

MARK YOUR CALENDAR

eventCalendar.aspx

SEPTEMBER 22, 2011

16TH ANNUAL GREATER LOWELL CHAMBER OF COMMERCE BUSINESS EXPO

2:00PM - 6:00PM

Radisson Chelmsford
10 Independence Drive
Chelmsford, MA 01824
<http://www.greaterlowellchamber.org/eventCalendar.aspx>

SEPTEMBER 30, 2011

3RD MA GREEN CAREER CONFERENCE

7:00AM - 4:30PM

Holiday Inn -
Marlborough, MA
265 Lakeside Avenue
Marlborough, MA 01752
<http://greencareer.eventbrite.com/>

OCTOBER 12, 2011

SIXTH ANNUAL YPGL BUSINESS LEADERSHIP FORUM

Lowell Memorial Auditorium
50 E. Merrimack Street
Lowell, MA 01852
<http://www.yvgl.org/events.aspx>



DO YOU HAVE AN EVENT COMING UP THAT WOULD BE OF INTEREST TO OUR READERS?

LET US KNOW!

Send your event and contact information to Newsletter@LowellMA.Gov

LOWELL BUSINESSES IN THE NEWS

KONARKA

Lowell based, Konarka Technologies, the innovator behind Konarka Power Plastic (lightweight, flexible solar material that converts light to energy) announced in June that their New Bedford facility was installed with the largest OPV (organic photovoltaic technology) of its kind and the first OPV semi-transparent BIPV curtain wall. These semi-transparent solar panels were easily and inexpensively laminated onto glass and integrated into the buildings south and east facing walls. By placing solar panels onto multiple walls it delivers greater electrical output. To learn more about Konarka and these OPV solar panels visit www.konarka.com



SR-55/Newport Boulevard. The project will evaluate traffic circulation on the roadway. Since 1960's, TRC Companies Inc. has been a national engineering, consulting and construction management firm providing services to the energy, environmental, and infrastructure markets. To learn more about the company visit www.trcsolutions.com.

Auriga Microwave

Auriga Microwave has received a new credit line for working-capital purposes by the Massachusetts Growth Capital Corporation (MGCC). Located at the Wannalancit Mills in Lowell, Auriga's Microwaves CFO Moosa Moosa said the financing will allow the company to continue to grow and create new jobs to support new development within the company. Founded in 2004, Auriga Microwaves designs and supplies customized high-power and high-efficiency microwave systems focused on radar and mobile communication systems. MGCC provides capital and advice for small businesses to create and retain jobs in Massachusetts. To learn more about Auriga Microwaves visit www.aurigamicrowave.com and to learn more about MGCC visit www.massgcc.com.



TRC

Lowell Companies Recognized — Continued from Page 1

East Asian community. They continue to find growth and success in the city.

Watermark Environmental, which is located at Wannalancit Mills in Lowell, was founded in 2001 by John Haley and Joseph Spangenberg. They have found tremendous success as an environmental and civil engineering firm. In the last five years Watermark's revenue has increased 773% and in 2009 alone they earned \$19.5 million. Watermark is the biggest grossing company from Massachusetts on the Inner City 100 list. They employ around 60 people. Unwrapped and Watermark Environmental were nominated by the City of Lowell because of their tremendous success in the city and fitting all of ICIC's qualifications.

To learn more about the qualifications to be nominated to the Inner City 100 or the ICIC visit www.icic.org. To learn more about Unwrapped and Watermark visit their websites, <http://www.watermarkenv.com/> and www.unwrappedinc.com.

SUMMER 2011



OFFICE OF ECONOMIC DEVELOPMENT

YOUR SUCCESS IS OUR BUSINESS!

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LOWELL COMPANIES RECEIVE NAT'L RECOGNITION

On Thursday May 12th, two Lowell businesses, Unwrapped and Watermark Environmental were recognized at the 13th annual Inner City 100 awards dinner held by the Initiative for a Competitive Inner City (ICIC). The Inner City 100 list honors successful urban companies from around the country who are role models for entrepreneurship, cutting-edge business practices and job creation in our country's cities. Unwrapped and Watermark Environmental were two of only five Massachusetts companies on that list.



Attendees at the 2011 Inner City 100 awards dinner. (Photo: ICIC)

The achievements by Unwrapped and Watermark cannot be underestimated. For the 2011 list, ICIC received more than 2,000 solicited nominations using its database of small businesses and through the support of its nominating partners, including the U.S. Conference of Mayors, Staples, and the Small Business Administration. Companies were ranked by compound annual growth rate (CAGR) based on their revenue over the five-year period between 2005 and 2009. In the 2011 rankings, Watermark came in at #11 and Unwrapped at #78.

Founded in 1994 by Stephen Katz, Unwrapped has seen significant growth in their business which produces about 300,000 canvas bags annually for Trader Joes and half million gloves a year for the U.S. military. In 2009 alone, they earned \$5.8 million, doubling in just five years. Located at 95 Rock Street, they employ over 200 city residents with a majority of them being from the South-

Lowell Companies Recognized — Continues on Page 4

LOWELL SMALL BUSINESS ASSISTANCE CENTER NOW OFFERING MICROLOANS

The Lowell Small Business Assistance Center (LSBAC) has a new Microloan Fund Program available to help create, strengthen, and expand businesses owned by low and moderate-income entrepreneurs in Lowell and the Merrimack Valley area who lack access to conventional credit but who have the capacity to achieve small business ownership. The Fund will bridge the credit gap, helping businesses expand and grow, and make them bankable. Capacity is determined through business planning and successful financial analysis; and strengthened and monitored through continued technical assistance.

The Microloan Fund is available to existing businesses (in business for 12 months) in the Merrimack Valley for working capital, leasehold improvements,

LSBAC Microloans — Continues on Page 2

MARK YOUR CALENDAR

AUGUST 16, 2011

M2D2 OPEN HOUSE

5:30PM - 8:00PM
Wannalancit Mills
600 Suffolk Street
Lowell, MA 01854

AUGUST 17, 2011

NETWORKING AFTER HOURS

5:00PM-7:00PM
George's Textiles
350 Merrimack Street
Lowell, MA 01852
<http://www.glcc.biz/eventCalendar.aspx>

AUGUST 19, 2011

STARTUP EVENT: CUTTING EDGE NEW MARKETING

9:00PM - 12:30AM
WorkBar
711 Atlantic Ave
Boston, MA 02111
<http://www.efactor.com/newmarketingboston>

AUGUST 24, 2011

SOCIAL MEDIA SEMINAR/ LINKEDIN SEMINAR

12:30PM - 2:30PM
Middlesex Community College — Bedford Campus
530 Springs Road
Bedford, MA 01730
<http://www.glcc.biz/eventCalendar.aspx>

AFL ESTABLISHES ROOTS IN LOWELL



On May 19th, 2011 AFL celebrated the ribbon cutting of their new 14,500 SF R&D facility for their Fiber Optic Test and Inspection Equipment division. Located

at 59 Lowes Way in Lowell, this innovative space is home to optics and electronics laboratory development spaces and customer and training facilities for up to 65 engineers and professionals. By expanding into Lowell, it will support the company's rapid growth and expand their products offerings.

AFL chose the City of Lowell as their new location due to the quality of emerging talents being produced from the undergraduate and graduate programs from the multiple colleges and universities in the city and region. They look at Lowell as an exceptional place to recruit new employees and attract new talent needed to develop the next generation fiber optic test equipment. AFL is looking to tap into this pool of new graduates sooner than later as the Test and Equipment division in Lowell is expanding their R&D staff by 50 percent in 2011. The city extends a warm welcome to AFL and appreciates its effort to develop its division by tapping into the local talent pool.

AFL is headquartered in Spartanburg, SC and they manufacture, engineer, and install fiber optic products and equipment that communication providers need to provide high-speed voice, video and data services to their customers. They are a subsidiary of Fujikura Ltd. of Japan and have over 3,300 employees worldwide. To learn more about AFL visit their website www.AFLglobal.com.

LOWELL AFTER HOURS

There is no better time to venture out in Lowell than the summer and take advantage of all the great things the city has to offer. Lowell is the Merrimack Valley's ultimate summer destination. With everything from the Lowell Folk Festival, the largest folk festival in the United States, to taking in a minor league baseball game with the Lowell Spinners at LeLacheur Park, there is something for everyone!

The City is also making it easier for residents, workers, and tourists to find out up-to-date information about events and festivities happening in the City with their new Twitter page (<http://twitter.com/#!/cityoflowellma>) and their new website (www.Lowell.org). See below for a calendar of upcoming events that may be of interest to you:

August 11 - 13: Quilt Festival <http://www.lowellquiltfestival.org/>

August 13: Merrimack Valley Jazz Festival
<http://www.adagioentertainments.com/MVJF/>

August 20: Southeast Asian Water Festival www.lowellwaterfestival.org/

Now until September 10th: Lowell Summer Music Series www.lowellsummermusic.org

Now until September: Lowell Spinners at LeLacheur Park
<http://web.minorleaguebaseball.com/index.jsp?sid=t558>

Every Friday Night until August 26th: Lowell Al Fresco
<http://www.cultureiscool.org/lowellalfresco>

Friday July 13th to October 26th Lowell Farmers Market
<http://www.lowellma.gov/eventitems/lowell-farmers-market>

LSBAC Microloans — Continued from Page 1

machinery and equipment, and furniture and fixtures. The loans are capped at \$5,000, with up to 5 years to pay back (depending on financial analysis), and low interest rates. The LSBAC will also be providing technical assistance and training to loan recipients. To learn more information and to find out if you are eligible for this loan, contact the Lowell Small Business Assistance Center at (978)322-8400 or visit their website at www.lowellsmallbusiness.org.

ARTISTS AS ENTREPRENEURS

Most artists go through their "starving artist" periods but move on, but in the last few years many have struggled to advance past this stage. In a landscape where the economic recession has reduced people's disposable income and art lovers no longer have the same means to buy art as they used to, the struggles faced by working artists can be compared to those felt by small businesses. In an innovative approach to address these challenges, Berkshire county in Western Massachusetts collaborated with MASS MoCA and Midas Collaborative and created "Assets for Artists," a matched savings program that provides technical and financial assistance to support business opportunity for low-to-moderate income artists. In 2011, this program expanded statewide due to increased funding from the Massachusetts Cultural Council. The City of Lowell offered its first round of grants in spring 2011 to Lowell artists.

Assets for Artists is aimed in helping artists throughout Massachusetts who wish to become homeowners and/or strengthen their creative businesses. The program offers grants of up to \$4,000 for artists that are looking to become first-time home buyers and \$1,500 for artists who would like to build seed funding to invest in their creative business venture. The program provides financial support through "individual development accounts," (IDA) a tool that provides an incentive "match" for participants' own savings over a 6-30 month period. This program will help local artists and ultimately strengthen the creative economy in the City of Lowell. For more information about the Assets for Artists program and to find out if you are eligible please visit <http://assetsforartists.org/>. If you are interested in being considered for this program next year please contact Hannah Hammond-Hagman at hhagman@lowellma.gov or call 978-446-7162.

INTERISE OFFERS STREETWISE MBA PROGRAM

Interise is excited to announce that their 'Streetwise MBA' Program is shaping up for fall 2011. The 'Streetwise MBA' Program is a six-month development program for owners of established small businesses. It includes access to new markets, capital, resources and knowledge through management training, peer-to-peer learning, and networking opportunities. At the end of the program business owners emerge with a certificate in Small Business Entrepreneurship from Boston University's Entrepreneurial Management Institute and a Strategic Growth Action Plan™ - a three-year plan designed by each owner outlining goals and the specific action steps necessary to achieve them. The requirement for the program is that the business's revenue must fall between \$150,000 and \$500,000. The cost of the program for fall 2011 is \$1,500, and can be broken into 6 to 10 monthly payments.



The fall 2011 session will be held at Northern Essex Community College's new campus and will run from late September 2011 to April 2012. This session will have their very first bilingual instructor which will make it easier for immigrant small business owners to get the extra support they need. To learn more information about this program contact Beecher Grogan at 978-204-8734 or visit their website www.interise.org.

NOMINATIONS OPEN FOR MADE IN LOWELL 2011

Planning for the 4th annual Made in Lowell event is currently underway. This year the city will highlight the unique and generous relationship that exists between businesses and non-profit organizations and recognize those companies that are committed to giving back to the community. The event will exhibit the partnership between a business and a non-profit and spotlight the private-nonprofit connection that exists to ensure the well-being of our city. If you are a non-profit and you believe a particular business deserves recognition for their civic commitment please tell us in 100 words or less and email your nomination to efindlen@lowellma.gov.

MARK YOUR CALENDAR

AUGUST 24, 2011

MVVF 5TH ANNUAL SUMMER NETWORKING & RESOURCE FAIR

6:00PM - 8:30PM
Salvatore's Restaurant
354 Merrimack Street
Lawrence, MA 01843

<http://events.r20.constantcontact.com/register/event?llr=bc4mmwn6&oeidk=a07e3xzxwpi2d853730>

AUGUST 31, 2011

RIGHT START PROGRAM (TENTATIVE DATE)

LOWELL SMALL BUSINESS ASSISTANCE CENTER

6:00PM - 9:00PM
LSBAC
88 Middle Street, 2nd Floor
Lowell, MA 01852
<http://www.lowellsmallbusiness.org/>

SEPTEMBER 13, 2011

BUSINESS ROUNDTABLE IN DRACUT

7:30AM - 9:30AM
Dracut Library
28 Arlington Street
Dracut, MA 01826

SEPTEMBER 19, 2011

SOCIAL MEDIA TRAINING IN PARTNERSHIP WITH LOWELL SMALL BUSINESS ASSISTANCE CENTER AND LOWELL TELECOMMUNICATIONS

2:00PM - 4:00PM
LTC
246 Market Street
Lowell, MA 01852
<http://www.greaterlowellchamber.org/>