



## MASSACHUSETTS DISTRICT

**Release Date:** April 27, 2018

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**Release Number:** 18-17

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### **SBDC Southeast Regional Office, University of Massachusetts Isenberg School of Management Honored with Massachusetts and New England SBDC Service Center Excellence and Innovation Award**

BOSTON – The Small Business Administration (SBA) has named the Southeast Regional Office of the Massachusetts Small Business Development Center, the winner of the 2018 SBDC Service Center Excellence and Innovation Award for Massachusetts and New England.

The Southeast Regional Office of MSBDC earned the recognition for exceeding goals while understaffed, working successfully as a cohesive team, and developing a variety of training and outreach programs designed specifically for businesses in the region. The Southeast Regional Office is an advising center of the MSBDC Network and in addition to support by the SBA, receives additional financial support from the Commonwealth of Massachusetts and the Isenberg School of Management at the University of Massachusetts Amherst. The office serves all of Southeast MA, including Cape Cod and the Islands, along with the Greater Boston area. The Center currently hosts one-on-one advising sessions at 16 outreach sites throughout the region.

“At the core of the Southeast Regional Center’s effectiveness are the amazing employees,” said **SBA Massachusetts District Director Robert Nelson**. “Although staffing challenges posed issues, they worked together as a team to surpass their goals and assist small businesses in need of assistance. We recognize all of the hard-working efforts put into this year by the entire team.”

During FY17, the team at the Southeast Regional Office under Cliff Robbins’ coordination facilitated over \$7.5 million in financing for clients – representing 12.41% of the total financing secured statewide. They also achieved 46 business starts, the highest of any service center in the state. The team maintains a large geographic territory with its 16 outreach sites – providing advisory services to over 500 clients.

The Southeast Regional SBDC services clients with not only traditional one on one business advisory services, but also international trade/export assistance, help with government contracting and sales, plus also Small Business Innovation Research (SBIR) grant funding opportunities. The Small Business Innovation Research (SBIR) program is a highly competitive program that encourages domestic small businesses to engage in Federal Research/Research and Development (R/R&D) that has the potential for commercialization. Through a competitive awards-based program, SBIR enables small businesses to explore their technological potential and provides the incentive to profit from its commercialization.

"Kudos to the SE Mass Regional Center for receiving this award. The professionalism, teamwork, dedication and passion for small business by each individual in the office has contributed to their

success, "said **MSBDC State Director Georgianna Parkin**. "They are truly a valued resource for small business."

The Southeast Regional Office of the MSBDC will be honored at the annual SCORE Boston / SBA awards luncheon along with other 2018 Massachusetts Small Business Week winners at the Sheraton Needham Hotel on Friday, May 4th, 2018.

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**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](http://www.sba.gov).