

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

Business services are delivered statewide by skilled professional staff supported by a vast network of federal, state, educational and private-sector partners.

Services include, but are not limited to, business and financial plan development, cash flow analysis, marketing and sales strategies, financing options, federal and state procurement contract identification and access, as well as, export advising and international market research and promotion. In addition, over 150 training seminars and workshops are conducted annually to meet clients' needs.

The MSBDC Network is a partnership of the U.S. Small Business Administration, the Massachusetts Executive Office of Housing and Economic Development and a consortium of higher educational institutions led by the University of Massachusetts Amherst Isenberg School of Management, and including Clark University, Salem State College, the University of Massachusetts Boston and the University of Massachusetts Dartmouth.

www.msfdc.org

A partnership program with the U.S. Small Business Administration and the Massachusetts Executive Office of Housing and Economic Development under cooperative agreement 8-603001-Z-0022-28. 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 two weeks in advance by calling the appropriate regional office.



Massachusetts Small Business Development Center Network
227 Isenberg School of Management
University of Massachusetts
121 Presidents Drive
Amherst, MA 01003-9310

Massachusetts Small Business Development Center Network

Contributing to economic and entrepreneurial growth in Massachusetts since 1980

IMPACT

.....survey



Your Success is Our Business!



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 Executive Office of Housing and Economic Development, college and university sponsors, and a wide range of supporters in the business community. In the federal fiscal year of 2006, the MSBDC provided business assistance to 4,079 clients.

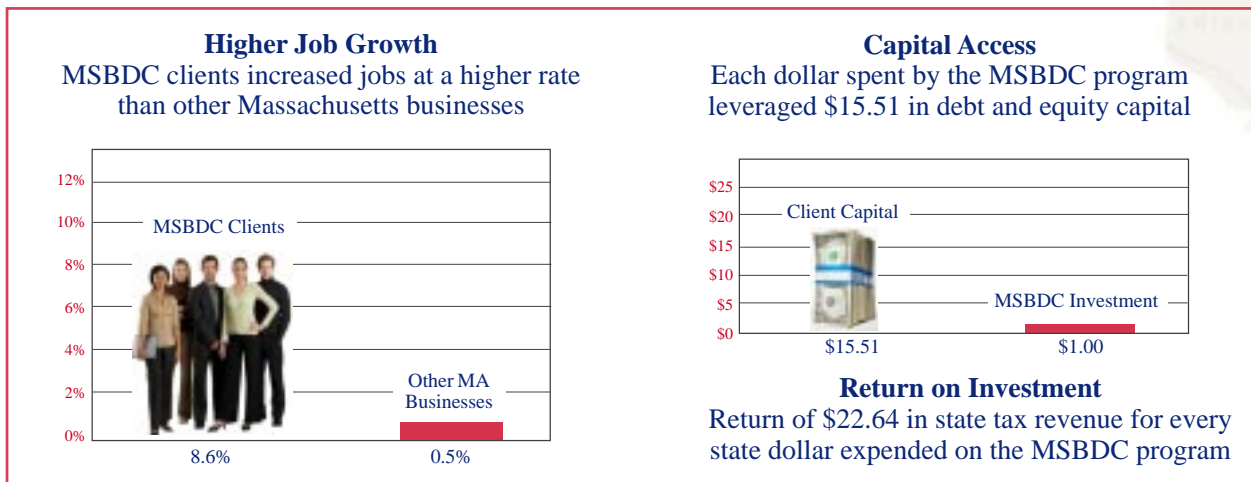
Economic Impact Study

An impact study* of MSBDC clients who received five or more hours of business advisory services in 2006 yielded the following findings:

- A majority of clients (98%) would recommend MSBDC services to others; 94% of clients felt services were beneficial.
- Business advising generated \$7.69 in tax revenue for each dollar expended on the program from state, federal and local funding sources.
- Following MSBDC business advisory services, \$54.9 million in capital was secured.
- Each dollar spent by the MSBDC program leveraged \$15.51 in debt and equity capital.

MSBDC Clients

- Outperformed average sales growth for all Massachusetts companies: 29.4% versus 5%.
- Created higher job growth: 8.6% versus Massachusetts average of 0.5% for established firms.
- Generated \$485.6 million in total new sales revenue and \$27.2 million in total tax revenue (\$7.1 million federal tax revenue; \$20.1 million state tax revenue).
- Produced 2,066 new jobs with the average cost of generating a new job at \$1,711 and preserved 2,335 jobs.



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

Business Advising Centers

Berkshire Regional Office (413) 499-0933

75 North Street, Suite 360
Pittsfield, MA 01201

Boston Regional Office & Minority Business Center (617) 287-7750

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

Central Regional Office (508) 793-7615

Clark University
950 Main Street
Worcester, MA 01610

Massachusetts Export Center (617) 973-8664

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

Northeast Regional Office (978) 542-6343

Salem State College
Enterprise Center
121 Loring Avenue, Suite 310
Salem, MA 01970

Procurement Technical Assistance Center (413) 545-6303

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

Southeast Regional Office (508) 673-9783

200 Pocasset Street
Fall River, MA 02721

Western Regional Office (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 923 clients receiving five or more hours of assistance from the MSBDC Network in calendar year 2006. The study had a 17.9% response rate.