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Massachusetts Small Business Development Center Network: Boston Regional Office and Minority Business Center

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Massachusetts Small Business Development Center Network Boston Regional Office and Minority Business Center

About Us

Hosted by the College of Management, we are part of a statewide business assistance program providing free one-on-one counsel to entrepreneurs and seeking help with business growth and strategy, financing and loan assistance, and strategic, marketing and operational analysis. Our services are available to the public and members of the UMB community, including student, faculty, and staff. We also offer workshops and training programs on a variety of topics targeted to the needs of small business.

Mission

The MSBDC Network contributes to the entrepreneurial growth of small businesses throughout Massachusetts by providing high-quality, in-depth advising, training, and capital access.



Impact

During federal FY11 our four person team:

- Provided business advisory services to 474 clients through 1,683 counseling hours
- Conducted 16 workshops for 568 attendees in partnership with Boston Public Library and other community partners
- Facilitated 20 deals totaling more than \$2M in total capital
- Helped existing businesses and 15 new business starts resulting in 109 jobs created/retained

Services were provided at UMB and our current network of 9 outreach sites including Chambers of Commerce (Arlington, Cambridge, Newton-Needham, Somerville, South Shore, Quincy, and Waltham-West Suburban), Bunker Hill Community College Center for Community Entrepreneurship and the Harvard I-Lab.

Approach

Our network structure enables us to offer three integrated product lines: Business Advisory Services, Government Contracting, and International Trade Assistance. Services are delivered through a statewide network of skilled professionals (most of whom are former entrepreneurs) supported by a vast network of federal, state, educational and private sector partners.

Collaboration

UMB- College of Management, Office of Government Affairs, Office of Community Relations, Office of Research and Sponsored Projects, Venture Development Center, Entrepreneurship Center, Institute for New England Native American Studies. **Key external relationships-** SBA, MA Office of Business Development, City of Boston. **Minority enterprise-** Greater New England Minority Supplier Development Center, Comm. of MA Supplier Diversity Office. **Economic development-** local CDCs, incubators, business competitions, entrepreneurial training resources. **Funding-** traditional and alternative lenders, public and quasi-public agencies, micro-lenders, venture capital and angel groups.

References and Resources

- Center website- www.sbdc.umb.edu
- Fan page- www.facebook.com/SBDCBoston
- MSBDC State Office- www.msbd.org
- Small Business Administration- www.sba.gov
- Commonwealth of Mass- www.mass.gov

Partnerships

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