

## MASSACHUSETTS DISTRICT

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### **Sarah A. Scala Consulting Named Microenterprise of the Year** **Watertown-based firm is an executive talent management leader and** **executive coach supporting clients to reach their highest potential**

**BOSTON** – The Small Business Administration (SBA) has named Sarah A. Scala Consulting the 2023 Microenterprise Business of the Year for Massachusetts.

Sarah Scala earned a reputation for being a results-driven leader, recognized for helping clients reach their highest potential – by increasing revenue, reducing turnover, increasing inclusion, elevating business profitability, and building competencies.

*“This is a SCORE Success Story all about helping an entrepreneur become a sustainable small business owner,”* said District Director Robert Nelson. *“From first helping Sarah obtain an EIN when first starting out -- to supporting her relocation from New Hampshire to Cape Cod to Boston; SCORE provided her with specialized support every step of the way, helping her reach new heights.”*

A SCORE client for over a decade, Scala utilized sales, marketing and legal experts to guide her business development strategies through pivotal years to establish and expand her business.

In 2021, after coming out as an LGBT-owned business, Scala obtained certification as both a Women Owned Small Business (SBA) and an LGBT Certified Business Enterprise through the National Gay Lesbian Chamber of Commerce (NGLCC). Getting certified led Scala to unlock consideration for untapped supplier diversity programs and closing new contracts with Fortune 500 clients including Lockheed-Martin, Siemens, Hitachi, and Manpower Group.

*"My business continues to grow supporting diverse leaders and organizations as they build inclusion, belonging, and interpersonal savvy,"* **said President & Principal Consultant Sarah A. Scala.** *"My SCORE mentors have been a great support in the evolution of my business!"*

Scala contributes to her local community and national organizations that support LGBTQ+ and DEI inclusion, providing pro bono coaching sessions and facilitation with organizations including International Coach Federation - New England Chapter (ICFNE), WBECS: World Business and Executive Coaching Summit, Massachusetts Conference for Women, and the Granite State Learning and Organizational Development Round Table.

Larry Heimlich, SCORE Boston Mentor nominated Sarah A. Scala Consulting.

Scala will be honored at the annual [SCORE Boston Celebrates Small Business Success Featuring the Massachusetts SBA 2023 Small Business Awards](#) on Wednesday, May 10th, 2023, at the Sheraton Hotel, Needham, MA.

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**About Sarah Scala Consulting**

Sarah Scala Consulting provides organization and leadership development, executive coaching, LGBTQ+ leadership coaching, public speaking, and team development solutions. Serving as consultant, coach, and educator, our work increases client revenue, reduces turnover, creates business value, and transforms performance of executives, leaders, and teams, helping them reach their highest potential. We support US-based and global clients across cultures, generations, geographies, and diverse industries. Additionally, Sarah Scala Consulting is certified as a Woman Owned Small Business (WOSB) through the Small Business Association (SBA). Learn more at [www.sarashcala.com](http://www.sarashcala.com)

**About the U.S. Small Business Administration**

The U.S. Small Business Administration makes the American dream of business ownership a reality. As the only go-to resource and voice for small businesses backed by the strength of the federal government, the SBA empowers entrepreneurs and small business owners with the resources and support they need to start and grow their businesses. It delivers services to people through an extensive network of SBA field offices and partnerships with public and private organizations. To learn more, visit [www.sba.gov](http://www.sba.gov).