



MASSACHUSETTS DISTRICT

Release Date: April 23, 2019

Contact: norman.eng@sba.gov, 617-565-8510

Release Number: 19-18

follow us on [Twitter](#), [Facebook](#), [and Blogs](#) & [Instagram](#)

MSBDC Government Sales Advisory Program Receives SBDC Service Center Excellence and Innovation Award Program facilitated over \$4.9 million in financing for clients in FY18

BOSTON – The Small Business Administration (SBA) has named the Massachusetts Small Business Development Center Government Sales Advisory Program, sponsored by the University Of Massachusetts Amherst Isenberg School Of Management the honoree for the 2019 SBDC Service Center Excellence and Innovation Award for Massachusetts and New England.

The Program earned the recognition for surpassing most of its performance goals – including facilitation of over \$4.9 million in financing for clients, representing approximately 10.37% of total statewide financing secured in FY18. The program supports small businesses with a wide range of targeted government marketing assistance, and provides assistance to high growth, innovative companies to submit winning proposals to obtain Federal research funding to commercialize their ideas.

“The Government Sales program is a top notch team that helps innovators and contractors get funded,” said SBA Massachusetts District Director, Robert Nelson. “Both Dan and Sandra are invaluable contributors that embody excellence. It is a pleasure to have the opportunity to recognize their achievements and efforts, which has helped fuel millions in investment, awards and contracts into small business growth here in the Commonwealth.”

During 2018, the program provided over 1,075 hours of in depth one-on-one business advisory services to 213 clients. In addition, both employees, Daniel Lilly and Sandra Ledbetter actively participated in events across the state in collaboration with the SBA to promote programs, services and outreach to new markets. Program staff also received the highest evaluation scores from clients serviced during FY18 (96.10%).

“Kudos to Dan and Sandra for receiving this award. The professionalism, teamwork, dedication, and passion for small business embodied by each of them has contributed to their success,” said MSBDC State Director, Georgianna Parkin. “They are a high powered resource for small business.”

Daniel Lilly and Sandra Ledbetter will be honored at the annual SCORE Boston / SBA awards luncheon along with other 2019 Massachusetts Small Business Week winners at Assumption College on Wednesday, May 8, 2019.

###

About the U.S. Small Business Administration

The U.S. Small Business Administration makes the American dream of business ownership a reality. As the only go-to resource and voice for small businesses backed by the strength of the federal government, the SBA empowers entrepreneurs and small business owners with the resources and support they need to start and grow their businesses. It delivers services to people through an extensive network of SBA field offices and partnerships with public and private organizations. To learn more, visit www.sba.gov.