



# 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



**Taunton**  
South Eastern Economic  
Development Corporation  
\$89,000

## WEST

**Chesterfield**  
Hilltown CDC  
\$155,750

**Chicopee**  
Greater Chicopee Chamber of  
Commerce  
\$155,750

**Florence**  
The Sphere Northampton  
\$89,000

**Great Barrington**  
Berkshire Agricultural Ventures  
\$48,224

**Greenfield**  
Franklin County Community  
Development Corporation  
\$155,750

**Holyoke**  
Nuestras Raices Inc.  
\$89,000

**Indian Orchard**  
Wellspring Cooperative  
\$26,700

**Northampton**  
Valley Community Development  
\$89,000

**Pittsfield**  
Berkshire Black Economic Council  
\$89,000

**Pittsfield Economic Revitalization  
Corporation**  
\$89,000

**South Deerfield**  
Community Involved in Sustaining  
Agriculture (CISA)  
\$57,671

**Springfield**  
Common Capital, Inc.  
\$89,000

**Latino Economic Development  
Corporation**  
\$89,000

**Ware**  
Quaboag Valley Community  
Development Corporation  
\$66,750

## STATEWIDE

**Boston**  
Arts & Business Council of Greater  
Boston, Inc.  
87,843

**Asian American Civic Association,  
Inc.**  
\$89,000

**Black Economic Council of  
Massachusetts (BECMA)**  
\$89,000

**Browning the Green Space**  
\$89,000

**The Carrot Project**  
\$48,646

**GNEMSDC Massachusetts Advisors  
Inc.**  
\$89,000

**Greater Boston Chamber of  
Commerce Foundation**  
\$155,750

**Hispanic American Institute**  
\$89,000

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

**Local Enterprise Assistance Fund**  
\$89,000

**MA LGBT Chamber of Commerce**  
\$89,000

**The Asian Business Empowerment  
Council at the Boston Foundation,  
Inc.**  
\$42,364

**TLE Center for Urban  
Entrepreneurship**  
\$89,000

**Dorchester**  
Boston Center for Community  
Ownership  
\$155,750

**Jamaica Plain**  
Boston Impact Initiative Fund  
\$89,000

**Lawrence**  
Nectar Community Investments Inc.  
(formerly Lowell Community Loan  
Fund, dba Mill Cities Community  
Investments)  
\$89,000

**New York, NY**  
Ascendus  
\$89,000

**North Adams**  
Massachusetts Museum of  
Contemporary Art Foundation Inc.  
\$89,000

**Northampton**  
Cooperative Development Institute  
\$155,750

**The ICA Group**  
\$89,000

**San Leandro, CA**  
Uptima Entrepreneur Cooperative  
(fiscally sponsored by Everyday  
People For Change)  
\$71,200

**Somerville**  
Greentown Collaborative, Inc.  
\$89,000

**Greentown.org, Inc. (dba FORGE)**  
\$89,000

**Wellesley**  
The Latina Circle (dba Amplify  
LatinX)  
\$89,000



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