



Small Business Technical Assistance Program

Presented by:

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Director of Economic Development

Massachusetts Association of Community Development Corporations

Who We Are



Membership

Organization

Building high-performing
community development
sector



Advancing Equity

Racial and economic equity through policy advocacy and investment



Creating Healthy Communities

Affordable housing,
economic opportunities, and
civic participation





Overview of the Small Business Technical Assistance Program



Early 2000s Launch

Addressing technical assistance needs of small and micro businesses, especially in underserved communities



State-Funded Program

Line item: 7002-0040



Supports CDCs and CDFIs

To deliver free or low-cost technical assistance services.

Why MA Invests: To grow local economies, create jobs, and ensure equity by supporting historically underserved entrepreneurs.



New Oversight (2025)

In February 2025, Mass Growth Capital Merged with MassDevelopment - the state's finance and development agency focused on economic growth, job creation, and housing production.

Today, 73 organizations receive SBTA funding.



How MACDC Advocates for SBTA

1

Convene Membership

Coordinate policy advocacy efforts

2

Legislative Engagement

Hold regular meetings with legislators and Secretary of Economic Development.

SBTA is consistently on our **state budget priority list**.

3

Lobby Day

We gather 200+ CDC leaders at the MA State House annually

4

Budget Advocacy

FY26 request: \$10M (from \$7.5M in FY25)

Return on Investment: For every \$1 from the state, ~\$10 is leveraged in federal and private capital.

SBTA State Funding History

\$7M

FY23

State allocation

\$5M

FY24

State allocation

\$7.5M

FY25

Current allocation

\$10M

FY26

Requested amount

For every \$1 from the state, ~\$10 is leveraged in federal and private capital



Why Banks and Philanthropy Care About SBTA

Capital Ready

Banks benefit because TA providers help entrepreneurs become capital ready — improving loan readiness and reducing risk.

Joint Partnerships

CDFIs, banks, & CDCs expand capital access, hold educational workshops, networking events, local Chambers of Commerce & more



Business Capacity

Expands small business lending pipeline for lenders

Philanthropic Support

Foundations complement state commitment

Building the Field: MACDC's Capacity Building Support



Mel King Institute
For Community Building
A program of MACDC

Mel King Institute

- **Business Development Certificate Program** - Equips TA providers with skills in small business planning, finance, marketing, and client assessment
- **Mindshift Business Blueprint** - Supports TA providers in refining their approach by offering tools to improve client engagement, service model design, and outcome tracking
- **Fundamentals of Opportunity Finance** - Designed for those newer to community development finance, introduces the structure, purpose, and practices of the CDFI industry. Helps TA providers better understand how capital flows



Community Business Network

- Quarterly peer exchange (65+ participants)
- Mix of CDCs, CDFIs, banks, statewide partners
- Guest speakers: Secretary of Econ Dev, SBA, LISC, IRS Taxpayer Advocacy & more!
- Legislative updates, emerging needs, capital opportunities, best practices, new programming

Contact Information

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