

Business Resources

Small Business Administration - Boston District Office

The US Small Business Administration was created in 1953 as an independent agency of the federal government to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise and to maintain and strengthen the overall economy of our nation.

10 Causeway Street, Room 265
Boston, MA 02222
617-565-5590

<http://www.sba.gov/localresources/district/ma/index.html>

U.S. Export Assistance Center

The U.S. Export Assistance Center is a one-stop shop ready to provide your small- or medium-sized business with local export assistance. Receive personalized assistance by professionals from the U.S. Small Business Administration, the U.S. Department of Commerce, the U.S. Export-Import Bank and other public and private organizations. It's a partnership that makes it easier to get the help you need to compete and succeed in the global marketplace.

John Joyce
Regional Manager, International Trade Programs
617-565-4305

john.joyce@mail.doc.gov

<http://www.export.gov/>

The Overseas Private Investment Corporation (OPIC)

The Overseas Private Investment Corporation is an independent U.S. government agency whose mission is to mobilize and facilitate the participation of U. S. private capital and skills in the economic and social development of less developed countries and areas, and countries in transition from nonmarket to market economies. OPIC assists U.S. companies by providing financing (from large structured finance to small business loans), political risk insurance, and investment funds. OPIC complements the private sector in managing risks associated with foreign direct investment and supports U.S. foreign policy.

<http://www.opic.gov/>

U.S. Commercial Service

The U.S. Commercial Service is the trade promotion unit of the International Trade Administration. Trade specialists in 107 U.S. cities and in more than 80 countries work with your company to help you get started in exporting or increase your sales to new global markets.

<http://www.trade.gov/cs/>

U.S. Trade and Development Agency

USTDA's program benefits a variety of U.S. firms. From consulting firms to exporters, USTDA offers opportunities for U.S. businesses of every size to expand their reach into global markets.

<http://www.ustda.gov/>

U.S. Department of Commerce, Minority Business Development Agency

The Minority Business Development Agency is led by business specialists who have the practical experience needed to run successful and profitable businesses. They offer a wide range of business services to minority entrepreneurs.

<http://www.mbda.gov/>

U.S. Export-Import Bank of the United States (Ex-Im Bank)

The U.S. Export-Import Bank of the United States is the official export credit agency of the United States. Ex-Im Bank's mission is to assist in financing the export of U.S. goods and services to international markets. Ex-Im Bank enables U.S. companies, large and small, to turn export opportunities into real sales that help to maintain and create jobs and contribute to a stronger national economy.

<http://www.exim.gov/>

National Women's Business Council

The National Women's Business Council is a bi-partisan federal advisory council created to serve as an independent source of advice and counsel to the President, Congress, and the U.S. Small Business Administration on economic issues of importance to women business owners. The Council's mission is to promote bold initiatives, policies, and programs designed to support women's business enterprises at all stages of development in the public and private sector marketplaces -- from start-up to success to significance.

<http://www.nwbc.gov/index.html>

Veterans Business Development

The mission of the Office of Veterans Business Development is to maximize the availability, applicability and usability of all administration small business programs for Veterans, Service-Disabled Veterans, Reserve Component Members, and their Dependents or Survivors.

<http://www.sba.gov/aboutsba/sbaprograms/ovbd/index.html>

New England Trade Adjustment Assistance Center

There are eleven Trade Adjustment Assistance Centers (TAAC) located across the country. TAACs are government funded non-profit organizations that offer cost-shared assistance to import-impacted manufacturers. The TAAC's purpose is to administer the Trade Adjustment Assistance (TAA) for Firms program within the United States. TAA for Firms is a nationwide program managed by the Economic Development Administration (EDA) under the U.S. Department of Commerce. The program provides technical assistance to help trade-impacted manufacturers remain competitive in the global market.

978-446-9870

taa@netaac.org

<http://www.netaac.org/index.html>

The Massachusetts Small Business Development Center Network

The Massachusetts Small Business Development Center Network in conjunction with the Small Business Administration, provides free or low-cost business seminars to help you raise capital, start or grow your business in Massachusetts.

Massachusetts Small Business Development Center Northeast Regional Office

www.salemstate.edu/sbdc/

Massachusetts Small Business Development Center Worcester Office

<http://www.clarku.edu/Offices/sbdc/>

Massachusetts Executive Office of Housing and Economic Development - Business Resource Team

The Massachusetts Business Resource Team (BRT) is a single point of contact for help to relocate, expand, grow and maintain your business in Massachusetts. The BRT, located at the Massachusetts Office of Business Development (contact MOBD) coordinates state resources to simplify the process for businesses using a formal network of [Business Resource Team Partners](#). Partners provide a vast array of programs critical to business development—including site selection services, permitting assistance, financing options, workforce development, technology collaborations and tax incentives.

877-249-8326 or 617-788-3671

www.mass.gov/bizteam.com

MA Office of Business Development

The MA Office of Business Development (MOBD) is committed to assisting companies who want to locate, expand, grow or maintain presence in Massachusetts. Through nine offices and five industry specialists, MOBD works with companies and municipalities to help them take advantage of available economic incentive programs. MOBD also assistance companies in navigating and accessing the technical, human, financial, training, educational, and ite-finding resources necessary to expand or locate in Massachusetts.

Economic Development Incentive Program (EDIP) is a tax incentive program designed to foster job creation and stimulate business growth throughout the Commonwealth. Participating companies may receive state and local tax incentives in exchange for job creation and private investment commitments. Prospective candidates should work with respective Regional Directors of the Massachusetts Office of Business Development (MOBD) throughout the application process.

www.mass.gov/mobd

Insurance Partnership

The Insurance Partnership is a Massachusetts state program developed by the Executive Office of Health & Human Services and funded by state and federal governments. It helps qualified small businesses with uninsured employees, and the self-employed pay for health insurance. The goal of the Insurance Partnership is to reduce the number of uninsured residents in Massachusetts.

Contact: Betty Conor
The Insurance Partnership
2 Hampshire Street, Suite 100
Foxboro, MA 02035

www.insurancepartnership.org

MassDevelopment

MassDevelopment provides the financial tools and real estate expertise needed to stimulate economic growth across the state of Massachusetts. They work with businesses and local officials to address blighted areas, help create jobs, and address overarching issues that impact economic development, such as housing affordability.

www.massdevelopment.com

Massachusetts Office of Small Business & Entrepreneurship

The Office of Small business & Entrepreneurship works with the Commonwealth's many service providers of technical assistance and financing, as well as directly with small businesses to provide an atmosphere of success. They want you to understand small business needs, provide appropriate programs, and advocate policy to enable growth and job creation.

Business Resource Team at 1-877- BIZTEAM (249-8326)

Massachusetts Office of International Trade and Investment

The Massachusetts Office of International Trade and Investment works to expand the Massachusetts economy by marketing the state's businesses internationally, through focused export promotion, attracting foreign companies to invest into Massachusetts and handling protocol as it relates to trade and investment.

<http://www.moiti.state.ma.us/>

State Office of Minority & Women Business Assistance

An agency within the Commonwealth of Massachusetts helping to promote the development of business enterprises and non-profit organizations owned or operated by minorities and women.

www.somwba.state.ma.us

Business Financing

Federal grants for technology companies for research and development assistance.

- <http://www.sbir.gov/> Search this portal to federal departments such as:
 - SBA - <http://www.sba.gov/aboutsba/sbaprograms/sbir/index.html>
 - DOD - <http://www.acq.osd.mil/osbp/sbir/>
 - NASA - <http://sbir.gsfc.nasa.gov/SBIR/SBIR.html>
 - NSF - <http://www.nsf.gov/eng/iip/sbir/>
 - ED - <http://www2.ed.gov/programs/sbir/index.html>
 - Energy - <http://www.er.doe.gov/sbir/>
 - <http://www.er.doe.gov/grants/>
 - NIH - <http://grants.nih.gov/grants/funding/sbir.htm>
 - DARPA - <http://www.darpa.mil/sbpo/>
 - NAVY - <http://www.onr.navy.mil/en/Science-Technology/Directorates/Transition/SBIR-STTR.aspx>
 - NCI - http://otir.cancer.gov/programs/smallbiz_sbir.asp
 - IARPA - <http://www.iarpa.gov/>

U.S. Small Business Administration (SBA) Office of Technology

The U.S. Small Business Administration (SBA) Office of Technology administers the Small Business Innovation Research (SBIR) Program and the Small Business Technology Transfer (STTR) Program. Through these two competitive programs, SBA ensures that the nation's small, high-tech, innovative businesses are a significant part of the federal government's research and development efforts. Eleven federal departments participate in the SBIR program; five departments participate in the STTR program awarding \$2billion to small high-tech businesses. The U.S National Science Foundation administers the SBIR.GOV site on behalf of the federal government.

<http://www.sbir.gov/index.html>

The United States Department of Agriculture offers Business and Industry Guaranteed Loans to improve, develop, or finance business, industry, and employment and improve the economic and environmental climate in rural communities.

<http://www.rurdev.usda.gov/rbs/busp/bprogs.htm>

The Overseas Private Investment Corporation (OPIC) provides medium- to long-term funding through direct loans and loan guaranties to eligible investment projects in developing countries and emerging markets. By complementing the private sector, OPIC can provide financing in countries where conventional financial institutions often are reluctant or unable to lend on such a basis.

<http://www.opic.gov/financing>

The Export-Import Bank supports the financing of U.S. goods and services, maintaining, and creating more U.S. jobs.

<http://www.exim.gov/products/index.cfm>

The Small Business Administration provides assistance to U.S. small businesses in four primary areas: advocacy, management, procurement, and financial assistance.

www.sba.gov

- SBA recognizes that the conventional commercial loan market may not offer many small business owners access to the capital they need to keep their businesses strong and help them grow. SBA provides a number of financial assistance programs for small businesses that have been specifically designed to meet key financing needs, including debt financing, surety bonds, and equity financing.

Guaranteed Loan Programs (Debt Financing)

SBA does not make direct loans to small businesses. Rather, SBA sets the guidelines for loans, which are then made by its partners (lenders, community development organizations, and microlending institutions). SBA guarantees that these loans will be repaid, thus eliminating some of the risk to the lending partners. So when a business applies for an SBA loan, it is actually applying for a commercial loan, structured according to SBA requirements with an SBA guaranty. SBA-guaranteed

loans may not be made to a small business if the borrower has access to other financing on reasonable terms. SBA loan guaranty requirements and practices can change as the Government alters its fiscal policy and priorities to meet current economic conditions. Therefore, you can't rely on past policy when seeking assistance in today's market.

<http://www.sba.gov/financialassistance/borrowers/guaranteed/index.html>

Below is an overview of SBA's guaranteed loan programs.

- **7(a) Loan Program:** This is SBA's primary and most flexible loan program, with financing guaranteed for a variety of general business purposes. It is designed for start-up and existing small businesses, and is delivered through commercial lending institutions.
- **CDC/504 Loan Program:** This program provides long-term, fixed-rate financing to acquire fixed assets (such as real estate or equipment) for expansion or modernization. It is designed for small businesses requiring "brick and mortar" financing, and is delivered by CDCs (Certified Development Companies)—private, non-profit corporations set up to contribute to the economic development of their communities.
- **Microloan Program:** This program provides small (up to \$35,000) short-term loans for working capital or the purchase of inventory, supplies, furniture, fixtures, machinery and/or equipment. It is designed for small businesses and not-for-profit child-care centers needing small-scale financing and technical assistance for start-up or expansion, and is delivered through specially designated intermediary lenders (nonprofit organizations with experience in lending and technical assistance).
- **Disaster Assistance Loan Program:**
This program provides low-interest loans to homeowners, renters, businesses of all sizes and most private non-profit organizations to repair or replace real estate, personal property, machinery and equipment, inventory and business assets that have been damaged or destroyed in a declared disaster.
- **Bonding Program (Surety Bonds)**
SBA's Surety Bond Guarantee (SBG) Program helps small business contractors who cannot obtain surety bonds through regular commercial channels. A surety bond is a three-party instrument between a surety (someone who agrees to be responsible for the debt or obligation of another), a contractor and a project owner. The agreement binds the contractor to comply with the terms and conditions of a contract. If the contractor is unable to successfully perform the contract, the surety assumes the contractor's responsibilities and ensures that the project is completed. Through the SBG Program, SBA makes an agreement with a surety guaranteeing that SBA will assume a percentage of loss in the event the contractor should breach the terms of the contract. SBA's guarantee gives sureties an incentive to provide bonding for eligible contractors, thereby strengthening a contractor's ability to obtain bonding and greater access to contracting opportunities for small businesses. SBA can guarantee bonds for contracts up to \$5 million, covering bid, performance and payment bonds, and in some cases up to \$10 million for certain contracts.
<http://www.sba.gov/financialassistance/borrowers/surety/index.html>
- **Venture Capital Program (Equity Financing)**
SBA's Small Business Investment Company (SBIC) Program is a public-private investment partnership through which SBA provides venture capital to small businesses. SBICs are privately owned and managed investment funds, licensed and regulated by the SBA. With the private capital they raise and with funds borrowed at favorable rates through SBA, SBICs provide financing in the form of debt or equity to small businesses. SBICs are similar to venture capital, private equity and private debt funds in terms of how they operate and their ultimate objective to generate high returns for their investors. However, unlike those funds, SBICs limit their investments to qualified small business concerns as defined by SBA regulations.
<http://www.sba.gov/financialassistance/borrowers/vc/index.html>

MassDevelopment's Emerging Technology Fund (ETF) supports innovation and growth in Massachusetts by providing loans and guarantees for technology-based manufacturing facilities and equipment.

<http://www.massdevelopment.com/financing/specialty-loan-programs/emerging-technology-fund/>

Massachusetts Business Development Corporation's mission has always been to provide loans and investment capital to growing companies in Massachusetts.

<http://www.mass-business.com/site/site-massbiz/content/direct-loans/>

MTC Renewable Energy Trust offers competitive grants for businesses interested in renewable and clean energy projects.

<http://www.masstech.org/renewableenergy/business.html>

This is a new small business loan program designed to improve access to financing by very small businesses that are receiving one-on-one assistance and training from small business assistance providers.

<http://mcbc.info/partners>

The Massachusetts Technology Development Corporation (MTDC), a leading edge venture capital firm that addresses the "capital gap" for start-up and expansion of early-stage technology companies operating in the Commonwealth of Massachusetts.

<http://www.mtdc.com/>

The Economic Stabilization Trust lends working capital to small and medium sized, value-added businesses in Massachusetts. By providing loans where traditional financing is not available or where credit is no longer extended, companies are able to implement restructuring plans to create a stable financial future for the company and its employees. The Trust's experienced staff also works hand-in-hand with management to assist in the turn-around of businesses.

<http://www.commcorp.org/trust/index.html>