



# Massachusetts Small Business Development Center

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[www.msbdc.org](http://www.msbdc.org)

Fiscal Year Annual Impact

2025

October 1, 2024 – September 30, 2025

# Message



As we reflect on the past fiscal year, I am pleased to share the FY25 Annual Impact Report for the Massachusetts Small Business Development Center. Throughout the year, our focus remained on providing practical, trusted guidance to small and mid-sized businesses as they pursued growth, navigated change, and entered new markets. The outcomes summarized in this report reflect the strong collaboration between our clients, advisors, and partners.

The impact highlighted in this report demonstrates how targeted advising, training, and strategic partnerships can support business expansion, job creation, and long-term competitiveness. From scaling operations and accessing capital to commercializing innovation and fostering global expansion, the Massachusetts SBDC continues to play an important role in strengthening the state's growth-oriented business ecosystem.

We are grateful for the opportunity to serve the Commonwealth's business community and for the partners who make this work possible. Looking ahead, we remain committed to supporting sustainable growth and helping businesses succeed at critical stages of development.

**Paula L. Murphy**  
State Director

# Overview



Since 1980, the Massachusetts Small Business Development Center has provided no-cost, confidential advising and training services to small and mid-sized businesses across the Commonwealth.

We equip businesses with the tools and guidance needed to navigate today's economic challenges, focusing on growth strategies, financing, marketing, and operations. Our support also fosters innovation and sustainability to help businesses thrive long-term.

Through targeted, customized services and accessible training programs, the Massachusetts SBDC empowers the state's businesses to compete locally, nationally, and globally.

# Services



Our services are delivered through a statewide network of experienced professionals, supported by strong partnerships with federal, state, educational, and private sector organizations.

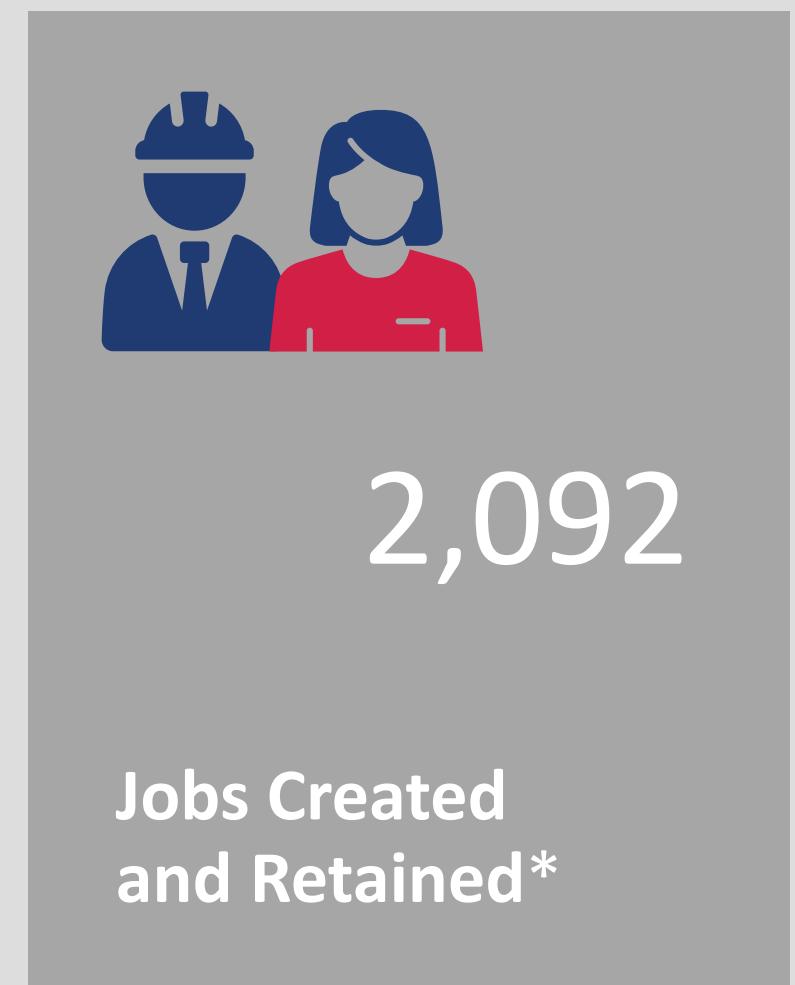
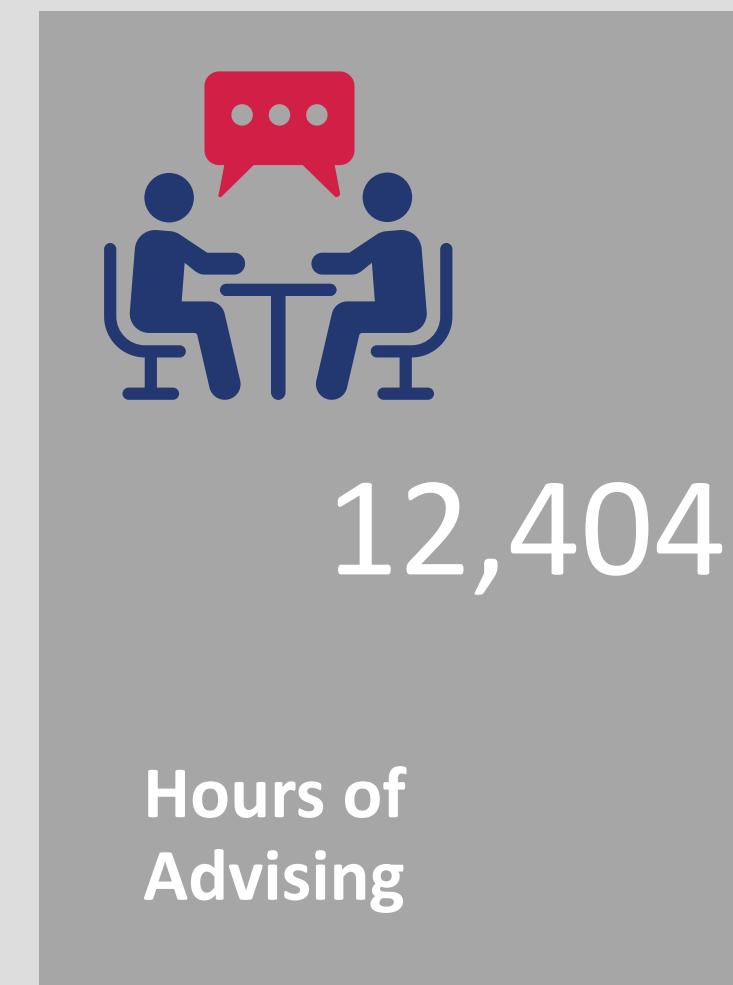
With six regional offices, two specialty centers, and multiple outreach locations, we are equipped to meet the needs of today's fast-paced businesses—offering flexible, customized and accessible advising services.

We provide support through three integrated service areas:

- Business Advisory Services
- International Trade Assistance
- Government Contracting

# FY25 Impact Highlights

Studies consistently demonstrate a strong return on investment from the Massachusetts Small Business Development Center, highlighting the value it brings to communities and businesses across the state.



\*All economic impact numbers are reported in writing by clients with attribution to the Massachusetts SBDC as having helped the client to achieve the outcome.

# FY25 Training Highlights

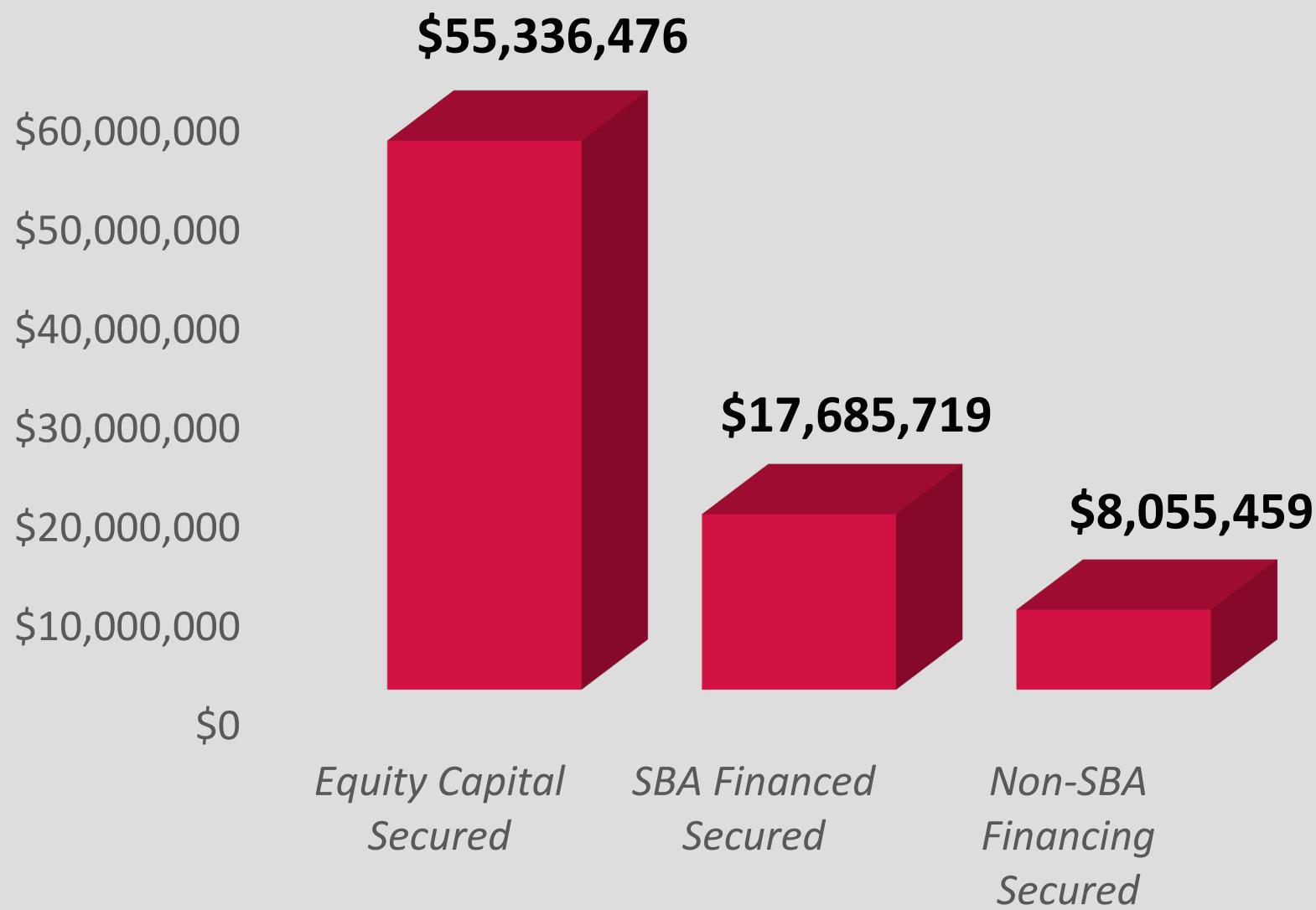
The Massachusetts SBDC delivers seminars, workshops, webinars, and conferences that keep businesses current on emerging trends, industry challenges, and best practices—helping them grow and operate more effectively.



## Topics included:

- How to pitch your business idea
- Writing an effective business plan
- Government contracting
- Marketing in a digital world
- Understanding the business loan process
- Complying with U.S. export controls
- How AI can help your business grow
- Cybersecurity

# FY25 Financing Secured

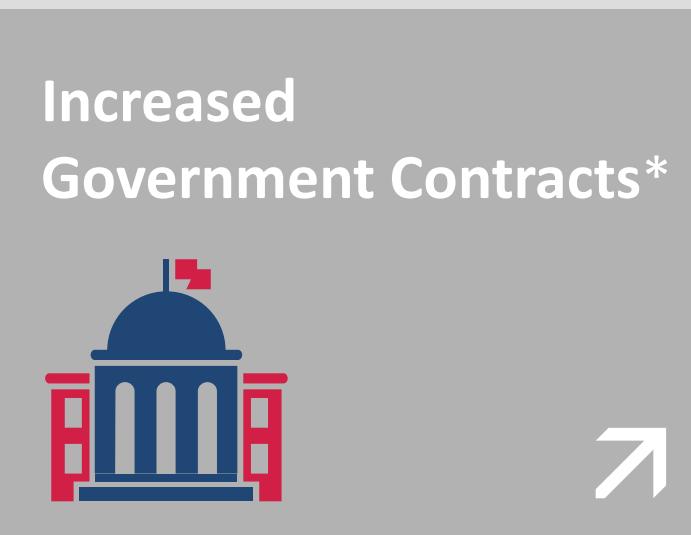
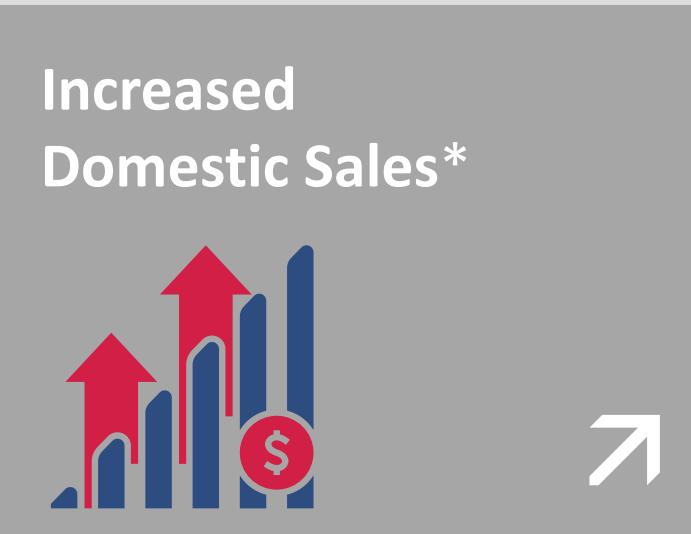


During FY2025, Massachusetts SBDC clients had **284 capital infusion transactions** totaling over **\$81 million in financing** as a direct result of Massachusetts SBDC business advisory support.



# FY25 Revenue Growth: Domestic, Global and Government Markets

The Massachusetts SBDC helps clients to seize business opportunities, expand revenue, access new markets, and capitalize on domestic, international and government contracting opportunities.



\*All economic impact numbers are reported in writing by clients with attribution to the Massachusetts SBDC as having helped the client to achieve the outcome.



# Superior Baking Company Inc.

Brockton, MA

*Winner of the 2025 Small Manufacturer of the Year for Massachusetts*

[www.superiorbakingco.com](http://www.superiorbakingco.com)

## Client Profile

Established in 1920, **Superior Baking Company Inc.** has been delighting distributors, food service companies, and restaurants with quality bread products for over a century. Specializing in custom bread items, Italian bread, bulkie rolls, crusty rolls, and a diverse range of bakery staples, Superior Baking has maintained its tradition of quality while navigating the evolving demands of the industry.

Superior Baking Company sought ways to modernize and strengthen the family-owned bakery and turned to the Massachusetts Small Business Development Center. With guidance from Massachusetts SBDC advisors, Superior Baking implemented critical business enhancements aimed at securing long-term viability, operational efficiency, and sustainable growth for future generations.

[Click here](#) to read complete profile on our website.

[Click here](#) to view more Massachusetts SBDC client success stories!



## Ascent AeroSystems Wilmington, MA

[www.ascentaerosystems.com](http://www.ascentaerosystems.com)

# Client Profile

Established in 2014, **Ascent AeroSystems** has grown to become the global leader in the design and manufacturing of compact all weather coaxial UAVs serving the commercial, industrial, public safety and defense industries. The company's primary markets include the United States, Canada, Australia, Germany, Israel, Jamaica, Singapore, South Korea and United Kingdom.

Ascent AeroSystems began exporting in 2018 and first received support from the Massachusetts Export Center in 2020 on a variety of export-related issues including export regulatory compliance, export operational concerns, shipping and logistics. The Export Center provided customized in-house training to support the company's establishment of internal trade compliance, development of an Export Control Program (ECP) and Technology Control Program (TCP), and other related topics.

*[Click here](#) to read complete profile on our website.*



# BLENDi

## Massachusetts

*Winner of the 2025 Young Entrepreneur of the Year  
for Massachusetts*

[www.blendiblender.com](http://www.blendiblender.com)

# Client Profile

**Jonathan Katz** launched **BLENDi** with one goal: to make healthy living more convenient for everyone, no matter where they are.

Growing a business from an idea into a recognized brand comes with challenges—especially when it comes to scaling and breaking into new sales channels. That's when Jon turned to the Massachusetts Small Business Development Center for support. Working closely with an advisor, Jon rethought BLENDi's go-to-market strategy.

Jon stated, *"The Massachusetts SBDC helped me think outside the box and connected me with opportunities that I would not have found on my own. They have been a game-changer in how I have grown BLENDi."*

[Click here](#) to read complete profile on our website.

# Client Quote



*The Massachusetts SBDC has been instrumental in my success, offering more than just business advice—it's been a partner in my journey. My advisor consistently provided clear, actionable answers to my questions about marketing strategies, building a team, financial planning, and even overcoming roadblocks like creating the right materials to represent my business.*

*I am incredibly grateful for the expertise, encouragement, and clarity that I've gained through my experiences with my SBDC business advisor. The positive impact on my company, my employees, and my confidence as a business owner cannot be overstated. I highly recommend this organization to anyone considering starting a business or any business owner that is navigating growth and/ or changes to their existing business.*

~ Jennifer Baker, Owner and Founder of RightSized Living (Rutland, MA)

# Client Quotes



*The Massachusetts SBDC has been an invaluable partner in our growth—supporting us with everything from pro formas and strategic planning to banker introductions and the kind of practical experience that helps turn challenges into opportunities.*

~ David Fullerton, Founder & CEO of Roastmeisters Coffee, LLC (Worcester, MA)

*The support and mentorship I've received from the Small Business Development Center has been instrumental in shaping R-YOLO's growth. Their guidance, resources, and genuine belief in the vision have empowered me to make smarter business decisions, refine our strategy, and move closer to bringing sustainable wellness into more lives. I'm deeply grateful for their partnership on this journey.*

~ Donna Lee, Founder & Inventor of R-YOLO (Holyoke, MA)

*The Massachusetts Small Business Development Center was instrumental in helping me form my LLC, understand startup tax requirements, and clarify early marketing strategies to launch effectively. My advisor's support allowed me to prioritize what truly mattered as we opened our doors and began serving our local community.*

~ Evan Le, Founder and CEO of Skybound Fitness (Malden, MA)



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