



Micro Business Development Program

gives low-to-moderate income individuals and families an opportunity to start, sustain, and expand their own businesses.

INCREASE INCOME * BUILD ASSETS * CREATE JOBS * REDUCE POVERTY

FY 2022 REQUEST

In addition to the \$293,000 in the base budget, we request \$200,000 to ensure we have the resources to fund robust MBDP programs at each Community Action Agency statewide.

CUMULATIVE OUTCOMES

2010—2020

4,502 clients served

721 businesses started

904.7 FTE jobs created

\$12,032,412 in capital leveraged by client businesses

FY 2020 OUTCOMES

During the pandemic, MBDP continued to assist business start-ups, expansions, and job creation, and also focused on supporting, sustaining, and saving businesses affected by COVID-19.

627 clients served

319 new clients

39 business start-ups

57 business expansions

32.5 FTE jobs created

34 who were unemployed gained employment

\$1,523,109 in capital leveraged by client businesses

EMBRACE COVID recovery grants, August—

December 2020:

436 grants totaling \$2,103,838.50

Since 1988, the Micro Business Development Program (MBDP) of the Vermont Community Action Agencies has helped to strengthen the economic self-sufficiency of more than 10,000 Vermonters as well as the economic vitality of our communities. We have launched or expanded more than 2,100 Vermont businesses, created thousands of jobs, and helped entrepreneurs leverage more than \$16 million in financing.

MBDP provides classes and 1:1 coaching to support entrepreneurs at every stage of the business process: from clarifying their ideas to completing market research, developing business and marketing plans, applying for funding, understanding taxes and bookkeeping, launch, problem solving, and growth. What makes us unique is our decades of experience supporting those with the least assets, credit, resources, networks, and/or readiness to start their own businesses. We support clients in developing their personal financial skills, credit history, and self-promotion skills so that they are ready to pursue business ownership. We partner with other organizations, including business lenders and social services, to ensure that participants have the resources they need to succeed.

MBDP clients count on us to provide individualized, focused support on their journey to self-sufficiency. 25% of our clients averaged 22 hours of 1:1 business counseling**. Exceptional support allows for exceptional outcomes. ***“Business ownership is a proven pathway out of poverty, helping to increase income, create wealth, and move people off public assistance.”****

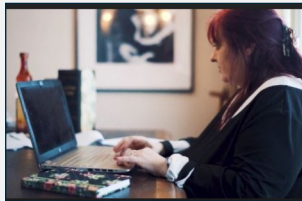
*Source: The Vermont Department of Children and Families - Outcomes for 2018, Agency of Human Resources - Department for Children and Families

** For CVOEO clients; hours may vary statewide.

MICRO BUSINESS DEVELOPMENT PROGRAM

* CLIENT SUCCESS STORIES *

BROC Community Action in Southwestern Vermont (BROC)



Patricia Lewis of Van Velzer Press, Pittsford, VT

“We were just going to quietly close. Now we have a powerful wave of energy to tackle some social marketing.”

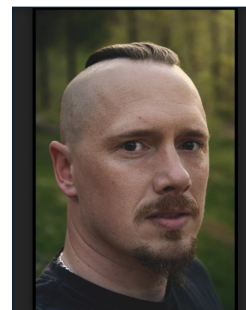
For more about MBDP at BROC Community Action, please contact:
Tyler Jokinen at tjokinen@broc.org

Capstone Community Action

Nathan Payne of Dream Anchor Photography, Williamstown, VT

"Applying for this grant allowed me to reflect on my business and honestly evaluate what critical aspects of my business I was overlooking due to financial concern. By going through this process, I addressed various aspects of my business that were limiting my current and future success. Even if [they] were to have denied me the funds, I would have had a better understanding of my business's weaknesses, which would have altered the course of my business for the better."

For more about MBDP at Capstone, please contact Liz Scharf at lscharf@capstonevt.org.



Champlain Valley Office of Economic Opportunity (CVOEO)

Krista Marzewski of Story Yoga, Burlington, VT

We asked: what accomplishment are you most proud of?

“That I own my own business! Teach yoga at the Turning Point Center in Chittenden County, people in recovery, the senior population, LUND, persons with trauma, persons still in active addiction, I have my own apartment, pay my bills and have a savings account!! ALL due to this program & my coach!! John was FANTASTIC!! The staff is knowledgeable, caring, willing to help me achieve my dream & believe in myself again.”

For more about MBDP at CVOEO, please contact Kathryn Baudreau at kbaudreau@cvoeo.org.

Northeast Kingdom Community Action (NEKCA)

Janet Heartson of Wellness Consulting, Barnet, VT

“I am incredibly grateful that you are helping me grow the services I offer in a way that meets a profound need in the community. Having a chronic illness that I manage, I understand the frustrations that come from not getting answers to ‘why am I so sick?’. Working with the medical community, taking the time to map out systemic imbalances and coach clients to a healthier outcome will be an honor and a privilege that you have afforded me. I will repay this by being dedicated and generous with my time and attention to those I serve.”

For more about MBDP at NEKCA, please contact Amy Robinson at amy@nekcavt.org.



Southeast Vermont Community Action (SEVCA)



Lysa Renee Mosca of The SUSU Healing Collective LLC, Brattleboro, VT

“We are grateful to have access to E.M.B.R.A.C.E. funding to address our immediate needs. This grant helped us to make a swift transition to web based sales and continue serving our client base. We have been able to learn new skill, too, to support our market!”

For more about MBDP at SEVCA, please visit
<https://www.sevca.org/economic-development/micro-business-development>