



SBA's IMPACT on the MASSACHUSETTS ECONOMY

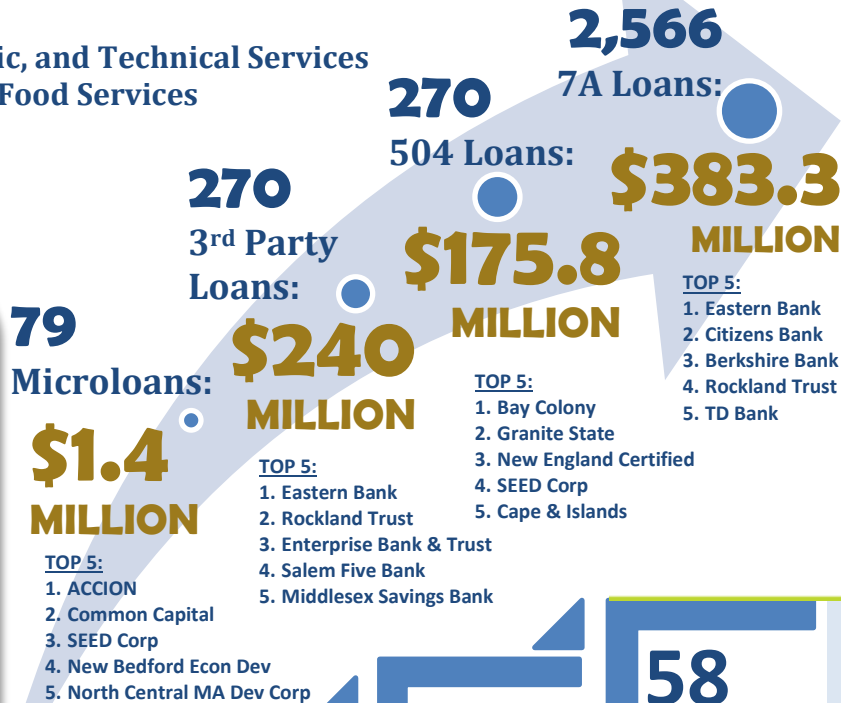
OVER **\$1 BILLION** through **capital** programs

## TOP 5 LENDING CATEGORIES:

1. Construction
2. Professional, Scientific, and Technical Services
3. Accommodation and Food Services
4. Retail Trade
5. Other Services (except Public Administration)

### Lender of the Quarter Awards:

- 1st Quarter: **Hometown Bank**
- 2nd Quarter: **New England Certified Development Corporation**
- 3rd Quarter: **Cambridge Savings Bank**
- 4th Quarter: **Southbridge Credit Union**



**19.3%**  
Largest increase in \$ Amount 7A&504 Past 5 Years

**SBIC** Program

**120** Financings

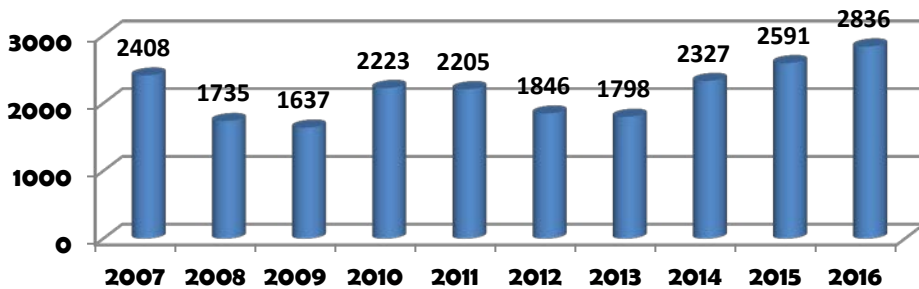
**58** Businesses

**\$255.8 MILLION**

**Massachusetts** ranks out of **68** SBA District Offices in AMERICA:

- #1 on loans less than \$50k
- #2 on loans less than \$150k and underserved
- #2 on total loan approvals
- #2 in number of 7A loans approved
- #5 in number of 504 loans approved
- #1 office for fee waiver initiative savings

## Total 7A and 504 Loans: FY07 - FY16



### FEE WAIVER INITIATIVE

**SAVED**  
borrowers over **\$1.5 MILLION**



**“The Bay State Small Biz ecosystem, amazing lender network, and the tireless resource partner network should be proud.” –Bob Nelson, District Director**



**7,776**



**2,667**



**5,665**



**9,450**

**counseling**  
**25,558**

**CLIENTS SERVED**  
(est. as of 10/28/16)



**Growth Accelerator Fund Competition AWARDEES:**

**\$50k**



✓ E for All



✓ Massachusetts Biomedical Initiatives



✓ North Shore InnoVentures

**Community Lending**

✓ Community Teamwork's Merrimack Valley Small Business Center (MVSBC)

**\$200k**



✓ New Bedford Economic Development Council

**\$330k**



✓ Local Enterprise Assistance Fund

**\$149k**

**Innovation**



**155**

**AWARDS:**

**\$74**

**MILLION**

**contracting**

**Awards to Massachusetts Small Businesses (estimated):**

Small Businesses	<b>\$2.5 billion</b>
Hub Zone	<b>\$59 million</b>
8A Business Development	<b>\$79 million</b>
Veterans	<b>\$176 million</b>
Service-Disabled Veterans	<b>\$154 million</b>
Women-Owned	<b>\$260 million</b>

**New HUBZone firms**

- ✓ Vanguard Enterprises
- ✓ SJ Medsav Solutions
- ✓ Intelligent Cyber Tech
- ✓ Beyond the Wire
- ✓ Valentine & Kebartas
- ✓ Boston Bridge & Steel
- ✓ Maverick Construction Mgmt
- ✓ Rubix Strategies
- ✓ Janey Construction

**New 8A firms**

- ✓ Janey Construction
- ✓ Maria Fallon Electrical Services
- ✓ New Stone Soup, LLC
- ✓ ESS Contracting
- ✓ Unic Pro, Inc
- ✓ ACT Service Corp.
- ✓ Jasmine Alcantara
- ✓ US Eco Products

**72**

**Surety Bonds**

**issued for:**

**\$14.6 MILLION**