MASSACHUSETTS SMALL BUSINESS DEVELOPMENT CENTER NETWORK

State FY2021

Loan Chart Report July 1, 2020 - June 30, 2021

		NON-	SBA LO			SBA SECURED LOANS # # CLI-					Y FINA	NCING			TOT	AL FIN				TOTAL	
CENTER	SSSS	DEALS	# CLI		sssss	# DEALS				ssss	# DEALS	# CLI- ENTS				ssss	# DEALS			JOBS RET	BUSINESS STARTS
WESTERN REGION	\$ 190,000	4	3		\$ 4,436,349	75	50			\$ 1,721,452					5	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					5	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								5	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	4178	169

			WOM	EN CLI	ENTS				MINOR	aty ci	IENTS					V	TERA	NS				a	IENTS	WITH D	ISABII	ITY	
CENTED	ı	****			JOBS			****			JOBS				****		# CLI-			BIZ		****		# CLI-			BIZ
CENTER	╙	SSSS	DEALS	EN13	CKE	KEI	STARTS	SSSS	DEALS	FN12	CKE	KEI	STARTS	_	SSSS	DEALS	FM12	CKE	KEI	STARTS	<u> </u>	SSSS	DEALS	ENTS	UKE	RET	STARTS
WESTERN REGION	5	2,410,324	96	66	27	201	22	\$ 1,046,309	35	28	16	52	13	5	157,134	6	6	3	7	3	s	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	\$1	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	5	2,309,382	5	3	4	20		\$ 1,500,000	2	2		5									5	742,421	1	1		1	
STATEWIDE TOTAL	5	29,592,434	465	348	394	1055	153	\$ 11,217,548	192	163	176	349	94	\$ 1	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 COUNSELI	ED	н	TOTAL OURS COUNSELED			TOTAL TRAINING EVENT:	s	TE	TOTAL AINING ATTENDE	ES		TOTAL TRAINING HOUR	as .
CENTER	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		
UNALLOACATED GOALS															
TOTAL	3,902	2,754	142%	14,433	16,200	89%	209	94	222%	6,225	1,880	331%	15,778		

FISCAL YEAR 2021		BUSINESS STARTS			CAPITAL FORMATION			UNIQUE CLIENTS SERVED			JOBS SUPPORTED	
CENTER	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					
UNALLOACATED GOALS					\$45,980,500							
TOTAL	316	293	108%	\$117,737,848	\$104,651,043	113%	6,917	4,479	154%	0	16,158	0%

MSBDC 1 of 1 7/21/2021

MASSACHUSETTS SMALL BUSINESS DEVELOPMENT CENTER State FY2021

Clients Counseled in Gateway Cities July 1, 2020 - June 30, 2021

City	Client	Contact and	Jobs	Jobs	Started	Capital Formation
City		Prep Hours	Created	Retained	Business	
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
Grand Total	1,121	3,753	170	1,264	92	\$19,629,814

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				
A CITICAL	Sources of Capital	1	445				
ACTON	A 0.D 1	27	117				
	Accounting & Records	5	2 37				
	Business Startup & Acquisition COVID-19	9 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	Strategie Flan. / Facilitation	7	5				
11GOOTHVET	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
	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	5	2					
	Business Startup & Acquisition	1					
ALEVANDDIA	International Trade	1					
ALEXANDRIA	International Trade	1					
ALLSTON	International Trade	1 20	57	1	7	1	
ALLSTON	Business Startup & Acquisition	6	9	1	,	1	\$1,520
	COVID-19	5	13	1	2	1	\$1,320 \$7,200
	International Trade	4	11		L		\$7,200
	Marketing & Sales	3	2				
	SBIR / STTR	5	20		5		
	Sources of Capital	1	2		3		
AMARILLO	bources of supreur	1	_				
		1					
AMESBURY		13	29		1		\$500
-	Business Startup & Acquisition	8	7				+200
	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 COVID-19	17 14	28 49		4		\$40,969
	Government Procurement	14	49		4		\$40,969
	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	A 0.D 1	28	42	1	5	1	\$24,270
	Accounting & Records	2	20	1		1	¢E20
	Business Startup & Acquisition COVID-19	11 6	20 7	1	5	1	\$520 \$23,750
	Disaster Assistance	1	1		3		\$23,730
	Government Procurement	1	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	2	4	\$51,070
	COVID-19	9	20		2		\$32,197
	International Trade Marketing & Sales	6 5	9 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				
AGUDU	Marketing & Sales	1					
ASHBY	Duainaga Stantun & Agguiaitian	3 2	2 2				
	Business Startup & Acquisition Marketing & Sales	2	2				
ASHLAND	Marketing & Sales	11	68	1		1	\$520
TIOTIEM VD	Accounting & Records	3	8	-		-	4520
	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				
ACTIVE ENVENANT OF	Strategic Plan. / Facilitation	1	5				
ASHLEY FALLS	Description of Association	2	2 2				
	Business Startup & Acquisition Marketing & Sales	1 1	2				
ATHOL	Marketing & Sales	6	11				
HIHOL		1	11				
	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	45	4		4	#10000
	Business Startup & Acquisition	17 7	67 17	1	า	1	\$10,000
	COVID-19 Disaster Assistance	7 1	17 1		2		\$1,997
I	Disastel 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 3	6				
	Personnel/Human Resources Sources of Capital	3 4	17				
	Strategic Needs Assessment	1	2				
	Strategic Plan. / Facilitation	1	2				
ATTLEBORO FALLS	,	3	5				
	COVID-19	2	3				
	International Trade	1	2				
AUDUDN	Personnel/Human Resources	1					
AUBURN	A 0.D 1	18	42				
	Accounting & Records Business Startup & Acquisition	1 7	13				
	COVID-19	1	13				
	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 2					
	Marketing & Sales Personnel/Human Resources	1					
	SBIR / STTR	1	5				
	Sources of Capital	1	3				
AURORA	or an order or promi	1					
	International Trade	1					
AUSTIN		3					
		2					
	International Trade	1					
AVON		4	4				
	Business Startup & Acquisition	1	3				
	COVID-19	1	1				
AYER	International Trade	2 9	13				
ATEK		1	13				
	Accounting & Records	1					
	Business Startup & Acquisition	2	2				
	Government Procurement	2	12				
	International Trade	2					
	Marketing & Sales	1					
BALLWIN		1					
B	International Trade	1					
BALTIMORE		3 2					
	International Trade	2 1					
	Marketing & Sales	1					
BANGOR	Marketing & Jaies	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	-		_		Ac ·
	Sources of Capital	1	3		1		\$22,000
DADDE	Strategic Plan. / Facilitation	1	4				
BARRE	Rucinoce Stantum & Acquisition	4 2	4 3				
	Business Startup & Acquisition COVID-19	2	3				
	International Trade	2					
		_					
	Marketing & Sales	1	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				
DECKET	Government Procurement	1	12	1		1	
BECKET	Business Startup & Acquisition	1 1		1 1		1 1	
BEDFORD	Business startup & requisition	24	134	1	16	1	\$273,283
		1					, _ , _ , _ ,
	Accounting & Records	2	33				
	Business Startup & Acquisition	8	12				
	COVID-19	6	29		16		\$273,283
	Financial Analysis & Cost Control Government Procurement	1 1	2				
	International Trade	7	7				
	Marketing & Sales	4	21				
	Personnel/Human Resources	1	2				
	SBIR / STTR	2	7				
	Sources of Capital	2	17				
DEECH ICLAND	Strategic Plan. / Facilitation	1	5				
BEECH ISLAND	Marketing & Sales	1 1					
BELCHERTOWN	Marketing & Sales	12	40		1		\$25,000
DEBONEKTOWN	Business Startup & Acquisition	7	18		1		Ψ25,000
	COVID-19	5	9		1		\$25,000
	Marketing & Sales	3	1				
	Personnel/Human Resources	1					
	Sources of Capital	1	11				
BELLEVUE	Technology	1 1	1				
DEFFERACE	International Trade	1					
BELLINGHAM	international frace	11	9				
	Business Startup & Acquisition	5	3				
	Government Procurement	2	6				
	International Trade	1					
DEL I DODE	Marketing & Sales	4					
BELLPORT	International Trade	1 1					
BELMONT	international frade	21	43	1	8		\$222,000
BEBROWI		2	15	-	O		Ψ222,000
	Accounting & Records	2					
	Bus. Plan Development	1					
	Business Startup & Acquisition	8	20		_		
	COVID-19	1	2		2		\$27,000
	Government Procurement International Trade	2 2					
	Marketing & Sales	4	2				
	SBIR / STTR	3	19				
	Sources of Capital	3		1	6		\$195,000
	Strategic Needs Assessment	1					
BELOIT		1					
BERKLEY		1 7	10				
DEKKLEI	Business Startup & Acquisition	4	8				
	COVID-19	2	Ü				
	Marketing & Sales	1	2				
	Personnel/Human Resources	1					
BERLIN		8	62	1	1	1	\$660,000
	Aggounting & Desayde	1					
	Accounting & Records Business Startup & Acquisition	1 3	43	1		1	
	COVID-19	1	13	1		1	
	International Trade	3	8				
	Sources of Capital	2	12		1		\$660,000
BERNARDSTON		1					
DETTIANN	Business Startup & Acquisition	1					
		1					
BETHANY	COVID 19						
BEVERLY	COVID-19	1 85	164	2	127	2	\$966,990

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 COVID-19	25 31	35 44	2	127	2	\$25 \$066.06E
	Government Procurement	5	44		14/		\$966,965
	International Trade	9	8				
	Marketing & Sales	16	6				
	Personnel/Human Resources	4	4				
	SBIR / STTR	1	11				
BILLERICA	Sources of Capital	10 18	56 15		5		\$14,100
DILLERICA	Business Liquidation	10	2		3		\$14,100
	Business Startup & Acquisition	5	2				
	COVID-19	3	3		5		\$14,100
	International Trade	8	10				
	Marketing & Sales	2					
BLACKSBURG	T. C. Im. I	1					
RI ACKSTONE	International Trade	1 1					
BLACKSTONE		1					
BLOOMFIELD		1					
	International Trade	1					
BOGOTÁ		2					
	Marketing & Sales	2					
BOLTON		7	3				
	Accounting & Records	2 1	1				
	Business Startup & Acquisition COVID-19	1	1				
	Government Procurement	1	1				
	International Trade	1	_				
	Marketing & Sales	2					
	Personnel/Human Resources	1					
DOGMON	Sources of Capital	1	1	4.4	F < 0	,	440.750.040
BOSTON		359 12	511	11	560	6	\$10,759,219
	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 Government Procurement	2 6	4 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				
BOSTON, MA	Technology	1 1	1				
DOSTON, MA	Business Startup & Acquisition	1					
BOTHELL		1					
		1					
BOULDER		1					
	International Trade	1					
BOURNE	Assessment of Day	2					
	Accounting & Records Business Startup & Acquisition	1 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 1	17				
BOXFORD	Marketing & Sales	7	6		60		\$602,592
20m one		1	3		50		Ψ00 <i>L</i> ,3 <i>7L</i>
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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	S .	1					
	International Trade	1					
BRADFORD	meermanenar rraac	2	1				
	Business Startup & Acquisition	1	1				
	Marketing & Sales	1	-				
	Sources of Capital	1					
BRAINTREE	Sources of Capital	16	57	2	9	1	\$134,187
DRAINTREE	Duainaga Stantun & Agaviaitian	8	17	2	9	1	
	Business Startup & Acquisition COVID-19			2	0	1	\$17,500
		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	1		1	ψ5,000
BRIDGEPORT	Sources of Capital	1	1				
DKIDGEFOKT	International Trade	1					
		1					
DDIDCEMATED	Marketing & Sales		25				
BRIDGEWATER	D : C : 0 A : '''	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	odurces of dupital	1	r				
PUIDIOL	Business Liquidation	1					
BROAD BROOK	Dasiliess Diquidation						
DVOVD DKOOK	Markating & Calas	1					
DDOCKTON	Marketing & Sales	1	(2)	า		2	d24.000
BROCKTON		55	63	2		2	\$21,000
	A (1 0 D)	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				
	Marketing & bales						
	Personnel/Human Resources	8					
		8 6	3				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
BROOKFIELD	Marketing & Sales	1 4	24	1	17	1	\$93,800
DROOKFIELD	Business Startup & Acquisition	3	20	1	17	1	\$73,000
	COVID-19	1	20	1	17	•	\$93,800
	International Trade	1					,
	Sources of Capital	1	4				
BROOKLINE		20	39		14		\$61,471
	Business Startup & Acquisition	1 6	23				
	COVID-19	7	5		14		\$61,471
	Government Procurement	1					
	International Trade	4					
	Marketing & Sales	3	3				
DDOOM INC MA	SBIR / STTR	1	8				
BROOKLINE, MA	CDID / CTTD	1 1	7 7				
BROOKLYN	SBIR / STTR	4	7				
DROOKLIN	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					
DUDI INGMON		1	440				****
BURLINGTON		26	112		23		\$136,550
	Accounting & Records	6 2					
	Business Startup & Acquisition	9	14				
	COVID-19	4	14		23		\$136,550
	Government Procurement	4	22		25		Ψ150,550
	International Trade	9	21				
	Marketing & Sales	4					
	SBIR / STTR	3	36				
	Sources of Capital	3	6				
BUZZARDS BAY		11 1	7				
	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					
CALUMET CITY	Marketing & Sales	1 1					
CALUMETCITY	International Trade	1					
CAMBRIDGE	international frade	106	217	2	74	2	\$1,551,069
CAMBRIDGE	Accounting & Records	1	1	2	74	2	ψ1,331,007
	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
CANAAN	Sources of Capital	6	11				
CANAAN	Dusinoss Stoutum () Ai-iti	3 2	2 2				
	Business Startup & Acquisition Personnel/Human Resources	2 1	4				
CANTON	i er somier/ frumdir Nesources	16	21				
0.1111011	Business Startup & Acquisition	6	2				
	COVID-19	5	6				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Marketing & Sales	2	•		•		-
	Sources of Capital	2	13				
CARLISLE		6 1	10				
İ	Business Startup & Acquisition	1	3				
	COVID-19	2	2				
	International Trade	1	3				
	Marketing & Sales	2	2				
	Personnel/Human Resources	1					
CARLSBAD		3					
CAROLINA	International Trade	3 1					
CAROLINA	Marketing & Sales	1					
CARVER	Marketing a bales	5	37	28	3	2	\$904,000
	Business Startup & Acquisition	4	11	28		2	\$735,000
	COVID-19	1	1				\$105,000
	International Trade	1					
	Marketing & Sales	1	1				****
CATALIMET	Sources of Capital	2 3	23 45	4	3	1	\$64,000 \$15,000
CATAUMET	Business Startup & Acquisition	3 2	10	4 4		1 1	\$15,000 \$15,000
	Financial Analysis & Cost Control	1	2	Т		1	Ψ13,000
	Marketing & Sales	3	10				
	Mgmt / Oper. Analysis	1	2				
	Personnel/Human Resources	1	3				
	Sources of Capital	1	19				
CENTERVILLE		5	49				
	Business Liquidation	1 2	1 2				
	Business Startup & Acquisition COVID-19	1	20				
	Disaster Assistance	1	1				
	International Trade	1	_				
	Marketing & Sales	2	26				
	Personnel/Human Resources	1					
CHANHASSEN		1					
CHAREL HILL	International Trade	1					
CHAPEL HILL	International Trade	1 1					
CHARLEMONT	international frade	3	1	1		1	\$4,000
	Business Startup & Acquisition	1	1	1		1	\$4,000
	COVID-19	1					
	Sources of Capital	1					
CHARLESTON		1					
CHADIECTOMN	COVID-19	1	0		4.4		#204.4.F
CHARLESTOWN	Duain and Chaptur & Anguigition	10 2	9 1		14		\$391,145
	Business Startup & Acquisition COVID-19	4	6		14		\$391,145
	Government Procurement	1	Ü				Ψ371,110
	International Trade	1	1				
	Marketing & Sales	4					
	Personnel/Human Resources	1					
CILARI OFF	Sources of Capital	1					
CHARLOTTE	Aggounting & Dogords	2 1					
	Accounting & Records International Trade	1					
CHARLTON	international frace	9	10	1		1	
	Business Startup & Acquisition	5	6	1		1	
	COVID-19	2	1				
	International Trade	1					
	SBIR / STTR	1	2				
CHATHAM	Sources of Capital	1	2				
CHATHAM	Business Startup & Acquisition	6 2	6 1				
	COVID-19	1	5				
	Marketing & Sales	2	J				
	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 International Trade	1 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 Marketing & Sales	3					
	Sources of Capital	3	4				
CHEPACHET	Sources of Capital	1	7				
0.12.1.0.12.1	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	
CHECKED DIEL D	Marketing & Sales	1	2				4442.000
CHESTERFIELD	COUID 10	2 1	3 3		4 2		\$112,000
	COVID-19 International Trade	1	3		2		\$52,000
	Sources of Capital	1			2		\$60,000
CHESTNUT HILL	Sources of Capital	9	13		L		\$00,000
011201110111122		1	15				
	Accounting & Records	1					
	Business Startup & Acquisition	4	4				
	COVID-19	2					
	Marketing & Sales	3	5				
	Personnel/Human Resources	1					
	SBIR / STTR	1	2				
CHICACO	Sources of Capital	1	1				
CHICAGO	International Trade	5 5					
CHICOPEE	international frade	50	79	3	21	2	\$631,000
CINCOI EE		3	7,5	3	21	2	Ψ031,000
	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	27		21		¢(22,000
	Sources of Capital Strategic Plan. / Facilitation	8 1	27 1		21		\$622,000
CINCINNATI	Strategic Flan. / Facilitation	3	1				
Chromann	COVID-19	1					
	International Trade	2					
CLARKSBURG		2					
		1					
	Business Startup & Acquisition	1					
CLARKSVILLE		1					
OT BANK 1312	COVID-19	1					
CLEVELAND	Internation 1m 1	1					
CLIETON DADIZ	International Trade	1 1					
CLIFTON PARK	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				
CLOVER	Sources of Capital	1 1	4				
CLOVEK	International Trade	1					
COHASSET	international frace	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	2				
COLODADO EDDINCE	Sources of Capital	1 2	3				
COLORADO SPRINGS	Business Startup & Acquisition	1					
	Sources of Capital	1					
COLRAIN	Sources of Capital	3					
002141111	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					
CONCORD	Marketing & Sales	1 25	59				
CONCORD	Accounting & Records	25 1	39				
	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
CONYERS	Marketing & Sales	1					
CONTERS	Accounting & Records	1 1					
COOKEVILLE	Accounting & Records	1					
COOKEVILLE	International Trade	1					
CORAL GABLES	international frade	3					
	International Trade	3					
CORRALES		1					
	Accounting & Records	1					
	Marketing & Sales	1					
COVINGTON		1					
an Assamoss		1					
CRANSTON	D : C: . O A : :::	3	2				
	Business Startup & Acquisition International Trade	1 1					
	Marketing & Sales	1					
	Sources of Capital	1	1				
CUMBERLAND	Sources of Capital	1	1				
	Marketing & Sales	1					
CUMMINGTON		3					
	Business Startup & Acquisition	2					
	COVID-19	1					
CYPRESS		1					
	International Trade	1					
DALLAS		2					
	International Trade	1					
DALTON	Marketing & Sales	1	02	11	22	-	#240 FF2
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
	Accounting O Decord-	1				. —	
	Accounting & Records Business Startup & Acquisition	2 10	39	6		5	\$67,620
	COVID-19	7	41	U	22	3	\$160,952
	Government Procurement	2	1				,,
	Marketing & Sales	3					
	Personnel/Human Resources	2					
	SBIR / STTR	1	1				
DANDUDU	Sources of Capital	2	1	5	1		\$90,000
DANBURY	Ducinosa Ctantum (Acquisition	1					
DANVERS	Business Startup & Acquisition	1 38	57	28	65	1	\$1,264,016
DANVERS		3	37	20	03	1	\$1,204,010
	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					
D A DENACHERIA	Sources of Capital	5	20	26	30		\$891,000
DARTMOUTH	Dugin and Stantum & Agguinition	4 3	4 3		1		\$24,000
	Business Startup & Acquisition COVID-19	3 1	3 1		1		\$24,000
	Marketing & Sales	1	1		1		\$24,000
DAYTON	Marketing & Jaies	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 1	1				
	SBIR / STTR Sources of Capital	2	1 1		14		\$500,000
DEERFIELD	Sources of Capital	4	6		14		\$300,000
DEBIG TEED	Business Startup & Acquisition	2	5				
	COVID-19	1	1				
	International Trade	1					
DENNIS		3	1				
	Business Startup & Acquisition	1	1				
	COVID-19	1					
DENNIC DODE	Sources of Capital	1	2				
DENNIS PORT	Business Startup & Acquisition	3 1	3 1				
	COVID-19	2	2				
	Sources of Capital	1	_				
DENTON	bources or supreur	1					
	International Trade	1					
DENVER		1					
	International Trade	1					
DES PLAINES		1					
	Marketing & Sales	1					
DETROIT	Desciones Charles Q Association	6					
	Business Startup & Acquisition COVID-19	2 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					
DIGITMC	International Trade	1					
DIGHTON		4	10				
	Dugin aga Chautum O Ai-i-i	1 2	ว				
	Business Startup & Acquisition Loan Package Development	2 1	3 6				
I	Loan rackage Development	1	O				l

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
DODCHECTED	Sources of Capital	1 37	1 45	1	3	1	¢42.002
DORCHESTER		37 1	45	1	3	1	\$42,083
	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 Government Procurement	1 2	1				
	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	2 2	1		1	¢2E 000
	Business Startup & Acquisition COVID-19	3	6	1 3	34	1	\$35,000 \$748,500
	Financial Analysis & Cost Control	1	2	3	34		Ψ7 +0,300
	Marketing & Sales	3	5				
	Sources of Capital	2	3				
DORCHESTR CTR		1	2				
	Business Startup & Acquisition	1	2				
DOUGLAS		9	2	1		1	
	Accounting & Records	2 3		1		1	
	Business Startup & Acquisition COVID-19	3 2		1		1	
	International Trade	1					
	Marketing & Sales	2					
	Personnel/Human Resources	1	2				
DOVER		1					
	Business Startup & Acquisition	1					
DD 4 CUT	International Trade	1	1.4	1	1	1	¢510.000
DRACUT		15 1	14	1	1	1	\$510,000
	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 SBIR / STTR	1 1	1				
	Sources of Capital	1	1		1		\$510,000
DU QUOIN	bources of dupital	1			1		Ψ510,000
	Business Startup & Acquisition	1					
DUBLIN		1					
	Business Startup & Acquisition	1					
DUDLEY	Assessment of Day	9	68	1		1	
	Accounting & Records Business Startup & Acquisition	2 7	17 10	1		1	
	Financial Analysis & Cost Control	1	3	1		1	
	Government Procurement	1	1				
	Marketing & Sales	1	15				
	Sources of Capital	1	4				
	Strategic Plan. / Facilitation	1	20				
DULUTH		1					
DINCTADIE	International Trade	1	10				
DUNSTABLE	Business Startup & Acquisition	3 1	10 1				
	Government Procurement	1	7				
	Loan Package Development	1	1				
	Marketing & Sales	1					
	Sources of Capital	1	1				
DUXBURY		16	35	2	33	1	\$419,325
		1	_				
	Business Liquidation	1	3	2		1	# C0.000
I	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 Loan Package Development	1 1	2				
	Marketing & Sales	1	2				
	SBIR / STTR	1	9				
	Sources of Capital	1	2				
Е		1					
E LONGMEADOW	Marketing & Sales	1 3					
E LONGMEADOW	COVID-19	2					
	International Trade	1					
E WAREHAM		1					
	Business Startup & Acquisition	1					
E. LONGMEADOW	COMP 10	1					
EAGAN	COVID-19	1 1					
LAGAN	International Trade	1					
EAST BOSTON	miornational fraue	9	14		2		\$2,000
		3					
	Accounting & Records	1					
	Business Startup & Acquisition	3	12				
	International Trade	2 1	2				
	Marketing & Sales 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 1	4 2				
	Financial Analysis & Cost Control Marketing & Sales	1	2				
	Sources of Capital	2	9				
	Strategic Plan. / Facilitation	1	1				
EAST BROOKFIELD		1	2				
T. C. T. C. V. C. V. C.	Business Startup & Acquisition	1	2				
EAST CALAIS	Accounting & Records	1 1					
EAST CAMBRIDGE	Accounting & Records	1					
LAST CAMBRIDGE	Personnel/Human Resources	1					
EAST FALMOUTH		18	30				
	Accounting & Records	1					
	Business Liquidation	1	1				
	Business Startup & Acquisition	6	4				
	COVID-19 International Trade	2 7	1 21				
	Marketing & Sales	5	2				
	Personnel/Human Resources	1					
	Sources of Capital	1					
EAST FREETOWN		3	12				
	Business Startup & Acquisition COVID-19	2 1	3 1				
	Loan Package Development	1	3				
	Sources of Capital	1	5				
EAST GREENBUSH		1					
	COVID-19	1					
EAST HARTFORD		3	2				
	Accounting & December	1					
	Accounting & Records Business Startup & Acquisition	1 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				
EAST OTIS	Personnel/Human Resources	1 2	1 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	COURD 10	2 1	9 9				
	COVID-19 Marketing & Sales	1	9				
EAST SANDWICH	Franketing & bales	7	6		7		\$86,850
	Business Liquidation	1	1				
	Business Startup & Acquisition	1	_		_		
	COVID-19	2 6	3 1		7		\$61,850
	Marketing & Sales Personnel/Human Resources	1	1				
	Sources of Capital	1	1				\$25,000
EAST TAUNTON		1	1				,
	Business Startup & Acquisition	1	1				
EAST WALPOLE	Dugin aga Ctantum (Agguigition	2 2	3 3				
	Business Startup & Acquisition Sources of Capital	1	3				
EAST WAREHAM	bources of supreur	3	1				
	Personnel/Human Resources	3	1				
EASTHAM		4	5				
	Accounting & Records	1	1				
	Business Startup & Acquisition COVID-19	3 2	3 1				
	Marketing & Sales	2	1				
	Personnel/Human Resources	1					
	Sources of Capital	1					
EASTHAMPTON		42	74	2	18	2	\$240,151
	Accounting & Records	4 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 2				\$15,000
EDGARTOWN	Strategic Plan. / Facilitation	1 4	2 25		19		\$27,000
EDUNICIONN	Business Liquidation	2	9		17		Ψ27,000
	Business Startup & Acquisition	1					
	COVID-19	2	3		19		\$27,000
	Financial Analysis & Cost Control	1	3				
	International Trade Marketing & Sales	1 2	2				
	Mgmt / Oper. Analysis	1	3				
	Sources of Capital	2	4				
EGREMONT		1					
	Business Startup & Acquisition	1					
EL CAJON	International Trade	1 1					
EL PASO	international Trade	1					
	International Trade	1					
EL PASO TX		1					
	International Trade	1					
ELK GROVE VILLAGE	Lucker and Transla	2					
ELLICOTT CITY	International Trade	2 1					
ELLICOTT CITT	International Trade	1					
ELMORE	meerman raac	1					
	Accounting & Records	1					
ENDICOTT		1					
ENEIEI D	International Trade	1 1	2				
ENFIELD	Business Startup & Acquisition	1	3 3				
	Marketing & Sales	1	J				
ERLANGER	5	1					
	International Trade	1					
ESSEX	Dugin and Charles O. A	6	12		5		\$17,700
	Business Startup & Acquisition COVID-19	1 2	1 2		5		\$17,700
	Government Procurement	1	2		J		φ1/,/00
	Government i i ocui cilicilit	_					

			Hours	Created	Retained	Business	Formation
	SBIR / STTR	1	1		•		
EVANSVILLE	Sources of Capital	4 1	8				
EVANSVILLE	International Trade	1					
EVERETT		19	19		2		\$19,730
	Accounting & Records	1					
	Business Startup & Acquisition	11	10		า		¢10.720
	COVID-19 Government Procurement	5 1	6		2		\$19,730
	International Trade	3					
	Sources of Capital	1	3				
EXETER		1	20				
	Accounting & Records Marketing & Sales	1 1	2 2				
	Mgmt / Oper. Analysis	1	16				
FAIR LAWN	rigine, operimaryon	2	2				
		1					
DAIDDODN	COVID-19	1	2				
FAIRBORN	International Trade	1 1					
FAIRFAX	international fraue	1					
	International Trade	1					
FAIRFIELD		3					
	Accounting & Records	1					
FAIRHAVEN	International Trade	2 26	60	5	2	3	\$275,000
FAIRHAVEN		1	00	3	2	3	\$273,000
	Accounting & Records	2	1				
	Business Startup & Acquisition	12	11	3		3	
	COVID-19	7	5		2		\$25,000
	Financial Analysis & Cost Control International Trade	1 2	1 1				
	Marketing & Sales	7	31				
	Personnel/Human Resources	4	1				
	Sources of Capital	2	10	2			\$250,000
FALL RIVER	A	105	212	3	46	2	\$1,002,743
	Accounting & Records Business Liquidation	5 1	5 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 1	5 2				
	Government Procurement International Trade	8	3				
	Loan Package Development	2	6				
	Marketing & Sales	28	36				
	Personnel/Human Resources	17	4				#220.0 <i>c</i> 4
	SBIR / STTR Sources of Capital	1 12	25 21		2		\$328,961
	Technology	1	21				
FALMOUTH		5	3				
	COVID-19	3	1				
	Financial Analysis & Cost Control	1	1				
FARGO	International Trade	1 1					
TARGO	International Trade	1					
FEEDING HILLS		8	19	2	5	1	\$22,890
	Business Liquidation	1	1				***
	Business Startup & Acquisition COVID-19	6 1	12 4	2	5	1	\$13,000 \$9,890
	Marketing & Sales	2	3		3		\$9,090
FISKDALE		3	5	1		1	
	Business Startup & Acquisition	2	5	1		1	
	COVID-19	1					
	Marketing & Sales	1 28	106	2	11		\$21,848
FITCHRURC							341.048
FITCHBURG	Accounting & Records	1	1	_			7,

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 2	5				
	Sources of Capital Strategic Plan. / Facilitation	1	5 18				
FLORENCE	Strategic Plan. / Facilitation	27	45	2	2	1	\$22,500
PLOKENCE		1	43	2	2	1	\$22,300
	Business Startup & Acquisition	13	22	2		1	
	COVID-19	4	8	-	2	1	\$22,500
	International Trade	2	Ü		_		422,000
	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		-		#200 000
	Sources of Capital	4	3		5		\$300,000
ED AMINGUAN AREA	Strategic Plan. / Facilitation	1	2				
FRAMINGHAM AREA	D 1 0 1 0 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	1	1				
ED ANIZI IN	Business Startup & Acquisition	1	1	1		1	
FRANKLIN	D : C: . O.A : :::	25	11	1		1	
	Business Startup & Acquisition COVID-19	3	5	1		1	
	International Trade	5 7	2				
			1 2				
	Marketing & Sales	11 2	2				
EDEDEDICA	Sources of Capital	1	۷				
FREDERICK	Markating & Calas	1					
EDECH MEADOWG	Marketing & Sales	2					
FRESH MEADOWS	Puginoga Ctantum O Aganiation						
	Business Startup & Acquisition	1					
	International Trade	1					
CAMPRILLS	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	4 0.5	1					
GARDNER	Accounting & Records	1 14	31	2		2	\$520
GANDNEK	Accounting & Records	2	1	۷		2	\$320
	Business Startup & Acquisition	10	10	2		2	\$520
	Financial Analysis & Cost Control	1	1				
	Government Procurement	1	2				
	Marketing & Sales	4	15				
GEORGETOWN	Sources of Capital	1 6	2 7		1		\$3,800
GEORGETOWN		1	,		1		\$3,000
	Business Startup & Acquisition	4	2				
	COVID-19	2	4		1		\$3,800
	Financial Analysis & Cost Control	1	2				
	Government Procurement	1					
GERMANTOWN	Marketing & Sales	1 1					
GERMANIOWN	International Trade	1					
GLASTONBURY	memational frace	1					
	International Trade	1					
GLENFEILD		1					
	Accounting & Records	1					
GLENVIEW		1					
GLOUCESTER	Marketing & Sales	1 48	89	11	19	3	¢4.046.020
GLUUCESTER		48 6	89	11	19	3	\$4,846,020
	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 International Trade	1 1					
	Marketing & Sales	13	10				
	Personnel/Human Resources	1	2				
	Sources of Capital	12	25				\$50,000
GOFFSTOWN		1					
	Marketing & Sales	1					
GOLDSBORO		1					
GOLETA		1 2					
GOLLIA		1					
	International Trade	1					
GORHAM		2	4		1		\$20,833
	COVID-19	1	4		1		\$20,833
	International Trade	1					
GOSHEN	Course of Courts	1					
GRAFTON	Sources of Capital	1 5	3				
dichi Ton	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	0	2	\$3,500
	COVID-19 Marketing & Sales	2 3	9 1		2		\$10,000
	SBIR / STTR	1	3		1		\$742,421
	Sources of Capital	1	Ü		-		ų, 1 2 ,121
	Technology	1	1				
GRAND RAPIDS		1					
CD ANUTY T	International Trade	1					
GRANVILLE	Duginga Charter O.A.	1					
GREAT BARRINGTON	Business Startup & Acquisition	1 47	234	15	59	4	\$590,000
GREAT DARRINGTON		3	234	13	39	-r	φυ 20,000
	Accounting & Records	3	4				

Financial Analysis & Cost Control 1	City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
Financial Analysis & Cost Control 1 2				104			4	
International Trade					10	59		\$590,000
Marketing & Sales 5				2				
Personnel/Human Resources				2.4				
CREENACRES Surtup & Acquisition 1								
CREENFIELD Susiness Startup & Acquisition 1								
Business Startup & Acquisition 1	GREENACRES	Sources of Capital		4				
Sources of Capital 1	GREENHORES	Business Startup & Acquisition						
GREENFIELD Accounting & Records Accounting & Records Accounting & Records Business Startup & Acquisition COVID-19 Financial Analysis & Cost Control Financial Analysis & Cost Cost Cost								
Accounting & Records 1 2	GREENFIELD	•	27	33		3		\$19,000
Business Startup & Acquisition 13 18 18			1					
COVID-19		Accounting & Records		2				
Financial Analysis & Cost Control 1								
International Trade						3		\$19,000
Marketing & Sales Personnel/Human Resources 2 Sources of Capital 5 4 GREEN/BURDO International Trade 1								
Personnel/Human Resources 2				3				
Sources of Capital 5								
GREENSBORO 1				4				
International Trade	CDEENSBODO	Sources of Capital		4				
Section Sect	GKEENSDOKO	International Trade						
GROTON Business Startup & Acquisition Business Startup & Acquisition Business Startup & Acquisition GROVELAND Business Startup & Acquisition COVID-19 Business Startup & Acquisition Business Startup & Acquisition COVID-19 Business Startup & Acquisition COVID-19 Business Startup & Acquisition COVID-19 Business Startup & Acquisition Business Startup & Acquisition COVID-19 Business Startup & Acquisition COVID-19 Business Startup & Acquisition Business Startup & Acquisition COVID-19 Business Startup & Acquisition Business Startup & Acquisition Business Startup & Acquisition COVID-19 Business Startup & Acquisition Busi	GREENVILLE	international frace		4				
GROTON Business Startup & Acquisition 2	GREENVILLE	Business Startup & Acquisition						
Business Startup & Acquisition 2	GROTON	Buomeoo bun tup a mequionion						
GROVELAND Business Startup & Acquisition 1		Business Startup & Acquisition						
GROVELAND Business Startup & Acquisition 1								
COVID-19	GROVELAND	G	3	3				
HADLEY		Business Startup & Acquisition	1	1				
HADLEY 24 58 13 \$383,277 Accounting & Records 2 2 13 \$383,277 Business Startup & Acquisition 7 9 13 \$373,277 International Trade 1 1 13 \$373,277 Marketing & Sales 5 13 Personnel/Human Resources 2 7 \$10,000 HALIFAX 3 6 \$10,000 <td></td> <td>COVID-19</td> <td>1</td> <td></td> <td></td> <td></td> <td></td> <td></td>		COVID-19	1					
Accounting & Records 2 Business Liquidation 1 2 2 13 \$373,277 Business Startup & Acquisition 7 9 7 9 COVID-19		International Trade						
Business Klquidation	HADLEY			58		13		\$383,277
Business Startup & Acquisition 7 9 11 22 13 \$373,277 International Trade 1								
COVID-19								
International Trade						12		¢272 277
Marketing & Sales 5				22		13		\$3/3,2//
Personnel/Human Resources 2 7				12				
Sources of Capital								
HALIFAX COVID-19 Marketing & Sales 2 Personnel/Human Resources 1 Sources of Capital 1 HAMDEN International Trade 1 HAMPDEN Business Startup & Acquisition COVID-19 1 HAMPTON Government Procurement Marketing & Sales 1 HANCOCK Business Startup & Acquisition 3 COVID-19 1 HANCOCK Business Startup & Acquisition 3 23 5 2 \$1,200 COVID-19 1 HANOVER Accounting & Records 1 Business Liquidation 1 Business Startup & Acquisition 7 9 COVID-19 2 13 International Trade Acrounting & Sales 2 Personnel/Human Resources 1 Acrounces Business Startup & Acquisition 2 Business Startup & Acquisition 1 Business Liquidation 1 Business Startup & Acquisition 2 Business Startup & Acquisition 3 COVID-19 C								\$10.000
COVID-19	HALIFAX	Sources of dapital						410,000
Marketing & Sales 2 2 2		COVID-19						
Personnel/Human Resources 1		Marketing & Sales	2					
HAMDEN			1	1				
HAMPDEN		Sources of Capital	1	2				
HAMPDEN	HAMDEN		1					
Business Startup & Acquisition 1		International Trade						
COVID-19 1 1 2	HAMPDEN							
HAMPTON Government Procurement Marketing & Sales 1 2 HANCOCK Business Startup & Acquisition COVID-19 1 2 HANOVER Accounting & Records Business Liquidation 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 HANSCOM AFB Business Startup & Acquisition 3 2 Business Startup & Acquisition 2 2 Business Startup & Acquisition 3 2 Business Startup & Acquisition 3 2 Business Startup & Acquisition 3 2		• •		3				
Government Procurement	HAMPTON	COVID-19		2				
Marketing & Sales	HAMPION	Comment Day over the		Z				
HANCOCK Business Startup & Acquisition COVID-19 1 2 HANOVER Accounting & Records 1 Business Liquidation 1 Business Startup & Acquisition 7 9 COVID-19 1 International Trade Marketing & Sales Personnel/Human Resources Sources of Capital HANSCOM AFB Business Startup & Acquisition 3 2 \$\frac{3}{2}\$ 5 2 \$\frac{\$1,200}{\$}\$ 2 \$\frac{\$1,200}{\$}\$ 2 \$\frac{\$1,200}{\$}\$ 2 \$\frac{\$1,200}{\$}\$ 3 2 \$\frac{1}{2}\$ 5 3 3 4 6 1 1 \$\frac{1}{2}\$ \$\frac{\$3,000,000}{\$}\$ 4 2 4 2 Business Startup & Acquisition 3 2 \$\frac{1}{2}\$ 5 16 1 \$\frac{1}{2}\$ \$\frac{\$3,000,000}{\$}\$ 4 2 Business Startup & Acquisition 3 2				2				
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 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 Business Startup & Acquisition 3 2	HANCOCK	Marketing & Sales			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 Business Startup & Acquisition 3 2	HANCOCK	Rusiness Startun & Acquisition						
HANOVER Accounting & Records Accounting & Records Accounting & Records Business Liquidation Business Startup & Acquisition COVID-19 International Trade Marketing & Sales Personnel/Human Resources Sources of Capital Business Startup & Acquisition 3 2 3 3 16 1 \$3,000,000					3		2	Ψ1,200
Accounting & Records 1 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	HANOVER				16		1	\$3,000.000
Business Liquidation 1		Accounting & Records			-			, -, - , -, - 30
Business Startup & Acquisition 7 9 13								
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 Business Startup & Acquisition 3 2			7	9				
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				13				
Personnel/Human Resources 1 2								
Sources of Capital 2 25 16 1 \$3,000,000 HANSCOM AFB 4 2 Business Startup & Acquisition 3 2								
HANSCOM AFB 4 2 Business Startup & Acquisition 3 2								
Business Startup & Acquisition 3 2	******	Sources of Capital			16		1	\$3,000,000
	HANSCOM AFB	D						
		Business Startup & Acquisition International Trade	3 1	2				

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 1	2 1				
	Business Startup & Acquisition COVID-19	1	1		6		\$47,000
	International Trade	1	1		U		Ψ17,000
	Marketing & Sales	1	1				
	Sources of Capital	1					
	Strategic Needs Assessment	1	2				
HARDWICK		1					
II A DEED D D	Marketing & Sales	1					
HARTFORD		3 1					
	International Trade	2					
HARVARD	international frace	3	2	1		1	
THE TOTAL PROPERTY OF THE PROP	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	4				
	Marketing & Sales	2	1				
HATFIELD	Personnel/Human Resources	1 9	1 19	1	12	1	\$77,000
HAIFIELD	Business Startup & Acquisition	2	19	1	12	1	\$10,000
	COVID-19	4	18	1	12	1	\$67,000
	Marketing & Sales	4					40.,000
	Sources of Capital	1					
HAVERHILL		31	31	1	12	1	\$147,611
		7					
	Business Liquidation	1	1				4.0
	Business Startup & Acquisition	17	24	1	11	1	\$60 \$07.551
	COVID-19 Disaster Assistance	12 1	6		11		\$97,551
	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 2	2	1		1	¢F 000
	Business Startup & Acquisition Marketing & Sales	2	3	1		1	\$5,000
	Personnel/Human Resources	1					
HAYES	r ersonner, rraman resources	1					
	Personnel/Human Resources	1					
HEATH		2	2				
	Business Startup & Acquisition	2	2				
HEBRON		1					
HEDNDON	International Trade	1					
HERNDON	Business Startup & Acquisition	1 1					
HIALEAH	business startup & Acquisition	1					
	Sources of Capital	1					
HICKSVILLE		1	5				
	Business Startup & Acquisition	1	5				
HIGH POINT		1					
	International Trade	1					
HIGHLANDS	Intermedian 1m 1	1					
IIII I CDODO	International Trade	1					
HILLSBORO	COVID-19	2 1					
	International Trade	1					
	Sources of Capital	1					
HILLSBOROUGH	coarees or oupter	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				
HINCHAM	Business Startup & Acquisition	1 12	3 13		27		¢215 000
HINGHAM	Business Liquidation	12	13 1		21		\$315,000
	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				422.222
HINSDALE	Sources of Capital	2 7	1 7		3		\$30,000
IIINSDALE	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 COVID-19	4 2	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	20	4		1	
	Business Startup & Acquisition COVID-19	11 3	20 2	1		1	
	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					
HOLLISTON	International Trade	1 10	25		21		
HOLLISTON		10	23		21		
	Business Startup & Acquisition	1	2				
	COVID-19	1					
	Government Procurement	1	4				
	International Trade	4	17		21		
	Marketing & Sales	3	2				
HOLVOVE	Strategic Plan. / Facilitation	1	1	0	42	(¢(07.500
HOLYOKE	Accounting & Records	45 1	87	8	43	6	\$697,500
	Business Startup & Acquisition	23	35	7		5	\$297,000
	COVID-19	11	17	•	43	J	\$305,000
	Government Procurement	1					,
	Marketing & Sales	12	2				
	Mgmt / Oper. Analysis	1	1				
	Personnel/Human Resources	2	1				***
HOOVEETT	Sources of Capital	12	32	1		1	\$95,500
HOOKSETT	International Trade	1 1					
HOPEDALE	mternaudilai Haut	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	12		า	¢1 072 F00
	Business Startup & Acquisition COVID-19	8 1	33	12		2	\$1,072,500
	Government Procurement	4	21				
	International Trade	3	1				
•		3	-				

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

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	International Trade	1			•	'	
	Marketing & Sales	3					
IDMNE	Sources of Capital	2	2				
IRVINE	International Trade	2 2					
JACKSON	international frade	1					
JAGNOON	Business Startup & Acquisition	1					
	International Trade	1					
JACKSONVILLE		1					
	Marketing & Sales	1					
JAFFREY		1					
IAMAICA DI AIN	COVID-19	1	42	0	2	2	d=76.040
JAMAICA PLAIN		24 2	42	8	2	3	\$576,040
	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
LAMPONILLE	Sources of Capital	2	4				
JAMESVILLE	International Trade	1 1					
JEFFERSON	international frade	3	4				
JEI I ERSON	Business Startup & Acquisition	2	3				
	Financial Analysis & Cost Control	1	Ü				
	Sources of Capital	1	1				
JOHNSON	•	1					
	Accounting & Records	1					
KANSAS CITY		1					
MEDIE	International Trade	1					
KEENE	Aggoverting C Degonda	1 1					
KENNEWICK	Accounting & Records	1					
REWINEWICK	International Trade	1					
KENSINGTON		1					
	Business Startup & Acquisition	1					
KEW GARDENS		1					
	International Trade	1					
KINGSTON		7	30				
	Business Startup & Acquisition	5 1	11 4				
	COVID-19 International Trade	1	4				
	Sources of Capital	3	16				
LA JOLLA	bources of dupitar	1	10				
	International Trade	1					
LA MESA		1					
	International Trade	1					
LAGUNA NIGUEL	Malara aga	1	1				
I ACIINA WOODS	Marketing & Sales	1	1				
LAGUNA WOODS	International Trade	1 1					
LAKE LURE	meernauonai rrauc	1					
DINIE BOILE	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		20		#14E 100
	COVID-19 Financial Analysis & Cost Control	4	5 2		30		\$145,100
	Financial Analysis & Cost Control Government Procurement	1 1	۷				
	International Trade	1					
	Marketing & Sales	4	16	1		1	\$5,000
l e e e e e e e e e e e e e e e e e e e							
	Mgmt / Oper. Analysis	1	2				
		1 2	2 3 2				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
LAKEWOOD		1		!		!	-
LANCASTER	International Trade	1 3	2	1		1	
LANCASTER	Business Startup & Acquisition	2	2	1		1	
	International Trade	1	_	-		-	
LAND O LAKES		1					
LANDODODO	International Trade	1	20	2		4	†111 000
LANESBORO	Business Startup & Acquisition	4 1	20 14	2 2	1	1 1	\$111,000 \$48,000
	COVID-19	2	4	2	1	1	\$63,000
	Marketing & Sales	1	2		_		,,,,,,,
LANESBOROUGH		2	13				
LAMPENCE	Business Startup & Acquisition	2	13	0	0		44.404.505
LAWRENCE		51 4	83	9	9	2	\$1,121,797
	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 Personnel/Human Resources	3 2					
	Sources of Capital	4	10				\$1,000,000
LAWRENCEVILLE	Sources of Suprem	2	10				\$1,000,000
	International Trade	2					
LEBANON		1					
I PP	International Trade	1	25	1	2	4	¢26.456
LEE		16 1	35	1	3	1	\$26,156
	Business Startup & Acquisition	7	13	1		1	
	COVID-19	7	5	-	3	-	\$26,156
	Personnel/Human Resources	2					
	Sources of Capital	2	18				
LEEDS	D	2	51				
	Business Startup & Acquisition International Trade	1 1	51				
LEICESTER	International Trade	4	4				
EBIOESTER	Business Startup & Acquisition	4	4				
LEMONT		1	2				
	Business Startup & Acquisition	1	2				
LENOX	4 0.5	15	48	11		2	
	Accounting & Records Business Startup & Acquisition	1 11	28	11		2	
	COVID-19	6	21	11		2	
LENOX DALE		3	5				
	Business Startup & Acquisition	1	2				
	COVID-19	2	3	_			* =00
LEOMINSTER		32 1	141	6	1	2	\$520
	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 Marketing & Sales	1 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 Technology	2 1	3 1				
LEXINGTON	reciniology	1 25	67	1	98	1	\$160,525
		4	· ·	-	,,	-	4100,0 <u>1</u> 0
	Accounting & Records	2	16				
	Business Startup & Acquisition	10	28	1		1	\$525
	COVID-19	7	3		98		\$160,000

Business Startup & Acquisition 1	City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
Marketing & Sales						•		
Personnel/Human Resources 1				2				
SRIR / STIR 2 15				2				
LEYDEN 1				15				
Business Startup & Acquisition 1			3	4				
LILESVILLE	LEYDEN							
Business Startup & Acquisition 1	LUCCULIC	Business Startup & Acquisition		2				
LINCOLN	LILESVILLE	Rusiness Startun & Acquisition						
LINCOLN Business Startup & Acquisition COVID-19 1 3 3 1 511								
Business Startup & Acquisition 1	LINCOLN			3		1		\$11,549
LITTOLINA			1					
LITHONIA Accounting & Records ILITTLE COMPTON Arketing & Sales SBIR / STTR ILITTLE ROCK ILITTL				3		1		\$11,549
Accounting & Records	LITHIONIA	Marketing & Sales						
LITTLE COMPTON Marketing & Sales \$BIR / STTR 1 INTTLE ROCK International Trade International Trade Accounting & Records Sources of Capital Accounting & Records COVID-19 LITTLETON International Trade Interna	LITHONIA	Accounting & Pocards						
Marketing & Sales 2	LITTLE COMPTON	Accounting & Records		2.				
SIRI / STTR	ZIII ZZ GOIII I GII	Marketing & Sales						
International Trade			1	1				
Marketing & Sales	LITTLE ROCK							
LITTLETON								
Accounting & Records 2 2 2 2 3 3 3 3 3 3	I IDDI PON	Marketing & Sales		26				
Business Startup & Acquisition 2	LITTLETON	Accounting & Records						
Computer Systems				2				
COVID-19				1				
International Trade			1					
Marketing & Sales 2 6 Sources of Capital 1 2	İ							
Sources of Capital								
LIVERPOOL International Trade 1								
International Trade	LIVERPOOL	Sources of Capital		2				
Business Startup & Acquisition 1	21, 210, 002	International Trade						
COVID-19	LONDONDERRY		2					
LONGMEADOW Accounting & Records Business Startup & Acquisition COVID-19 3 10 3 3 33 \$30 Financial Analysis & Cost Control International Trade Accounting & Records International Trade Inte								
Accounting & Records		COVID-19						***********
Accounting & Records	LONGMEADOW			50		3		\$30,500
Business Startup & Acquisition S		Accounting & Records						
COVID-19 3 10 3 \$30 \$30 Financial Analysis & Cost Control 1 2 1 1 2 1 1 1 1 1				24				
International Trade						3		\$30,500
Marketing & Sales 7		Financial Analysis & Cost Control	1	2				
Sources of Capital				6				
LONGMONT International Trade Accounting & Records International Trade LOVELAND International Trade LOWELL LOWELL Accounting & Records International Trade 1 Accounting & Records 2 Business Startup & Acquisition 22 43 2 2 \$1 COVID-19 7 15 2 \$6 Government Procurement 4 2 International Trade 5 Marketing & Sales ASBIR / STTR 1 6 Sources of Capital 3 1 3 3 \$903 LUDLOW Accounting & Records 1 Accounting & Records 1 Accounting & Records 1 Accounting & Records 1 Accounting & Records 1 Accounting & Records 1 Accounting & Records 1 Business Startup & Acquisition 12 12 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3				0				
International Trade	LONCMONT	Sources of Capital		9				
LOS ANGELES Accounting & Records International Trade LOVELAND International Trade 1 LOWELL Accounting & Records Business Startup & Acquisition COVID-19 Government Procurement International Trade SBIR / STTR SOurces of Capital Accounting & Records 1 Accounting & Sales 4 SBIR / STTR 1 6 Sources of Capital 3 1 3 3 3 \$903 LUDLOW Accounting & Records 1 Accounting & Records 1 Accounting & Sales 4 SBIR / STTR 1 6 Sources of Capital 3 1 3 3 3 \$903 \$577 Accounting & Records 1 Business Startup & Acquisition 12 12 3 3 3 \$17	LONGMONT	International Trade						
International Trade	LOS ANGELES	meemanan maac						
LOVELAND International Trade 1 LOWELL Accounting & Records Business Startup & Acquisition COVID-19 Government Procurement International Trade Marketing & Sales Marketing & Sales SBIR / STTR Sources of Capital LUDLOW Accounting & Records Business Startup & Acquisition 1 Accounting & Records Business Startup & Acquisition 1 Accounting & Records Business Startup & Acquisition 12 10 11 11 12 12 13 14 15 16 17 18 18 18 18 18 18 18 18 18			1					
International Trade		International Trade						
LOWELL 38 67 5 5 2 \$910 1	LOVELAND							
Accounting & Records 2	LOWELL	International Trade		67	F	-	2	\$910,176
Accounting & Records 2 Business Startup & Acquisition 22 43 2 2 \$1 COVID-19 7 15 2 \$6 Government Procurement 4 2 International Trade 5 Marketing & Sales 4 SBIR / STTR 1 6 Sources of Capital 3 1 3 3 \$903 LUDLOW 16 28 3 2 3 \$57 Accounting & Records 1 Business Startup & Acquisition 12 12 12 3 3 3 \$17	LOWELL			07	3	3	2	\$910,170
Business Startup & Acquisition 22 43 2 2 \$1 COVID-19 7 15 2 2 \$6 Government Procurement 4 2 International Trade 5 Marketing & Sales 4 SBIR / STTR 1 6 Sources of Capital 3 1 3 3 \$903 LUDLOW 16 28 3 2 3 \$57 Accounting & Records 1 Business Startup & Acquisition 12 12 12 3 3 3 \$17		Accounting & Records						
COVID-19 7 15 2 \$6 Government Procurement 4 2 International Trade 5 Marketing & Sales 4 SBIR / STTR 1 6 Sources of Capital 3 1 3 3 \$903 LUDLOW 16 28 3 2 3 \$57 Accounting & Records 1 Business Startup & Acquisition 12 12 3 3 3 \$17				43	2		2	\$1,040
International Trade 5 Marketing & Sales 4 SBIR / STTR 1 6 Sources of Capital 3 1 3 3 \$903 LUDLOW 16 28 3 2 3 \$57 Accounting & Records 1 Business Startup & Acquisition 12 12 12 3 3 3 \$17		COVID-19				2		\$6,133
Marketing & Sales 4 SBIR / STTR 1 6 Sources of Capital 3 1 3 3 \$903 LUDLOW 16 28 3 2 3 \$57 Accounting & Records 1 Business Startup & Acquisition 12 12 12 3 3 3 \$17				2				
SBIR / STTR 1 6 Sources of Capital 3 1 3 3 \$903 LUDLOW 16 28 3 2 3 \$57 1 Accounting & Records 1 Business Startup & Acquisition 12 12 3 3 3 \$17								
Sources of Capital 3 1 3 3 \$903 LUDLOW 16 28 3 2 3 \$57 1 Accounting & Records 1 Business Startup & Acquisition 12 12 3 3 3 \$17		_		6				
LUDLOW 16 28 3 2 3 \$57 1					3	3		\$903,003
1 Accounting & Records 1 Business Startup & Acquisition 12 12 3 3 \$17	LUDLOW						3	\$57,500
Business Startup & Acquisition 12 12 3 3 \$17	1							,
COVID 10 E 9					3		3	\$17,500
5 5	I	COVID-19	5	3				ļ

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Financial Analysis & Cost Control	1	1	·		·	
	Marketing & Sales Personnel/Human Resources	2 1	1 2				
	Sources of Capital	4	10		2		\$40,000
LUNENBURG		6	32	1	-	1	¥ 10,000
		1					
	Business Startup & Acquisition	4	15	1		1	
	COVID-19 Government Procurement	1 1	16				
	Marketing & Sales	1	10				
	Personnel/Human Resources	1	-				
LUTHERVILLE TIMONIU	M	1					
LININ		1	445		406	_	44.045.500
LYNN		63 2	115	4	106	5	\$1,315,589
	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 International Trade	1 3	2 3				
	Marketing & Sales	3 1	3				
	Mgmt / Oper. Analysis	1					
	Sources of Capital	7	9				
LYNNFIELD		13	8	1		1	\$520
		2					
	Accounting & Records	2	2	4		1	# 520
	Business Startup & Acquisition COVID-19	4 2	2 6	1		1	\$520
	International Trade	1	O				
	Marketing & Sales	3					
	Personnel/Human Resources	6					
MADISON		1					
MADDID	International Trade	1					
MADRID	International Trade	1 1					
MALDEN	international fraue	40	44	1	1	1	\$21,860
		1					, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
	Accounting & Records	2					
	Business Startup & Acquisition	24	27	1		1	
	COVID-19 International Trade	8 3	5 2		1		\$21,860
	Marketing & Sales	5 6	2				
	Personnel/Human Resources	1					
	SBIR / STTR	1	6				
	Sources of Capital	2	3				
MANCHESTER	D	15	24	1	15	1	\$195,334
	Business Startup & Acquisition COVID-19	6 5	5 6	1	15	1	\$40 \$195,294
	Financial Analysis & Cost Control	1	0		13		\$193,294
	Government Procurement	1					
	International Trade	3					
	Marketing & Sales	1	1				
	Mgmt / Oper. Analysis	1					
	Personnel/Human Resources	1 1	13				
MANOMET	Sources of Capital	1	13				
	Personnel/Human Resources	1					
MANSFIELD		29	61	13	44	1	\$716,145
		1					
	Accounting & Records	1	44				
	Business Startup & Acquisition COVID-19	9 10	11 21		44		\$556,145
	International Trade	4	21		77		ф Ј ЈО,145
	Loan Package Development	1	1	13		1	\$160,000
	Marketing & Sales	1					•
	Personnel/Human Resources	2					
I	SBIR / STTR	1	2				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Sources of Capital	2	5	•	•		
MANVILLE	Strategic Plan. / Facilitation	1 1	1				
WANVILLE	COVID-19	1					
MARBLEHEAD	GOVID 17	50 8	79	9	32	2	\$452,716
	Business Startup & Acquisition COVID-19	16 20	14 39	9	32	2	\$130,950 \$276,766
	Financial Analysis & Cost Control	1	1				7=10,100
	Government Procurement	1					
	International Trade	3	7				
	Marketing & Sales	8	3				
	Sources of Capital	4 1	15 2				\$45,000
MARION	Technology	10	28	1		1	\$10,000
MARION	Business Liquidation	10	13	1		1	Ψ10,000
	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					
MADI DODOLICU	Sources of Capital	2 39	4 99	11	17	4	\$198,752
MARLBOROUGH		39 1	99	11	17	4	\$198,752
	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 Sources of Capital	1 3	9				
	Strategic Needs Assessment	1	2				
MARQUETTE	berategie rieeas riiseessiiieite	1	_				
	International Trade	1					
MARSHFIELD		8	121				
	Accounting & Records	1	18				
	Business Liquidation	1	3				
	Business Startup & Acquisition COVID-19	2	7 5				
	Government Procurement	3 1	5				
	International Trade	1					
	Marketing & Sales	4	21				
	Sources of Capital	2	67				
MARSTONS MILLS		2	3	1		1	
	Accounting & Records	1					
MACHDEE	Business Startup & Acquisition	2	3 20	1		1	
MASHPEE	Business Startup & Acquisition	10 7	20 8				
	COVID-19	2	8 5				
	Marketing & Sales	1	J				
	Personnel/Human Resources	1	1				
	SBIR / STTR	1	6				
MATTAPAN		23	36				
	D DI D '	2					
	Bus. Plan Development	1	6				
	Business Startup & Acquisition COVID-19	9 5	27 1				
	Disaster Assistance	5 1	1				
	International Trade	3	<u> </u>				
	Marketing & Sales	2					
	Sources of Capital	2	1				
MATTAPOISETT		9	16	3		2	
	Accounting & Records	2	2	_		_	
	Business Startup & Acquisition	4	4	2		1	
	COVID-19 Financial Analysis & Cost Control	2 1	4 1				
I	Financial Analysis & Cost Control	1	1				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Marketing & Sales	6	5	1		1	
MAYAGUEZ	Personnel/Human Resources	1 1	1				
MATAGOLL	Business Startup & Acquisition	1					
MAYNARD		9	18		3		\$20,000,000
		1					
	Accounting & Records	1	7				
	Business Startup & Acquisition COVID-19	2 2	7 1				
	Government Procurement	1	9				
	International Trade	3					
	Marketing & Sales	3	1				
MC LEAN	SBIR / STTR	1 1	1		3		\$20,000,000
MC LEAN	International Trade	1					
MCALLEN		1					
	Marketing & Sales	1					
MCLEAN		3					
MEADVILLE	International Trade	3 1	9	2		1	
MEADVILLE	Business Startup & Acquisition	1	5	2		1 1	
	Sources of Capital	1	5	-		-	
MEDFIELD	•	4	6				
		1					
	Business Startup & Acquisition	3	1				
MEDFORD	Sources of Capital	1 21	6 28	1	17	1	\$98,320
INLEDI OND		2	20	1	17	1	\$70,320
	Accounting & Records	1					
	Business Startup & Acquisition	9	12	1		1	\$520
	COVID-19	2	2		17		\$97,800
	Government Procurement Marketing & Sales	1 5	2				
	Personnel/Human Resources	1	L				
	SBIR / STTR	2	12				
MEDWAY		11	33	2	27		\$341,000
	Business Liquidation	1	1				
	Business Startup & Acquisition COVID-19	3	21 2		25		\$261,000
	Marketing & Sales	6	5	2	2.3		\$80,000
	Personnel/Human Resources	1	2	_	_		,,,,,,,,
	Sources of Capital	1	3				
MELROSE		13	9	3		2	\$520
	Accounting & Records	2 1					
	Business Startup & Acquisition	11	7	3		2	\$520
	Marketing & Sales	4	•	Ü		-	4020
	SBIR / STTR	1	1				
MEMPHIS		1					
MENDON		1 4	6				
MENDON		4 1	U				
	Business Startup & Acquisition	4	6				
MENLO PARK		1					
	International Trade	1					
MERIDA	Markoting & Calos	1 1					
MERRICK	Marketing & Sales	1					
	International Trade	1					
MERRIMAC		3			1		\$4,100
	Accounting & Records	1					
	Business Startup & Acquisition	1			1		¢4.100
	COVID-19 International Trade	1 1			1		\$4,100
MERRIMACK		1					
	International Trade	1					
MESA		3					
ļ	International Trade	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
	Business Startup & Acquisition	3 19	21	1		1	
	COVID-19	3	4	1		1	
	Marketing & Sales	4	3				
	Personnel/Human Resources	1					
MIAMI	Sources of Capital	3 1	4		1		\$1,500
MIAMI		1					
MIAMI GRADEN		1					
		1					
MIAMI LAKES	20117. 40	1					
MIDDLEBORO	COVID-19	1 15	32		10		\$13,600
MIDDELDORO	Accounting & Records	1	32		10		Ψ13,000
	Bus. Plan Development	1	3				
	Business Startup & Acquisition	6	12				
	COVID-19	5	4		10		\$13,600
	Government Procurement International Trade	1 1	7				
	Marketing & Sales	3	2				
	Sources of Capital	2	6				
MIDDLETON		9	12		2		\$23,097
		1	_				
	Business Startup & Acquisition COVID-19	6 4	5 6		2		\$23,097
	Marketing & Sales	1	O		2		\$23,097
	Sources of Capital	2	2				
MILFORD	•	27	73	4		3	
	Accounting & Records	3				_	
	Business Startup & Acquisition COVID-19	14 3	16 3	4		3	
	Government Procurement	3 4	3 37				
	International Trade	4	37				
	Marketing & Sales	3	18				
MILL RIVER		1	1				
	COVID-19	1	1				
MILLBURY	Personnel/Human Resources	1 21	68	4	16	4	\$75,000
MILLEDORI		1	00		10	•	Ψ75,000
	Accounting & Records	3	2				
	Business Startup & Acquisition	13	53	3	5	3	
	COVID-19	1	4		11		\$75,000
	Financial Analysis & Cost Control Government Procurement	2 1	3				
	Marketing & Sales	4	2				
	Sources of Capital	3	4				
	Strategic Plan. / Facilitation	1	1	1		1	
MILLERS FALLS	Duning and Chambers O. A annihitian	2					
	Business Startup & Acquisition Marketing & Sales	1 1					
MILLIS	Marketing & Jaies	6	5	4		2	
	Accounting & Records	1					
	Business Startup & Acquisition	3	5	4		2	
	COVID-19	1	4				
	Government Procurement International Trade	1 1	1				
MILLVILLE	international frace	1		1		1	
	Business Startup & Acquisition	1		1		1	
MILTON		21	39	1	5	1	\$63,693
	Assessation - Q.D.	2					
	Accounting & Records Business Liquidation	3 1	2				
	Business Startup & Acquisition	8	2 11	1		1	
	COVID-19	4	5	-	5	-	\$63,693
	Financial Analysis & Cost Control	1	4				
	Marketing & Sales	1					
l	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				
MININGADOLIC	Strategic Plan. / Facilitation	1	1				
MINNEAPOLIS	International Trade	3 2	1				
	SBIR / STTR	1	1				
MONESSEN	SBIR / STIR	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					
MONTACHE	Sources of Capital	2	4				
MONTAGUE		3 1	6				
	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					
MOUNT DI PACANT	Accounting & Records	1					
MOUNT PLEASANT	International Trade	1 1					
MOUNT PROSPECT	international frade	1					
MOONT FROSFECT	International Trade	1					
MUSKOGEE	international frade	1					
- TOOKO GEE	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					
NI A II A NIT	Business Startup & Acquisition	1					
NAHANT	Duginaga Ctantun (Agguiaitian	2 2					
NANTUCKET	Business Startup & Acquisition	2 15	14	1	4	1	\$347,000
NANTOCKET	Accounting & Records	3	14	1	4	1	\$347,000
	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 International Trade	1 2					
	Marketing & Sales	1	6				
	Sources of Capital	1	2				
NASHVILLE	ooarces or oupitar	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

Government Procurement 8	City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
Loan Package Development		Government Procurement	8			•	•	
Marketing & Sales 9 8 SBR / STTR 3 5 SOUTES of Capital 7 26		International Trade	5	164				
SBIR / STTR 3 5 5 5 5 5 5 5 5 5		Loan Package Development	1	1				
Sources of Capital 7		0						
Strategic Plan. / Facilitation 2 26 1 3 1 1 3 1 1 3 1 1		SBIR / STTR		5				
NEEDHAM								
Business Startup & Acquisition 1		Strategic Plan. / Facilitation						
Business Startup & Acquisition 6	NEEDHAM			13	1		1	\$1,000
COVID-19 5 International Trade 2								
International Trade				4	1		1	\$1,000
Marketing & Sales								
NEEDHAM HEIGHTS								
International Trade	NEEDHAM HEIGHEG	Marketing & Sales				1		#750,000
Marketing & Sales 1 3 3 1 4 5750	NEEDHAM HEIGHTS					1		\$750,000
SBIR / STTR				2				
NEW BEDFORD				2		1		#750,000
Accounting & Records 3	NEW DEDECTO	SBIR / STIR			7		4	
Business Startup & Acquisition	NEW BEDFORD	A			/	507	4	\$4,225,421
Business Startup & Acquisition		_						
Computer Systems					r		า	¢40° 000
COVID-19					5		<u> </u>	\$485,000
Disaster Assistance						F07		¢2.740.424
Financial Analysis & Cost Control 2 3 International Trade 3 6 6 2 2 2 Marketing & Sales 36 16 2 2 2 Marketing & Sales 1 7 7 7 7 7 7 7 7 7						507		\$3,740,421
International Trade								
Loan Package Development								
Marketing & Sales 36								
Mgmt / Oper. Analysis					2		2	
Personnel/Human Resources					2		2	
SBIR / STTR 1								
Sources of Capital 7								
Strategic Plan. / Facilitation 2 73 73 73 74 74 74 7								
NEW BRAINTREE 1 1 1 NEW BRITAIN 2 1 International Trade 2 2 NEW CASTLE 1 4 Accounting & Records 1 1 Business Startup & Acquisition 1 4 NEW HAVEN 2 4 NEW HYDE PARK 1 4 International Trade 1 4 NEW LEBANON 1 4 Business Startup & Acquisition 1 4 NEW MARLBOROUGH 3 28 4 3 2 \$2.0 Business Startup & Acquisition 3 18 4 2 \$15. COVID-19 2 7 7 4 \$2.0 \$15. NEW ORLEANS 2 7 7 \$3 \$5. NEW SALEM 1 1 3 \$5. NEW SALEM 1 1 1 1 \$3.0 \$5. NEW YORK 16 2 2 \$6.0 \$6.0 \$6.0 \$6.0 \$6.0 \$6.0 <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>								
Business Startup & Acquisition 1	NEW BDVINLDEE	Strategic Flan. / Facilitation		73	1		1	
NEW BRITAIN	NEW DIAINTREE	Rusiness Startun & Acquisition						
International Trade	NEW RRITAIN	business startup & Acquisition			1		1	
NEW CASTLE 1 Accounting & Records 1 Business Startup & Acquisition 1 Marketing & Sales 1 NEW HAVEN 2 Marketing & Sales 2 NEW HYDE PARK 1 International Trade 1 NEW LEBANON 1 Business Startup & Acquisition 1 COVID-19 2 Business Startup & Acquisition 3 COVID-19 2 Marketing & Sales 1 Sources of Capital 1 NEW ORLEANS 2 Government Procurement 1 International Trade 1 NEW SALEM 1 Business Startup & Acquisition 1 Marketing & Sales 1 NEW YORK 16 Business Startup & Acquisition 1 Marketing & Sales 2 NEWARK 2 International Trade 10 Marketing & Sales 2 International Trade 10 Marketing & Sales 2 Intern	NEW DRITAIN	International Trade						
Accounting & Records Business Startup & Acquisition 1	NEW CASTLE	international frace						
Business Startup & Acquisition 1	NEW GISTEE	Accounting & Records						
Marketing & Sales		_						
NEW HAVEN								
Marketing & Sales	NEW HAVEN	Marketing & Sales						
NEW HYDE PARK		Marketing & Sales						
International Trade	NEW HYDE PARK	Marketing & Bales						
NEW LEBANON 1 4 NEW MARLBOROUGH 3 28 4 3 2 \$20, Business Startup & Acquisition COVID-19 2 7		International Trade						
Business Startup & Acquisition 1	NEW LEBANON	meerman raac		4				
NEW MARLBOROUGH 3 28 4 3 2 \$20, Business Startup & Acquisition COVID-19 2 7<		Business Startup & Acquisition						
Business Startup & Acquisition 3	NEW MARLBOROUGH				4	3	2	\$20,000
COVID-19		Business Startup & Acquisition						\$15,000
Sources of Capital 1 3 \$5,								
Sources of Capital 1 3 \$5,			1	3				
NEW ORLEANS Government Procurement International Trade NEW SALEM Business Startup & Acquisition Marketing & Sales 1 NEW YORK 16 2 3 Business Startup & Acquisition International Trade International Trade Marketing & Sales 2 NEWARK International Trade International Trade Marketing & Sales 1 NEWBERG Marketing & Sales 1 NEWBERG Marketing & Sales 1			1			3		\$5,000
International Trade 1 NEW SALEM 1 Business Startup & Acquisition 1 Marketing & Sales 1 NEW YORK 16 2 Business Startup & Acquisition 1 2 International Trade 10 Marketing & Sales 2 NEWARK 2 International Trade 2 NEWBERG 1 Marketing & Sales 1	NEW ORLEANS	•	2					
NEW SALEM Business Startup & Acquisition Marketing & Sales 1 NEW YORK 16 2 3 Business Startup & Acquisition I International Trade Marketing & Sales 2 NEWARK International Trade International Trade International Trade Marketing & Sales 1 NEWBERG Marketing & Sales 1		Government Procurement	1					
NEW SALEM Business Startup & Acquisition Marketing & Sales 1 NEW YORK 16 2 3 Business Startup & Acquisition I International Trade Marketing & Sales 2 NEWARK International Trade International Trade International Trade Marketing & Sales 1 NEWBERG Marketing & Sales 1		International Trade	1					
Marketing & Sales 1 NEW YORK 16 2 3 Business Startup & Acquisition 1 2 International Trade 10 Marketing & Sales 2 NEWARK 2 International Trade 2 NEWBERG 1 Marketing & Sales 1	NEW SALEM		1					
NEW YORK 16 2 3 3 Business Startup & Acquisition 1 2 International Trade 10 Marketing & Sales 2 NEWARK 2 International Trade 2 NEWBERG 1 Marketing & Sales 1		Business Startup & Acquisition	1					
3 2 1 2 1 1 2 1 1 2 1 1		Marketing & Sales	1					
Business Startup & Acquisition 1 2	NEW YORK		16	2				
International Trade 10 Marketing & Sales 2 NEWARK 2 International Trade 2 NEWBERG 1 Marketing & Sales 1			3					
Marketing & Sales 2 NEWARK 2 International Trade 2 NEWBERG 1 Marketing & Sales 1				2				
NEWARK 2 International Trade 2 NEWBERG 1 Marketing & Sales 1		International Trade	10					
International Trade 2 NEWBERG 1 Marketing & Sales 1		Marketing & Sales						
NEWBERG 1 Marketing & Sales 1	NEWARK		2					
Marketing & Sales 1		International Trade	2					
	NEWBERG							
NEWBURY 3 4 17 \$241,		Marketing & Sales						
	NEWBURY		3	4		17		\$241,000

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Accounting & Records	1					
	Business Startup & Acquisition	1	3		45		#0.44.000
	COVID-19 Sources of Capital	2 1	1 1		17		\$241,000
NEWBURYPORT	Sources of Capital	1 17	16		9		\$57,480
NEWBORIT ORT		2	10		,		ψ37,100
	Business Startup & Acquisition	4	6				
	COVID-19	7	6		9		\$57,480
	International Trade	1					
	Marketing & Sales Sources of Capital	2 2	1 2				
NEWINGTON	Sources of Capital	6	Z				
	International Trade	6					
NEWPORT		2					
	Business Startup & Acquisition	1					
	COVID-19	1			_		
NEWTON		19	27	1	5	1	\$200,000
	Accounting & Records	1 3					
	Business Startup & Acquisition	5	4	1		1	
	COVID-19	11	10	-	5	-	\$200,000
	International Trade	1					. ,
	Marketing & Sales	7	5				
	SBIR / STTR	1	8				
NEWWON GENWED	Sources of Capital	1	4.4				
NEWTON CENTER		13 1	14				
	Business Startup & Acquisition	5	11				
	COVID-19	3	1				
	International Trade	1					
	Marketing & Sales	2					
	Personnel/Human Resources	2					
NEWWON HIGH ANDC	SBIR / STTR	1	2		2		\$5.6.000
NEWTON HIGHLANDS	Business Startup & Acquisition	12 4	31 4		3		\$56,800
	COVID-19	5	22		3		\$56,800
	International Trade	4	4		-		700,000
	SBIR / STTR	1	1				
	Sources of Capital	1	1				
NEWTON LOWER FALL		1					
NEWTON UPPER FALLS	COVID-19	1	2				
NEW ION OFFER FALLS	COVID-19	6 3	3 1				
	Marketing & Sales	3	1				
	SBIR / STTR	1	2				
NEWTONVILLE		5	6				
	Business Startup & Acquisition	1					
	COVID-19	2	6				
	Marketing & Sales Personnel/Human Resources	2 2					
NIAGARA FALLS	r ersonner/ rruman Resources	1					
	International Trade	1					
NICHOLASVILLE		1					
	International Trade	1					
NO. ANDOVER		2	1				
	Business Startup & Acquisition	1 2	1				
	Marketing & Sales	1	1				
NOLANVILLE		1	1				
	Business Liquidation	1	1				
NORFOLK		7	8				
	Accounting & Records	1	_				
	Business Startup & Acquisition	2	4				
		2					
	COVID-19	2	А				
	COVID-19 Government Procurement	1	4				
NORTH ADAMS	COVID-19		4 104	4	63	2	\$768,000

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Business Startup & Acquisition	21	39	4	-	2	+= <0.000
	COVID-19 International Trade	7 1	34		63		\$768,000
	Marketing & Sales	4	10				
	SBIR / STTR	1	5				
	Sources of Capital	3	17				
NORTH ANDOVER		26	49	2	2	2	\$30,820
	Business Startup & Acquisition	1 16	33	2		2	\$1,040
	COVID-19	11	10	2	2	2	\$29,780
	International Trade	1			_		7-7, 22
	Marketing & Sales	1					
	Personnel/Human Resources	1	_				
MODTH ATTIEDODO	Sources of Capital	2 18	6 41	1	1	1	¢15 066 710
NORTH ATTLEBORO	Business Startup & Acquisition	18 9	41 15	1	1	1	\$15,866,710
	COVID-19	5	3				
	Marketing & Sales	3	3				
	Sources of Capital	4	20	1	1	1	\$15,866,710
NORTH AUGUSTA		1					
NORTH BILLERICA	International Trade	1 7	15	1	12	1	\$21,675
NUKI II DILLEKICA		1	15	1	12	1	\$21,073
	Business Startup & Acquisition	3	9	1		1	\$30
	COVID-19	1	5		12		\$21,645
	International Trade	2					
NODELI DROOVELEI D	Marketing & Sales	1	0				
NORTH BROOKFIELD	Business Startup & Acquisition	2 2	9 2				
	Sources of Capital	1	7				
NORTH CHATHAM	F	2	1				
	Business Startup & Acquisition COVID-19	1 1	1				
NORTH CHELMSFORD		4	3				
	B 1 0 1 0 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	1	4				
	Business Startup & Acquisition Government Procurement	2 1	1				
	International Trade	1	3				
NORTH DARTMOUTH		15	39	3	6	1	\$355,000
	Accounting & Records	1	1				
	Business Startup & Acquisition	6	13	3		1	\$25,000
	COVID-19 Financial Analysis & Cost Control	5 1	3 1				
	Marketing & Sales	6	17				
	Personnel/Human Resources	2	2				
	Sources of Capital	2	4		6		\$330,000
NORTH DIGHTON		1	12				
NODTH PACTHAM	Marketing & Sales	1 2	12				
NORTH EASTHAM	COVID-19	1	1				
	Marketing & Sales	2	1				
NORTH EASTON	J	8	35		1		\$30,900
		1					
	Accounting & Records	1	2				
	Business Startup & Acquisition COVID-19	5 2	12 3		1		\$30,900
	Loan Package Development	1	1		-		ψ30,700
	Marketing & Sales	4	9				
	Sources of Capital	1	2				
MODELLEGRENONE	Strategic Plan. / Facilitation	1	7		40		40.0400
NORTH EGREMONT	Rusiness Startun & Acquisition	1 1	31 5		12		\$96,100
	Business Startup & Acquisition COVID-19	1	5 24		12		\$96,100
	Sources of Capital	1	2				Ψ,0,100
NORTH FALMOUTH	•	3	4				
	Business Startup & Acquisition	2	2				
	International Trade	1	1				
	SBIR / STTR	1	1				l

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
NORTH GRAFTON		6	10	ļ		ļ.	
	Business Startup & Acquisition	2					
	Computer Systems	1 1	1 5				
	Financial Analysis & Cost Control Marketing & Sales	2	2				
	Sources of Capital	1	1				
	Technology	1	1				
NORTH HATFIELD	6,5	1	8		1		\$1,257
	COVID-19	1	8		1		\$1,257
NORTH HOLLYWOOD		1					
NODWY OVEDE	International Trade	1					
NORTH OXFORD	Descionary Chamberry Q. Association	1	2				
NORTH PROVIDENCE	Business Startup & Acquisition	1 1	2				
NORTH FROVIDENCE	Personnel/Human Resources	1					
NORTH READING	r ersonner, rruman Resources	11	9		2		\$27,708
HORTH KLADING		1	,		_		42.,.00
	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					
NODTH CVD ACHCE	Sources of Capital	1	2				
NORTH SYRACUSE	International Trade	1 1					
NORTH WEYMOUTH	international Trade	1	5				
NORTH WEIMOOTH	Business Startup & Acquisition	1	5				
NORTHAMPTON	Business startup a requisition	65	97	1	78		\$1,045,712
		7		_			1-,0-0-,-
	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 Sources of Capital	1 4	1 12				
	Technology	1	2				
NORTHBOROUGH	reciniology	18	21				
NORTHBOROUGH		3	21				
	Accounting & Records	1					
	Business Startup & Acquisition	7	10				
	COVID-19	1	2				
	Government Procurement	3	3				
	International Trade	1	6				
	Marketing & Sales	2	4				
NORTHBRIDGE	Sources of Capital	1 10	1 9	4		3	
NORTHIBRIDGE	Accounting & Records	2	9	4		3	
	Business Startup & Acquisition	4	2	4		3	
	International Trade	3	6	•		3	
	Marketing & Sales	1					
	Sources of Capital	1	1				
NORTHFIELD		1					
	Marketing & Sales	1					
NORTON		11	15				
		1					
	Accounting & Records	1	2				
	Business Startup & Acquisition COVID-19	3 2	3 2				
	Disaster Assistance	1	2 1				
	International Trade	2	1				
	Marketing & Sales	3	2				
	Personnel/Human Resources	2	2				
	Sources of Capital	1	5				
NORWELL	-	10	8				

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 International Trade	2 2	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 COVID-19	4 5	8 6		2		\$52,800
	Financial Analysis & Cost Control	5 1	1		2		\$52,800
	Government Procurement	1	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	16				
OAK DADK	Sources of Capital	1 1	16				
OAK PARK	Marketing & Sales	1					
OAKHAM	Marketing & Sales	3	6	3		1	
OAKIIAM	Accounting & Records	2	U	J		1	
	Business Startup & Acquisition	3	6	3		1	
OJAI	and the second second	1	J	-		-	
	Business Startup & Acquisition	1					
OLD BRIDGE	- •	1					
	Marketing & Sales	1					
ONEONTA		1					
	COVID-19	1					
ONCER	International Trade	1					
ONSET	COVID 10	1	4				
	COVID-19 Disaster Assistance	1 1	3 1				
ORANGE	Disaster Assistance	7	1 10	3			\$20,000
ORANGE	Business Startup & Acquisition	5	8	3			\$20,000
	COVID-19	2	1	J			Ψ20,000
	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		4.4		h40400=
	COVID-19	4	2		14		\$101,000
	Disaster Assistance	1 1	3				
OSSIPEE	Personnel/Human Resources	1					
OJJII LL	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			1	
	Business Startup & Acquisition	9	11	1		1	
l	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	•	•	<u> </u>	
	Marketing & Sales	1	2				
PAGO PAGO	Sources of Capital	1 2	2				
i ndo i ndo	Accounting & Records	2					
PALM BEACH GARDENS		2					
	Business Startup & Acquisition	1					
	International Trade	1					
PALM HARBOR	Marketing & Sales	1 1					
I ALM HARDOR	International Trade	1					
PALMER		9	16				
		1					
	Business Liquidation	1	3				
	Business Startup & Acquisition COVID-19	3 2	5 1				
	Financial Analysis & Cost Control	1	6				
	Marketing & Sales	5	2				
	Personnel/Human Resources	1					
PALO ALTO		1					
DAGADELL	COVID-19	1					
PASADENA		2					
	International Trade	1 1					
PAWLING	international fraue	1					
TTTT DITTE	International Trade	1					
PAWTUCKET		3	12				
		1					
	Business Startup & Acquisition	1	12				
DAVTON	Marketing & Sales	1 4	2	2		1	
PAXTON	Accounting & Records	1	2	2		1	
	Business Startup & Acquisition	2	2	2		1	
	COVID-19	2					
PAYSON		1					
	Business Startup & Acquisition	1					
	Marketing & Sales	1					
	Personnel/Human Resources Sources of Capital	1 1					
PEABODY	sources of capital	49	84	3	24	2	\$151,963
		4					, , , , , ,
	Accounting & Records	3	2				
	Bus. Plan Development	1					
	Business Liquidation	1	1	2		2	¢1.020
	Business Startup & Acquisition COVID-19	22 12	38 20	3	24	2	\$1,020 \$150,943
	Government Procurement	1	20		24		\$130,943
	International Trade	4	2				
	Marketing & Sales	6	2				
	Sources of Capital	8	19				
DELLIAM	Technology	1	1				
PELHAM	Business Startup & Acquisition	2 1	3				
	COVID-19	1	3				
PEMBROKE	00,12,13	19	49		16		\$131,995
	Accounting & Records	1	3				
	Bus. Plan Development	1	2				
	Business Startup & Acquisition	4	5		45		dE (00E
	COVID-19 International Trade	2 5	9 6		15		\$56,995
	Marketing & Sales	5 6	2				
	Personnel/Human Resources	1	<u> </u>				
	SBIR / STTR	1	2				
	Sources of Capital	2	22		1		\$75,000
PEPPERELL		9	19				
	Business Startup & Acquisition	5	13				
PETERSHAM	COVID-19	4 2	6 12				
L E I EVOUVIAI		۷	14				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Business Startup & Acquisition	1	4	•	•		
	Marketing & Sales	1	0				
PHILADELPHIA	Sources of Capital	1 2	9				
		1					
	International Trade	1					
PHOENIX		1	6				
PINEHURST	Business Startup & Acquisition	1 1	6				
PINEHUKSI	Marketing & Sales	1					
PITTSFIELD	Marketing & Bales	143	354	40	170	13	\$873,725
		5					
	Accounting & Records	6	450	40		40	#262.42
	Business Startup & Acquisition COVID-19	93 32	179 88	40	1 169	13	\$262,425 \$611,300
	Financial Analysis & Cost Control	1	4		109		\$011,300
	International Trade	1	-				
	Marketing & Sales	20	15				
	Personnel/Human Resources	3	20				
	SBIR / STTR Sources of Capital	2 9	20 48				
PLAINFIELD	Sources of Capital	2	4				
	Business Startup & Acquisition	2	3				
	Sources of Capital	1	1				
PLAINVILLE		4	13				
	Business Startup & Acquisition	3	8 5				
PLAISTOW	International Trade	1 1	5				
I milotow		1					
I	Accounting & Records	1					
	Business Startup & Acquisition	1					
DLANO	Marketing & Sales	1 1					
PLANO	International Trade	1					
PLEASANT VALLEY	international frauc	2	2		3		\$10,000
	COVID-19	1	2		3		\$10,000
	Marketing & Sales	1					
PLEASANTVILLE	T	1					
PLYMOUTH	International Trade	1 50	159	4		2	\$237,000
FLIMOUTH		1	139	4		L	\$237,000
	Accounting & Records	2					
	Bus. Plan Development	1	1				
	Business Startup & Acquisition	22	80				
	COVID-19 Disaster Assistance	12 1	9 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	1 1				
	SBIR / STTR Sources of Capital	7	18	2			\$225,000
PLYMPTON	bources of dupitar	2	1	_			Ψ223,000
I	Accounting & Records	1	1				
no a . aa	Business Startup & Acquisition	1	1	_		_	
POCASSET	Rusinass Stantun & Association	9 1	32 1	3 3		1 1	\$18,000 \$18,000
	Business Startup & Acquisition COVID-19	3	1 7	3		1	\$18,000
	Disaster Assistance	1	1				
	International Trade	3	24				
	Marketing & Sales	1					
DOMEDEE CENTER	Personnel/Human Resources	3					
POMFRET CENTER	International Trade	1 1					
PORTAGE	international fraue	1					
	T						
	International Trade	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			•		
FORTLAND	Marketing & Sales	1					
PORTSMOUTH		6					
	Accounting & Records Business Startup & Acquisition	1 1					
	COVID-19	2					
	International Trade	3					
	Marketing & Sales	1					
РОТОМАС	Sources of Capital	1 1					
r o r o mid	International Trade	1					
PRIDES CROSSING		2	3				
PRINCETON	Business Startup & Acquisition	2 5	3 18	1		1	
RINGETON		1	10	1		1	
	Accounting & Records	3	2				
	Business Startup & Acquisition	3		1		1	
	COVID-19 Government Procurement	1 1	1 11				
	Marketing & Sales	4	5				
PROVIDENCE	S	5	1				
	Accounting & Records	1	4				
	Business Startup & Acquisition COVID-19	1 2	1				
	International Trade	1					
PROVINCETOWN		5	13				
	Business Startup & Acquisition	2	2				
	COVID-19 Marketing & Sales	3 1	8 1				
	Personnel/Human Resources	1	1				
	Sources of Capital	1	2				
QUEENS	International Trade	1					
QUINCY	International Trade	1 64	155	3	107	1	\$2,062,500
2011.01		4	100	J	10,	-	\$2,002,000
	Accounting & Records	1	2				
	Bus. Plan Development	2 29	7 43				
	Business Startup & Acquisition COVID-19	13	23		106		\$745,000
	Financial Analysis & Cost Control	1	2				4. 10,000
	Government Procurement	1					
	International Trade	3	4				
	Loan Package Development Marketing & Sales	1 20	10 6				
	Personnel/Human Resources	3					
	SBIR / STTR	2	2				** ** ***
RALEIGH	Sources of Capital	11 1	58	3	1	1	\$1,317,500
INALLIGIT	International Trade	1					
RANDOLPH		39	55		46		\$75,000
	A	1					
	Accounting & Records Bus. Plan Development	2 1	7				
	Business Startup & Acquisition	18	, 19				
	COVID-19	7	4		46		\$75,000
	Engineering R&D	1	1				
	Financial Analysis & Cost Control Government Procurement	2 5	3 2				
	International Trade	8	8				
	Marketing & Sales	8	6				
	Mgmt / Oper. Analysis	1	2				
	Sources of Capital Technology	3 1	3 3				
RAYNHAM	ص	13	34				
	Accounting & Records	3					
	Business Startup & Acquisition	5	9				
I	COVID-19	5	5				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Marketing & Sales	3	3				
	Personnel/Human Resources	1					
	Sources of Capital	3	16				
	Strategic Plan. / Facilitation	1	2				
READFIELD		1					
DEADING	Business Startup & Acquisition	1	24	4		4	¢250.072
READING		14	31	1	6	1	\$259,973
	Business Startup & Acquisition	2 7	13	1		1	
	COVID-19	5	10	1	6	1	\$259,973
	Government Procurement	1	10		Ü		\$239,973
	Marketing & Sales	4	1				
	Sources of Capital	1	8				
REDMOND	bources of cupital	1	Ü				
	Marketing & Sales	1					
REHOBOTH	3	10	21		4		\$110,310
	Business Startup & Acquisition	4	1				,
	COVID-19	4	10		4		\$110,310
	Mgmt / Oper. Analysis	1	1				
	Personnel/Human Resources	1					
	Sources of Capital	3	9				
RESTON		1					
	International Trade	1					
REVERE		37	44	2	8	2	\$246,485
		2					
	Business Startup & Acquisition	17	24	2	_	2	\$520
	COVID-19	10	4		6		\$5,865
	Disaster Assistance	1	1				
	International Trade	9	7				
	Marketing & Sales	2					
	Personnel/Human Resources	4	8		2		\$240,100
RICHARDSON	Sources of Capital	1 1	ŏ		2		\$240,100
KICHAKDSON	Marketing & Sales	1					
RICHMOND	Marketing & Sales	3	13		3		\$93,760
KICHMOND	Accounting & Records	1	15		3		Ψ73,700
	Business Startup & Acquisition	1	2				
	COVID-19	1	8		3		\$93,760
	Marketing & Sales	1	3		3		Ψ,3,700
	Personnel/Human Resources	1	Ü				
RIVERSIDE	r ersonner, rruman resources	2					
	Government Procurement	1					
	International Trade	1					
ROCHDALE		3	3				
	Business Startup & Acquisition	1	1				
	Marketing & Sales	1	1				
	Sources of Capital	1	1				
ROCHESTER		10	13				
	Accounting & Records	1					
	Business Startup & Acquisition	3	6				
	COVID-19	2	3				
	Disaster Assistance	1	1				
	International Trade	1					
	Marketing & Sales	5	2				
ROCKLAND		9	54	4		3	\$491,000
		1					
	Accounting & Records	1					
	Business Startup & Acquisition	7	33	1		1	\$1,000
	International Trade	1					
	Marketing & Sales	2		_		_	
n a avrn	Sources of Capital	4	22	3		2	\$490,000
ROCKPORT		9	20	1		1	\$520
		1					
	Accounting & Records	1		_			
	Business Startup & Acquisition	4	14	1		1	\$520
	COVID-19	4	2				
	Government Procurement Marketing & Sales	1 2	2				
		,	,				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
DOCIMILLE	Sources of Capital	3	3	•	•	· · · · · · · · · · · · · · · · · · ·	
ROCKVILLE	COVID-19	1 1					
ROCKWALL		1					
ROSLINDALE	International Trade	1 8	11				
ROSLINDALE	Business Startup & Acquisition	5	5				
	International Trade	3	6				
	Marketing & Sales Sources of Capital	1 1					
ROUND LAKE	Sources of Capital	1					
DOME	International Trade	1					
ROWE	COVID-19	1 1	3 3				
ROWLEY		4	5				
	Business Startup & Acquisition	3	5				
ROXBURY	Government Procurement	1 7	3				
	Business Startup & Acquisition	4	3				
	COVID-19	2					
	Government Procurement Sources of Capital	1 1					
ROXBURY CROSSING		2	5				
	Marketing & Sales	1	r				
ROYAL PALM BEACH	SBIR / STTR	1 1	5				
	Government Procurement	1					
RUSSELL	Descise and Chanters O. A provinities	3	11				
	Business Startup & Acquisition COVID-19	2 1	10 1				
RUTLAND		5	13		2		\$1,593,000
	Business Startup & Acquisition	5 1	12				
	Marketing & Sales Personnel/Human Resources	1					
	Sources of Capital	1			2		\$1,593,000
S DEERFIELD	COVID-19	1 1	1 1		10 10		\$89,000 \$89,000
S HAMILTON	COVID-19	1	4		4		\$28,168
	COVID-19	1	4		4		\$28,168
SACRAMENTO	Sources of Capital	1 1	1				
SACKAMENTO		1					
SAG HARBOR		1	2				
SAGAMORE	Business Startup & Acquisition	1 1	2 2				
SAGAMORE	Business Startup & Acquisition	1	2				
SAGAMORE BEACH		2	1				
	COVID-19 Marketing & Sales	1 2	1				
SAINT AUGUSTINE	marketing & Sales	1					
	Marketing & Sales	1					
SAINT PAUL	International Trade	1 1					
SAINT PETERS	meeriacional Hauc	1					
	Government Procurement	1					
SAINT PETERSBURG		1 1					
SALEM		139	202	10	40	9	\$328,972
	A 0.D	10	2				
	Accounting & Records Bus. Plan Development	9 1	3 1				
	Business Liquidation	1	1				
	Business Startup & Acquisition	83	117	10	40	9	\$3,150
	COVID-19 Disaster Assistance	40 1	41 1		40		\$325,822
	Government Procurement	5	<u>.</u>				
	International Trade	4	2				
	Marketing & Sales	27	3				

1 Business Startup & Acquisition 9 22 2 2 2 5 COVID-19 5 5 1 1 5 Marketing & Sales 2	City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
SALINA International Trade 1 SALISBURY 8 6 6 Business Startup & Acquisition COVID-19 1 SAN ANTONIO International Trade 1 SAN DIECO 8 Business Startup & Acquisition 1 International Trade 3 SAN FRANCISCO 4 Business Startup & Acquisition 1 International Trade 2 SAN JUAN 1 International Trade 1 INTERNATIONAL SAN JUAN JUAN JUAN JUAN JUAN JUAN JUAN JU				4	-	•		
International Trade	SALINA	Sources of Capital		31				
Business Startup & Acquisition 1	J. 1211111	International Trade						
Business Startup & Acquisition 6	SALISBURY			6				
COVID-19 1 2 Marketing & Sales 1 2 SAN ANTONIO		Business Startup & Acquisition		4				
SAN ANTONIO International Trade 1		COVID-19	1					
International Trade	CAN ANTONIO	Marketing & Sales		2				
SAN DIECO Business Startup & Acquisition 1	SAN ANTONIO	International Trade						
International Trade	SAN DIEGO	meermanomar raac						
SAN FRANCISCO Business Startup & Acquisition 1 1 1 1 1 1 1 1 1								
Business Startup & Acquisition 1	CAN EDANCICCO	International Trade						
COVID-19 1 International Trade 2 SAN JUAN	SAN FRANCISCO	Business Startun & Acquisition						
SAN JUAN Accounting & Records International Trade SAN PEDRO International Trade SANDWICH Accounting & Records I SANDWICH Accounting & Records I Business Startup & Acquisition COVID-19 I SANDY SPRINGS SANTA CLARA SANTA CLARA International Trade International Trade SARASOTA International Trade International								
SAN JUAN Accounting & Records International Trade SAN PEDRO International Trade International Trade International Trade Accounting & Records International Trade International Trade International Trade International Trade International Trade International Trade SANDY SPRINGS SANDY SPRINGS SANDY SPRINGS International Trade Int		International Trade						
SAN JUAN	SAN JOSE							
Accounting & Records	CANIHIAN	International Trade						
SAN PEDRO International Trade	SAN JUAN	Accounting & Records						
SANDWICH Accounting & Records Business Startup & Acquisition COVID-19 1 2 Financial Analysis & Cost Control Marketing & Sales SANDY SPRINGS Accounting & Records 1 SANTA CLARA Accounting & Records 1 SANTA CLARA International Trade International Trade SARASOTA International Trade Inte	SAN PEDRO	The country of The country						
Accounting & Records 1 1 1 1 Business Startup & Acquisition 2 2 2 2 COVID-19 1 2 2 Financial Analysis & Cost Control 1 6 Marketing & Sales 3 3 SANDY SPRINGS 1 Accounting & Records 1 1 SANTA CLARA 1 SANTA FE International Trade 5 SANTA FE International Trade 5 SANTA FE International Trade 1 SARASOTA 1 International Trade 1 SARASOTA 1 International Trade 1 SARASOTA 1 International Trade 1 SARASOTA 1 International Trade 1 SARASOTA 1 International Trade 1 SARASOTA 1 International Trade 1 SARASOTA 1 SANTA FE SANTA FE SANTA FE SANTA FE SANTA FE SANTA FE SANTA FE SANTA FE SANTA SANTA FE SANTA FE SANTA FE SANTA FE SANTA FE SANTA FE SANTA FE SANTA FE SANTA FE SANTA FE SANTA FE SANTA FE SANTA FE SANTA SANTA FE SANT		International Trade						
Business Startup & Acquisition 2 2 2	SANDWICH	4 0.5 1						
COVID-19								
Financial Analysis & Cost Control 1								
SANDY SPRINGS								
SANFORD Accounting & Records 1 SANFORD 1 SANFORD 1 SANTA CLARA International Trade 5 SANTA FE International Trade 1 SARASOTA International Trade 1 SARASOTA International Trade 2 SARATOGA SPRINGS International Trade 1 SAUGUS International Trade 1 SUBJECTION STATE SOUTH SAUGUS STATUP & Acquisition SAUGUS STATUP & Acquisition SAUGUS STATUP & Acquisition SAUGUS STATUP & Acquisition SAUGUS STATUP & Acquisition SAUGUS STATUP & Acquisition SAUGUS STATUP & Acquisition SAUGUS STATUP & Acquisition SAUGUS STATUP & Acquisition SAUGUS STATUP & Acquisition SAUGUS STATUP & Acquisition SAUGUS STATUP & Acquisition SAUGUS STATUP & Acquisition SAUGUS STATUP & Acquisition SAUGUS STATUP & Acquisition SAUGUS SA								
SANFORD 1 SANTA CLARA 5 SANTA FE 1 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 2 3 \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	SANDY SPRINGS	4 0.5 1						
SANTA CLARA International Trade SANTA FE International Trade Interna	SANFORD	Accounting & Records						
International Trade	SAINI ORD							
SANTA FE International Trade 1 SARASOTA 2 International Trade 2 SARATOGA SPRINGS 1 International Trade 1 SAUGUS 19 32 3 2 3 \$ COVID-19 5 5 5 1 2 Marketing & Sales 2 SOUTCOS of Capital 4 6 1 1 1 1 \$ SAUGY 2 2 2 2 2 1 2 SOUTCOVID-19 1 1 1 1 1 \$ SOUTCOVID-19 1 1 1 1 1 1 \$ SOUTCOVID-19 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	SANTA CLARA		5					
International Trade		International Trade						
SARASOTA 2 International Trade 2 SARATOGA SPRINGS 1 International Trade 1 SAUGUS 19 Business Startup & Acquisition 9 COVID-19 5 Marketing & Sales 2 SOurces of Capital 4 Business Startup & Acquisition 2 COVID-19 1 Sources of Capital 1 SOURCES of Capital 1 SUSTUATE 7 Business Startup & Acquisition 2 COVID-19 1 COVID-19 2 International Trade 2 Accounting & Sales 1 T 3 SOUTCES of Capital 3 SOUTCES of Capital 3 SOUTCES of Capital 3 SCOTTSDALE 1 Government Procurement 1 SEATTLE 2 International Trade 2 Accounting & Records 1 Accounting & Records 1 Accounting & Records 1	SANTA FE	International Trade						
International Trade	SARASOTA	international Trade						
International Trade	57114150777	International Trade						
SAUGUS 19 32 3 2 3 \$6	SARATOGA SPRINGS		1					
1	a A V a V a	International Trade		0.0				***
Business Startup & Acquisition 9	SAUGUS			32	3	2	3	\$60,845
COVID-19		Business Startun & Acquisition		22	2.		2.	\$1,045
Marketing & Sales 2					_	1	-	\$9,800
SAVOY 3 6 2 1 Business Startup & Acquisition COVID-19 1 2 2 2 1 SOUTCES of Capital 1 4 4 4 4 4 5 4 5 1 1 4 5 1 1 4 5 1 1 4 5 1 1 4 5 1 1 4 5 1 1 4 5 1 1 4 5 1 1 4 5 1 1 4 5 1 1 4 4 5 1 1 4 <								
Business Startup & Acquisition 2 2 2 2 1 1 COVID-19 1	CANON	Sources of Capital				1		\$50,000
COVID-19	SAVUY	Business Startun & Acquisition						
SCITUATE Business Startup & Acquisition COVID-19 International Trade Marketing & Sales Sources of Capital SEATTLE Government Procurement International Trade International Trade SEBAGO Accounting & Records Marketing & Sales Imarketing & Sales International Trade SEEKONK 1 1 1 1 1 1 1 1 1 1 1 1 1				2	_		-	
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 Marketing & Sales 1 SEEKONK 1 SEEKONK 1 SEEKONK 1 1 SEEKONK								
COVID-19	SCITUATE							
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				10				
Marketing & Sales 1 7				12				
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								
Government Procurement 1 SEATTLE 2 International Trade 2 SEBAGO 1 Accounting & Records 1 Marketing & Sales 1 SEEKONK 6 12								
SEATTLE 2 International Trade 2 SEBAGO 1 Accounting & Records 1 Marketing & Sales 1 SEEKONK 6 12	SCOTTSDALE							
International Trade 2 SEBAGO 1 Accounting & Records 1 Marketing & Sales 1 SEEKONK 6 12	SEATTLF	Government Procurement						
SEBAGO 1 Accounting & Records 1 Marketing & Sales 1 SEEKONK 6 12	JENTI I LIL	International Trade						
Marketing & Sales 1 SEEKONK 6 12	SEBAGO							
SEEKONK 6 12								
	CEEVONA	Marketing & Sales		12				
	SEEKUNK	Business Startun & Acquisition						
COVID-19 1 2								

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Marketing & Sales	1	3			<u>'</u>	
SEMINOLE	Sources of Capital	1 1	1				
SEMINOLE	International Trade	1					
SHARON	Trade	17	45		3		\$16,350
	Accounting & Records	2					
	Business Startup & Acquisition	7	11				
	COVID-19	4	9		2		\$6,350
	Disaster Assistance Financial Analysis & Cost Control	1 1	2 4				
	International Trade	1	2				
	Marketing & Sales	6	10				
	Sources of Capital	3	7		1		\$10,000
SHEFFIELD		8	13				
	Business Liquidation	1	2				
	Business Startup & Acquisition COVID-19	7 2	4 5				
	Personnel/Human Resources	1	3				
SHELBURNE	rersonner, rraman resources	1	3				
	Accounting & Records	1					
	Marketing & Sales	1					
SHELBURNE FALLS		10	11	3		3	\$26,500
	Accounting & Records	1	0	0		2	40.5 = 0.0
	Business Startup & Acquisition COVID-19	4 2	9 2	3		3	\$26,500
	International Trade	1	2				
	Marketing & Sales	3					
SHELTON	3	2					
	COVID-19	1					
	Marketing & Sales	2					
SHENANDOAH		1					
SHIRLEY	International Trade	1 11	18	2		1	
SHIKEET	Accounting & Records	2	10	2		1	
	Business Startup & Acquisition	3		2		1	
	COVID-19	3					
	Government Procurement	4	18				
	International Trade	1					
SHREWSBURY	Marketing & Sales	2 46	133	5		4	
SHKEWSDUKI	Accounting & Records	46 9	133	Э		4	
	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 International Trade	5 5	29 17				
	Marketing & Sales	13	12				
	Personnel/Human Resources	2	2				
	Regulatory Issues	1					
amna	Sources of Capital	4	11				
SHUTESBURY	Dugin and Chartery C. A	3	5				
	Business Startup & Acquisition COVID-19	2 1	3 1				
	Personnel/Human Resources	1	1				
SILVER SPRING	1 organici, ruman resources	2	-				
		1					
	International Trade	1					
SIMSBURY	Maybrating 9 C-1	1	1				
SIOUX FALLS	Marketing & Sales	1 1	1				
SIOUA PALLS	International Trade	1					
SKOKIE		1					
	International Trade	1					
SMITHFIELD		4					
	Intermediate I m. 1	1					
l	International Trade	3					

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
SMYRNA		1					
SOLON	Business Startup & Acquisition	1 1					
SOLON	International Trade	1					
SOMERSET	The state of the s	13	25				
	Bus. Plan Development	2	1				
	Business Startup & Acquisition	4	6				
	COVID-19 Financial Analysis & Cost Control	6 1	9 2				
	Marketing & Sales	3	5				
	Personnel/Human Resources	1	3				
	Sources of Capital	1	2				
SOMERSWORTH		1					
COMEDIALLE	International Trade	1	120	4	F1	2	¢4.052.016
SOMERVILLE		62 2	129	4	51	3	\$4,952,016
	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 5					
	Personnel/Human Resources SBIR / STTR	5 17	63		39		\$4,881,230
	Sources of Capital	6	6		37		ψ1,001,230
SOUTH BOSTON		9	14	4		1	\$275,000
	Business Startup & Acquisition	5	7	4		1	\$275,000
	Marketing & Sales	3	3				
COLUMN DADEMONIUM	SBIR / STTR	1	5	4	10	1	Φ 7 . 5 10
SOUTH DARTMOUTH	Business Liquidation	21 1	53 1	1	10	1	\$76,512
	Business Startup & Acquisition	10	5	1		1	
	COVID-19	12	17	-	10	1	\$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 Sources of Capital	3 1	1 3				
SOUTH DEERFIELD	Sources of Capital	8	8		52		\$557,000
	Business Startup & Acquisition	3	3				4557,000
	COVID-19	4	5		52		\$557,000
	Marketing & Sales	2					
SOUTH DENNIS	GOVED 40	4	5		3		\$12,900
	COVID-19 Marketing & Sales	3 1	5		3		\$12,900
SOUTH EASTON	Marketing & Sales	8	7				
BOOTH ENDION	Accounting & Records	2	•				
	Business Startup & Acquisition	4	4				
	COVID-19	3	3				
	Marketing & Sales	4					
	Personnel/Human Resources	2 2					
SOUTH GRAFTON	Sources of Capital	9	29	2		2	\$2,063
Sooth didn for	Business Startup & Acquisition	3	13	2		2	\$2,063
	COVID-19	2					, , ,
	Government Procurement	1					
	Marketing & Sales	2	12				
	SBIR / STTR	1 2	1				
SOUTH HADLEY	Sources of Capital	2 16	4 26		14		\$30,458
OOOTH HADEEL	Business Liquidation	10	20		14		ФЭ О, Т ЭО
	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				
I	Sources of Capital	3	3				

SOUTH HAMILTON	City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
Business Startup & Acquisition 3 6	SOUTH HAMILTON	•						
COUN-19		Puginage Startun & Agguigition		6				
Marketing & Sales 2						8		\$95,027
South Sout						O		Ψ,5,027
South Portland								
SOUTH FORTLAND International Trade 1	SOUTH LANCASTER							
Marketing & Sales		Business Startup & Acquisition						
SOUTH SUTTON Marketing & Sales 1	SOUTH PORTLAND	International Trade						
Marketing & Sales 1	SOUTH SUTTON	international frade						
SOUTH WEYMOUTH Sources of Capital Single Startup & Acquisition 1	5001115011011	Marketing & Sales						
COVID-19 2 9	SOUTH WEYMOUTH	Ü	4	65	2		1	\$10,000
Marketing & Sales 1 18 2 1 \$10,000								
Personnel/Human Resources 2 3 5 5 5 5 5 5 5 5 5					0			440000
SOUTH WINDSOR COVID-19 COVID-19 Accounting & Records Business Startup & Acquisition COVID-19 SOUTH MARMOUTH Accounting & Records Business Startup & Acquisition COVID-19 SOUTHAMPTON Business Startup & Acquisition COVID-19 Business Startup & Acquisition Business Startup & Acquisition COVID-19 Business Startup & Acquisition Business Startup & Acquisition COVID-19 Business Startup & Acquisition Business Startup & Acquisition Business Startup & Acquisition Business Startup & Acquisition COVID-19 Business Startup & Acquisition Business Startup & Acquisition Business Startup & Acquisition COVID-19 Business Startup & Acquisition COVID-19 Business Startup & Acquisition COVID-19 Business Startup & Acquisition COVID-19 Business Startup & Acquisition COVID-19 Business Startup & Acquisition COVID-19 Business Startup & Acquisition COVID-19 Business Startup & Acquisition Business Startup & Acquisition COVID-19 Business Startup & Acquisition Business Startup & Acquisition COVID-19 Business Startup & Acquisition Busi					2		1	\$10,000
COVID-19								
Accounting & Records	SOUTH WINDSOR	Sources of Supreur		•				
Accounting & Records		COVID-19	1					
Business Startup & Acquisition	SOUTH YARMOUTH			4				
Marketing & Sales 1 Personnel/Human Resources 3 Sources of Capital 1 2 4 \$304,300				6				
Personnel/Human Resources 3 Sources of Capital 1 2 2				2				
SOUTHAMPTON Sources of Capital 1								
SOUTHAMPTON				2				
COVID-19	SOUTHAMPTON					4		\$304,300
Loan Package Development			1					
Marketing & Sales						4		\$304,300
Personnel/Human Resources 1 1 1				2				
Sources of Capital 1				1				
SOUTHBOROUGH				1				
COVID-19 COVID-19	SOUTHBOROUGH			14	1		1	
Government Procurement 1				2	1		1	
International Trade								
Marketing & Sales 1								
Personnel/Human Resources				10				
SOUTHBRIDGE 23 20 1 1 1 1 1 1 1 1 1								
Business Startup & Acquisition COVID-19 3 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	SOUTHBRIDGE	•	23	20	1		1	
COVID-19		<u> </u>						
Government Procurement International Trade Marketing & Sales Personnel/Human Resources Sources of Capital International Trade Business Startup & Acquisition International Trade Accounting & Records International Trade Business Startup & Acquisition International Trade International Tra					1		1	
International Trade Marketing & Sales 13 Personnel/Human Resources 1 SOUTHFIELD SOUTHFIELD Business Startup & Acquisition International Trade 2 SOUTHWICK Accounting & Records Business Startup & Acquisition Accounting & Records Business Startup & Acquisition COVID-19 2 5 International Trade 3 3 3 Marketing & Sales 3 Personnel/Human Resources 2 SOUTHWICK Personnel/Human Resources 2 SUPENCER Accounting & Records 1 2 SPENCER Accounting & Records 1 2 SPENCER Accounting & Records 2 Business Startup & Acquisition 5 9 11 Accounting & Records 2 Business Startup & Acquisition 5 9 COVID-19 3 1 Government Procurement Marketing & Sales 2 SPOKANE VALLEY								
Marketing & Sales Personnel/Human Resources 1 Sources of Capital 1 7 SOUTHFIELD 4 4 4 4 Business Startup & Acquisition International Trade 2 SOUTHWICK Accounting & Records Business Startup & Acquisition COVID-19 1 International Trade 3 3 3 Marketing & Sales Personnel/Human Resources 2 SOurces of Capital Accounting & Records 1 International Trade 3 Accounting & Records 1 International Trade 3 Arketing & Sales 9 Personnel/Human Resources 2 2 2 SOurces of Capital 1 2 SPENCER Accounting & Records Business Startup & Acquisition COVID-19 3 1 COVID-19 3 COVID-19 4 COVID-19 4 COVID-19 4 COVID-19 4 COVID-19 4 COVID-19 4 COVID-19 6 COVID-19 6 COVID-19 6 COVID-19 6 COVID-19 6 COVID-19 6 COVID-19 6 COVID-19 6 COVID-19 6 COVID-19 6 COVID-19 6 COVID-19 6 COVID-19 6 COVID-19 6 COVID-19 6 COVID-19 6 COVID-19 6 COVID-19 6 COVID-19 6								
SOUTHFIELD Business Startup & Acquisition 2				-				
SOUTHFIELD Business Startup & Acquisition 2		Personnel/Human Resources	1					
Business Startup & Acquisition 2 4 1 1 1 24 1 1 1 1 1 1 1 1 1 1 1 1 1		Sources of Capital						
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 3 Marketing & Sales 3 Personnel/Human Resources 2 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	SOUTHFIELD	Dugin and Charles Q. A						
SOUTHWICK Accounting & Records Business Startup & Acquisition COVID-19 International Trade Marketing & Sales Personnel/Human Resources SPENCER Accounting & Records Business Startup & Acquisition COVID-19 Business Startup & Acquisition COVID-19 Accounting & Records Business Startup & Acquisition COVID-19 Government Procurement Marketing & Sales SPOKANE VALLEY				4				
Accounting & Records Business Startup & Acquisition COVID-19 International Trade Marketing & Sales Personnel/Human Resources SPENCER Accounting & Records Business Startup & Acquisition COVID-19 Government Procurement Marketing & Sales SPOKANE VALLEY Accounting & Records SPOKANE VALLEY Accounting & Sales I I I I I I I I I I I I I I I I I I	SOUTHWICK	international fraue		24	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	500111111011	Accounting & Records			-		-	
International Trade 3 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		~	4	12	1		1	
Marketing & Sales 3								
Personnel/Human Resources 2 2 2				3				
Sources of Capital 1 2		-		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		•						
Business Startup & Acquisition 5 9	SPENCER	· k						
COVID-19 3 1 Government Procurement 1 1 Marketing & Sales 2 SPOKANE VALLEY 1								
Government Procurement 1 1 Marketing & Sales 2 SPOKANE VALLEY 1								
Marketing & Sales 2 SPOKANE VALLEY 1								
SPOKANE VALLEY 1				1				
	SPOKANE VALLEY	marketing & Jaies						
		International Trade						

SPRING GROVE 1 SPRING GROVE 1 SPRING FIELD 197 375 11 72 6 \$4,880.109 Accounting & Records 9 1 Business Startup & Acquisition 107 205 4 2 4 \$144,000 Business Startup & Acquisition 107 205 4 2 4 \$144,000 Business Startup & Acquisition 107 205 4 2 3 \$352,709 Business Startup & Acquisition 107 205 4 2 3 \$352,709 Business Startup & Acquisition 10 2 2 30 30 3532,709 Business Startup & Acquisition 1 1 2 3 3 1 1 1 \$34,000 Business Startup & Acquisition 1 1 1 3 3 3 1 1 1 \$4,000 STAREORD 1 1 1 1 3 3 3 1 1 1 \$4,000 STAREORD 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
SPRING GROVE	SPRING			-	•	•	. !	
SPRINGFIELD 1	SDDING CDOVE	International Trade						
Accounting & Records	SFRING GROVE							
Accounting & Records 9 1 1 Basiness Liquidation 1 2 2 Basiness Startup & Acquisition 107 205 4 2 4 3144,000 COVID-19 50 69 30 30 3352,709 Disaster Assistance 1 2 2 Covernment 70-curement 3 1 International Trade 5 Loan Package Development 1 1 1 Marketing & Sales 54 33 1 1 1 \$3,400 Mgm.* (Oper. Analysis 1 1 1 Personnel/Human Resources 1 1 SSIR / STIR 1 3 SOURCES of Capital 28 37 6 40 1 \$4,300,000 STARUGUSTINE REACH COVID-19 1 5 5 STARUGUSTINE REACH	SPRINGFIELD		197	375	11	72	6	\$4,880,109
Business Startup & Acquisition 107 205 4 2 4 \$14,400		Accounting & Records		1				
COVID-19 50 69 30 \$352,709								
Disaster Assistance					4		4	
Government Procurement 3						30		\$352,709
International Trade								
Marketing & Sales 54 33 1 1 \$3,400								
Mgmt / Oper , analysis								
Personnel/Human Resources 1					1		1	\$3,400
SBIR / STTR 1 3 5 5 6 40 1 \$4,380,000				1				
Sources of Capital 28 57 6 40 1 \$4,380,000				3				
STAUCUSTINE BEACH			28	57	6	40	1	\$4,380,000
COVID-19		Strategic Needs Assessment		1				
STPAUL Business Startup & Acquisition 1	ST AUGUSTINE BEACH	COVED 40						
STAFFORD International Trade	CT DAIII	COVID-19		5				
STAFFORD	SIFAUL	Business Startup & Acquisition						
STAMFORD 3 1 1 1 \$10,000 International Trade International Trade Marketing & Sales 1 1 1 1 \$10,000 STATE COLLEGE Business Startup & Acquisition 1 2 4	STAFFORD	Zuomese startup et nequisition		Ü				
Business Startup & Acquisition 1		International Trade						
International Trade Marketing & Sales 1 STATE COLLEGE Business Startup & Acquisition 1 2 Marketing & Sales 1 1 STERLING Accounting & Records 1 1 Business Liquidation 1 2 Business Startup & Acquisition 1 2 Business Startup & Acquisition 5 2 2 Marketing & Sales 3 3 Personnel/Human Resources 1 1 Sources of Capital 1 1 1 STOCKBRIDGE Business Startup & Acquisition 5 1 2 \$100,833 Marketing & Sales 2 5 Personnel/Human Resources 2 5 5 Personnel/Human Resources 3 1 5 3 2 \$80,000 COVID-19 2 19 1 2 \$20,833 Marketing & Sales 2 5 5 Personnel/Human Resources 2 5 5 STONEHAM Business Startup & Acquisition 4 21 COVID-19 3 11 \$1,534,435 International Trade 1 1 Marketing & Sales 1 Sources of Capital 3 2 16 \$447,435 International Trade 1 1 Business Startup & Acquisition 10 9 COVID-19 4 28 16 1 \$490,945 Disaster Assistance 1 1 1 Marketing & Sales 1 Sources of Capital 3 1 2 1 \$200,945 Disaster Assistance 1 1 1 Marketing & Sales 4 8 Personnel/Human Resources 2 Sources of Capital 3 11 2 1 \$200,945 Disaster Assistance 1 1 1 Marketing & Sales 4 8 Personnel/Human Resources 2 Sources of Capital 3 11 2 1 \$200,945 Disaster Assistance 1 1 1 Susiness Startup & Acquisition 2 Sources of Capital 3 11 2 1 \$200,945 Disaster Assistance 1 1 1 Susiness Startup & Acquisition 2 Sources of Capital 3 11 2 1 \$200,945 Disaster Assistance 1 1 1 \$200,945 Disaster Assistance 1 1 1 \$200,945 Disaster Assistance 1 1 1 \$200,945 Disaster Assistance 1 1 1 \$200,945 Disaster Assistance 1 1 1 \$200,945 Disaster Assistance 1 1 1 \$200,945 Disaster Assistance 1 1 1 \$200,945 Disaster Assistance 1 1 1 \$200,945 Disaster Assistance 1 1 1 \$200,945 Disaster Assistance 1 1 1 \$200,945 Disaster Assistance 1 1 1 \$200,945 Disaster Assistance 1 1 1 \$200,945 Disaster Assistance 1 1 1 \$200,945 Disaster Assistance 1 1 1 \$200,945 Disaster Assistance 1 1 1 \$200,945 Disaster Assistance 1 1 1 \$200,945 Disaster Assistance 1 1 1 \$200,945 Disaster Assistance 1 1 1 \$200,945 Disaster Assistance 1 \$200,945 Disaster Assistance 1 \$200,945 Disaster	STAMFORD							\$10,000
STATE COLLEGE Marketing & Sales				1	1		1	\$10,000
STATE COLLEGE								
Marketing & Sales	STATE COLLEGE	manifering & bares		3				
STERLING		Business Startup & Acquisition	1	2				
Accounting & Records		Marketing & Sales						
Business Startup & Acquisition 1	STERLING	A 0 D		4				
Business Startup & Acquisition 5				2				
Marketing & Sales Personnel/Human Resources 1 STOCKBRIDGE 9 44 3 1 2 \$100,833								
Sources of Capital			3					
STOCKBRIDGE		•						
Business Startup & Acquisition 5	CMO CIADDIDOE	Sources of Capital			2	4	2	¢100022
Business Startup & Acquisition 5	STOCKBRIDGE			44	3	1	2	\$100,833
COVID-19		Business Startup & Acquisition		15	3		2	\$80.000
Marketing & Sales 2 5 5						1		\$20,833
STONEHAM								
Business Startup & Acquisition COVID-19 3 11 6 \$447,435 International Trade 1	CTONFILAN	Personnel/Human Resources			2	4.1		¢1 524 425
COVID-19 3 11 6 \$447,435 International Trade 1	STONEHAM	Rusiness Startun & Acquisition			3	11		\$1,534,435
International Trade						6		\$447.435
Sources of Capital 3								4111,100
STOUGHTON		9						
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	amov av mov	Sources of Capital						
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	STOUGHTON			56	2	16	1	\$490,945
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		Accounting & Records						
COVID-19				9				
International Trade		COVID-19	4	28		16		\$200,945
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				
Personnel/Human Resources 2				0				
Sources of Capital 3		~		Ö				
STOW 3 Accounting & Records 1 Business Startup & Acquisition 2 STURBRIDGE 12 30 4 5 1 \$98,800 Business Startup & Acquisition 5 17 4 1		•		11	2		1	\$290,000
Business Startup & Acquisition 2 STURBRIDGE 12 30 4 5 1 \$98,800 Business Startup & Acquisition 5 17 4 1	STOW	•						,
STURBRIDGE 12 30 4 5 1 \$98,800 Business Startup & Acquisition 5 17 4 1								
Business Startup & Acquisition 5 17 4 1	CTUDDDIDGE	Business Startup & Acquisition		20	4	r	1	400.000
· ·	910KBKIDGE	Business Startun & Acquisition				5		\$98,800
00 v i D i 2		COVID-19	1	2	1	5	1	\$98,800

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Disaster Assistance	1	2				
	International Trade	3	9				
	Marketing & Sales Personnel/Human Resources	3 1					
SUDBURY	r er somier/ fruman Resources	16	25				
CODBORT		2	23				
	Accounting & Records	1					
	Business Startup & Acquisition	4	6				
	COVID-19	1					
	Government Procurement	3	15				
	International Trade Marketing & Sales	4 3					
	SBIR / STTR	3 1	2				
	Sources of Capital	3	3				
SUFFIELD	•	1	4				
	Business Startup & Acquisition	1	4				
SUGAR LAND		2					
CUMPERI AND	International Trade	2	45		45		400.454
SUNDERLAND	Duain and Liquidation	8	47		17		\$80,454
	Business Liquidation Business Startup & Acquisition	1 4	2 16				
	COVID-19	4	19		16		\$79,254
	Financial Analysis & Cost Control	1	3		10		Ψ7 7,20 1
	Marketing & Sales	2					
	SBIR / STTR	1	1				
	Sources of Capital	2	7		1		\$1,200
SUNNYVALE		1					
CHDEDIOD		1	4				
SUPERIOR	Business Startup & Acquisition	1 1	1 1				
SUTTON	business startup & Acquisition	8	10	8		3	
5011011	Accounting & Records	1	10	O		3	
	Business Startup & Acquisition	5	2	8		3	
	COVID-19	1					
	Government Procurement	2	8				
	Sources of Capital	1					
SWAMPSCOTT		19	54	1	4	1	\$14,972
	Business Startup & Acquisition	4 6	13	1		1	\$520
	COVID-19	7	15	1	4	1	\$14,452
	Government Procurement	2	2		•		Ψ11,102
	Marketing & Sales	2	2				
	Personnel/Human Resources	1	4				
	Sources of Capital	2	19				
SWANSEA		20	54	5	8	3	\$175,700
	Business Startup & Acquisition	10	12	4	0	2	\$2,000
	COVID-19 Engineering R&D	7 1	14 1		8		\$163,700
	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					
a	Sources of Capital	5	6				
SYKESVILLE		1					
SYRACUSE		1 4					
OTHER COSE	International Trade	3					
	Marketing & Sales	1					
TAMPA	-	2					
	Marketing & Sales	2					
TAUNTON		45	96	1	3	1	\$104,400
	Assessation - Q. D.	1					
	Accounting & Records Bus. Plan Development	1 1	1				
	Business Startup & Acquisition	1 21	1 39	1		1	\$55,000
	Dasiness startup & Acquisition	41	3,7	1		1	φυυ,000
	COVID-19	9	14		3		\$49,400

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	17				
	Marketing & Sales Personnel/Human Resources	13 6	17 3				
	Sources of Capital	10	22				
TEATICKET	Sources of capital	2	1				
	Business Startup & Acquisition	1	1				
	COVID-19	1					
ТЕМРЕ		1					
TEMPI ETON	International Trade	1	-				
TEMPLETON	Business Startup & Acquisition	2 1	5 3				
	COVID-19	1	3				
	Marketing & Sales	1	2				
TEWKSBURY	<u> </u>	20	10	1	2	1	\$6,713
İ	Business Startup & Acquisition	9	8	1		1	\$520
	COVID-19	4	1		2		\$6,193
İ	International Trade	8					
	Marketing & Sales	1	1				
THE VILLAGES	Sources of Capital	1 1	1				
THE VILLAGES	International Trade	1					
THOUSAND OAKS	memunian mae	1					
	International Trade	1					
TIVERTON		1					
	Business Startup & Acquisition	1					
TOLLAND		1	2				
TORCELEI D	Business Startup & Acquisition	1	2		2		#00.064
TOPSFIELD		6 1	11		3		\$99,064
	COVID-19	3	6		3		\$99,064
	International Trade	1	Ü		5		Ψ, 3,001
	Marketing & Sales	2	2				
	Sources of Capital	3	3				
TOWNSEND		4	2	1		1	
	Accounting & Records	1					
	Business Startup & Acquisition	3	2	1		1	
TDOV	COVID-19	1 2					
TROY	International Trade	2					
TRUMBULL	international fraue	2					
	Marketing & Sales	2					
TRURO	J	1					
		1					
TUCSON		2					
MILIDAEDA DALLA	International Trade	2					
TURNERS FALLS	Aggoverting & Dogovda	6	4				
	Accounting & Records Business Startup & Acquisition	1 2	2				
	Marketing & Sales	3	1				
	Personnel/Human Resources	1	2				
TURTLE CREEK	· · · · · · · · · · · · · · · · · · ·	1					
	Business Startup & Acquisition	1					
TUSCALOOSA		3					
İ	Accounting & Records	1					
TVNCCDODO	International Trade	2	10	า		1	
TYNGSBORO	Business Startup & Acquisition	7 6	13 5	2 2		1 1	
	International Trade	1	7	2		1	
TYRINGHAM	memunian mae	1	2				
	Marketing & Sales	1	2				
UPTON	-	6	23				
		1					
	Accounting & Records	1	1				
	Business Startup & Acquisition	4	11				
	Government Procurement Marketing & Sales	1 2	6 2				
	Marketing & Sales Strategic Needs Assessment	1	2				
	on alegic needs Assessment	1	۷				ļ

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
UTICA	Strategic Plan. / Facilitation	1 1	2				
UTICA	Accounting & Records	1					
UXBRIDGE		15	69	1			
	Accounting & Records	3	40				
	Business Startup & Acquisition COVID-19	8 2	13	1			
	Government Procurement	3	24				
	International Trade	4	29				
	Marketing & Sales	3	2				
VAIL	Sources of Capital	1 1	2				
VIIII	International Trade	1					
VALLEJO		1					
WALLEY CUDE AM	International Trade	1					
VALLEY STREAM	International Trade	1 1					
VERGENNES	The Thursday Trade	4					
	COVID-19	2					
VERNON ROCKVILLE	Marketing & Sales	3 2	11	1		1	
VERNON ROCKVILLE	Business Startup & Acquisition	1	11 10	1		1 1	
	Marketing & Sales	1	10	-		-	
	Sources of Capital	1	1				
VINEYARD HAVEN	Accounting & Records	6 1	8	1		1	
	Business Startup & Acquisition	3	1	1		1	
	COVID-19	2	2				
	Marketing & Sales	2	3				
	Mgmt / Oper. Analysis Strategic Plan. / Facilitation	1 1	3 1				
VININGS	Strategic Flan. / Pacintation	1	1				
	Business Startup & Acquisition	1					
	Government Procurement	1					
WABAN	Marketing & Sales	1 2	4				
WILDIN	Business Startup & Acquisition	1	4				
	COVID-19	1					
WAKEFIELD		20	24		6		\$58,771
	Business Startup & Acquisition	1 11	12				
	COVID-19	6	7		6		\$58,771
	International Trade	2	3				
	Marketing & Sales	2					
	Personnel/Human Resources Sources of Capital	1 2	2				
WALES	bources of dupital	1	2				
	Business Startup & Acquisition	1					
WALPOLE		12 1	11		1		\$6,215
	Accounting & Records	2					
	Business Startup & Acquisition	4	3				
	COVID-19	1	3		1		\$6,215
	International Trade Marketing & Sales	1 2					
	SBIR / STTR	1	5				
	Sources of Capital	3	1				
WALTHAM		43	86	5	2	3	\$77,740
	Accounting & Records	1 1					
	Business Startup & Acquisition	18	45	5		3	\$58,740
	COVID-19	3			2		\$19,000
	International Trade	8	26				
	Marketing & Sales Personnel/Human Resources	9 3	1 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		•	 !	
TATA OTTO IT	Sources of Capital	1					
WAQUOIT	Duainaga Stantun () Agguigitian	1 1					
WARE	Business Startup & Acquisition	7	11	1		1	\$10,000
WAILL	Business Startup & Acquisition	2	4	1		1	\$10,000
	COVID-19	3	6	-		-	410,000
	Marketing & Sales	3	1				
	Personnel/Human Resources	1					
WAREHAM		3	1				
	Business Startup & Acquisition	1	1				
MADMINICTED	Personnel/Human Resources	2					
WARMINSTER	International Trade	1 1					
WARNER ROBINS	international frade	1					
WARRIER ROBINS	COVID-19	1					
WARREN	GOVID 19	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					
AAAA GAAAA GAAAA	Marketing & Sales	1					
WASHINGTON	International Trade	27					
	Marketing & Sales	26 1					
WASHINGTON D.C.	Marketing & Sales	1					
Whoming on b.c.	International Trade	1					
WATERBURY	momunician rade	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	24	2	#20 C 000
	COVID-19 Government Procurement	4 1	2		21		\$206,000
	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 Government Procurement	2 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					
MEDCEE	International Trade	1	20				
WEBSTER	Dugin and Chambers O. A	10	28				
	Business Startup & Acquisition COVID-19	8 1	13 2				
	Government Procurement	1	4				
	Sources of Capital	4	13				
WELLESLEY	2 Jan 000 of Suprem	12	9				
, -		2	-				
1	Business Liquidation	1	2				
	Business Elquidation	_	_				
	Business Startup & Acquisition	4	4				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	International Trade	2					
WELLESLEY HILLS	Marketing & Sales	3 4	4				
WELLESELT THEES	Business Startup & Acquisition	1	4				
	COVID-19	1					
MICH I CCI CV MA	International Trade	2 1	2				
WELLESLEY, MA	COVID-19	1	2 2				
WELLFLEET		2	2				
	Business Startup & Acquisition	1	1				
WENDELL	Personnel/Human Resources	1 2	1 31				
WENDER	Accounting & Records	1	51				
	Business Startup & Acquisition	1	11				
	Marketing & Sales Sources of Capital	2 1	8 8				
	Strategic Plan. / Facilitation	1	5				
WENHAM	, , , , , , , , , , , , , , , , , , , ,	4	2	1	12	1	\$61,598
	D	1	4	4			4500
	Business Startup & Acquisition COVID-19	1 2	1 1	1	12	1	\$520 \$61,078
WEST BARNSTABLE	COVID 13	2	3		12		ψ01,070
	Business Startup & Acquisition	1	2				
WEST BOYLSTON	COVID-19	1 6	1 11				
WEST BUTLSTON	Accounting & Records	1	2				
	Business Startup & Acquisition	6	9				
TANEGE DE LE CETATAMEN	Marketing & Sales	1	40				
WEST BRIDGEWATER	Business Startup & Acquisition	6 2	12				
	Disaster Assistance	1	2				
	International Trade	3	9				
WEST DROOMEIELD	Sources of Capital	1	1	2		1	
WEST BROOKFIELD	Business Startup & Acquisition	5 3	32 16	2 2		1 1	
	Marketing & Sales	2	15	_		-	
	Sources of Capital	1	2				
WEST CHATHAM	COVID-19	1 1					
	Marketing & Sales	1					
	Personnel/Human Resources	1					
WEST CHESTERFIELD	COVID 10	1	12		6		\$201,100
	COVID-19 Sources of Capital	1 1	12		4 2		\$175,100 \$26,000
WEST DENNIS	sources of dupitur	1	12		_		Ψ20,000
	COVID-19	1					
WEST FALMOUTH	Business Startup & Acquisition	1 1					
WEST GROTON	business startup & requisition	1	2		19		\$177,940
	COVID-19	1	2		19		\$177,940
WEST HARTFORD	Accounting & Records	3 1	32 2		6		\$87,400
	COVID-19	1	24		6		\$87,400
	International Trade	2					, , , , ,
	Marketing & Sales	1	3				
	Personnel/Human Resources Sources of Capital	1 1	1 2				
	Technology	1	1				
WEST HATFIELD	D 1 0 1 2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	1		2		1	
WEST HAVEN	Business Startup & Acquisition	1 2		2		1	
WEST HAVEIN		1					
	International Trade	1					
WEST HENRIETTA	International Trade	1 1					
WEST NEWTON	International Trade	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	•	•	<u> </u>	
	Accounting & Records	1 2					
	Business Startup & Acquisition	4	1				
	COVID-19	3	5				
	International Trade	4	2				
WEST SIMSDIEN	Marketing & Sales	1					
WEST SIMSBURY	International Trade	1 1					
WEST SPRINGFIELD	memational frace	38	129	2	19	2	\$511,700
		1					
	Accounting & Records	1					
	Bus. Plan Development Business Liquidation	1 1	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 Personnel/Human Resources	6 1	3				
	Sources of Capital	7	27				
WEST STOCKBRIDGE	oources or capital	7	13	2		2	\$700
	Business Startup & Acquisition	4	9	2		2	\$700
	International Trade	1					
	Marketing & Sales	3	3				
WEST TISBURY	Sources of Capital	1 1	2				
WEST TISBURT	Business Startup & Acquisition	1					
WEST WAREHAM	Submoss startup a moquisition	2	2		2		\$3,500
	COVID-19	1	2		2		\$3,500
	International Trade	1					
WEST YARMOUTH	COVID-19	1 1	10 8		18 18		\$375,000 \$375,000
	Disaster Assistance	1	3		10		\$373,000
WESTBOROUGH	Disaster rissistance	28	60	3		3	
		2					
	Business Startup & Acquisition	12	25	3		3	
	COVID-19	3 2	12				
	Government Procurement International Trade	4	13 11				
	Marketing & Sales	4	4				
	Personnel/Human Resources	2	2				
	Sources of Capital	1	3				
MECERDOON	Strategic Plan. / Facilitation	1	2				
WESTBROOK	International Trade	2 2					
WESTFIELD	international frade	34	59	3	6		\$137,390
		1					,
	Accounting & Records	1					
	Business Startup & Acquisition	18	27		_		#4.00.000
	COVID-19 Financial Analysis & Cost Control	3 1	8 8		6		\$122,390
	International Trade	2	O				
	Marketing & Sales	17	7				
	Personnel/Human Resources	2	2				
	Sources of Capital	3	8	3	_		\$15,000
WESTFORD	Aggounting & Dogonda	20	36 2		2		\$25,000
	Accounting & Records Business Liquidation	3 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 Personnel/Human Resources	6 1	4				
	SBIR / STTR	2	7				
	Sources of Capital	3	4				

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Business Startup & Acquisition	5	9	1		1	muulun
	International Trade	3					
	Marketing & Sales	4	1				
	Sources of Capital	1	10				
WESTON		3	1				
		1					
	COVID-19	1					
	International Trade	1					
	Marketing & Sales	1					
MATCERDODE	SBIR / STTR	1	1	46	400	2	#2.662.E6E
WESTPORT	D : I: :1.	21	47	46	488	2	\$3,663,565
	Business Liquidation	1 7	1 12	3		1	\$22,000
	Business Startup & Acquisition COVID-19	8	16	3	488	1	\$22,000
	International Trade	2	10		400		\$3,041,303
	Loan Package Development	1	1				
	Marketing & Sales	3	1				
	Personnel/Human Resources	1	_				
	Sources of Capital	5	15	43		1	
WESTPORT POINT	•	1	2				
	COVID-19	1	2				
WESTWOOD		8	7				
	Business Startup & Acquisition	3	5				
	COVID-19	1	1				
	Marketing & Sales	2	1				
	Personnel/Human Resources	2					
	Sources of Capital	1					
WEYMOUTH		29	73	1	1	1	\$19,400
	Accounting & Records	2					
	Business Liquidation	1	3	4		4	
	Business Startup & Acquisition	20	25	1	4	1	¢10.400
	COVID-19	5 1	5 1		1		\$19,400
	Disaster Assistance Financial Analysis & Cost Control	1	1				
	International Trade	1	13				
	Marketing & Sales	5	8				
	Personnel/Human Resources	1	O				
	SBIR / STTR	1	7				
	Sources of Capital	4	11				
WHATELY	or acceptant	1	1				
	COVID-19	1	1				
WHEATON		1					
	Accounting & Records	1					
WHEELER		1					
	Marketing & Sales	1					
WHITINSVILLE		8	10				
	Accounting & Records	4	1				
	Business Startup & Acquisition	4	6				
	Marketing & Sales	3	4				
WHITMAN		6	14				
	Accounting & Records	1	1				
	Business Startup & Acquisition	3	4				
	COVID-19	2	3				
	Marketing & Sales	1	2				
MILDDAILAM	Sources of Capital	1	5	1	4	1	\$71,000
WILBRAHAM	Business Startup & Acquisition	13 6	19 14	1 1	4	1 1	\$71,000 \$46,000
	COVID-19	6 4	14 2	1	4	1	\$46,000
	International Trade	2	3		4		φ 2 3,000
	Marketing & Sales	2	3				
	Sources of Capital	1					
WILLIAMSBURG	234.000 of Suprem	4	8		1		\$5,500
	Business Startup & Acquisition	2	2		*		Ψ3,300
	COVID-19	1	5		1		\$5,500
			-		_		70,000
	International Trade	1					
	International Trade Marketing & Sales	1 1	1				
WILLIAMSTOWN			1 34	2	5	2	\$47,600

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	447.600
	COVID-19 Marketing & Sales	6 1	18		5		\$47,600
WILLISTON		1					
MALL MINICTON		1	20	1		1	¢=20
WILMINGTON	Business Startup & Acquisition	18 11	30 20	1 1		1 1	\$520 \$520
	COVID-19	2	1				
	Government Procurement International Trade	1 5	9				
	Marketing & Sales	3	9				
WILSON	_	1					
WINCHENDON	International Trade	1 5	21				
WINCHENDON	Business Startup & Acquisition	3	4				
	Government Procurement	2	17				
WINCHESTER		13 2	21	1	12	1	\$117,520
	Accounting & Records	1	4				
	Business Startup & Acquisition	6	4	1		1	\$520
	COVID-19 Financial Analysis & Cost Control	2 1	6 2		12		\$117,000
	Marketing & Sales	4	2				
	SBIR / STTR	2	1				
WINDHAM	Sources of Capital	1 1	2 8				
WINDHAM	Business Startup & Acquisition	1	8				
WINDSOR		3	10		14		\$31,000
	Business Startup & Acquisition COVID-19	2 1	6 3		7		\$31,000
	International Trade	1	3		,		\$31,000
	Sources of Capital	1			7		
WINDSOR LOCKS	International Trade	1 1					
WINTERS	international fraue	1					
	Business Startup & Acquisition	1					
WINTHROP		6 1	25				
	Business Startup & Acquisition	4	22				
	COVID-19	1	1				
WOBURN	Marketing & Sales	2 37	2 69	6	14	1	\$294,389
WODORIV		2	09	U	14	1	\$2,9 4 ,309
	Accounting & Records	2	3				
	Business Liquidation Business Startup & Acquisition	1 11	2 24	6	5	1	
	COVID-19	7	17	U	9	1	\$294,389
	Government Procurement	1	_				
	International Trade Marketing & Sales	14 8	6 3				
	SBIR / STTR	2	14				
	Sources of Capital	1	1				
WORCESTER		312 4	836	43	56	27	\$565,251
	Accounting & Records	34	28				
	Business Liquidation	1	1				
	Business Startup & Acquisition Computer Systems	146 1	352 1	43	11	27	\$45,300
	COVID-19	69	45		32		\$395,000
	Disaster Assistance	1	1				
	Financial Analysis & Cost Control Government Procurement	4 21	5 86				
	International Trade	9	10				
	Marketing & Sales	82	176				
	Mgmt / Oper. Analysis Personnel/Human Resources	1 4	2 1				
	SBIR / STTR	2	20		13		\$124,951
	Sources of Capital	29	76				

City	Area of Counseling Main Group	Client	Contact + Prep	Jobs	Jobs	Started	Capital
City	Area or Counseling Main Group	Chent	Hours	Created	Retained	Business	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					
Grand Total	-	6,918	14,438	712	4,231	316	\$117,737,848

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
		J		COVID-19 General			
110 SE Mass	CARES Act	COVID-19	7/30/2020	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
				COVID-19 General	Challenges for Child Care Centers in		
110 SE Mass	CARES Act	COVID-19	8/27/2020	Support	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! Fast Track Tuesday - Scaling Your	1	43
110 SE Mass	CARES Act	COVID-19	10/13/2020	Marketing/Sales	Sales Efforts	1	9
110 SE Mass	CARES Act	COVID-19	10/21/2020	Marketing/Sales COVID-19	Breaking Out Of Your Comfort Zone SBA's PPP Loan Forgiveness Tips &	1	45
110 SE Mass	CARES Act	COVID-19	11/5/2020	Finance/Capital	Hints Top 3 Things to Look at When your Business is Facing Financial	1	32
110 SE Mass	CARES Act	COVID-19	11/13/2020	Financing/Capital	Difficulty	1	34
110 SE Mass	CARES Act			Financing/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 Human	SBA's PPP Loan Forgiveness Tips & Hints	1	145
110 SE Mass	SBDC	Not Set	12/17/2020	Resources/Managing	Massachusetts Paid Family and Medical Leave (PFML)	1	73
110 SE Mass	SBDC	Not Set	1/21/2021	Resources/Managing Employees COVID-19	Massachusetts Paid Family and Medical Leave (PFML)	1	67
110 SE Mass	CARES Act	COVID-19	1/29/2021	Finance/Capital	Paycheck Protection Program (PPP)	1	88
110 SE Mass	CARES Act	COVID-19	2/11/2021	Buy/Sell a Business	Positioning Your Company to Sell Post COVID PPP Loan Program Eligibility	1	66
110 SE Mass	CARES Act	COVID-19	3/18/2021	COVID-19 Finance/Capital	Update – Revisions for Schedule C Filers	1	62
110 SE Mass	SBDC	Not Set	4/29/2021	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
			-, , -		Making Canas of Online Maybeating		
110 SE Mass	SBDC	Not Set	6/24/2021	Business Plan Human	Making Sense of Online Marketing: A Simple Checklist for Success	1	21
110 SE Mass	SBDC	Not Set	6/29/2021	Resources/Managing Employees	Creating A Successful Business Behavior In Your Team	1	13
110 SE Mass	SBDC	Not Set		Start-up Assistance	The Business of Art	1	33
Total	SDDC	Not Set	0/30/2021	Start-up Assistance		22	936
150 Berkshire Reg	CARES Act	COVID-19	7/8/2020	Technology/Computers COVID-19 General	7 1/2 Hacks - To Keep From Getting Hacked	1	11
150 Berkshire Reg	CARES Act	COVID-19	8/27/2020	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		Managing Business	Berkshire Lenders Roundtable 7 1/2 Hacks to Keep Your Home	1	8
150 Berkshire Reg	SBDC	Not Set	12/15/2020	Technology/Computers	· -	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 Opportunity Knocks: COVID Business Start-Ups and Expansions	1	81
150 Berkshire Reg	CARES Act	COVID-19	2/23/2021	Other	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 Human	Five Social Media Tips to Grow Your Client Base	1	6
150 Berkshire Reg	SBDC	Not Set	4/13/2021	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
Total						12	214
					Exporting in the Digital Age: Grow Your Sales & Build Your Brand by		
170 International	SBDC	Not Set	7/16/2020	International Trade	Making the Internet Work China Global Trade and CFIUS	1	67
170 International	SBDC	Not Set	7/24/2020	International Trade	Compliance Update	1	116
170 International	SBDC	Not Set	9/16/2020	International Trade	STEP Grant Application Process Global Intellectual Property	1	76
170 International	SBDC	Not Set	10/8/2020	International Trade	Protection for U.S. Exporters Recent Changes to the Foreign	1	64
170 International	SBDC	Not Set	10/16/2020	International Trade	Produced Direct Product Rule Best Practices for End Use & End	1	41
170 International	SBDC	Not Set	10/23/2020	International Trade	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
					Global Marketing and Sales Series: Global Privacy, Cybersecurity and		
170 International	SBDC	Not Set	11/19/2020	International Trade	Data Protection Laws	1	59
170 International	SBDC	Not Set	1/14/2021	International Trade	Export Expo Restricted Party List Trends and	1	529
170 International	SBDC	Not Set	4/9/2021	International Trade	Best Practices Using a Risk-Based Approach to Build Your Export Compliance	1	67
170 International	SBDC	Not Set	4/29/2021	International Trade	Program	1	67
170 International	SBDC	Not Set	5/7/2021	International Trade	Biden on Trade: The First 100 Days and Beyond Global Trade Shipping Update:	1	174
170 International	SBDC	Not Set	5/13/2021	International Trade	Trends in Inbound, Outbound and Global Air & Ocean Cargo	1	94
					Trends in U.S. Export Controls for		
170 International	SBDC	Not Set	6/11/2021	International Trade	the Electronics and Semiconductor Sector in Greater China Your Path to Growth in Life	1	47
170 International	SBDC	Not Set	6/17/2021	Managing Business	Sciences: Leveraging Resources & Avoiding Pitfalls	1	18
Total			5, -: ,	Government	Developing a Dynamic Capability	16	1,596
180 Govt Sales Adv Total	SBDC	Not Set	6/30/2021	Contracting	Statement Statement	1 1	10 10
20 State Office	SBDC	Not Set	12/1/2020	Managing Business	BSB Series: Sizing Up Your Business BSB Series: Exploring Growth	1	15
20 State Office	SBDC	Not Set	2/3/2021	Managing Business	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		Managing Business	BSB Series: Using Financial Tools	1	8
20 State Office	SBDC	Not Set		Technology	Intellectual Property 101	1	32
20 State Office	SBDC	Not Set		Technology	Patent Basics Filing a Provisional and Non-	1	24
20 State Office	SBDC	Not Set	5/6/2021	Technology	Provisional Patent Application	1	23

Center	Program	Sub Program	Start Date	Training Topic	Title	Event	Total Attendees
					USPTO Resources for Inventors,		
20 State Office	SBDC	Not Set		Technology	Innovators and Entrepreneurs	1	20
20 State Office	SBDC	Not Set		Technology	Trademark Basics	1	13
20 State Office	SBDC	Not Set	6/3/2021	Technology	Copyright Basics	1	11
Total					I. M.I. B. CC.	10	162
COMt M	CDDC	N-+ C-+	7 /2 /2020	Charles And the	Live Webinar - Basics of Starting	1	12
60 Western Mass	SBDC	Not Set	//2/2020	Start-up Assistance	Your Business	1	13
60 Western Mass	CARES Act	COVID 10	7/16/2020	COVID-19 Finance/Capital	Got SBA Money? Learn How To TRACK IT!	1	62
oo western mass	CARES ACC	COVID-19	7/10/2020	rillance/ Capital	TRACK II:	1	02
				Human	Business Strategies For Surviving a		
				Resources/Managing	Difficult Labor Market &		
60 Western Mass	CARES Act	COVID-19	8/13/2020	Employees	Understanding Unemployment	1	11
					Marketing Your Business in 2020 -		
60 Western Mass	SBDC	Not Set	8/31/2020	Marketing/Sales	Basics Series	1	31
				Business	BOOKKEEPING 101: Bookkeeping		
60 Western Mass	SBDC	Not Set		Accounting/Budget	Basics & Tips for Business Owners	1	54
60 Western Mass	SBDC	Not Set		Legal Issues	Business Legal Primer	1	13
60 Western Mass	SBDC	Not Set		Marketing/Sales	Facebook I (Marketing Toolbox)	1	42
60 Western Mass	SBDC	Not Set		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
COMt M	CDDC	N-+ C-+	0 /17 /2020	Maulantina (Calaa	Facility of Manhatina Tables	1	20
60 Western Mass	SBDC SBDC	Not Set		Marketing/Sales	Facebook II (Marketing Toolbox)	1 1	30
60 Western Mass 60 Western Mass	SBDC	Not Set Not Set		Marketing/Sales Marketing/Sales	LinkedIn (Marketing Toolbox) Pinterest (Marketing Toolbox)	1	43 43
	SBDC	Not Set Not Set		Marketing/Sales	,	1	45 25
60 Western Mass	SDDC	Not Set	9/29/2020	marketing/sales	Twitter (Marketing Toolbox) Content Creation (Marketing	1	25
60 Western Mass	SBDC	Not Set	10/1/2020	Marketing/Sales	Toolbox)	1	45
60 Western Mass	SBDC	Not Set		Start-up Assistance	Basics of Starting a Business	1	13
oo western mass	SBBC	Not set	10/3/2020	start up rissistance	Email Newsletters (Marketing	1	15
60 Western Mass	SBDC	Not Set	10/5/2020	Marketing/Sales	Toolbox)	1	33
			., -,	3, 3, 3	Advanced Email Newsletters,		
					Trends, Effectiveness (Marketing		
60 Western Mass	SBDC	Not Set	10/8/2020	Marketing/Sales	Toolbox)	1	30
					E-Commerce Basics (Marketing		
60 Western Mass	SBDC	Not Set	10/13/2020	Marketing/Sales	Toolbox)	1	43
					Sell Online This Holiday Season		
60 Western Mass	SBDC	Not Set	10/14/2020	Marketing/Sales	with E-Commerce Tools	1	9
					Website Basics (Repeat)		
60 Western Mass	SBDC	Not Set	10/15/2020	Marketing/Sales	(Marketing Toolbox)	1	40
COMt M	CDDC	N-+ C-+	10/22/2020	Maulantina (Calaa	Get Your Local Business on Google	1	20
60 Western Mass	SBDC	Not Set	10/22/2020	Marketing/Sales	Search & Maps (Marketing Toolbox) Make Your Website Work for You	1	38
60 Western Mass	SBDC	Not Set	10/26/2020	Marketing/Sales	(Marketing Toolbox)	1	38
oo western mass	SBDC	Not set	10/20/2020	Marketing/sales	Use YouTube to Grow Your	1	30
60 Western Mass	SBDC	Not Set	10/29/2020	Marketing/Sales	Business (Marketing Toolbox)	1	48
60 Western Mass	SBDC	Not Set		Start-up Assistance	Basics of Starting a Business	1	26
			, ,	.	Using Data to Drive Growth		
60 Western Mass	SBDC	Not Set	11/2/2020	Marketing/Sales	(Marketing Toolbox)	1	37
				c,	SEMINARIO VIRTUAL (ZOOM):		
				COVID-19	DINERO Y AYUDA PARA PEQUEÑAS		
60 Western Mass	CARES Act	COVID-19	11/4/2020	Finance/Capital	EMPRESAS	1	10
					E-Commerce Advanced (Marketing		
60 Western Mass	SBDC	Not Set	11/5/2020	Marketing/Sales	Toolbox)	1	45
					Attracting Clients to Your Website		
60 Western Mass	SBDC	Not Set	11/9/2020	Marketing/Sales	(Marketing Toolbox)	1	85
					DOCUMENTE A DEDO A CIL MO DISCINECE		
COMt M	CDDC	N-+ C-+	11 /17 /2020	Managina Desires	POSITIVE APPROACH TO BUSINESS	1	11
60 Western Mass	SBDC	Not Set	11/16/2020	Managing Business COVID-19	DEBT AND CREDIT REPAIR	1	11
60 Westom Mass	CADEC Act	COVID 10	11 /10 /2020		PROCESO PARA PERDONAR PRESTAMOS DEL "PPP"	1	2
60 Western Mass 60 Western Mass	CARES Act SBDC	COVID-19 Not Set		Finance/Capital Legal Issues	Business Legal Primer	1 1	20
60 Western Mass	SBDC	Not Set Not Set		Start-up Assistance	Basics of Starting a Business	1	20 31
60 Western Mass	SBDC	Not Set Not Set		Start-up Assistance Start-up Assistance	Basics of Starting a Business Basics of Starting a Business	1	31
oo western Mass	טטטט	not set	1/4/2021	COVID-19	Understanding Your Business	1	31
60 Western Mass	CARES Act	COVID-19	1/15/2021	Finance/Capital	Financials	1	79
			, -,	, p		-	-

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
				COVID-19	Documentos Financieros que Todo los Empresarios Debe Comprender		
60 Western Mass	CARES Act	COVID-19	2/3/2021	Finance/Capital	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
				COVID-19	Convertise Financiable en la epoca		
60 Western Mass	CARES Act	COVID-19	2/10/2021	Finance/Capital	de COVID	1	9
				COVID-19	Financial Assistance for Small		
60 Western Mass	CARES Act	COVID-19		Finance/Capital	Businesses affected by COVID-19	1	30
60 Western Mass	SBDC	Not Set		Start-up Assistance	Basics of Starting a Business	1	12
60 Western Mass	SBDC	Not Set		Start-up Assistance	Basics of Starting a Business	1	12
60 Western Mass	SBDC	Not Set		Start-up Assistance	Basics of Starting a Business	1 1	15
60 Western Mass	SBDC	Not Set		Start-up Assistance COVID-19	Basics of Starting a Business Shuttered Venue Operators Grant		10
60 Western Mass	CARES Act	COVID-19		Finance/Capital	Webinar	1	6
60 Western Mass	SBDC	Not Set		Start-up Assistance	Basics of Starting a Business	1	17
60 Western Mass	SBDC	Not Set		Start-up Assistance	Basics of Starting a Business Business Continuity and Ownership	1	17
60 Western Mass	SBDC	Not Set	5/17/2021	Buy/Sell a Business	Transition Options	1	30
60 Western Mass	SBDC	Not Set	E /10 /2021	Cook Flory Managament	Understanding Cash Flow and How	1	9
60 Western Mass 60 Western Mass	SBDC	Not Set Not Set		Cash Flow Management Start-up Assistance	Basics of Starting a Business	1	9 11
60 Western Mass	SBDC	Not Set		Start-up Assistance	Basics of Starting a Business	1	12
60 Western Mass	SBDC	Not Set		Legal Issues	Business Legal Primer	1	15
Total	SDDC	Not Set	0/13/2021	Legal Issues	business Legal I Timei	51	1,377
Total				COVID-19 General	Space Organizing for Business in	31	1,377
80 North Shore	CARES Act	COVID-19	7/1/2020		time of COVID-19	1	6
80 North Shore	CARES Act	COVID-19	7/22/2020		Marketing During A Pandemic Resources of Assistance to Start and	1	24
80 North Shore	SBDC	Not Set	8/4/2020	Start-up Assistance	Grow Your Business	1	17
80 North Shore	SBDC	Not Set		Start-up Assistance	How to Start A Business	1	8
80 North Shore	SBDC	Not Set		Marketing/Sales	Keys to Branding Celebrate Hispanic Heritage Month	1	26
80 North Shore	SBDC	Not Set	10/15/2020	Other Government	with the SBA and MSBDC	1	7
80 North Shore	SBDC	Not Set	10/21/2020	Contracting Women-Owned	Government Contracting How to Become Women Owned	1	15
80 North Shore	SBDC	Not Set	10/28/2020		Certified with WBENC How to Become Women Owned	1	30
80 North Shore	SBDC	Not Set	11/4/2020		Certified with SBA Massachusetts Food Trust Program	1	45
80 North Shore	SBDC	Not Set	11/10/2020	Other	Info Session	1	7
80 North Shore	SBDC	Not Set		Marketing/Sales	Marketing During the Digital Age	1	29
80 North Shore	SBDC	Not Set		Government Contracting	Intro to Government Contracting	1	14
				_	Increasing Revenue with an ATM		7
80 North Shore	SBDC	Not Set		Financing/Capital Government	for Your Business	1	
80 North Shore	SBDC	Not Set	, ,	Contracting	Government Contracting Part 2 Legal Requirements for Small	1	14
80 North Shore	SBDC	Not Set	12/9/2020	Legal Issues	Businesses Exploring Entrepreneurship Resources to Help Start and Grow	1	39
80 North Shore	SBDC	Not Set		Start-up Assistance	Your Business	1	21
80 North Shore	SBDC	Not Set	12/10/2020	Marketing/Sales	Social Media for Small Business	1	17
80 North Shore	SBDC	Not Set	12/11/2020	Technology/Computers COVID-19	Web Design for Small Business Info Session on Economic Injury	1	11
80 North Shore	CARES Act	COVID-19	12/15/2020	Finance/Capital	Disaster Loan	1	7
80 North Shore	SBDC	Not Set	1/21/2021	Marketing/Sales	Federal Marketing and Networking for Small Businesses Introduction to the State of	1	14
80 North Shore	SBDC	Not Set	2/4/2021	Government Contracting	Massachusetts Contracting for Small Businesses	1	22

Center	Program	Sub Program	Start Date	Training Topic	Title	Event	Total Attendees
				COVID-19	What You Need to Know About the		
80 North Shore	CARES Act	COVID-19	2/16/2021	Finance/Capital COVID-19	Paycheck Protection Program (PPP) Debt Relief Options for COVID-19	1	18
80 North Shore	CARES Act	COVID-19	2/22/2021	Finance/Capital	Impacted Businesses	1	11
80 North Shore	SBDC	Not Set	2/24/2021	Business Plan COVID-19	Your Business Plan: Soup to Nuts Updates to the Paycheck Protection	1	37
80 North Shore	CARES Act	COVID-19	3/2/2021	Finance/Capital	Program Starting A BusinessWhat You	1	30
80 North Shore	SBDC	Not Set	3/3/2021	Start-up Assistance COVID-19	Need to Know What You Need to Know About the	1	17
80 North Shore	CARES Act	COVID-19	3/9/2021	Finance/Capital	PPP with Eastern Bank	1	11
80 North Shore	SBDC	Not Set	3/10/2021	Business Plan COVID-19	Your Business Plan : Soup to Nuts Debt Relief Options for COVID-19	1	19
80 North Shore	CARES Act	COVID-19	3/16/2021	Finance/Capital Government	Impacted Businesses	1	18
80 North Shore	SBDC	Not Set	3/16/2021	Contracting	Intro to Government Contracting	1	15
80 North Shore	SBDC	Not Set	3/17/2021	Cash Flow Management COVID-19 General	Cash Flow Your Way to Break Even Getting Relief for Shuttered Venue	1	17
80 North Shore	CARES Act	COVID-19	3/23/2021	Support	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 Human Resources/Managing	Access to Capital for Small Business	1	28
80 North Shore	SBDC	Not Set	4/1/2021	Employees	Hiring and Managing Employees	1	28
80 North Shore	SBDC	Not Set	4/1/2021	Managing Business	Online Food Delivery Service	1	18
80 North Shore	SBDC	Not Set		Marketing/Sales	Target Marketing	1	23
80 North Shore	SBDC	Not Set	4/1/2021	Start-up Assistance COVID-19	Start-up Costs	1	23
80 North Shore	CARES Act	COVID-19	4/6/2021	Finance/Capital Business	Will Your PPP Loan be Forgiven?	1	23
80 North Shore	SBDC	Not Set	4/7/2021	Accounting/Budget Government	Credit Counseling Federal Government Contracting	1	7
80 North Shore	SBDC	Not Set	4/13/2021	Contracting COVID-19 General	(Part 1) Getting Relief for Shuttered Venue	1	26
80 North Shore	CARES Act	COVID-19	4/20/2021	Support Government	Operators Federal Government Contracting	1	13
80 North Shore	SBDC	Not Set	4/27/2021	Contracting	(Part 2)	1	14
				COVID-19	What You Need to Know About the		
80 North Shore	CARES Act			Finance/Capital	Paycheck Protection Program Legal Requirements for Small	1	10
80 North Shore	SBDC	Not Set		Legal Issues	Businesses Coaching Tools for Business	1	23
80 North Shore	SBDC	Not Set	5/5/2021	Managing Business	Success	1	13
80 North Shore	SBDC	Not Set		Marketing/Sales COVID-19 General	Federal Marketing and Networking Debt Relief Options for Covid-19	1	20
80 North Shore	CARES Act	COVID-19	5/11/2021	Support	Impacted Businesses Starting a Business: What You Need	1	8
80 North Shore	SBDC	Not Set	5/19/2021	Start-up Assistance	to Know Keys to Branding Your Audience on	1	16
80 North Shore	SBDC	Not Set	6/2/2021	Marketing/Sales	Social Media Complimentary Mobile-Friendly Financial Assistant for Business	1	27
80 North Shore	SBDC	Not Set	6/8/2021	Managing Business	Owners Like You	1	7
80 North Shore	SBDC	Not Set	6/16/2021	Business Plan Women-Owned	Your Business Plan - Soup to Nuts Become Women Owned Certified	1	35
80 North Shore Total	SBDC	Not Set	6/22/2021	Business	with the SBA	1 53	62 1,065
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 COVID-19 General	Succession Planning & Exiting During a Crisis The ABC's of Returning Safely to	1	12
90 Central Mass	CARES Act	COVID-19	7/27/2020		Work Selling & Networking in the New	1	10
90 Central Mass	CARES Act	COVID-19	7/30/2020		Normal QuickBooks - Intro to QB Desktop	1	36
90 Central Mass	SBDC	Not Set	8/4/2020	Accounting/Budget COVID-19 General	for Your Business	1	10
90 Central Mass	CARES Act	COVID-19	8/6/2020		Loan Forgiveness Revisited QuickBooks - Introduction to	1	80
90 Central Mass	SBDC	Not Set	9/8/2020	Business Accounting/Budget	QuickBooks Desktop for Your Business	1	12
90 Central Mass	SBDC	Not Set	10/7/2020	Start-up Assistance	10 Essential Elements of a Successful Venture	1	25
90 Central Mass	SBDC	Not Set	10/13/2020	Business 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? SPIN Selling - Consultative Selling	1	10
90 Central Mass	SBDC	Not Set	12/2/2020	Marketing/Sales	Techniques Often Overlooked Opportunities in	1	31
90 Central Mass	SBDC	Not Set	12/10/2020	Tax Planning	Taxation How to Open a Business in	1	4
90 Central Mass	SBDC	Not Set	12/15/2020	Start-up Assistance Business	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		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	Serie de emprendimiento ofrecida en español (serie de 10 partes)	1	71
90 Central Mass	SBDC	Not Set	1/13/2021	Business Accounting/Budget	Accounting 101 - Understanding Current Financial Reports	1	34
90 Central Mass	SBDC	Not Set	1/19/2021	Start-up Assistance COVID-19	How to Open a Business in Massachusetts Legally	1	24
90 Central Mass	SBDC	Not Set	1/21/2021	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	, ,	Marketing/Sales	BHAG - Goal Setting Google My Business: Get Your Local	1	25
90 Central Mass	SBDC	Not Set	2/23/2021	Technology	Business on Google Search and Maps (Part 1) Google My Business: Get Your Local	1	16
90 Central Mass	SBDC	Not Set	3/9/2021	Technology/Computers	Business on Google Search and Maps (Part 2)	1	8
90 Central Mass	SBDC	Not Set		Marketing/Sales	Marketing 101 QuickBooks Desktop for Beginners	1	34
90 Central Mass	SBDC	Not Set	3/16/2021	Technology/Computers	(3 sessions) How to Open a Business in	1	10
90 Central Mass	SBDC	Not Set	3/16/2021	Start-up Assistance	Massachusetts Legally Increasing Your Enterprise Value &	1	19
90 Central Mass	SBDC	Not Set	3/23/2021	Business Plan Business	Growing Your Business	1	6
90 Central Mass	SBDC	Not Set	3/31/2021	Accounting/Budget	Accounting 101 Increasing Your Enterprise Value &	1	45
90 Central Mass	SBDC	Not Set	4/6/2021	Business Plan	Growing Your Business	1	3
90 Central Mass	SBDC	Not Set		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
					How to Open a Business in		
90 Central Mass	SBDC	Not Set	4/20/2021	Start-up Assistance Human	Massachusetts Legally	1	12
				Resources/Managing	How to Recruit, Train and Retain		
90 Central Mass	SBDC	Not Set	4/28/2021	Employees	Top Talent	1	12
90 Central Mass	SBDC	Not Set	5/4/2021	Technology/Computers	QuickBooks Desktop for Beginners SWOT Analysis - A Powerful	1	16
90 Central Mass	SBDC	Not Set	5/18/2021	Business Plan	Management Tool	1	9
90 Central Mass	SBDC	Not Set	5/19/2021	Marketing/Sales	SPIN Selling	1	5
					How to Open a Business in MA		
90 Central Mass	SBDC	Not Set	5/25/2021	Start-up Assistance	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 How to Open a Business in MA	1	10
90 Central Mass	SBDC	Not Set	6/29/2021	Start-up Assistance	Legally	1	10
Total Grand Total						44 209	865 6,225