

The Massachusetts Small Business Development Center (MSBDC) Network provides high-quality, in-depth counseling, training and capital access which contributes to the entrepreneurial growth of small businesses throughout Massachusetts.

Services are delivered through a network of skilled professional staff supported by a federal, state, and higher education consortium, as well as several partnerships.

Services include, but are not limited to, business and financial plan development, cash flow management, minority business assistance, international and domestic market assessment, government procurement, and export compliance. Over 150 training seminars and workshops are conducted annually addressing a wide variety of topics.

The MSBDC Network is a partnership of the U.S. Small Business Administration, the Massachusetts Department of Business and Technology and a consortium of higher educational institutions led by the University of Massachusetts Amherst, and including Boston College, Clark University, Salem State College, the University of Massachusetts Boston and the University of Massachusetts Dartmouth.

A partnership program with the U.S. Small Business Administration and the Massachusetts Department of Business and Technology under cooperative agreement 7-603001-Z-0022-27. SBDCs are a program supported by SBA and extended to the public on a nondiscriminatory basis. SBA cannot endorse any products, opinions or services of any external parties or activities. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance by calling (413) 545-6301.



Massachusetts Small Business Development Center Network

Contributing to economic and entrepreneurial growth in Massachusetts since 1980

IMPACTsurvey



Studies consistently show that Massachusetts citizens receive a strong return on their investment by utilizing the Massachusetts Small Business Development Center (MSBDC) Network. The program's success is directly related to the quality of our professional staff and partnerships between the U.S. Small Business Administration, the Massachusetts Department of Business and Technology, college and university sponsors, and a wide range of supporters in the business community. In the federal fiscal year of 2004, the MSBDC provided counseling services to 4,365 clients.

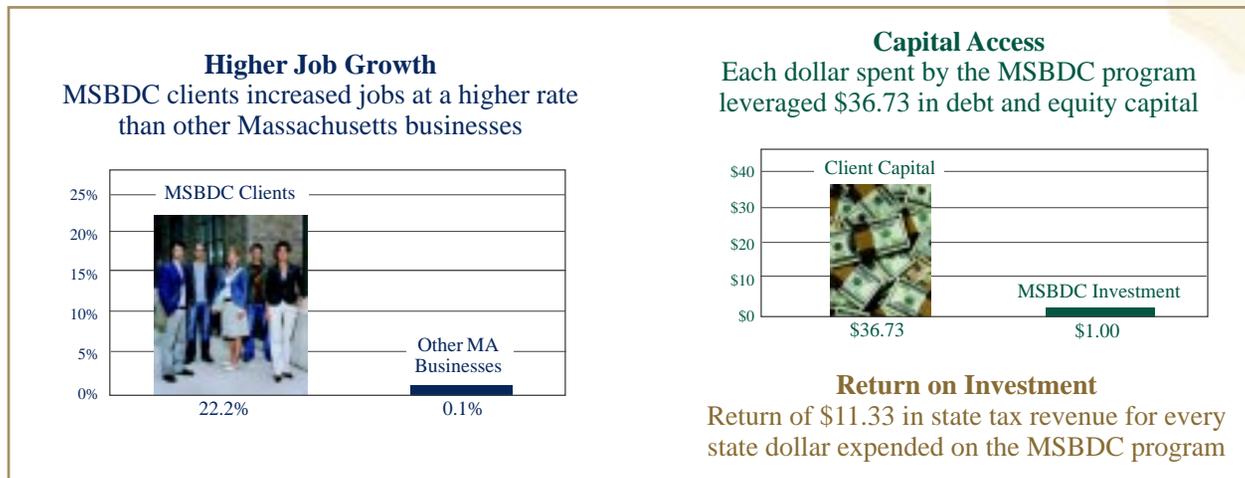
Economic Impact Study

An impact study* of MSBDC clients who received five or more hours of counseling assistance in 2004 yielded the following findings:

- A majority of clients (95%) would recommend MSBDC services to others; 94% of clients felt services were beneficial.
- Counseling services generated \$4.36 in tax revenue for each dollar expended on the program from state, federal and local funding sources.
- Following MSBDC counseling services, \$130.45 million in capital was secured.
- Each dollar spent by the MSBDC program leveraged \$36.73 in debt and equity capital.

MSBDC Clients

- Outperformed average sales growth for all Massachusetts companies: 27.1% versus 5.1%.
- Created higher job growth: 22.2% versus Massachusetts average of 0.1% for established firms.
- Generated \$230.8 million in total new sales revenue and \$15.49 million in total tax revenue (\$5.45 million federal tax revenue; \$10.04 million state tax revenue).
- Produced 1,569 new jobs with the average cost of generating a new job at \$2,264 and preserved 2,789 jobs.



State Office

227 Isenberg School of Management
 University of Massachusetts
 121 Presidents Drive
 Amherst, MA 01003-9310
(413) 545-6301

Counseling Centers

Boston College SBDC **(617) 552-4091**

142 Beacon Street
 Chestnut Hill, MA 02467

Clark University SBDC **(508) 793-7615**

950 Main Street
 Worcester, MA 01610

Massachusetts Export Center **(617) 973-8664**

State Transportation Building
 10 Park Plaza, Suite 4510
 Boston, MA 02116

Procurement Technical

Assistance Center **(413) 545-6303**

227 Isenberg School of Management
 University of Massachusetts
 121 Presidents Drive
 Amherst, MA 01003-9310

Salem State College SBDC **(978) 542-6343**

SSC Enterprise Center
 121 Loring Avenue, Suite 310
 Salem, MA 01970

Southeastern Massachusetts

Regional SBDC **(508) 673-9783**

200 Pocasset Street
 Fall River, MA 02721

UMass Boston SBDC &

Minority Business Center **(617) 287-7750**

College of Management
 100 Morrissey Boulevard, M-5-403
 Boston, MA 02125-3393

Western Massachusetts

Regional SBDC **(413) 737-6712**

Scibelli Enterprise Center
 1 Federal Street
 Springfield, MA 01105

* Findings are from a report by Dr. James Chrisman, Mississippi State University, who sampled 1,052 clients receiving five or more hours of counseling from the MSBDC Network in calendar year 2004. The study had a 20.1% response rate.