4		1	\$275,000
	Business Startup & Acquisition	5	7	4		1	\$275,000
	Marketing & Sales	3	3				
	SBIR / STTR	1	5				
SOUTH DARTMOUTH		21	53	1	10	1	\$76,512
	Business Liquidation	1	1				
	Business Startup & Acquisition	10	5	1		1	
	COVID-19	12	17		10		\$76,512
	Financial Analysis & Cost Control	1	6				
	Loan Package Development	1	7				
	Marketing & Sales	7	13				
	Mgmt / Oper. Analysis	1	2				
	Personnel/Human Resources	3	1				
	Sources of Capital	1	3				
SOUTH DEERFIELD		8	8		52		\$557,000
	Business Startup & Acquisition	3	3				
	COVID-19	4	5		52		\$557,000
	Marketing & Sales	2					
SOUTH DENNIS		4	5		3		\$12,900
	COVID-19	3	5		3		\$12,900
	Marketing & Sales	1					
SOUTH EASTON		8	7				
	Accounting & Records	2					
	Business Startup & Acquisition	4	4				
	COVID-19	3	3				
	Marketing & Sales	4					
	Personnel/Human Resources	2					
	Sources of Capital	2					
SOUTH GRAFTON		9	29	2		2	\$2,063
	Business Startup & Acquisition	3	13	2		2	\$2,063
	COVID-19	2					
	Government Procurement	1					
	Marketing & Sales	2	12				
	SBIR / STTR	1	1				
	Sources of Capital	2	4				
SOUTH HADLEY		16	26		14		\$30,458
	Business Liquidation	1	2				
	Business Startup & Acquisition	7	10				
	COVID-19	4	5		14		\$30,458
	Financial Analysis & Cost Control	2	3				
	International Trade	1					
	Marketing & Sales	5	3				
	Sources of Capital	3	3				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
SOUTH HAMILTON		10	22		8		\$95,027
		2					
	Business Startup & Acquisition	3	6				
	COVID-19	4	8		8		\$95,027
	Marketing & Sales	2	1				
	Sources of Capital	1	8				
SOUTH LANCASTER		1					
	Business Startup & Acquisition	1					
SOUTH PORTLAND		1					
	International Trade	1					
SOUTH SUTTON		1					
	Marketing & Sales	1					
SOUTH WEYMOUTH		4	65	2		1	\$10,000
	Business Startup & Acquisition	1	28				
	COVID-19	2	9				
	Marketing & Sales	1	18	2		1	\$10,000
	Personnel/Human Resources	2	3				
	Sources of Capital	1	7				
SOUTH WINDSOR		1					
	COVID-19	1					
SOUTH YARMOUTH		7	4				
	Accounting & Records	1					
	Business Startup & Acquisition	4	2				
	Marketing & Sales	1					
	Personnel/Human Resources	3					
	Sources of Capital	1	2				
SOUTHAMPTON		4	6		4		\$304,300
	Business Startup & Acquisition	1	1				
	COVID-19	1	2		4		\$304,300
	Loan Package Development	1	2				
	Marketing & Sales	1					
	Personnel/Human Resources	1	1				
	Sources of Capital	1					
SOUTHBOROUGH		13	14	1		1	
	Business Startup & Acquisition	3	2	1		1	
	COVID-19	2					
	Government Procurement	1	2				
	International Trade	5	10				
	Marketing & Sales	1					
	Personnel/Human Resources	1					
SOUTHBRIDGE		23	20	1		1	
	Accounting & Records	3					
	Business Startup & Acquisition	7	11	1		1	
	COVID-19	3	1				
	Government Procurement	1	1				
	International Trade	1	1				
	Marketing & Sales	13					
	Personnel/Human Resources	1					
	Sources of Capital	1	7				
SOUTHFIELD		4	4				
	Business Startup & Acquisition	2	4				
	International Trade	2					
SOUTHWICK		11	24	1		1	
	Accounting & Records	1					
	Business Startup & Acquisition	4	12	1		1	
	COVID-19	2	5				
	International Trade	3	3				
	Marketing & Sales	3					
	Personnel/Human Resources	2	2				
	Sources of Capital	1	2				
SPENCER		9	11				
	Accounting & Records	2					
	Business Startup & Acquisition	5	9				
	COVID-19	3	1				
	Government Procurement	1	1				
	Marketing & Sales	2					
SPOKANE VALLEY		1					
	International Trade	1					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
SPRING		1					
	International Trade	1					
SPRING GROVE		1					
		1					
SPRINGFIELD		197	375	11	72	6	\$4,880,109
		5					
	Accounting & Records	9	1				
	Business Liquidation	1	2				
	Business Startup & Acquisition	107	205	4	2	4	\$144,000
	COVID-19	50	69		30		\$352,709
	Disaster Assistance	1	2				
	Government Procurement	3	1				
	International Trade	5					
	Loan Package Development	1	1				
	Marketing & Sales	54	33	1		1	\$3,400
	Mgmt / Oper. Analysis	1	1				
	Personnel/Human Resources	1					
	SBIR / STTR	1	3				
	Sources of Capital	28	57	6	40	1	\$4,380,000
	Strategic Needs Assessment	1	1				
ST AUGUSTINE BEACH		1					
	COVID-19	1					
ST PAUL		1	5				
	Business Startup & Acquisition	1	5				
STAFFORD		1					
	International Trade	1					
STAMFORD		3	1	1		1	\$10,000
	Business Startup & Acquisition	1	1	1		1	\$10,000
	International Trade	1					
	Marketing & Sales	1					
STATE COLLEGE		1	3				
	Business Startup & Acquisition	1	2				
	Marketing & Sales	1	1				
STERLING		8	4				
	Accounting & Records	1					
	Business Liquidation	1	2				
	Business Startup & Acquisition	5	2				
	Marketing & Sales	3					
	Personnel/Human Resources	1					
	Sources of Capital	1	1				
STOCKBRIDGE		9	44	3	1	2	\$100,833
		1					
	Business Startup & Acquisition	5	15	3		2	\$80,000
	COVID-19	2	19		1		\$20,833
	Marketing & Sales	2	5				
	Personnel/Human Resources	2	5				
STONEHAM		11	34	3	11		\$1,534,435
	Business Startup & Acquisition	4	21				
	COVID-19	3	11		6		\$447,435
	International Trade	1					
	Marketing & Sales	1					
	Sources of Capital	3	2	3	5		\$1,087,000
STOUGHTON		18	56	2	16	1	\$490,945
		2					
	Accounting & Records	1					
	Business Startup & Acquisition	10	9				
	COVID-19	4	28		16		\$200,945
	Disaster Assistance	1	1				
	International Trade	1					
	Marketing & Sales	4	8				
	Personnel/Human Resources	2					
	Sources of Capital	3	11	2		1	\$290,000
STOW		3					
	Accounting & Records	1					
	Business Startup & Acquisition	2					
STURBRIDGE		12	30	4	5	1	\$98,800
	Business Startup & Acquisition	5	17	4		1	
	COVID-19	1	2		5		\$98,800

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
SUDBURY	Disaster Assistance	1	2				
	International Trade	3	9				
	Marketing & Sales	3					
	Personnel/Human Resources	1					
		16	25				
		2					
	Accounting & Records	1					
	Business Startup & Acquisition	4	6				
	COVID-19	1					
	Government Procurement	3	15				
SUFFIELD	International Trade	4					
	Marketing & Sales	3					
	SBIR / STTR	1	2				
	Sources of Capital	3	3				
		1	4				
	Business Startup & Acquisition	1	4				
		2					
SUGAR LAND	International Trade	2					
		8	47		17		\$80,454
SUNDERLAND	Business Liquidation	1	2				
	Business Startup & Acquisition	4	16				
	COVID-19	4	19		16		\$79,254
	Financial Analysis & Cost Control	1	3				
	Marketing & Sales	2					
	SBIR / STTR	1	1				
	Sources of Capital	2	7		1		\$1,200
SUNNYVALE		1					
		1					
SUPERIOR		1	1				
	Business Startup & Acquisition	1	1				
SUTTON		8	10	8		3	
	Accounting & Records	1					
	Business Startup & Acquisition	5	2	8		3	
	COVID-19	1					
	Government Procurement	2	8				
SWAMPSCOTT	Sources of Capital	1					
		19	54	1	4	1	\$14,972
		4					
	Business Startup & Acquisition	6	13	1		1	\$520
	COVID-19	7	15		4		\$14,452
	Government Procurement	2	2				
	Marketing & Sales	2	2				
	Personnel/Human Resources	1	4				
	Sources of Capital	2	19				
		20	54	5	8	3	\$175,700
SWANSEA	Business Startup & Acquisition	10	12	4		2	\$2,000
	COVID-19	7	14		8		\$163,700
	Engineering R&D	1	1				
	Financial Analysis & Cost Control	1	2				
	International Trade	1	7				
	Loan Package Development	2	4				
	Marketing & Sales	6	9	1		1	\$10,000
	Personnel/Human Resources	1					
	Sources of Capital	5	6				
		1					
SYKESVILLE		1					
		4					
SYRACUSE	International Trade	3					
	Marketing & Sales	1					
TAMPA		2					
	Marketing & Sales	2					
TAUNTON		45	96	1	3	1	\$104,400
		1					
	Accounting & Records	1					
	Bus. Plan Development	1	1				
	Business Startup & Acquisition	21	39	1		1	\$55,000
	COVID-19	9	14		3		\$49,400
	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					
	Loan Package Development	1					
	Marketing & Sales	13	17				
	Personnel/Human Resources	6	3				
	Sources of Capital	10	22				
TEATICKET		2	1				
	Business Startup & Acquisition	1	1				
TEMPE	COVID-19	1					
		1					
	International Trade	1					
TEMPLETON		2	5				
	Business Startup & Acquisition	1	3				
	COVID-19	1					
	Marketing & Sales	1	2				
TEWKSBURY		20	10	1	2	1	\$6,713
	Business Startup & Acquisition	9	8	1		1	\$520
	COVID-19	4	1		2		\$6,193
	International Trade	8					
	Marketing & Sales	1					
	Sources of Capital	1	1				
THE VILLAGES		1					
	International Trade	1					
THOUSAND OAKS		1					
	International Trade	1					
TIVERTON		1					
	Business Startup & Acquisition	1					
TOLLAND		1	2				
	Business Startup & Acquisition	1	2				
TOPSFIELD		6	11		3		\$99,064
		1					
	COVID-19	3	6		3		\$99,064
	International Trade	1					
	Marketing & Sales	2	2				
	Sources of Capital	3	3				
TOWNSEND		4	2	1		1	
	Accounting & Records	1					
	Business Startup & Acquisition	3	2	1		1	
	COVID-19	1					
TROY		2					
	International Trade	2					
TRUMBULL		2					
	Marketing & Sales	2					
TRURO		1					
		1					
TUCSON		2					
	International Trade	2					
TURNERS FALLS		6	4				
	Accounting & Records	1					
	Business Startup & Acquisition	2	2				
	Marketing & Sales	3	1				
	Personnel/Human Resources	1	2				
TURTLE CREEK		1					
	Business Startup & Acquisition	1					
TUSCALOOSA		3					
	Accounting & Records	1					
	International Trade	2					
TYNGSBORO		7	13	2		1	
	Business Startup & Acquisition	6	5	2		1	
	International Trade	1	7				
TYRINGHAM		1	2				
	Marketing & Sales	1	2				
UPTON		6	23				
		1					
	Accounting & Records	1	1				
	Business Startup & Acquisition	4	11				
	Government Procurement	1	6				
	Marketing & Sales	2	2				
	Strategic Needs Assessment	1	2				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Strategic Plan. / Facilitation	1	2				
UTICA		1					
	Accounting & Records	1					
UXBRIDGE		15	69	1			
	Accounting & Records	3					
	Business Startup & Acquisition	8	13	1			
	COVID-19	2					
	Government Procurement	3	24				
	International Trade	4	29				
	Marketing & Sales	3	2				
	Sources of Capital	1	2				
VAIL		1					
	International Trade	1					
VALLEJO		1					
	International Trade	1					
VALLEY STREAM		1					
	International Trade	1					
VERGENNES		4					
	COVID-19	2					
	Marketing & Sales	3					
VERNON ROCKVILLE		2	11	1		1	
	Business Startup & Acquisition	1	10	1		1	
	Marketing & Sales	1					
	Sources of Capital	1	1				
VINEYARD HAVEN		6	8	1		1	
	Accounting & Records	1					
	Business Startup & Acquisition	3	1	1		1	
	COVID-19	2	2				
	Marketing & Sales	2	3				
	Mgmt / Oper. Analysis	1	3				
	Strategic Plan. / Facilitation	1	1				
VININGS		1					
	Business Startup & Acquisition	1					
	Government Procurement	1					
	Marketing & Sales	1					
WABAN		2	4				
	Business Startup & Acquisition	1	4				
	COVID-19	1					
WAKEFIELD		20	24			6	\$58,771
		1					
	Business Startup & Acquisition	11	12				
	COVID-19	6	7			6	\$58,771
	International Trade	2	3				
	Marketing & Sales	2					
	Personnel/Human Resources	1					
	Sources of Capital	2	2				
WALES		1					
	Business Startup & Acquisition	1					
WALPOLE		12	11			1	\$6,215
		1					
	Accounting & Records	2					
	Business Startup & Acquisition	4	3				
	COVID-19	1	3			1	\$6,215
	International Trade	1					
	Marketing & Sales	2					
	SBIR / STTR	1	5				
	Sources of Capital	3	1				
WALTHAM		43	86	5	2	3	\$77,740
		1					
	Accounting & Records	1					
	Business Startup & Acquisition	18	45	5		3	\$58,740
	COVID-19	3				2	\$19,000
	International Trade	8	26				
	Marketing & Sales	9	1				
	Personnel/Human Resources	3	5				
	SBIR / STTR	2	3				
	Sources of Capital	5	6				
WALTHAM MA		1	3				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	COVID-19	1	3				
	Sources of Capital	1					
WAQUOIT		1					
	Business Startup & Acquisition	1					
WARE		7	11	1		1	\$10,000
	Business Startup & Acquisition	2	4	1		1	\$10,000
	COVID-19	3	6				
	Marketing & Sales	3	1				
	Personnel/Human Resources	1					
WAREHAM		3	1				
	Business Startup & Acquisition	1	1				
	Personnel/Human Resources	2					
WARMINSTER		1					
	International Trade	1					
WARNER ROBINS		1					
	COVID-19	1					
WARREN		4	10			2	\$20,000
	Business Startup & Acquisition	1	7				
	COVID-19	3	3			2	\$20,000
	Marketing & Sales	1					
WARWICK		3					
	Accounting & Records	1					
	International Trade	1					
	Marketing & Sales	1					
WASHINGTON		27					
	International Trade	26					
	Marketing & Sales	1					
WASHINGTON D.C.		1					
	International Trade	1					
WATERBURY		1					
	Marketing & Sales	1					
WATERFORD		1					
	Marketing & Sales	1					
WATERTOWN		31	25	3	21	2	\$206,000
	Accounting & Records	1					
	Business Startup & Acquisition	13	10	3		2	
	COVID-19	4	2			21	\$206,000
	Government Procurement	1					
	International Trade	8	7				
	Marketing & Sales	6	5				
	SBIR / STTR	1	1				
WATERVLIET		1					
	Personnel/Human Resources	1					
WAYLAND		12	38				
		2					
	Accounting & Records	1					
	Business Startup & Acquisition	8	21				
	COVID-19	2					
	Government Procurement	1					
	International Trade	2					
	Marketing & Sales	2					
	Personnel/Human Resources	1					
	SBIR / STTR	1	9				
	Sources of Capital	2					
	Strategic Plan. / Facilitation	2	5				
	Technology	1	4				
WEBBERVILLE		1					
	International Trade	1					
WEBSTER		10	28				
	Business Startup & Acquisition	8	13				
	COVID-19	1	2				
	Government Procurement	1					
	Sources of Capital	4	13				
WELLESLEY		12	9				
		2					
	Business Liquidation	1	2				
	Business Startup & Acquisition	4	4				
	COVID-19	3	4				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	International Trade	2					
	Marketing & Sales	3					
WELLESLEY HILLS		4	4				
	Business Startup & Acquisition	1	4				
	COVID-19	1					
	International Trade	2					
WELLESLEY, MA		1	2				
	COVID-19	1	2				
WELLFLEET		2	2				
	Business Startup & Acquisition	1	1				
	Personnel/Human Resources	1	1				
WENDELL		2	31				
	Accounting & Records	1					
	Business Startup & Acquisition	1	11				
	Marketing & Sales	2	8				
	Sources of Capital	1	8				
	Strategic Plan. / Facilitation	1	5				
WENHAM		4	2	1	12	1	\$61,598
		1					
	Business Startup & Acquisition	1	1	1		1	\$520
	COVID-19	2	1		12		\$61,078
WEST BARNSTABLE		2	3				
	Business Startup & Acquisition	1	2				
	COVID-19	1	1				
WEST BOYLSTON		6	11				
	Accounting & Records	1	2				
	Business Startup & Acquisition	6	9				
	Marketing & Sales	1					
WEST BRIDGEWATER		6	12				
	Business Startup & Acquisition	2					
	Disaster Assistance	1	2				
	International Trade	3	9				
	Sources of Capital	1	1				
WEST BROOKFIELD		5	32	2		1	
	Business Startup & Acquisition	3	16	2		1	
	Marketing & Sales	2	15				
	Sources of Capital	1	2				
WEST CHATHAM		1					
	COVID-19	1					
	Marketing & Sales	1					
	Personnel/Human Resources	1					
WEST CHESTERFIELD		1	12		6		\$201,100
	COVID-19	1			4		\$175,100
	Sources of Capital	1	12		2		\$26,000
WEST DENNIS		1					
	COVID-19	1					
WEST FALMOUTH		1					
	Business Startup & Acquisition	1					
WEST GROTON		1	2		19		\$177,940
	COVID-19	1	2		19		\$177,940
WEST HARTFORD		3	32		6		\$87,400
	Accounting & Records	1	2				
	COVID-19	1	24		6		\$87,400
	International Trade	2					
	Marketing & Sales	1	3				
	Personnel/Human Resources	1	1				
	Sources of Capital	1	2				
	Technology	1	1				
WEST HATFIELD		1		2		1	
	Business Startup & Acquisition	1		2		1	
WEST HAVEN		2					
		1					
	International Trade	1					
WEST HENRIETTA		1					
	International Trade	1					
WEST NEWTON		3	1				
	Business Startup & Acquisition	1	1				
	COVID-19	2					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
WEST ROXBURY		12	8				
		1					
	Accounting & Records	2					
	Business Startup & Acquisition	4	1				
	COVID-19	3	5				
	International Trade	4	2				
	Marketing & Sales	1					
WEST SIMSBURY		1					
	International Trade	1					
WEST SPRINGFIELD		38	129	2	19	2	\$511,700
		1					
	Accounting & Records	1					
	Bus. Plan Development	1	1				
	Business Liquidation	1	1				
	Business Startup & Acquisition	18	59	2		2	\$11,000
	COVID-19	9	9		19		\$500,700
	Government Procurement	1	4				
	International Trade	7	25				
	Marketing & Sales	6	3				
	Personnel/Human Resources	1					
	Sources of Capital	7	27				
WEST STOCKBRIDGE		7	13	2		2	\$700
	Business Startup & Acquisition	4	9	2		2	\$700
	International Trade	1					
	Marketing & Sales	3	3				
	Sources of Capital	1	2				
WEST TISBURY		1					
	Business Startup & Acquisition	1					
WEST WAREHAM		2	2		2		\$3,500
	COVID-19	1	2		2		\$3,500
	International Trade	1					
WEST YARMOUTH		1	10		18		\$375,000
	COVID-19	1	8		18		\$375,000
	Disaster Assistance	1	3				
WESTBOROUGH		28	60	3		3	
		2					
	Business Startup & Acquisition	12	25	3		3	
	COVID-19	3					
	Government Procurement	2	13				
	International Trade	4	11				
	Marketing & Sales	4	4				
	Personnel/Human Resources	2	2				
	Sources of Capital	1	3				
	Strategic Plan. / Facilitation	1	2				
WESTBROOK		2					
	International Trade	2					
WESTFIELD		34	59	3	6		\$137,390
		1					
	Accounting & Records	1					
	Business Startup & Acquisition	18	27				
	COVID-19	3	8		6		\$122,390
	Financial Analysis & Cost Control	1	8				
	International Trade	2					
	Marketing & Sales	17	7				
	Personnel/Human Resources	2	2				
	Sources of Capital	3	8	3			\$15,000
WESTFORD		20	36		2		\$25,000
	Accounting & Records	3	2				
	Business Liquidation	1	1				
	Business Startup & Acquisition	7	16				
	COVID-19	2	2		2		\$25,000
	Financial Analysis & Cost Control	1	1				
	International Trade	3					
	Marketing & Sales	6	4				
	Personnel/Human Resources	1					
	SBIR / STTR	2	7				
	Sources of Capital	3	4				
WESTMINSTER		9	19	1		1	

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
WESTON	Business Startup & Acquisition	5	9	1		1	
	International Trade	3					
	Marketing & Sales	4	1				
	Sources of Capital	1	10				
			3	1			
WESTPORT		1					
	COVID-19	1					
	International Trade	1					
	Marketing & Sales	1					
	SBIR / STTR	1	1				
WESTPORT POINT		21	47	46	488	2	\$3,663,565
	Business Liquidation	1	1				
	Business Startup & Acquisition	7	12	3		1	\$22,000
	COVID-19	8	16		488		\$3,641,565
	International Trade	2	1				
WESTWOOD	Loan Package Development	1	1				
	Marketing & Sales	3	1				
	Personnel/Human Resources	1					
	Sources of Capital	5	15	43		1	
		1	2				
WEYMOUTH	COVID-19	1	2				
		8	7				
	Business Startup & Acquisition	3	5				
	COVID-19	1	1				
	Marketing & Sales	2	1				
WHATELY	Personnel/Human Resources	2					
	Sources of Capital	1					
		29	73	1	1	1	\$19,400
	Accounting & Records	2					
	Business Liquidation	1	3				
WHEATON	Business Startup & Acquisition	20	25	1		1	
	COVID-19	5	5		1		\$19,400
	Disaster Assistance	1	1				
	Financial Analysis & Cost Control	1	1				
	International Trade	1	13				
WHEELER	Marketing & Sales	5	8				
	Personnel/Human Resources	1					
	SBIR / STTR	1	7				
	Sources of Capital	4	11				
		1	1				
WHITINSVILLE	COVID-19	1	1				
		1					
	Accounting & Records	1					
	Marketing & Sales	1					
		8	10				
WHITMAN	Accounting & Records	4	1				
	Business Startup & Acquisition	4	6				
	Marketing & Sales	3	4				
		6	14				
	Accounting & Records	1	1				
WILBRAHAM	Business Startup & Acquisition	3	4				
	COVID-19	2	3				
	Marketing & Sales	1	2				
	Sources of Capital	1	5				
		13	19	1	4	1	\$71,000
WILLIAMSBURG	Business Startup & Acquisition	6	14	1		1	\$46,000
	COVID-19	4	2		4		\$25,000
	International Trade	2	3				
	Marketing & Sales	2					
	Sources of Capital	1					
WILLIAMSTOWN		4	8		1		\$5,500
	Business Startup & Acquisition	2	2				
	COVID-19	1	5		1		\$5,500
	International Trade	1					
	Marketing & Sales	1	1				
	14	34	2	5	2	\$47,600	
	1						

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Business Startup & Acquisition	6	16	2		2	
	COVID-19	6	18		5		\$47,600
WILLISTON	Marketing & Sales	1					
		1					
WILMINGTON		18	30	1		1	\$520
	Business Startup & Acquisition	11	20	1		1	\$520
	COVID-19	2	1				
	Government Procurement	1					
	International Trade	5	9				
WILSON	Marketing & Sales	3					
		1					
	International Trade	1					
WINCHENDON		5	21				
	Business Startup & Acquisition	3	4				
	Government Procurement	2	17				
WINCHESTER		13	21	1	12	1	\$117,520
		2					
	Accounting & Records	1	4				
	Business Startup & Acquisition	6	4	1		1	\$520
	COVID-19	2	6		12		\$117,000
	Financial Analysis & Cost Control	1	2				
	Marketing & Sales	4	2				
	SBIR / STTR	2	1				
	Sources of Capital	1	2				
WINDHAM		1	8				
	Business Startup & Acquisition	1	8				
WINDSOR		3	10		14		\$31,000
	Business Startup & Acquisition	2	6				
	COVID-19	1	3		7		\$31,000
	International Trade	1					
	Sources of Capital	1			7		
WINDSOR LOCKS		1					
	International Trade	1					
WINTERS		1					
	Business Startup & Acquisition	1					
WINTHROP		6	25				
		1					
	Business Startup & Acquisition	4	22				
	COVID-19	1	1				
	Marketing & Sales	2	2				
WOBURN		37	69	6	14	1	\$294,389
		2					
	Accounting & Records	2	3				
	Business Liquidation	1	2				
	Business Startup & Acquisition	11	24	6	5	1	
	COVID-19	7	17		9		\$294,389
	Government Procurement	1					
	International Trade	14	6				
	Marketing & Sales	8	3				
	SBIR / STTR	2	14				
	Sources of Capital	1	1				
WORCESTER		312	836	43	56	27	\$565,251
		4					
	Accounting & Records	34	28				
	Business Liquidation	1	1				
	Business Startup & Acquisition	146	352	43	11	27	\$45,300
	Computer Systems	1	1				
	COVID-19	69	45		32		\$395,000
	Disaster Assistance	1	1				
	Financial Analysis & Cost Control	4	5				
	Government Procurement	21	86				
	International Trade	9	10				
	Marketing & Sales	82	176				
	Mgmt / Oper. Analysis	1	2				
	Personnel/Human Resources	4	1				
	SBIR / STTR	2	20		13		\$124,951
	Sources of Capital	29	76				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Strategic Plan. / Facilitation	5	33				
	Technology	1	2				
WORTHINGTON		2	23	1		1	\$71,020
	Business Startup & Acquisition	2	4	1		1	\$71,020
	COVID-19	1	19				
WRENTHAM		7	114				
		1					
	Accounting & Records	1					
	Business Startup & Acquisition	2					
	COVID-19	2	1				
	International Trade	1	113				
	Marketing & Sales	2					
	Personnel/Human Resources	1					
WYCOMBE		2					
	Marketing & Sales	2					
WYOMING		1					
	Marketing & Sales	1					
X		1	1				
	Business Startup & Acquisition	1	1				
YARMOUTH		2	5		6		\$77,000
	COVID-19	1	5		6		\$77,000
	Marketing & Sales	1					
YORK		1					
	International Trade	1					
YOUNGSTOWN		1					
	International Trade	1					
ZEPHYRHILLS		1					
	Accounting & Records	1					
<b>Grand Total</b>		<b>6,918</b>	<b>14,438</b>	<b>712</b>	<b>4,231</b>	<b>316</b>	<b>\$117,737,848</b>



**State FY21 ALL Centers MSBDC Sponsored Trainings Report  
July 1, 2020 to June 30, 2021**

Center	Program	Sub Program	Start Date	Training Topic	Title	Event	Total Attendees
110 SE Mass	CARES Act	COVID-19	7/30/2020	COVID-19 General Support	A Candid Look at Child Care in MA	1	69
110 SE Mass	CARES Act	COVID-19	8/5/2020	COVID-19 General Support	Reopening Business During COVID-19: What Employers Need to Know	1	8
110 SE Mass	CARES Act	COVID-19	8/27/2020	COVID-19 General Support	Challenges for Child Care Centers in MA – Round 2	1	25
110 SE Mass	SBDC	Not Set	9/17/2020	Technology/Computers	A Practical Guide to Protecting your Business from Cyber Threats!	1	43
110 SE Mass	CARES Act	COVID-19	10/13/2020	Marketing/Sales	Fast Track Tuesday - Scaling Your Sales Efforts	1	9
110 SE Mass	CARES Act	COVID-19	10/21/2020	Marketing/Sales	Breaking Out Of Your Comfort Zone	1	45
110 SE Mass	CARES Act	COVID-19	11/5/2020	COVID-19 Finance/Capital	SBA's PPP Loan Forgiveness Tips & Hints	1	32
110 SE Mass	CARES Act	COVID-19	11/13/2020	COVID-19 Finance/Capital	Top 3 Things to Look at When your Business is Facing Financial Difficulty	1	34
110 SE Mass	CARES Act	COVID-19	11/19/2020	COVID-19 Finance/Capital	SBA Lenders' Roundtable FY20	1	23
110 SE Mass	CARES Act	COVID-19	12/9/2020	COVID-19 Finance/Capital	Q & A Session on PPP & EIDL Loans	1	11
110 SE Mass	CARES Act	COVID-19	12/15/2020	COVID-19 Finance/Capital	SBA's PPP Loan Forgiveness Tips & Hints	1	145
110 SE Mass	SBDC	Not Set	12/17/2020	Human Resources/Managing Employees	Massachusetts Paid Family and Medical Leave (PFML)	1	73
110 SE Mass	SBDC	Not Set	1/21/2021	Human Resources/Managing Employees	Massachusetts Paid Family and Medical Leave (PFML)	1	67
110 SE Mass	CARES Act	COVID-19	1/29/2021	COVID-19 Finance/Capital	Paycheck Protection Program (PPP)	1	88
110 SE Mass	CARES Act	COVID-19	2/11/2021	COVID-19 Buy/Sell a Business	Positioning Your Company to Sell Post COVID	1	66
110 SE Mass	CARES Act	COVID-19	3/18/2021	COVID-19 Finance/Capital	PPP Loan Program Eligibility Update – Revisions for Schedule C Filers	1	62
110 SE Mass	SBDC	Not Set	4/29/2021	COVID-19 Start-up Assistance	Starting a New Business, Step By Step	1	23
110 SE Mass	CARES Act	COVID-19	5/13/2021	COVID-19 Finance/Capital	Restaurant Revitalization Fund (RRF) Overview	1	16
110 SE Mass	SBDC	Not Set	5/27/2021	Business Plan	Creating Your Business Plan for Success	1	30
110 SE Mass	SBDC	Not Set	6/24/2021	Business Plan	Making Sense of Online Marketing: A Simple Checklist for Success	1	21
110 SE Mass	SBDC	Not Set	6/29/2021	Human Resources/Managing Employees	Creating A Successful Business Behavior In Your Team	1	13
110 SE Mass	SBDC	Not Set	6/30/2021	Start-up Assistance	The Business of Art	1	33
<b>Total</b>						<b>22</b>	<b>936</b>
150 Berkshire Reg	CARES Act	COVID-19	7/8/2020	COVID-19 Technology/Computers	7 1/2 Hacks - To Keep From Getting Hacked	1	11
150 Berkshire Reg	CARES Act	COVID-19	8/27/2020	COVID-19 General Support	Pivoting in the Pandemic	1	9
150 Berkshire Reg	SBDC	Not Set	11/13/2020	Start-up Assistance	Mount Everett High School Training	1	5
150 Berkshire Reg	SBDC	Not Set	11/17/2020	Managing Business	Berkshire Lenders Roundtable	1	8
150 Berkshire Reg	SBDC	Not Set	12/15/2020	Technology/Computers	7 1/2 Hacks to Keep Your Home Network Safe	1	7
150 Berkshire Reg	SBDC	Not Set	1/6/2021	Start-up Assistance	House Of Corrections Training	1	12
150 Berkshire Reg	SBDC	Not Set	1/14/2021	Start-up Assistance	SBA Business Smart Workshops	1	81
150 Berkshire Reg	CARES Act	COVID-19	2/23/2021	Other	Opportunity Knocks: COVID Business Start-Ups and Expansions in Western, MA	1	43

Center	Program	Sub Program	Start Date	Training Topic	Title	Event	Total Attendees
150 Berkshire Reg	CARES Act	COVID-19	3/15/2021	COVID-19 General Support	Five Social Media Tips to Grow Your Client Base	1	6
150 Berkshire Reg	SBDC	Not Set	4/13/2021	Human Resources/Managing Employees	Five Management Tips for a Better Team	1	14
150 Berkshire Reg	CARES Act	COVID-19	5/6/2021	COVID-19 Finance/Capital	SBA Restaurant Revitalization Fund Webinar	1	12
150 Berkshire Reg	SBDC	Not Set	6/30/2021	Business Plan	BCHC Training (2) Starter- Starter-Up 2	1	6
<b>Total</b>						<b>12</b>	<b>214</b>
170 International	SBDC	Not Set	7/16/2020	International Trade	Exporting in the Digital Age: Grow Your Sales & Build Your Brand by Making the Internet Work...	1	67
170 International	SBDC	Not Set	7/24/2020	International Trade	China Global Trade and CFIUS Compliance Update	1	116
170 International	SBDC	Not Set	9/16/2020	International Trade	STEP Grant Application Process	1	76
170 International	SBDC	Not Set	10/8/2020	International Trade	Global Intellectual Property Protection for U.S. Exporters	1	64
170 International	SBDC	Not Set	10/16/2020	International Trade	Recent Changes to the Foreign Produced Direct Product Rule	1	41
170 International	SBDC	Not Set	10/23/2020	International Trade	Best Practices for End Use & End User Due Diligence	1	76
170 International	SBDC	Not Set	11/5/2020	International Trade	Global Marketing and Sales Series: Drive Inbound Global Sales	1	57
170 International	SBDC	Not Set	11/12/2020	International Trade	Global Marketing and Sales Series: Reach Global Markets thru Social Media & Creative Content Dev.	1	44
170 International	SBDC	Not Set	11/19/2020	International Trade	Global Marketing and Sales Series: Global Privacy, Cybersecurity and Data Protection Laws	1	59
170 International	SBDC	Not Set	1/14/2021	International Trade	Export Expo	1	529
170 International	SBDC	Not Set	4/9/2021	International Trade	Restricted Party List Trends and Best Practices	1	67
170 International	SBDC	Not Set	4/29/2021	International Trade	Using a Risk-Based Approach to Build Your Export Compliance Program	1	67
170 International	SBDC	Not Set	5/7/2021	International Trade	Biden on Trade: The First 100 Days and Beyond	1	174
170 International	SBDC	Not Set	5/13/2021	International Trade	Global Trade Shipping Update: Trends in Inbound, Outbound and Global Air & Ocean Cargo	1	94
170 International	SBDC	Not Set	6/11/2021	International Trade	Trends in U.S. Export Controls for the Electronics and Semiconductor Sector in Greater China	1	47
170 International	SBDC	Not Set	6/17/2021	Managing Business	Your Path to Growth in Life Sciences: Leveraging Resources & Avoiding Pitfalls	1	18
<b>Total</b>						<b>16</b>	<b>1,596</b>
180 Govt Sales Adv	SBDC	Not Set	6/30/2021	Government Contracting	Developing a Dynamic Capability Statement	1	10
<b>Total</b>						<b>1</b>	<b>10</b>
20 State Office	SBDC	Not Set	12/1/2020	Managing Business	BSB Series: Sizing Up Your Business	1	15
20 State Office	SBDC	Not Set	2/3/2021	Managing Business	BSB Series: Exploring Growth Opportunities	1	12
20 State Office	SBDC	Not Set	3/3/2021	Managing Business	BSB Series: Making Strategic Decisions	1	4
20 State Office	SBDC	Not Set	4/7/2021	Managing Business	BSB Series: Using Financial Tools	1	8
20 State Office	SBDC	Not Set	4/22/2021	Technology	Intellectual Property 101	1	32
20 State Office	SBDC	Not Set	4/29/2021	Technology	Patent Basics	1	24
20 State Office	SBDC	Not Set	5/6/2021	Technology	Filing a Provisional and Non-Provisional Patent Application	1	23

Center	Program	Sub Program	Start Date	Training Topic	Title	Event	Total Attendees
20 State Office	SBDC	Not Set	5/20/2021	Technology	USPTO Resources for Inventors, Innovators and Entrepreneurs	1	20
20 State Office	SBDC	Not Set	5/27/2021	Technology	Trademark Basics	1	13
20 State Office	SBDC	Not Set	6/3/2021	Technology	Copyright Basics	1	11
<b>Total</b>						<b>10</b>	<b>162</b>
60 Western Mass	SBDC	Not Set	7/2/2020	Start-up Assistance	Live Webinar - Basics of Starting Your Business	1	13
60 Western Mass	CARES Act	COVID-19	7/16/2020	Finance/Capital	Got SBA Money? Learn How To TRACK IT!	1	62
60 Western Mass	CARES Act	COVID-19	8/13/2020	Human Resources/Managing Employees	Business Strategies For Surviving a Difficult Labor Market & Understanding Unemployment	1	11
60 Western Mass	SBDC	Not Set	8/31/2020	Marketing/Sales	Marketing Your Business in 2020 - Basics Series	1	31
60 Western Mass	SBDC	Not Set	9/9/2020	Business Accounting/Budget	BOOKKEEPING 101: Bookkeeping Basics & Tips for Business Owners	1	54
60 Western Mass	SBDC	Not Set	9/10/2020	Legal Issues	Business Legal Primer	1	13
60 Western Mass	SBDC	Not Set	9/10/2020	Marketing/Sales	Facebook I (Marketing Toolbox)	1	42
60 Western Mass	SBDC	Not Set	9/14/2020	Start-up Assistance	Basics of Starting a Business	1	12
60 Western Mass	SBDC	Not Set	9/14/2020	Marketing/Sales	Instagram (Marketing Toolbox)	1	33
60 Western Mass	SBDC	Not Set	9/17/2020	Marketing/Sales	Facebook II (Marketing Toolbox)	1	30
60 Western Mass	SBDC	Not Set	9/21/2020	Marketing/Sales	LinkedIn (Marketing Toolbox)	1	43
60 Western Mass	SBDC	Not Set	9/24/2020	Marketing/Sales	Pinterest (Marketing Toolbox)	1	43
60 Western Mass	SBDC	Not Set	9/29/2020	Marketing/Sales	Twitter (Marketing Toolbox)	1	25
60 Western Mass	SBDC	Not Set	10/1/2020	Marketing/Sales	Content Creation (Marketing Toolbox)	1	45
60 Western Mass	SBDC	Not Set	10/5/2020	Start-up Assistance	Basics of Starting a Business	1	13
60 Western Mass	SBDC	Not Set	10/5/2020	Marketing/Sales	Email Newsletters (Marketing Toolbox)	1	33
60 Western Mass	SBDC	Not Set	10/8/2020	Marketing/Sales	Advanced Email Newsletters, Trends, Effectiveness (Marketing Toolbox)	1	30
60 Western Mass	SBDC	Not Set	10/13/2020	Marketing/Sales	E-Commerce Basics (Marketing Toolbox)	1	43
60 Western Mass	SBDC	Not Set	10/14/2020	Marketing/Sales	Sell Online This Holiday Season with E-Commerce Tools	1	9
60 Western Mass	SBDC	Not Set	10/15/2020	Marketing/Sales	Website Basics (Repeat) (Marketing Toolbox)	1	40
60 Western Mass	SBDC	Not Set	10/22/2020	Marketing/Sales	Get Your Local Business on Google Search & Maps (Marketing Toolbox)	1	38
60 Western Mass	SBDC	Not Set	10/26/2020	Marketing/Sales	Make Your Website Work for You (Marketing Toolbox)	1	38
60 Western Mass	SBDC	Not Set	10/29/2020	Marketing/Sales	Use YouTube to Grow Your Business (Marketing Toolbox)	1	48
60 Western Mass	SBDC	Not Set	11/2/2020	Start-up Assistance	Basics of Starting a Business	1	26
60 Western Mass	SBDC	Not Set	11/2/2020	Marketing/Sales	Using Data to Drive Growth (Marketing Toolbox)	1	37
60 Western Mass	CARES Act	COVID-19	11/4/2020	COVID-19 Finance/Capital	SEMINARIO VIRTUAL (ZOOM): DINERO Y AYUDA PARA PEQUEÑAS EMPRESAS	1	10
60 Western Mass	SBDC	Not Set	11/5/2020	Marketing/Sales	E-Commerce Advanced (Marketing Toolbox)	1	45
60 Western Mass	SBDC	Not Set	11/9/2020	Marketing/Sales	Attracting Clients to Your Website (Marketing Toolbox)	1	85
60 Western Mass	SBDC	Not Set	11/16/2020	Managing Business	POSITIVE APPROACH TO BUSINESS DEBT AND CREDIT REPAIR	1	11
60 Western Mass	CARES Act	COVID-19	11/18/2020	COVID-19 Finance/Capital	PROCESO PARA PERDONAR PRESTAMOS DEL "PPP"	1	2
60 Western Mass	SBDC	Not Set	11/19/2020	Legal Issues	Business Legal Primer	1	20
60 Western Mass	SBDC	Not Set	12/7/2020	Start-up Assistance	Basics of Starting a Business	1	31
60 Western Mass	SBDC	Not Set	1/4/2021	Start-up Assistance	Basics of Starting a Business	1	31
60 Western Mass	CARES Act	COVID-19	1/15/2021	COVID-19 Finance/Capital	Understanding Your Business Financials	1	79

Center	Program	Sub Program	Start Date	Training Topic	Title	Event	Total Attendees
60 Western Mass	SBDC	Not Set	2/1/2021	Start-up Assistance	Basics of Starting a Business	1	21
60 Western Mass	CARES Act	COVID-19	2/3/2021	Finance/Capital	Documentos Financieros que Todo los Empresarios Debe Comprender y Cómo Usarlos para Solicitar PPP *	1	9
60 Western Mass	SBDC	Not Set	2/4/2021	Start-up Assistance	Basics of Starting a Business	1	16
60 Western Mass	CARES Act	COVID-19	2/10/2021	Finance/Capital	Convertise Financiable en la epoca de COVID	1	9
60 Western Mass	CARES Act	COVID-19	2/11/2021	Finance/Capital	Financial Assistance for Small Businesses affected by COVID-19	1	30
60 Western Mass	SBDC	Not Set	3/1/2021	Start-up Assistance	Basics of Starting a Business	1	12
60 Western Mass	SBDC	Not Set	3/4/2021	Start-up Assistance	Basics of Starting a Business	1	12
60 Western Mass	SBDC	Not Set	4/5/2021	Start-up Assistance	Basics of Starting a Business	1	15
60 Western Mass	SBDC	Not Set	4/8/2021	Start-up Assistance	Basics of Starting a Business	1	10
60 Western Mass	CARES Act	COVID-19	4/26/2021	Finance/Capital	Shuttered Venue Operators Grant Webinar	1	6
60 Western Mass	SBDC	Not Set	5/3/2021	Start-up Assistance	Basics of Starting a Business	1	17
60 Western Mass	SBDC	Not Set	5/6/2021	Start-up Assistance	Basics of Starting a Business	1	17
60 Western Mass	SBDC	Not Set	5/17/2021	Buy/Sell a Business	Business Continuity and Ownership Transition Options	1	30
60 Western Mass	SBDC	Not Set	5/19/2021	Cash Flow Management	Understanding Cash Flow and How it Affects your Business	1	9
60 Western Mass	SBDC	Not Set	6/3/2021	Start-up Assistance	Basics of Starting a Business	1	11
60 Western Mass	SBDC	Not Set	6/14/2021	Start-up Assistance	Basics of Starting a Business	1	12
60 Western Mass	SBDC	Not Set	6/15/2021	Legal Issues	Business Legal Primer	1	15
<b>Total</b>						<b>51</b>	<b>1,377</b>
80 North Shore	CARES Act	COVID-19	7/1/2020	COVID-19 General Support	Space Organizing for Business in time of COVID-19	1	6
80 North Shore	CARES Act	COVID-19	7/22/2020	COVID-19 General Support	Marketing During A Pandemic	1	24
80 North Shore	SBDC	Not Set	8/4/2020	Start-up Assistance	Resources of Assistance to Start and Grow Your Business	1	17
80 North Shore	SBDC	Not Set	10/7/2020	Start-up Assistance	How to Start A Business	1	8
80 North Shore	SBDC	Not Set	10/14/2020	Marketing/Sales	Keys to Branding	1	26
80 North Shore	SBDC	Not Set	10/15/2020	Other	Celebrate Hispanic Heritage Month with the SBA and MSBDC	1	7
80 North Shore	SBDC	Not Set	10/21/2020	Government Contracting	with the SBA and MSBDC	1	7
80 North Shore	SBDC	Not Set	10/28/2020	Women-Owned Business	Government Contracting	1	15
80 North Shore	SBDC	Not Set	11/4/2020	Women-Owned Business	How to Become Women Owned Certified with WBENC	1	30
80 North Shore	SBDC	Not Set	11/10/2020	Other	How to Become Women Owned Certified with SBA	1	45
80 North Shore	SBDC	Not Set	11/18/2020	Marketing/Sales	Massachusetts Food Trust Program	1	7
80 North Shore	SBDC	Not Set	12/1/2020	Government Contracting	Info Session	1	7
80 North Shore	SBDC	Not Set	12/2/2020	Financing/Capital	Marketing During the Digital Age	1	29
80 North Shore	SBDC	Not Set	12/3/2020	Government Contracting	Marketing During the Digital Age	1	29
80 North Shore	SBDC	Not Set	12/9/2020	Legal Issues	Intro to Government Contracting	1	14
80 North Shore	SBDC	Not Set	12/10/2020	Start-up Assistance	Increasing Revenue with an ATM for Your Business	1	7
80 North Shore	SBDC	Not Set	12/10/2020	Marketing/Sales	Government Contracting Part 2	1	14
80 North Shore	SBDC	Not Set	12/11/2020	Technology/Computers	Legal Requirements for Small Businesses	1	39
80 North Shore	CARES Act	COVID-19	12/15/2020	Finance/Capital	Exploring Entrepreneurship-- Resources to Help Start and Grow Your Business	1	21
80 North Shore	SBDC	Not Set	1/21/2021	Marketing/Sales	Social Media for Small Business	1	17
80 North Shore	SBDC	Not Set	2/4/2021	Government Contracting	Web Design for Small Business	1	11
80 North Shore	SBDC	Not Set	2/4/2021	Government Contracting	Info Session on Economic Injury Disaster Loan	1	7
80 North Shore	SBDC	Not Set	2/4/2021	Government Contracting	Federal Marketing and Networking for Small Businesses	1	14
80 North Shore	SBDC	Not Set	2/4/2021	Government Contracting	Introduction to the State of Massachusetts Contracting for Small Businesses	1	22

Center	Program	Sub Program	Start Date	Training Topic	Title	Event	Total Attendees
80 North Shore	CARES Act	COVID-19	2/16/2021	COVID-19 Finance/Capital	What You Need to Know About the Paycheck Protection Program (PPP)	1	18
80 North Shore	CARES Act	COVID-19	2/22/2021	COVID-19 Finance/Capital	Debt Relief Options for COVID-19 Impacted Businesses	1	11
80 North Shore	SBDC	Not Set	2/24/2021	Business Plan	Your Business Plan: Soup to Nuts	1	37
80 North Shore	CARES Act	COVID-19	3/2/2021	COVID-19 Finance/Capital	Updates to the Paycheck Protection Program	1	30
80 North Shore	SBDC	Not Set	3/3/2021	Start-up Assistance	Starting A Business--What You Need to Know	1	17
80 North Shore	CARES Act	COVID-19	3/9/2021	COVID-19 Finance/Capital	What You Need to Know About the PPP with Eastern Bank	1	11
80 North Shore	SBDC	Not Set	3/10/2021	Business Plan	Your Business Plan : Soup to Nuts	1	19
80 North Shore	CARES Act	COVID-19	3/16/2021	COVID-19 Finance/Capital	Debt Relief Options for COVID-19 Impacted Businesses	1	18
80 North Shore	SBDC	Not Set	3/16/2021	Government Contracting	Intro to Government Contracting	1	15
80 North Shore	SBDC	Not Set	3/17/2021	Cash Flow Management	Cash Flow Your Way to Break Even	1	17
80 North Shore	CARES Act	COVID-19	3/23/2021	COVID-19 General Support	Getting Relief for Shuttered Venue Operators	1	41
80 North Shore	SBDC	Not Set	3/24/2021	Managing Business	Pricing Your Products and Services	1	27
80 North Shore	SBDC	Not Set	3/31/2021	Financing/Capital	Access to Capital for Small Business	1	28
80 North Shore	SBDC	Not Set	4/1/2021	Human Resources/Managing	Hiring and Managing Employees	1	28
80 North Shore	SBDC	Not Set	4/1/2021	Employees	Online Food Delivery Service	1	18
80 North Shore	SBDC	Not Set	4/1/2021	Managing Business	Target Marketing	1	23
80 North Shore	SBDC	Not Set	4/1/2021	Marketing/Sales	Start-up Costs	1	23
80 North Shore	SBDC	Not Set	4/1/2021	Start-up Assistance	Start-up Costs	1	23
80 North Shore	CARES Act	COVID-19	4/6/2021	COVID-19 Finance/Capital	Will Your PPP Loan be Forgiven?	1	23
80 North Shore	SBDC	Not Set	4/7/2021	Business	Will Your PPP Loan be Forgiven?	1	23
80 North Shore	SBDC	Not Set	4/7/2021	Accounting/Budget	Credit Counseling	1	7
80 North Shore	SBDC	Not Set	4/13/2021	Government Contracting	Federal Government Contracting (Part 1)	1	26
80 North Shore	SBDC	Not Set	4/13/2021	Contracting	Federal Government Contracting (Part 1)	1	26
80 North Shore	CARES Act	COVID-19	4/20/2021	COVID-19 General Support	Getting Relief for Shuttered Venue Operators	1	13
80 North Shore	CARES Act	COVID-19	4/20/2021	Support	Getting Relief for Shuttered Venue Operators	1	13
80 North Shore	SBDC	Not Set	4/27/2021	Government Contracting	Federal Government Contracting (Part 2)	1	14
80 North Shore	SBDC	Not Set	4/27/2021	Contracting	Federal Government Contracting (Part 2)	1	14
80 North Shore	CARES Act	COVID-19	5/4/2021	COVID-19 Finance/Capital	What You Need to Know About the Paycheck Protection Program	1	10
80 North Shore	CARES Act	COVID-19	5/4/2021	Finance/Capital	What You Need to Know About the Paycheck Protection Program	1	10
80 North Shore	SBDC	Not Set	5/5/2021	Legal Issues	Legal Requirements for Small Businesses	1	23
80 North Shore	SBDC	Not Set	5/5/2021	Managing Business	Coaching Tools for Business Success	1	13
80 North Shore	SBDC	Not Set	5/11/2021	Marketing/Sales	Federal Marketing and Networking	1	20
80 North Shore	SBDC	Not Set	5/11/2021	COVID-19 General Support	Debt Relief Options for Covid-19 Impacted Businesses	1	8
80 North Shore	CARES Act	COVID-19	5/11/2021	Support	Debt Relief Options for Covid-19 Impacted Businesses	1	8
80 North Shore	SBDC	Not Set	5/19/2021	Start-up Assistance	Starting a Business: What You Need to Know	1	16
80 North Shore	SBDC	Not Set	5/19/2021	Start-up Assistance	Starting a Business: What You Need to Know	1	16
80 North Shore	SBDC	Not Set	6/2/2021	Marketing/Sales	Keys to Branding Your Audience on Social Media	1	27
80 North Shore	SBDC	Not Set	6/2/2021	Marketing/Sales	Keys to Branding Your Audience on Social Media	1	27
80 North Shore	SBDC	Not Set	6/8/2021	Managing Business	Complimentary Mobile-Friendly Financial Assistant for Business Owners Like You	1	7
80 North Shore	SBDC	Not Set	6/8/2021	Managing Business	Complimentary Mobile-Friendly Financial Assistant for Business Owners Like You	1	7
80 North Shore	SBDC	Not Set	6/16/2021	Business Plan	Your Business Plan - Soup to Nuts	1	35
80 North Shore	SBDC	Not Set	6/16/2021	Women-Owned	Your Business Plan - Soup to Nuts	1	35
80 North Shore	SBDC	Not Set	6/22/2021	Business	Become Women Owned Certified with the SBA	1	62
<b>Total</b>						<b>53</b>	<b>1,065</b>
90 Central Mass	SBDC	Not Set	7/1/2020	Business	Accounting 101	1	28
90 Central Mass	SBDC	Not Set	7/1/2020	Accounting/Budget	Accounting 101	1	28

Center	Program	Sub Program	Start Date	Training Topic	Title	Event	Total Attendees
90 Central Mass	CARES Act	COVID-19	7/16/2020	COVID-19 General Support	Succession Planning & Exiting During a Crisis	1	12
90 Central Mass	CARES Act	COVID-19	7/27/2020	COVID-19 General Support	The ABC's of Returning Safely to Work	1	10
90 Central Mass	CARES Act	COVID-19	7/30/2020	COVID-19 General Support	Selling & Networking in the New Normal	1	36
90 Central Mass	SBDC	Not Set	8/4/2020	Business Accounting/Budget	QuickBooks - Intro to QB Desktop for Your Business	1	10
90 Central Mass	CARES Act	COVID-19	8/6/2020	COVID-19 General Support	Loan Forgiveness Revisited	1	80
90 Central Mass	SBDC	Not Set	9/8/2020	Business Accounting/Budget	QuickBooks - Introduction to QuickBooks Desktop for Your Business	1	12
90 Central Mass	SBDC	Not Set	10/7/2020	Start-up Assistance Business	10 Essential Elements of a Successful Venture	1	25
90 Central Mass	SBDC	Not Set	10/13/2020	Accounting/Budget	QuickBooks Desktop for Beginners	1	13
90 Central Mass	SBDC	Not Set	11/3/2020	Managing Business	QuickBooks Desktop for Beginners	1	18
90 Central Mass	SBDC	Not Set	11/11/2020	Marketing/Sales	6 Reasons Your Business Needs a Website	1	12
90 Central Mass	SBDC	Not Set	11/17/2020	Start-up Assistance	How to Open a Business in Massachusetts Legally	1	26
90 Central Mass	SBDC	Not Set	12/2/2020	Legal Issues	How Can Employers Reduce the Risk of Liability?	1	10
90 Central Mass	SBDC	Not Set	12/2/2020	Marketing/Sales	SPIN Selling - Consultative Selling Techniques	1	31
90 Central Mass	SBDC	Not Set	12/10/2020	Tax Planning	Often Overlooked Opportunities in Taxation	1	4
90 Central Mass	SBDC	Not Set	12/15/2020	Start-up Assistance Business	How to Open a Business in Massachusetts Legally	1	8
90 Central Mass	SBDC	Not Set	12/15/2020	Accounting/Budget	QuickBooks Desktop for Beginners	1	11
90 Central Mass	SBDC	Not Set	12/16/2020	Marketing/Sales	Marketing 101	1	25
90 Central Mass	SBDC	Not Set	1/7/2021	Managing Business	Advanced QuickBooks	1	20
90 Central Mass	SBDC	Not Set	1/11/2021	Managing Business Business	Serie de emprendimiento ofrecida en español (serie de 10 partes)	1	71
90 Central Mass	SBDC	Not Set	1/13/2021	Accounting/Budget	Accounting 101 - Understanding Current Financial Reports	1	34
90 Central Mass	SBDC	Not Set	1/19/2021	Start-up Assistance	How to Open a Business in Massachusetts Legally	1	24
90 Central Mass	SBDC	Not Set	1/21/2021	COVID-19 Finance/Capital	How to Optimize Stimulus and Inject Cash into Your Business	1	25
90 Central Mass	SBDC	Not Set	2/16/2021	Start-up Assistance	How to Open a Business in Massachusetts Legally	1	17
90 Central Mass	SBDC	Not Set	2/17/2021	Marketing/Sales	BHAG - Goal Setting	1	25
90 Central Mass	SBDC	Not Set	2/23/2021	Technology	Google My Business: Get Your Local Business on Google Search and Maps (Part 1)	1	16
90 Central Mass	SBDC	Not Set	3/9/2021	Technology/Computers	Google My Business: Get Your Local Business on Google Search and Maps (Part 2)	1	8
90 Central Mass	SBDC	Not Set	3/10/2021	Marketing/Sales	Marketing 101	1	34
90 Central Mass	SBDC	Not Set	3/16/2021	Technology/Computers	QuickBooks Desktop for Beginners (3 sessions)	1	10
90 Central Mass	SBDC	Not Set	3/16/2021	Start-up Assistance	How to Open a Business in Massachusetts Legally	1	19
90 Central Mass	SBDC	Not Set	3/23/2021	Business Plan Business	Increasing Your Enterprise Value & Growing Your Business	1	6
90 Central Mass	SBDC	Not Set	3/31/2021	Accounting/Budget	Accounting 101	1	45
90 Central Mass	SBDC	Not Set	4/6/2021	Business Plan	Increasing Your Enterprise Value & Growing Your Business	1	3
90 Central Mass	SBDC	Not Set	4/7/2021	Financing/Capital	Your First Business Loan	1	6
90 Central Mass	SBDC	Not Set	4/13/2021	Marketing/Sales	Reach Customers Online with Google	1	30

Center	Program	Sub Program	Start Date	Training Topic	Title	Event	Total Attendees
90 Central Mass	SBDC	Not Set	4/20/2021	Start-up Assistance	How to Open a Business in Massachusetts Legally	1	12
90 Central Mass	SBDC	Not Set	4/28/2021	Human Resources/Managing Employees	How to Recruit, Train and Retain Top Talent	1	12
90 Central Mass	SBDC	Not Set	5/4/2021	Technology/Computers	QuickBooks Desktop for Beginners	1	16
90 Central Mass	SBDC	Not Set	5/18/2021	Business Plan	SWOT Analysis - A Powerful Management Tool	1	9
90 Central Mass	SBDC	Not Set	5/19/2021	Marketing/Sales	SPIN Selling	1	5
90 Central Mass	SBDC	Not Set	5/25/2021	Start-up Assistance	How to Open a Business in MA Legally	1	20
90 Central Mass	SBDC	Not Set	5/28/2021	Marketing/Sales Business	SPIN Selling	1	7
90 Central Mass	SBDC	Not Set	6/15/2021	Accounting/Budget	Quickbooks: Desktop for Beginners	1	10
90 Central Mass	SBDC	Not Set	6/29/2021	Start-up Assistance	How to Open a Business in MA Legally	1	10
<b>Total</b>						<b>44</b>	<b>865</b>
<b>Grand Total</b>						<b>209</b>	<b>6,225</b>