



# Small Business Technical Assistance Grant Program

Fiscal Year 2025 Impact Report

# Letter from Leadership

MassDevelopment's Small Business Technical Assistance (SBTA) Program strengthens Massachusetts' small business ecosystem by funding community-based organizations—such as community development corporations and community development financial institutions—that expand access to business planning support and capital for underserved small and microbusinesses statewide. By focusing on job creation and retention and improving access to public and private financing, SBTA providers play a vital role in helping startups and existing businesses navigate economic challenges and pursue growth opportunities in every region of the Commonwealth.

In Fiscal Year 2025, MassDevelopment awarded **\$6,729,552** in SBTA grants to **73 business-support organizations**. This investment enabled providers to deliver technical assistance to **4,740 small businesses** and helped unlock **\$116,948,899** in loans and grants, supporting business stability, expansion, and long-term success across Massachusetts.

FY25 also marked a significant milestone with the merger of Mass Growth Capital Corporation and MassDevelopment in February 2025. By uniting staff, programs, and resources, the enhanced agency is better positioned to support small businesses as they recover from any lingering impacts of COVID-19 and respond to ongoing economic uncertainty. Through direct financing, grant programs, and continued investment in technical assistance providers, MassDevelopment remains committed to empowering small and micro businesses to grow, compete, and thrive.

Sincerely,



Navjeet K. Bal  
President and CEO

**The Small Business Technical Assistance (SBTA) Grant Program strengthens the operational capacity of nonprofit organizations that deliver advising, resources, and access to capital for Massachusetts small businesses with fewer than 20 employees and annual revenues under \$2.5 million. The program supports one-on-one assistance, cohort-based training, and workshops focused on financial management, business planning, marketing, compliance, and business stabilization or growth.**

## Program Overview

The Small Business Technical Assistance (SBTA) Grant Program provides grants of up to \$150,000 to Massachusetts-based nonprofit organizations—including certified CDFIs, certified CDCs, and community-based nonprofits—with established, community-focused small business technical assistance programs. The program delivers a continuum of services that support small business creation, growth, and stabilization, while strengthening local ecosystems of nonprofits, municipalities, neighborhood organizations, and private-sector partners. SBTA is intended to assist businesses with fewer than 20 employees and annual revenues under \$2.5 million.

Eligible applicants must:

- Be a Massachusetts nonprofit corporation with tax-exempt status.
- Have demonstrated fiscal stability, strong governance, and management capacity.
- Commit to a mission centered on community-driven economic development for small businesses.

Priority consideration is given to organizations serving socially and economically disadvantaged and historically underrepresented entrepreneurs, including women-, minority-, and veteran-owned microbusinesses, as well as cooperatives. Additional priorities include high-touch service delivery, measurable economic impact, expanded access to capital, and multilingual program capacity.

Applications are evaluated based on organizational alignment with small business goals, knowledge of community needs, service delivery experience, strength of small business networks, capacity for high-impact technical assistance, language access, and ability to achieve proposed outcomes for priority populations.

# FY25 Accomplishments



## Impact Overview

**4,740**

Businesses Assisted

**2,196**

Jobs Created

**11,792**

Jobs Retained



## Business Outcomes

**1,493**

Businesses Stabilized

**746**

Businesses Created

**1,459**

Businesses that Grew / Increased Revenue



## Equity & Inclusion

**2,994**

Minority-Owned Businesses Assisted

**2,739**

Women-Owned Businesses Assisted



## Capital Access

**\$116.9 Million**

Capital Obtained (Loans & Grants)

# Success Stories



## BubbleBee Café, Worcester

The BubbleBee Café faced significant operational challenges, including a high rate of employee turnover, limited ability to hire full-time staff due to shortened business hours, and revenue fluctuations caused by the seasonal nature of the business.

With assistance from the Southeast Asian Coalition of Central Massachusetts, Inc.'s Small Business Technical Assistance (SBTA) Program, the café implemented strategic operational improvements. Through this support, BubbleBee Café stabilized its operations by extending business hours, increasing worker wages to improve retention, and investing in additional advertising and marketing efforts to strengthen hiring.

As a result, the café achieved greater workforce stability and improved overall business sustainability, positioning it for continued growth.

## Madhrasi Chai, Boston

Chef Nancy Daniels, owner of Madhrasi Chai, sought support to grow her chai business by increasing visibility and securing larger contracts. Through Women of Color Entrepreneurs Inc.'s Small Business Technical Assistance (SBTA) Program, Nancy received targeted guidance in goal setting and budget planning to strengthen her business foundation.

As a result of this support, Nancy successfully secured a \$10,000 grant from National Grid and obtained a major contract with Encore. These opportunities significantly increased Madhrasi Chai's revenue and expanded its market reach.

Today, Madhrasi Chai continues to grow and scale, demonstrating the impact of strategic technical assistance and access to capital on women-of-color-owned businesses.





## Aexias Beauty Work, Danvers

Aexias Beauty Work was founded from Aexia Martinez' passion for beauty and makeup and grew through social media marketing, client services, and makeup masterclasses. As demand increased, Aexia faced challenges operating out of her home, managing multiple rental spaces, and launching her makeup line.

After being accepted into the North Shore CDC Incubator Program, Aexia received six months of rent-free storefront space and technical assistance to formalize and grow her business.

With this support, she hosted clients and masterclasses in a professional setting, launched her products, and strengthened her business operations.

As a result, Aexia now fully supports herself through her business and has secured a commercial lease.

## Wild Water Collective, Orleans

Wild Water Collective, owned by Mariah Fidalgo, is an artisan shop specializing in handcrafted clothing, accessories, and gifts, with a strong commitment to sustainability and uplifting women-led, queer, and BIPOC creators. Since opening in Orleans in 2021, Wild Water has worked with the Community Development Partnership (CDP), initially receiving a microloan to purchase inventory.

As the business grew, its small space limited workshop capacity and revenue. With her lease ending, Mariah chose to expand rather than close, applying skills gained through CDP to secure additional funding. She received a second microloan to support a move into a new space more than twice the size of the original location.

As a result, Wild Water has doubled workshop capacity and seen a significant increase in foot traffic, driving transformative growth for the business.



## Square Roots Farm, Lanesborough

Square Roots Farm experienced a significant decline in meat and egg sales in 2021 and 2022 after expanding production to meet heightened demand during the pandemic. Recognizing the need to strengthen their marketing but feeling unsure where to start, the farm sought support to reposition its brand.

Through Berkshire Agricultural Ventures' Small Business Technical Assistance (SBTA) Program, Square Roots Farm received comprehensive marketing support, including a full branding overhaul. This assistance led to a redesigned website, new farm signage, updated egg cartons and meat labels, improved farmers' market signage, and branded graphics and tools to sustain future marketing efforts.

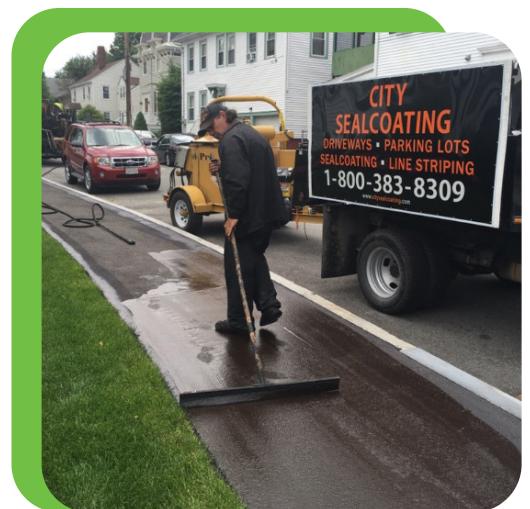
As a result, Square Roots Farm achieved an authentic, professional rebrand that reflects the farm's vision and has supported renewed business growth.



The Latino Economic Development Corporation worked with The Farmer's House in Springfield.



Boston Main Streets Foundation worked with Sweeties, LLC in Boston.



Nectar Community Investments Inc. worked with City Sealcoating in Lawrence.

# Project Listing

## CENTRAL

**Fitchburg**  
NewVue Communities  
\$89,000

**North Central Massachusetts Development Corporation**  
\$89,000

**Framingham**  
South Middlesex Opportunity Council, Inc.  
\$70,777

**Whitinsville**  
Blackstone Valley Chamber of Commerce  
\$89,000

**Worcester**  
Latin American Business Organization Inc (LABO)  
\$155,750

**Southeast Asian Coalition of Central Massachusetts, Inc.**  
\$89,000

**Venture Forum**  
\$88,288

**Worcester Regional Food Hub**  
\$89,000

**Massachusetts Women of Color Coalition, Inc.**  
\$155,750

## GREATER BOSTON

**Boston**  
Center for Women & Enterprise  
\$89,000

**African Community Economic Development of New England**  
\$89,000

**Artmorpheus, Inc.**  
\$89,000

**Boston Main Streets Foundation**  
\$89,000

**Women of Color Entrepreneurs Inc.**  
\$89,000

**Brookline**  
Brookline Chamber of Commerce  
\$72,980

**Chelsea**  
La Colaborativa  
\$88,110

**Dorchester**  
Codman Square Neighborhood Development Corporation  
\$89,000

**CommonWealth Kitchen**  
\$89,000

**Dorchester Bay Neighborhood Loan Fund**  
89,000

**East Boston**  
We Reach Inc.  
\$89,000

**Jamaica Plain**  
Jamaica Plain Neighborhood Development Corporation  
\$89,000

**Somerville**  
East Somerville Main Streets  
\$31,150

## NORTH

**Lowell**  
Community Teamwork Inc.  
\$89,000

**Entrepreneurship for All Merrimack Valley**  
\$155,750

**Lynn**  
Greater Lynn Chamber of Commerce  
\$77,208

**Medford**  
Trustees of Tufts College / New Entry Sustainable Farming Project  
\$84,441

**Salem**  
North Shore Community Development Coalition  
\$89,000

**Salem Main Streets**  
\$26,700

## SOUTH

**Centerville**  
Cape & Islands Community Development, Inc.  
\$89,000

**Eastham**  
Lower Cape Cod Community Development Corporation (dba Community Development Partnership)  
\$155,750

**Fall River**  
Bristol County Chamber Foundation  
\$89,000

**New Bedford**  
Community Economic Development Center  
89,000

**New Bedford Economic Development Council, Inc.**  
\$89,000

**Quincy**  
Neighborhood Housing Finance Corp.  
\$89,000

<b>Taunton</b> South Eastern Economic Development Corporation \$89,000	<b>Pittsfield Economic Revitalization Corporation</b> \$89,000	<b>GNEMSDC Massachusetts Advisors Inc.</b> \$89,000	<b>New York, NY</b> Ascendus \$89,000
<b>WEST</b>			
<b>Chesterfield</b> Hilltown CDC \$155,750	<b>South Deerfield</b> Community Involved in Sustaining Agriculture (CISA) \$57,671	<b>Greater Boston Chamber of Commerce Foundation</b> \$155,750	<b>North Adams</b> Massachusetts Museum of Contemporary Art Foundation Inc. \$89,000
<b>Chicopee</b> Greater Chicopee Chamber of Commerce \$155,750	<b>Springfield</b> Common Capital, Inc. \$89,000	<b>Hispanic American Institute</b> \$89,000	<b>Northampton</b> Cooperative Development Institute \$155,750
<b>Florence</b> The Sphere Northampton \$89,000	<b>Latino Economic Development Corporation</b> \$89,000	<b>Interise, Inc.</b> \$89,000	<b>The ICA Group</b> \$89,000
<b>Great Barrington</b> Berkshire Agricultural Ventures \$48,224	<b>Ware</b> Quaboag Valley Community Development Corporation \$66,750	<b>Local Enterprise Assistance Fund</b> \$89,000	<b>San Leandro, CA</b> Uptima Entrepreneur Cooperative (fiscally sponsored by Everyday People For Change) \$71,200
<b>Greenfield</b> Franklin County Community Development Corporation \$155,750	<b>STATEWIDE</b>		<b>Somerville</b> Greentown Collaborative, Inc. \$89,000
<b>Holyoke</b> Nuestras Raices Inc. \$89,000	<b>Boston</b> Arts & Business Council of Greater Boston, Inc. 87,843	<b>MA LGBT Chamber of Commerce</b> \$89,000	<b>Greentown.org, Inc. (dba FORGE)</b> \$89,000
<b>Indian Orchard</b> Wellspring Cooperative \$26,700	<b>Asian American Civic Association, Inc.</b> \$89,000	<b>The Asian Business Empowerment Council at the Boston Foundation, Inc.</b> \$42,364	<b>Wellesley</b> The Latina Circle (dba Amplify LatinX) \$89,000
<b>Northampton</b> Valley Community Development \$89,000	<b>Black Economic Council of Massachusetts (BECMA)</b> \$89,000	<b>TLE Center for Urban Entrepreneurship</b> \$89,000	
<b>Pittsfield</b> Berkshire Black Economic Council \$89,000	<b>Browning the Green Space</b> \$89,000	<b>Dorchester</b> Boston Center for Community Ownership \$155,750	
	<b>The Carrot Project</b> \$48,646	<b>Jamaica Plain</b> Boston Impact Initiative Fund \$89,000	
		<b>Lawrence</b> Nectar Community Investments Inc. (formerly Lowell Community Loan Fund, dba Mill Cities Community Investments) \$89,000	



# MassDevelopment

[MassDevelopment.com](http://MassDevelopment.com)