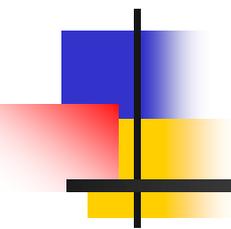


Partnership as a Win-Win Approach

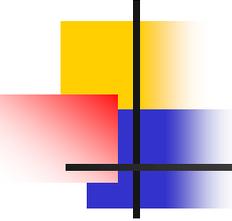


Jamaica Plain NDC

Alison Moronta

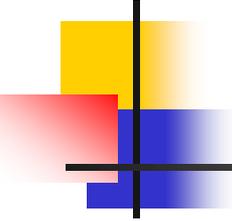
Business Development Director

May 3rd, 2012



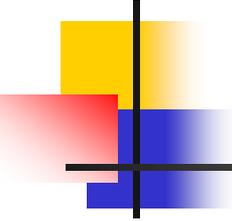
JPNDC-Mission Statement

- The mission of the Jamaica Plain Neighborhood Development Corporation is to promote **equitable development and equal opportunity** in Jamaica Plain and adjacent neighborhoods through affordable housing, organizing, and economic opportunity initiatives that **improve the lives of low- and moderate-income people** and **create a better community for all**.
- JPNDC is celebrate 35 years serving Jamaica Plain, a neighborhood of Boston, MA.



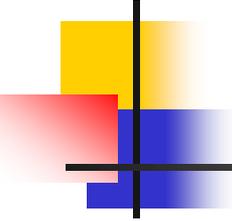
JPNDC's Small Business Development Program

- The JPNDC's Small Business Development Program is one of the components of JPNDC's Economic Development Department.
- The program was launched in 1997 to serve Jamaica Plain business community.



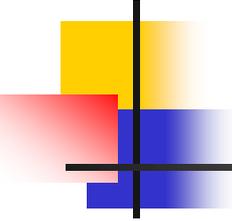
Services

- One-on-one technical assistance to minority, immigrants, women, and individuals who are low-moderate income.
- Educational workshops/trainings
- Access to financing
- Post-loan TA assistance
- Referral to resources



JPNDC's Small Business Development Program

- The JPNDC's Small Business Development Program makes a difference in the neighborhood by making our business districts healthy and vibrant, improving products and services for residents, and creating local jobs.
- **Our Primary Goal** is to help small businesses in Jamaica Plain start, stabilize, grow and become more profitable.



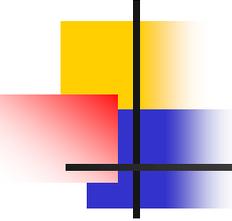
JPNDC's Small Business Development Program

- Provide assistance to 100s of entrepreneurs and business owners every year and have served over 1,500.
- Facilitated closing of over \$9 million with 125 loans ranging from \$1,000 to over \$500,000 to small businesses.
- Educated 1,000s with about 110 educational workshops/trainings.

Our Partners

The Community Business Network-CBN.

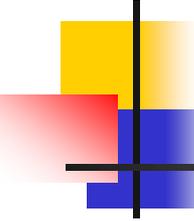
- Three local Main Street Programs: Hyde/Jackson Sq. MS; Egleston Sq. MS; and Centre/South Main Streets.
- Mass Small Business Development Center Network-SBDC UMass Boston Office.
- Legal Partners: Goodwin Procter; The Lawyers Committee for Civil Rights; The Transactional Law Clinic of Harvard Law School.
- Accountants and Professional service providers.



Our Lending Partners

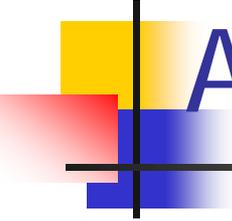
- Have partnered with over 26 commercial banks, non-for-profits, City programs and financial institutions including: Eastern Bank, Mt. Washington, Citizens Bank, Dorchester Bay EDC, ACCION, USA, City of Boston-Office of Business Development, Urban-Edge's Loan Fund, MGCC, and BLDC among others.

Partnership as a Win-Win Approach



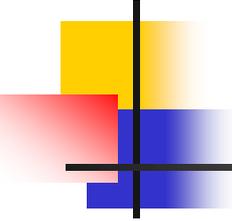
- Leverage our resources and allow us to bring more services and resources to neighborhood entrepreneurs and business owners.
- Reduce and avoid duplication of marketing effort.
- Serve as a workforce to provide expanded services to distressed communities.

Partnership as a Win-Win



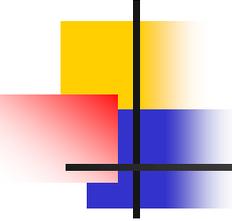
Approach

- Increase opportunities to collaborate to obtain funding to sustain economic and business development programs.
- In general organizations are using partnerships as a strategy to carry on some projects.



JPNDC-Member of CBN

- The Community Business Network-CBN, is a collaborative network, serving entrepreneurs and small businesses in distressed neighborhoods in Boston.
- CBN is represented by 3CDCs in Boston including Dorchester Bay Economic Development Corporation, Viet-AID and JPNDC.



Partnership with ACCION, USA

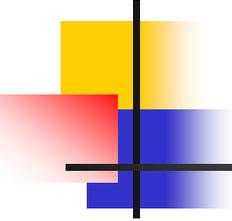
JPNDC and ACCION, USA partner to:

- Provide assistance with individualized credit management and access to small loans (\$700 to \$50,000).
- Services are available at JPNDC's office and offered in English and Spanish.

Partnership with MSBDC-

UMass Boston

- A successful partnership since the year 2000.
- Sponsoring educational trainings several times during the year.
- Occasionally partnering to provide business assistance.
- On-going referrals to clients outside our cover area.



Alison Moronta
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Jamaica Plain NDC
Small Business Program
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