



# 2025 ANNUAL REPORT



# A FEW WORDS FROM...



**DORIAN ZWIEREWICZ,  
STATE DIRECTOR, CTSBDC**

Small businesses are the backbone of Connecticut's economy and the heart of our communities. They create jobs, spark innovation, and bring vitality to our cities and towns. At Connecticut Small Business Development Center (CTSBDC), we are honored to walk alongside these entrepreneurs, helping them navigate challenges, seize opportunities, and turn bold ideas into lasting enterprises.

This year's impact would not be possible without the strong support of our funding partners. Their continued investment allows CTSBDC to deliver no-cost, confidential advising and training to thousands of small businesses across the state. Together, we are expanding access to resources, strengthening local economies, and ensuring that entrepreneurs from every background have the tools they need to succeed.

On behalf of our entire team, thank you for believing in the power of small business and for helping CTSBDC drive meaningful growth throughout Connecticut.

Yours in small business solidarity,

*Dorian Zwierewicz*



# 2025 HIGHLIGHTS



**CAPITAL RAISED**

**\$51,941,210**



**BUSINESSES STARTED**

**196**



**TOTAL CLIENTS SERVED**

**2,875**



**CHANGE IN SALES**

**\$33,143,128**



**ADVISING HOURS**

**11,193 hours**



**APPROVED CAPITAL TRANSACTIONS**

**431**



**AVG. ADVISING HOURS/CLIENT**

**5.14**

# 2025 HIGHLIGHTS

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**JOBS CREATED**

**707**



**JOBS RETAINED**

**5,164**



**JOBS SUPPORTED**

**9,135**



2,179



CLIENTS COUNSELED

960



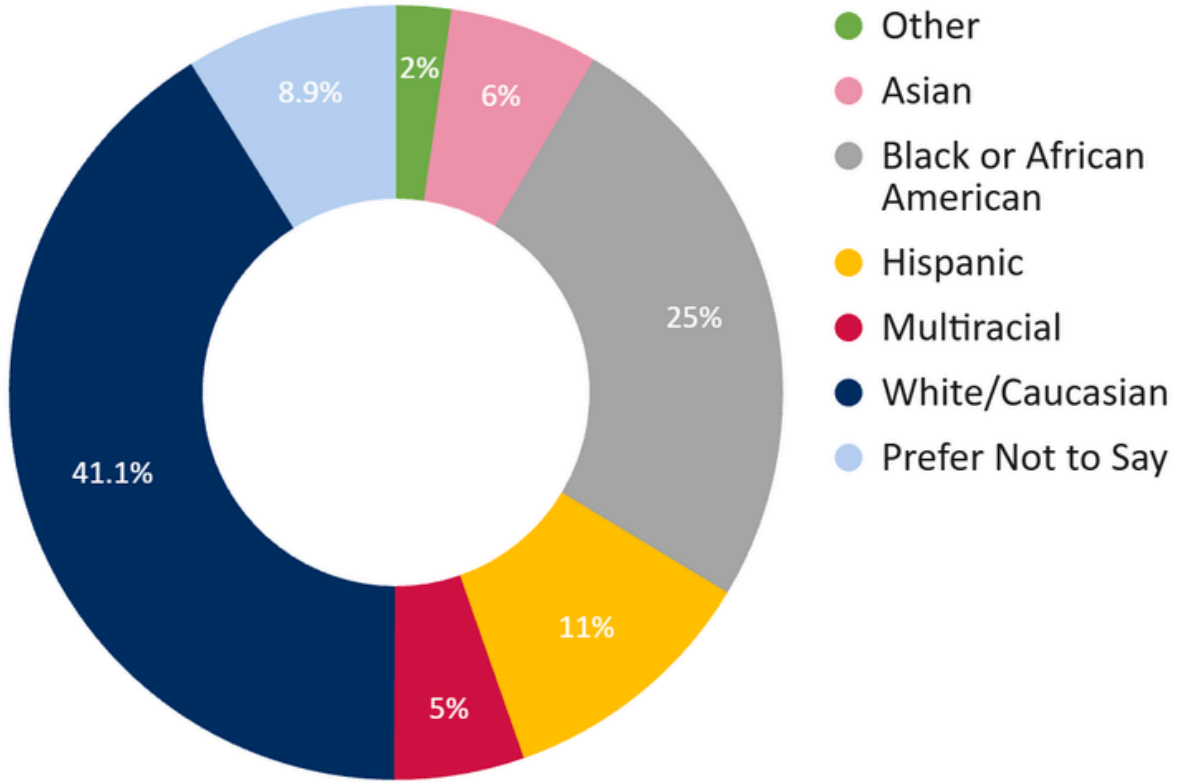
CLIENTS TRAINED

INDUSTRY

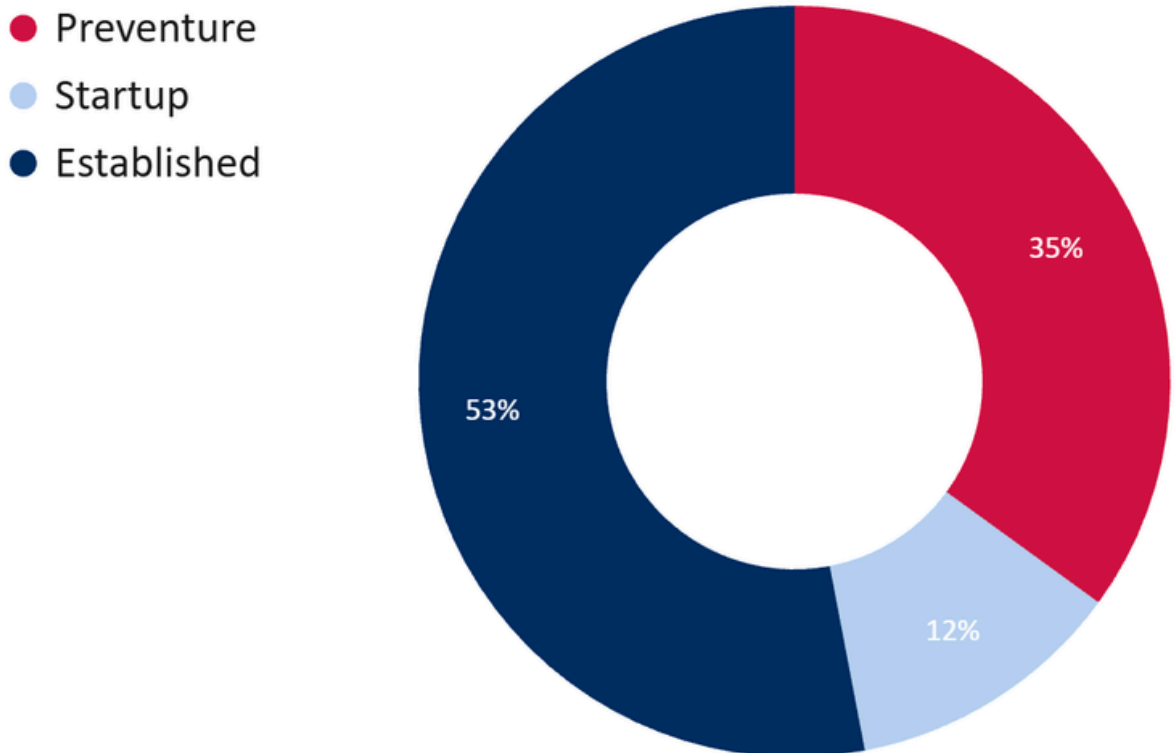


PERCENTAGE OF TOTAL CLIENTS SERVED

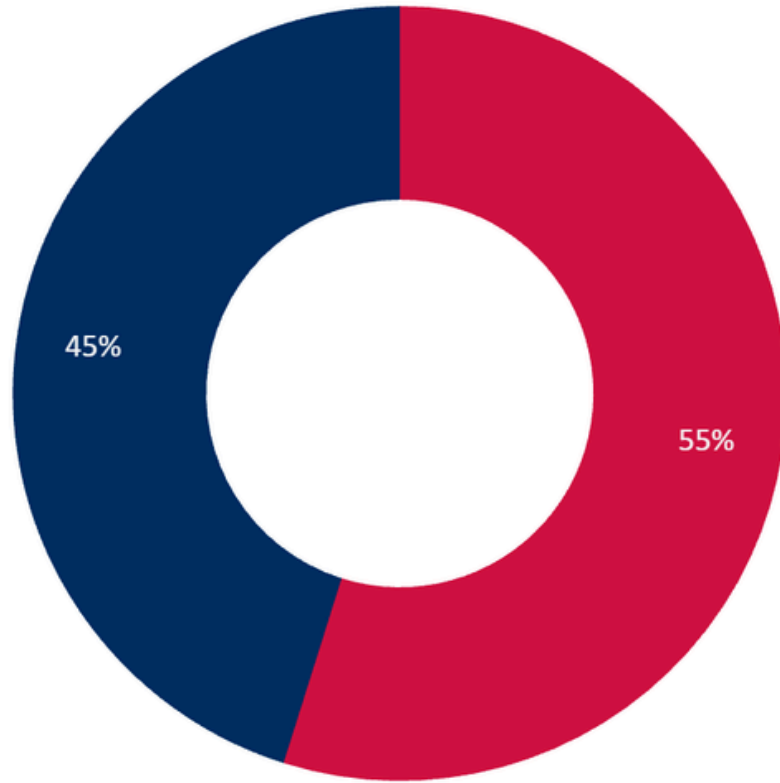
# Demographics



# Business Stage



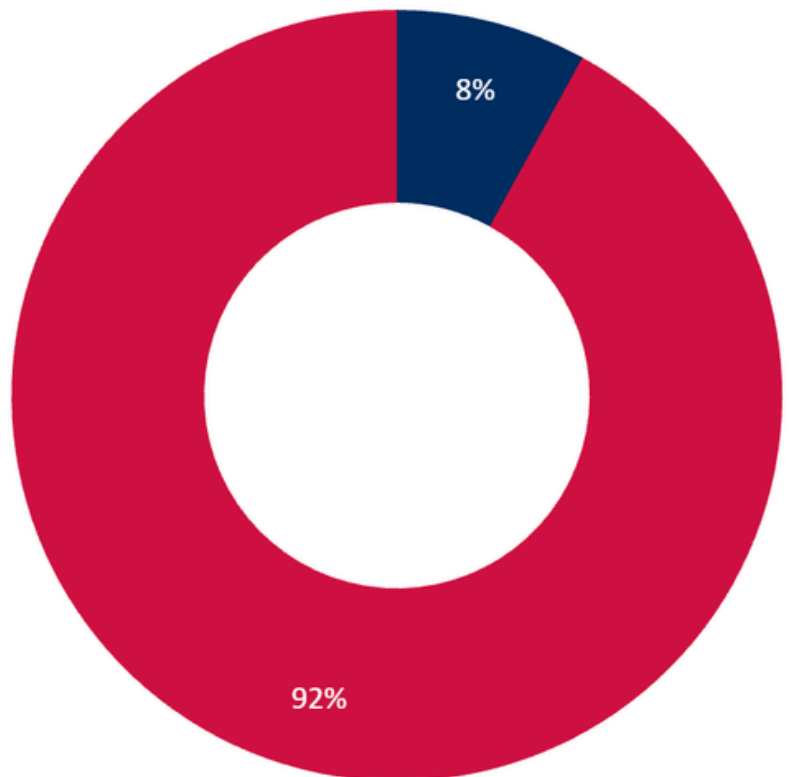
# Women-Owned



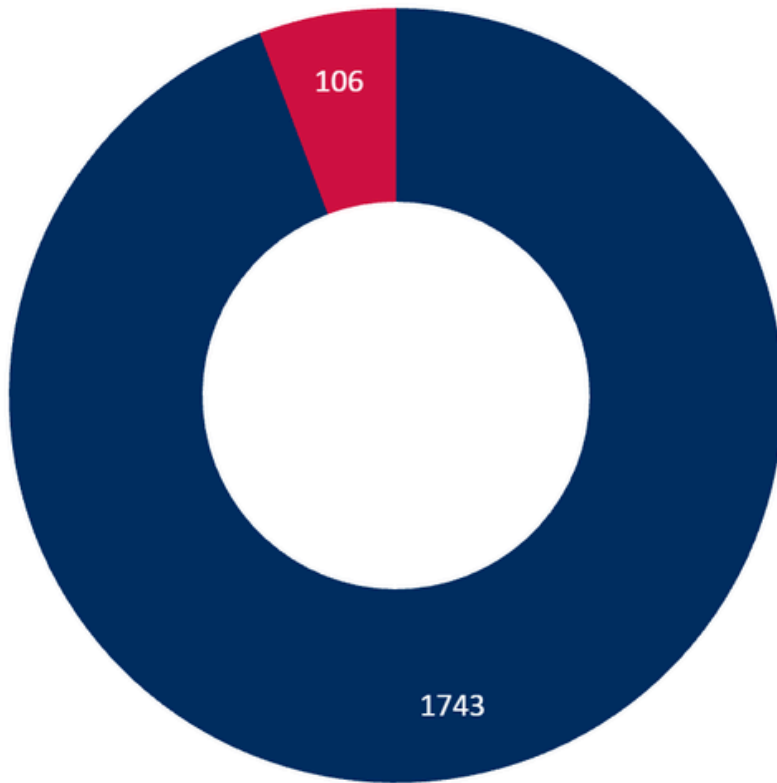
- Women
- Men

# Disabled-Owned

- Disabled
- Not-Disabled



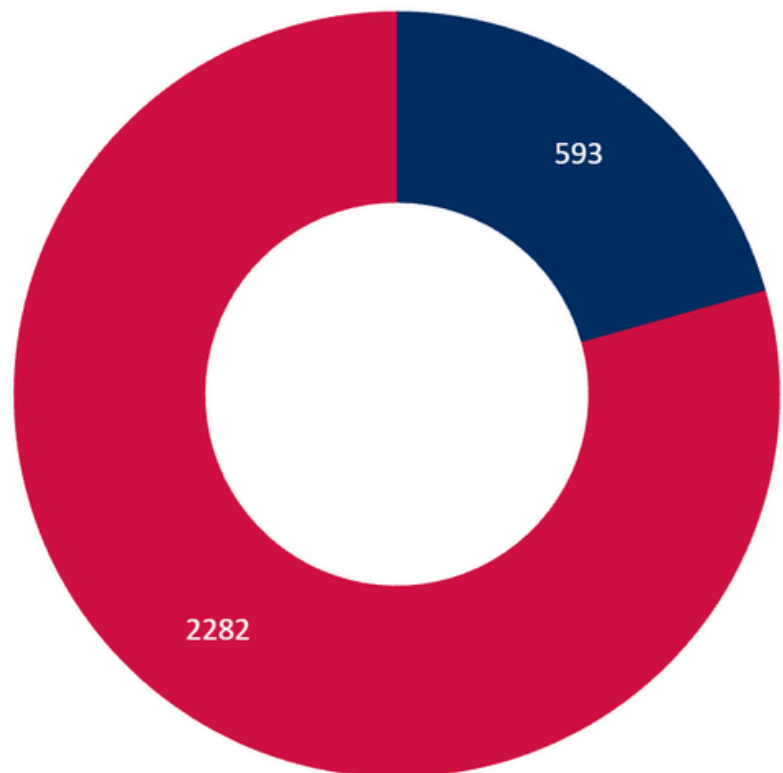
# Veteran-Owned



- Non-Veteran
- Veteran/Service-Disabled Veteran-Owned

# Rural Businesses

- Rural
- Non-rural



# CLIENT SUCCESS STORIES

## THE MODERN WOMAN HEALTH & WELLNESS

CTSBDC worked with TMW to develop a business plan and the financial projections needed to apply for and secure an SBA 504 loan for \$50,000 and an SBA 7(a) loan for another \$50,000. They also collaborated to win a \$12,000 Workforce Retention Grant from the Northwest Regional Workforce Investment Board.



**\$112K**

CAPITAL ACCESSED



**\$300K**

SALES INCREASE



## RESULTS GROUP

Results Group is no stranger to SBIR/STTR awards, having won 10 since 2008 totaling more than \$4.8 million. Over the course of 2024 and 2025, the company was awarded four SBIR/STTR grants including \$550,000 and \$250,000 from DOD, and a total of \$398,000 from HHS.

**\$4.8 M**

SBIR/STTR GRANTS



**10**

AWARDS



# CLIENT SUCCESS STORIES

## TAP THAT VENDING

Soon after working with CTSBDC Michael Palladini joined the 2025 UConn Entrepreneurship Bootcamp for Veterans and eventually won a \$10,000 grant through the program's pitch competition. With the exception of this grant, TapThat has been entirely self-funded, and has grown to four machines which offer flexible payment options and reside in spaces like gyms and corporate offices.



**VETERAN OWNED**



**PITCH CONTEST WINNER**



## DYNAMIC PALLET

"One of the biggest challenges I faced early on was preparing financial projections that would meet the expectations of lenders," says Anne Stroebel. Her CTSBDC advisor, Valerian Gomez has an extensive background in banking, "With his guidance, I was able to present clear, credible projections that strengthened my position and gave me confidence moving forward."

**LOAN SECURED**



**LENDER REFERRAL**



# AWARD-WINNING CLIENTS

Success Stories are just one measure of our clients' success. CTSBDC is excited to celebrate multiple Small Business Week Award winners, and even a Shark Tank winner, in 2025.



[ctsbdc.uconn.edu](https://ctsbdc.uconn.edu)



# TEAM AWARD SPOTLIGHT

CTSBDc's clients aren't the only ones winning awards. Our staff is also worthy of recognition. From ASBDC's State Star to a Hispanic Innovators Award to the Kenneth L. Roberts Lifetime Achievement Award, our team spent a lot of time in the spotlight in 2025!





# CTSBDC PROGRAMS

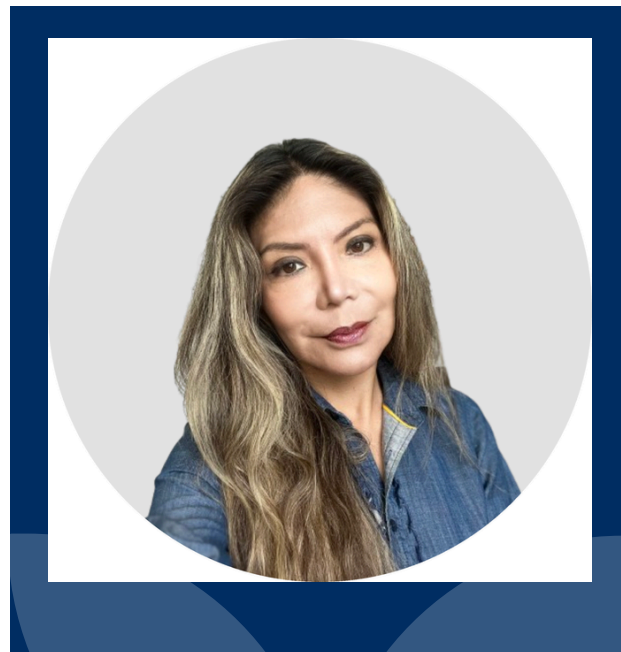


## BUSINESS GROWTH ACCELERATOR PROGRAM

The CTSBDC Business Growth Accelerator Program is a no-cost 8-session virtual course designed to equip small business owners with expert insights, proven strategies, and essential resources to increase sales, improve profitability, and enhance operations. Facilitated by Curt Battles, the program served **77 business owners**.

## SMART UP

Are you new to Connecticut and dreaming of starting your own business, or have you recently launched and are navigating the early stages of entrepreneurship? SMARTUP is here to support you every step of the way. Facilitated by Pilar Ilanes, SMARTUP served **more than 100 clients** in 2025.





# CTSBDC PROGRAMS



## SMALL BUSINESS LENDING EXPOS

Three times a year, CTSBDC partners with the SBA Connecticut District Office to host Small Business Lending Expos across the state—connecting small business owners with lenders and resource partners to drive economic growth and expand access to capital. In 2025, expos were held in New Britain, Norwich, and Danbury.

## SBIR/STTR ACCELERATOR

For the third year, CTSBDC partnered with The Community Foundation of Greater New Haven to guide three select groups of Connecticut entrepreneurs interested in pursuing federal SBIR or STTR funding. The Accelerator builds understanding of eligibility, process, and agency fit, strengthen ability to frame technical innovation and commercial potential, and prepare for proposal development.

## CT SMALL BUSINESS BOOST FUND SUPPORT

CTSBDC continues to be an integral technical assistance partner for the CT Department of Economic and Community Development's Boost Fund Loan program, providing low-interest, fixed cost loans to small business. Small businesses and nonprofits can borrow between \$5,000 and \$500,000 depending on eligibility and need.



# CONTACT US

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Phone Number:  
877-723-2828



Email Address:  
ctsbdc@uconn.edu



Website:  
www.ctsbdc.uconn.edu



Location:  
222 Pitkin Street  
East Hartford, CT 06108

# THANK YOU

CTSBDC's trained and experienced full-time advisors work with a variety of small businesses in all industries and stages of development by providing no-cost advisory services. How can we help you today?



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FUNDED IN PART THROUGH A COOPERATIVE AGREEMENT WITH THE U.S. SMALL BUSINESS ADMINISTRATION, THE CONNECTICUT DEPARTMENT OF ECONOMIC AND COMMUNITY DEVELOPMENT, AND UCONN.  
Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance.  
For questions, contact [theresa.cramer@uconn.edu](mailto:theresa.cramer@uconn.edu)

[ctsbdc.uconn.edu](http://ctsbdc.uconn.edu)