



# Public Service is OUR Business



**Lender of the Quarter Awards:**

- 1st Quarter: Avidia Bank
- 2nd Quarter: Crescent Credit Union
- 3rd Quarter: Beverly Bank
- 4th Quarter: Enterprise Bank

**2,549**  
7A Loans **\$351.3**  
MILLION

- TOP 5:**
1. Eastern Bank
  2. Citizens Bank
  3. TD Bank
  4. Berkshire Bank
  5. Rockland Trust

**264**  
504 Loans **\$139.2**  
MILLION

- TOP 5:**
1. Bay Colony
  2. Granite State
  3. New England Certified
  4. SEED Corp
  5. Cape & Islands

**264**  
3rd Party Loans **\$203**  
MILLION

- TOP 5:**
1. Eastern Bank
  2. Rockland Trust
  3. Salem Five Bank
  4. Middlesex Savings Bank
  5. Enterprise Bank & Trust

**94**  
Microloans **\$1.6**  
MILLION

- TOP 5:**
1. ACCION
  2. Common Capital
  3. New Bedford Econ Dev
  4. SEED Corp
  5. North Central MA Dev Corp

## TOP 5 LENDING CATEGORIES:

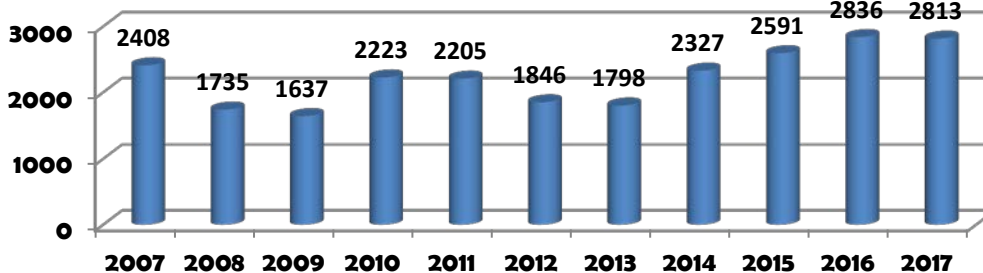
1. Construction
2. Professional, Scientific, and Technical Services
3. Accommodation and Food Services
4. Retail Trade
5. Other Services (except Public Administration)

## Small Business Investment Company Program

➔ **\$255.8**  
MILLION FINANCINGS

➔ **50**  
BUSINESSES

**Total 7A and 504 Loans: FY07 - FY17**



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

- #1 on loans less than \$50k
- #2 on loans less than \$150k and underserved
- #4 on total loan approvals
- #4 in number of 7A loans approved
- #6 in number of 504 loans approved



**“Public Service is OUR Business. The MA SBA team and our partner network continue to work in overdrive to help our small businesses to start, grow and thrive. We are proud to serve all of you here in the Commonwealth.  
–Bob Nelson, District Director**

**Counseling**  
**30,468**  
**CLIENTS SERVED**  
(est. as of 10/23/17)

Massachusetts  
**SBA**  
**10,390**

  
**2,224**

Massachusetts Small Business  
Development Center  
Network  
  
**5,292**

**SCORE**  
FOR THE LIFE OF YOUR BUSINESS  
**12,562**



**Innovation**



**127**  
**AWARDS:**  
**\$76**  
**MILLION**

**National SCORE Chapter  
of the Year: Boston SCORE**



**Boston SCORE Mentors:**  
Howard Fineman and Laura Colcord with  
SBA Administrator Linda McMahon

**Massachusetts State Trade  
Export Promotion Grant**



**\$500K**  
**28 Small Business Grants Awarded**  
-Jay Ash, Secretary of Housing and Economic  
Development, Commonwealth of Massachusetts

**86**

**Surety  
Bonds  
issued for:**  
**\$20.5**  
**MILLION**

**Contracting**

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

Small Businesses	<b>\$2.3 billion</b>
Hub Zone	<b>\$55 million</b>
8A Business Development	<b>\$61 million</b>
Veterans	<b>\$185 million</b>
Service-Disabled Veterans	<b>\$161 million</b>
Women-Owned	<b>\$292 million</b>

**New HUBZone firms**

- ✓ Merrimack Environmental Solutions, Inc
- ✓ W.S. Anderson
- ✓ Starflex, Inc
- ✓ Spartro, LLC

**New 8A firms**

- ✓ APSS Futuristics LLC
- ✓ Creagen Biosciences, Inc
- ✓ Arimann Building Services
- ✓ New Chapter Home Improvement
- ✓ Lucianos Excavation
- ✓ Advoqt, LLC
- ✓ USA Couriers