



SBA's IMPACT on the MASSACHUSETTS ECONOMY

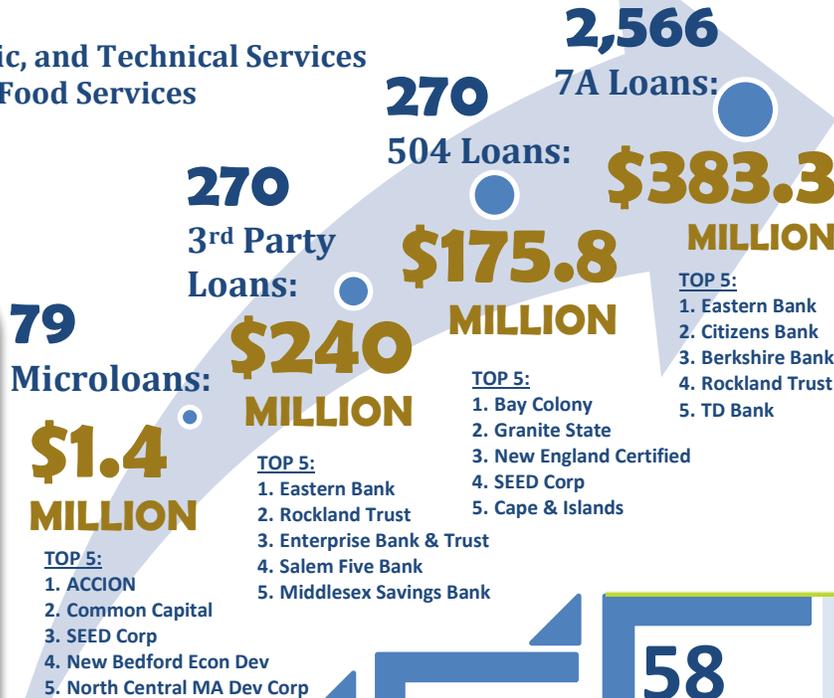
OVER **\$1 BILLION** through **capital** programs

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 Yrs.

SBIC Program

120 Financings

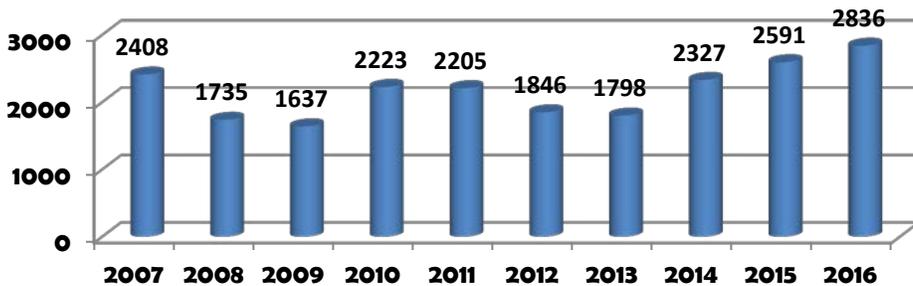
58 Businesses

\$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

counseling
25,558
CLIENTS SERVED
(est. as of 10/28/16)

Massachusetts
SBA
7,776



2,667

Massachusetts Small Business
Development Center
Network
5,665

SCORE
FOR THE LIFE OF YOUR BUSINESS
9,450



**Growth Accelerator
Fund Competition
AWARDEES:**
\$50k



✓ North Shore InnoVentures



✓ Massachusetts Biomedical Initiatives

Community Lending

✓ Community Teamwork's
Merrimack Valley Small
Business Center (MVSBC) **\$200k**



✓ Local Enterprise
Assistance Fund **\$149k**

Innovation



155
AWARDS:
\$74
MILLION

contracting

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

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

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