



Office of Performance Management Oversight (OPMO)

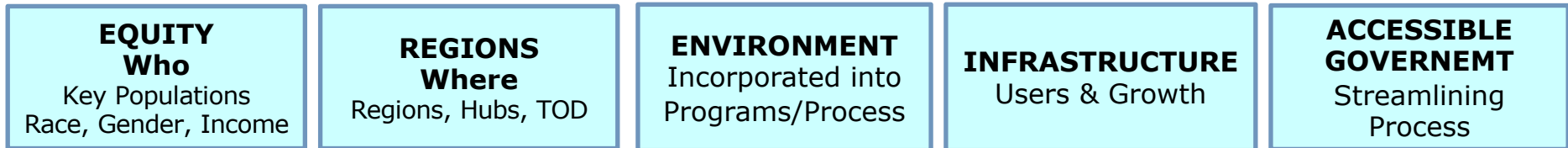
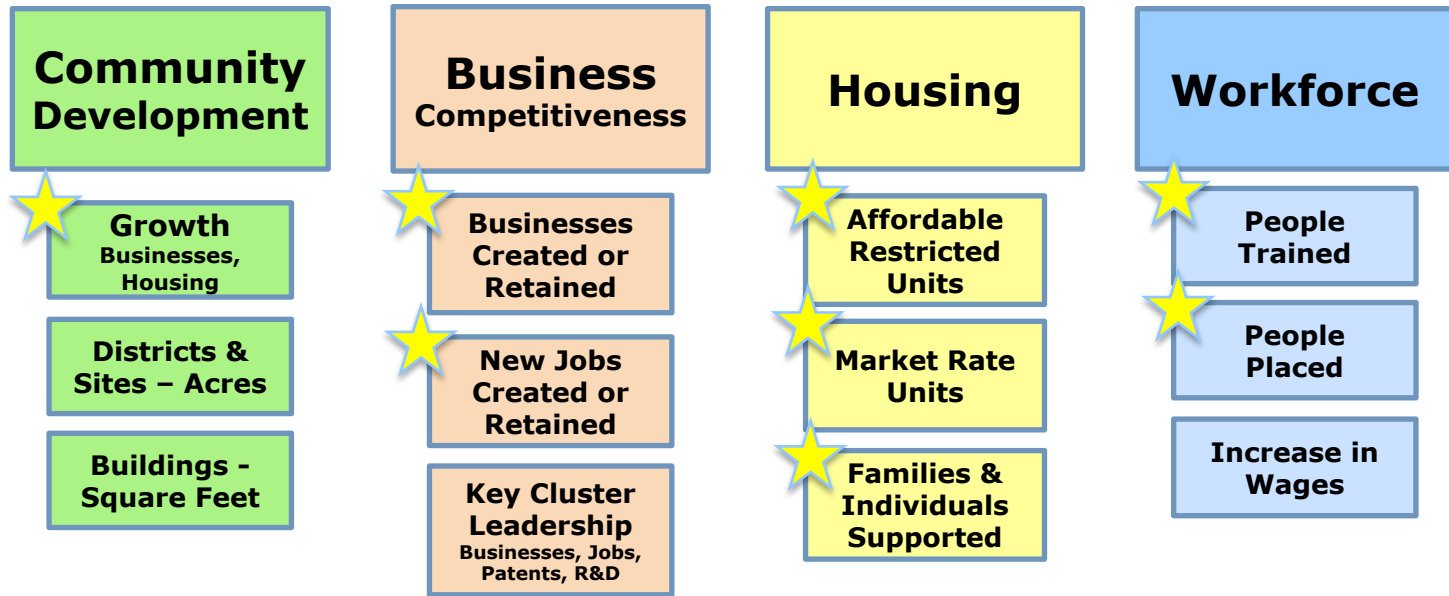
**Massachusetts Office of Business
Development (MOBD)**
FY2022 Report



Economic Development Plan

Key Outcome Metrics

Economic Development Plan Pillars & Principals



Investment Leveraged from Other Sources - \$

Engagement & Technical Assistance – Contact with Individuals & Companies



Agency Mission

- **Mission:** The Massachusetts Office of Business Development assists businesses relocating to Massachusetts as well as businesses wishing to expand their current operations, with specific attention being paid to jobs created, jobs retained, and capital invested. Our team provides a highly responsive, central point of contact that facilitates access to resources, expertise, and incentive programs.
- **Contribution to Partnerships for Growth:** Actively engage with businesses, business partners, and municipalities on a weekly basis to assist in facilitating the state resources.



Agency Goals

- **Agency Goal 1:** Provide technical assistance (from regulatory process to site finding to financing and more) to companies in Massachusetts, both through direct support and outreach by regional directors and REDOs.
- **Agency Target for Goal 1:** Assist a minimum of 400 businesses to resources that assist their operations in Massachusetts.
- **Results of Goal 1:** 440 businesses were assisted.
- **Agency Goal 2:** Ensure the companies in Massachusetts retain or grow their operations within the state.
- **Agency Target for Goal 2:** Retain 250 small businesses through REDOs and Chambers and also retain 2,500 businesses through Mass Growth Capital.
- **Results of Goal 2:** Through REDO 156 businesses retained 5,132 jobs; 149 businesses committed to create 2842 jobs. MGCC supported 5,999 businesses, of which 4,702 are existing businesses and 825 new businesses.



Agency Goals

- **Agency Goal 3:** Effectively strengthen women and minority owned businesses within the state through targeted outreach and support.
- **Agency Target for Goal 3:** Ensure outreach and support to at least 400 women and minority owned businesses. Support businesses through TA providers within their communities, especially in Gateway Cities.
- **Results of Goal 3:** Through Massachusetts Growth Capital Corp. Technical Assistance Grant, TA providers supported 5,999 businesses, of which 3,063 were women-owned and 3,410 minority-owned. Businesses could have both categories.
- **Agency Goal 4:** Continue to build a pipeline of tax credit support and other projects throughout the state. Ensure the growth of job opportunities within the state.
- **Agency Target for Goal 4:** Create at least 150 new opportunities in fiscal year, ensuring at least 25 are in each region of the state. In addition to EDIP projects, we will target 500 jobs created through CDFI and Biz-M-Power programs.
- **Results of Goal 4:** 213 new opportunities were created in fiscal year 2022, of which 139 were closed and 74 open. Western Mass: 23; Central: 25; Northeast: 34; Southeast: 30; and Greater Boston: 29; Merrimack Valley & Metro West: 41. 31 opportunities have not yet selected site.
- Due to a delay in the budget, the CDFI program was pushed to FY2023.



Economic Development Incentive Program (EDIP)

- **Program Description:** EDIP is a tax incentive program designed to foster job creation and stimulate business growth throughout the Commonwealth.
- **Program Budget:** \$20,000,000 (in tax credits)
- **Partnerships for Growth Goal Alignment:** Businesses
- **Fiscal Year Goal 1:** Support municipalities and potentially eligible businesses that want to expand or relocate in the Commonwealth, especially in Gateways Cities.
- **Fiscal Year Target 1:** Aid at least 30 companies that are expanding or relocating to the Commonwealth; the creation of 3,000 new jobs in Massachusetts.
- **Results of Goal 1:** 32 tax credit projects were approved, with expected 2,627 new jobs, 1,014 jobs retained, and \$1.7 billion in private investment. 16 projects were manufacturers and 18 projects in Gateway Cities



Economic Development Incentive Program (EDIP)

- **Fiscal Year Goal 2:** To assist small businesses open stores in vacant storefronts in approved Vacant Storefront Districts.
- **Fiscal Year Target 2:** Help at least 6 small businesses open in approved Vacant Storefront Districts, of which at least 3 (50%) small businesses that are women, veteran or minority-owned.
- **Results of Goal 2:** Only one Vacant Storefront Project was approved and opened in FY 2022 , The Moran Square Diner. One formerly approved project, Dancing Orchids Soapworks in Marlborough, was opened in FY2022. Both of these projects are woman-owned, and one is a woman of color.

Regional Economic Development Organizations (REDO) Grant Program



- **Program Description:** The REDO grant supports regional economic development organizations as they work to support the business community and promote significant clusters. The grant supports regionally based efforts to stimulate, encourage, facilitate and nurture economic growth and prosperity in the Commonwealth including, but not limited to, the identification of regional competitive strengths, challenges and opportunities, regional cluster development strategies, the development of long-range regional workforce skills pipelines in collaboration with workforce and education partners, transportation and land use planning, and support of existing small businesses and downtown districts, and other systems-based activities related to the growth and retention of existing businesses and the attraction of new businesses into the Commonwealth.
- **Program Budget:** \$1,000,000 (tentative)
- **Partnerships for Growth Goal Alignment:** Businesses and Communities

Regional Economic Development Organizations (REDO) Grant Program



- **Fiscal Year Goal 1:** Support MOBD in building project pipeline through referrals.
- **Fiscal Year Target 1:** Referral of 350 small businesses.
- **Results of Goal 1:** 353 businesses were referred from MOBD
- **Fiscal Year Goal 2:** Of the services provided, assist diverse businesses (M/WBEs) with 25 or less employees in creating/retaining jobs
- **Fiscal Year Target 2:** 30% of businesses assisted are M/WBEs.
- **Results of Goal 2:** 838 businesses were assisted; of which 328 (39%) are diverse businesses.



Community Development Finance Institutions

- **Program Description:** Capital item under HED and supplemented by non-state matching funds.
- **Program Budget:** \$2,000,000
- **Partnerships for Growth Goal Alignment:** Business
- **Fiscal Year Goal 1:** Provide loans to small businesses; grow and retain jobs through lending.
- **Fiscal Year Target 1:** Assist at least 400 small businesses; create and retain at least 500 jobs.
- **Results of Goal 1:** Delay in implementation due to budget change. Goals and targets will be revised for next fiscal year. Distribution of funds to MGCC expected fall 2022. Lending will commence after grantees receive funds.
- **Fiscal Year Goal 2:** The funding aims to help diverse businesses in all sectors throughout regions.
- **Fiscal Year Target 2:** Of businesses assisted, at least 60% are M/WBEs.
- **Results of Goal 2:** Delay in implementation due to budget change. Goals and targets will be revised for next fiscal year. Distribution of funds to MGCC expected fall 2022. Lending will commence after grantees receive funds.



End of Fiscal Year Reporting - Excel Directions

Reporting Requirement: In addition to the goal update provided in this PowerPoint, OPMO Agencies must also update the excel sheet that outlines, to fulfil the OPMO statute requirements:

- Grants
- Loans
- Technical Assistance
- Other Financial Assistance
- Patents & Products