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 Office of Business Development and a consortium of higher educational institutions led by the University of Massachusetts Amherst Isenberg School of Management, and including Clark University and Salem State University.

www.msbdc.org

A partnership program with the U.S. Small Business Administration and the Massachusetts Office of Business Development under cooperative agreement SBAHQ-18-B-0001 through the University of Massachusetts Amherst, Isenberg School of Management. 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.
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 Office of Business Development, college and university sponsors—led by the University of Massachusetts Amherst Isenberg School of Management, and a wide range of supporters in the business community.

**Economic Impact Study**

In 2016, the MSBDC provided one-to-one business advisory services to 2,635 clients. An impact study* of clients who received five or more hours of business assistance in 2016 yielded the following findings:

- A total of 96% of established business clients would recommend MSBDC services to others;
- 89% of clients felt services were beneficial;
- Long-term business advising generated $2.32 in tax revenue for each dollar expended on the program from state, federal and local funding sources;
- Following MSBDC business advisory services, $80.5 million in capital was secured;
- Each dollar spent by the MSBDC program leveraged $18.55 in debt and equity capital.

**MSBDC Clients**

- Outperformed average sales growth for all Massachusetts companies: 12.4% versus 4.7%.
- Produced higher job growth: 12.6% versus Massachusetts average of 1.2% for established firms.
- Gained $81.6 million in incremental sales and generated $10.1 million in total tax revenue ($4.8 million federal tax revenue and $5.3 million state tax revenue).
- Created 1,765 new jobs with the average cost of generating a new job at $2,458.
- Preserved 1,719 jobs.

**Higher Job Growth**

MSBDC clients increased jobs at a higher rate than other established Massachusetts businesses.

**Capital Access**

Each dollar spent by the MSBDC program leveraged $18.55 in debt and equity capital.

**Return on Investment**

Return of $5.28 in state tax revenue for every state dollar expended on the MSBDC program.

*Findings are from a report by Dr. James Chrisman, Mississippi State University, who sampled 787 clients receiving five or more hours of assistance from the MSBDC Network in calendar year 2016. The study had a 12.5% response rate.*