Who We Are

• NEBA  New England Business Associates  
  Jeannine Pavlak, Executive Director
• BDC  Business Development Center  
  Colleen Moynihan, Program Director

Mission
To enable people with disabilities to be fully included in community life, primarily through employment.

New England Business Associates

• Incorporated 1983
• Service Area
• Programs
  Supported Employment
  On Our Way
  Career Ladders
  DTA services
  Self Employment
### NEBA Business Development Center

- Pilot program Massachusetts Developmental Disabilities Council 2007
- Key location
- Training Access Options
- CDC

### Self Employment Benefits

- Personal Development
- Flexible Time Management
- Planned Income Growth

### Self Employment Challenges

- Funding
- Sustainability
- Long Term Team Support
Self Employment Challenges
- Fear of Losing Benefits
- Individuals Seen as Incompetent
- Community & Peers Dismiss Idea as Viable
- Engaged Long Term Team

Why A Business
- Who Is The Team?
- What Is Their Role?
- How Is Team Identified?

Business Plan Development
- Assessment
- Tools
- Doing the Plan
  - Financials
  - Business Narrative
  - Marketing
Client Source

- Vocational Rehabilitation Agencies
- Community Rehabilitation Providers
- Federal Programs- VA, TTW, SCORE
- Individual

Program Resources

- Plan for Achieving Self Sufficiency   PASS
- Ticket to Work       TTW
- SCORE, SBA
- Certified Benefit Specialists

Program Resources

- Community Development Collaborative
- Partnership Plus
- Fees
### BDC Statistics 2014

Since 2009

- Inquiries: 194
- Completed Plans: 96 (49%)
- Active Businesses: 48 (50%)
- Employees (jobs created): 23
- Impact Self Sufficiency: $320,680

### Businesses Ventures

- A. Anderson: web design
- S. Phillips: graphic interpreter
- M. Pecor: small engine repair
- M. Nasjleti: motivational speaker