



City of Lowell



Summer 2009

Office of Economic Development

Your Success is Our Business!

LOWELL CITY COUNCIL

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Lowell's Office of Economic Development offers a host of incentives and assistance to companies and commercial developers including site selection, workforce development, small business loan programs, traditional and non-traditional finance programs and other areas of technical assistance.

These services are provided both directly and in partnership with the Lowell Development & Financial Corporation, Lowell Small Business Assistance Center, Career Center of Lowell, Massachusetts Office of Business Development, MassDevelopment, and other local and



SPECIAL REPORT:

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ARRA Offers Tax Relief for Businesses

The American Recovery and Reinvestment Act (ARRA) of 2009, through changes in IRS regulations, is offering businesses newly-expanded work opportunity tax credits and a carry back for net operating loss for a taxable year. These options benefit small businesses in the city of Lowell by reducing their overall tax burden.

The work opportunity tax credit (WOTC) is a tax savings to businesses that hire workers from any of 12 targeted groups. Most recently added to the list are unemployed veterans and "disconnected youth" (to see other target groups go to IRS.gov). Businesses that wish to claim work opportunity tax credit (WOTC) for eligible unemployed veterans and unskilled younger workers hired during the first part of 2009 have until August 17 to request the certification required for those workers, according to the Internal Revenue Service. If any of the unemployed veterans or unskilled younger workers begin work anytime in 2009 or 2010 they

may qualify for the credit, but certification by the state workforce agency is required. To find out more information about what qualifies an unemployed veteran and unskilled younger worker and to request the newly-revised Form 8850 go to www.IRS.gov.

Another recently added option is the carry back for eligible businesses. The taxpayer of an eligible small business can elect to carry back a net operating loss (NOL) for a taxable year ending after 2007, for a period of 3, 4, or 5 years instead of the normal 2 years. This can be accomplished by attaching a statement of the 2008 NOL to the taxpayers' original income tax return for the taxable year or by claiming the NOL carry back on the appropriate form.

For more information about the American Recovery and Reinvestment Act and on these particular options visit the Internal Revenue Service at www.IRS.gov.

SBA ARC Can Keep Small Business Afloat

Business owners ask how the American Recovery and Reinvestment Act is helping the small business community. What they may not know is that the U.S. Small Business Administration have restructured their existing financial assistance programs, and more recently, have added new initiatives. Now small businesses have the opportunity to apply for a new loan called America's Recovery Capital to help keep their doors open and return to profitability.

Beginning June 15, 2009 small businesses could apply for the deferred-payment "ARC" loan, which offers up to \$35,000 to established and viable businesses that need short-term financial help. This loan is not intended for start-up

businesses. ARC loans are 100 percent guaranteed by the SBA and no SBA fees are included. The loan is distributed over a period of up to six months and is used for payments of principal and interest for existing, qualifying small business debt. It allows businesses to redirect their cash flow from making loan payments to investing into their businesses.

With the help of the SBA, small businesses do not have to begin repayment until 12

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MARK YOUR CALENDAR

JULY 15, 2009

Innovative Strategies for
Accessing Capital
9:00 AM- 5:00 PM

MIT Center for Real Estate
120 Massachusetts Avenue
Cambridge MA

[Web.mit.edu/cre/
education/profed](http://web.mit.edu/cre/education/profed)

JULY 15, 2009

Pink Slip Party _
open to job seekers
and businesses
seeking employees

4:00 PM – 7:00 PM

Athenian Corner
Restaurant
207 Market Street
Lowell MA

[http://www.
greaterlowellchamber.org/
eventCalendar.aspx](http://www.greaterlowellchamber.org/eventCalendar.aspx)

JULY 17, 2007

Workforce Development
Forum

7:00AM to 8:30 AM

Morse Federal Building
50 Merrimack Street
Lowell, MA

(978) 454-8021 x 16
or email

jdonovan@nmcog.org
for additional
information or to
confirm attendance

JULY 21, 2009

Webinar: Complying With
New Massachusetts
Security Law

1:30 PM – 3:00 PM

[http://www.massbio.org/
membership/calendar/
471-webinar_complying](http://www.massbio.org/membership/calendar/471-webinar_complying)

Manager's Economic Update — Even in

from: Bernard F. Lynch,
City Manager

As we roll into the summer months, the City of Lowell continues to make great strides on a variety of initiatives that will bring both private and public investments into the community. The national retail brand Target will open at the Plain Street Shopping Plaza in October, and on Chelmsford Street, Lowe's Home Improvement is aiming to open during the Spring of 2010. The arrival of these two major retailers will not only generate 360 new jobs in the area for a \$7.5 million total yearly payroll, but it will also elevate the city's status as a regional shopping destination.

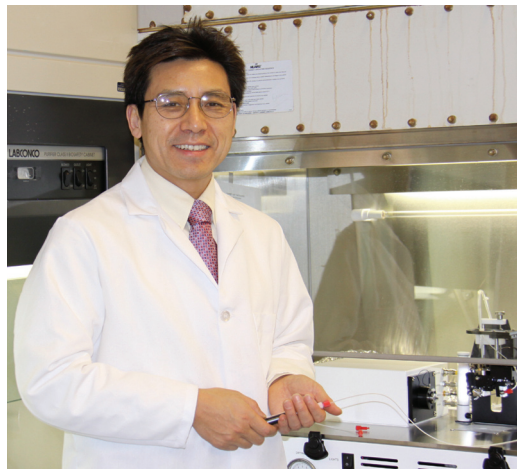
Meanwhile, the Hamilton Canal District plans to break ground this season. Infra-



structure construction has already begun on site and Phase I, which includes the creation of 130 affordably-priced live/work/sell artist housing units within the Appleton Mills, will be underway later this Summer. Following on its heels will be the redevelopment of the Freudenberg Building, a site that will provide 60,000SF of commercial space. The state Division of Capital Asset Management has begun work on the \$175 million state judicial center and site work, including demolition of some existing buildings which is now underway. Some businesses have already shown an interest in relocating or expanding to this area, which only further demonstrates that this project will help Lowell continue to create

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VasoTech Inc., Offers Solutions for Cardiovascular Diseases



VasoTech Inc., an innovative startup stent company located in the city of Lowell has come a long way since it set up shop in founder and cardiologist Tim Wu's garage. Wu's company is in development of a new state-of-the-art drug-eluting stent known as PowerStent. This next generation stent is composed of three elements, a cobalt chromium stent, a biodegradable polymer called BioDe and potent combination of two anti-restenosis drugs. This medical device is expected to eliminate the problems that current stents can cause in cardiovascular disease patients.

The drug-eluting stents currently in use can cause severe medical problems such as clotting and re-narrowing of the arteries. This is due to the stents being comprised of non-biodegradable and less biocompatible polymers, having less effective anti-restenosis drugs, and less conformed drug-eluting platforms. Wu hopes to fix these problems with the PowerStent. The BioDe biodegradable polymer found in the stent fully biodegrades in 3 to 12 months and will prevent inflammation that currently resides around stents used today. The PowerStent also holds a larger drug-loading capacity for the anti-restenosis drugs. VasoTech hopes to take this innovative product to the global marketplace and is screening prospective partners to expand its reach.

With the help of a \$1.2 million Small Business Innovation Research grant from the National Institutes of Health, VasoTech relocated to a 3,000 square-foot lab at Massachusetts Medical Device Development Center (M2D2) at the University of Massachusetts Lowell on 333 Aiken Street. The company does not plan to stop there; they would like to expand by developing a clean room to manufacture the device and are seeking a half-million-dollar loan from the Massachusetts Life Sciences Center.

MARK YOUR CALENDAR

JULY 21 – 23, 2009

High Yield
Small Business Model
Workshop

8:30 AM – 5:00 PM

The Conference Center
at Waltham Woods
860 Winter Street
Waltham

<http://www.bizjournals.com/boston/calendar/>

JULY 22, 2009

Emerging Opportunities
in Healthcare IT
and SSBF SIG

6:00 PM – 9:00 PM

TiE Boston
1 Memorial Drive
Cambridge, MA

Horace Mann
Conference Room

<http://boston.tie.org/>

JULY 24-26, 2009

Lowell Folk Festival

<http://www.lowellfolkfestival.org/>

SEPTEMBER 16, 2009

Merrimack Valley
Venture Forum

Innovation Vendor Fair

<http://www.mvvf.org/events.asp#upcoming>

SEPTEMBER 16, 2009

Young Professionals
of Greater Lowell
2009
Business Leadership
Forum

More information is
coming soon!

<http://www.ypgl.org/>

Tough Times, Lowell Continues to Grow

important opportunities for growth and development in the years to come.

Although the housing market has contracted on a national scale, Lowell continues to make significant progress with the conversion of vacant mills. In the downtown area, nearly 200 apartments within the Lawrence Mills complex are receiving final touches before becoming available for lease this fall. The construction of 65 units in the Hamilton Mills on Jackson Street is also slated to begin this Fall. The addition of these projects reflects the city's continued commitment to making Lowell a "lifetime" city.

In addition to the development projects, Lowell has focused its attention on sustainable practices. Recently the city received a Platinum BioReady rating from the Massachusetts Biotechnology Council and MassEcon. This top designation should help the city see further expansion of its green technology and

environmental engineering companies. Lowell has also been allocated an energy efficient block grant from the federal government. This money will go not only toward making government buildings more energy efficient, but it will also help our community address important conservation measures needed in this 21st century.

Even in spite of our national economic situation, Lowell has flourished. The large range of economic development projects has helped launch the city into a far stronger position than many of its peer communities. This should serve as a promising indicator that Lowell is and will continue to be a great place to live, work, and play.



Lowell Goes Platinum in MA Biotech



Beginning early 2008, the Massachusetts Biotechnology Council (MBC) and partner organizations have been recognizing and ranking communities who can support biotechnology companies. The BioReady Communities Campaign ranks biotech communities under certain criteria and assigns them bronze, silver, gold, and platinum ratings. The City of Lowell has now joined forty-four Massachusetts communities who are BioReady achieving Platinum honors – the highest ranking under the system.

This top designation allows Lowell to market itself to biotechnology companies that plan to expand and relocate to show them that the city has made the commitment to provide the best location for this innovative sector. Biotech companies like Metabolix and VasoTech have made Lowell their home and the hope is that this new rating will attract more biotech companies to the area.

For more information about the new BioReady Communities Campaign and the initiatives Massachusetts is making towards the growth of biotechnology companies you can check out Massachusetts Biotechnology Council website at www.massbio.org.

Most recently VasoTech Inc., was the top prizewinner in the 5th NECINA Brown Rudnick Business Plan Contest put on by the New England Chinese Information and Networking Association. By grabbing top honors VasoTech Inc. took away \$20,000 in prize money to

contribute to the development of the PowerStent. Wu hopes that with continuing funding to support his research, PowerStent can more rapidly be available to patients and become the solution for cardiovascular diseases.

MARK YOUR CALENDAR

JULY 16 – 18, 2009

Software Industry Conference

8:30 AM – 9:00 PM

Boston Quincy Marriott

<http://www.sic.org>

781-829-0500

or

sharonh@siaf.org

JULY 28 – 29, 2009

Wainhouse Research Collaboration Futures Summit 2009

8:00 AM – 5:00 PM

Royal Sonesta Hotel
40 Edwin Land Blvd.
Cambridge, MA

www.wainhouse.com/boston09/

AUGUST 8 – 11, 2009

2009 Pharmacy and Technology Conference

Boston Convention and Exhibition Center (BCEC)

<http://meetings.nacds.org/rxconference/2009/>

SEPTEMBER 22 – 24, 2009

7th R&D Product Development Innovation Summit

8:30 AM – 5:00 PM

Four Points Sheraton Hotel and Conference Center
1151 Boston Providence Turnpike (Route 1)
Norwood, MA

(T) 781-769-7900

<http://www.bizjournals.com/boston/calendar/>

MassChallenge for New Businesses

As the American economy continues to find itself in a recession, entrepreneurs are greatly challenged in obtaining capital to begin new ventures. But times of difficulty can open new opportunities to launch well-planned ideas that will evolve into the high-growth firms and industries of the future. A venture funds competition known as MassChallenge is being conducted statewide in Massachusetts to catapult growth of new businesses during this economic downturn.

MassChallenge seeks to create high-value jobs throughout the state by making \$25 million of public and private funds available to support the growth of six different business sectors throughout the state:

- Healthcare and Life Sciences
- IT, Software, and Gaming
- Clean Technology and Energy
- Social Development and Non-profit
- Open Category, Seed Stage
- Open Category, Expansion Stage

The MassChallenge is a business plan competition that will begin in the spring of 2010.

Challengers will participate in a collaborative and educational process leading to the formation of a business plan that they believe will help create jobs and economic growth throughout the Commonwealth. This is an attractive opportunity for Lowell entrepreneurs and residents to put their business endeavors to the test which, in the long run, will positively impact the City of Lowell by creating new industry opportunities and job prospects.

The process begins with a first round where competitors submit executive summaries of their business plans. MassChallenge will begin accepting these in Spring 2010. The second round consists of the judging of the full business plan of the entrants. This step offers entrants feedback, PR, and network support from the judges of MassChallenge. The 30 winners will be announced Fall 2010 and will receive cash to launch their businesses and additional seed money.

If you would like more information or to see if you are eligible for the Venture Funds Competition you can visit their website at www.masschallenge.org.

SBA ARC — Continued from Page 1

months after the final disbursement and have up to five years to pay back to the commercial lenders. If you are a small business that would be interested in applying for an ARC loan your first step is to contact your lender who will verify your eligibility. Some questions that may be asked are:

- Has your small business been in operation for at least two years?
- Do you have financial statements demonstrating your business was profitable in one of the last three years?
- Is your business suffering an immediate financial hardship? For example, are you experiencing:
 - Declining sales and revenues;
 - Difficulty in making loan payments on existing debt;
 - Difficulty in paying employees;
 - Difficulty in purchasing materials, supplies, or inventory; and/or difficulty in paying rent and/or other operating expenses.

If you believe that you qualify and would like more information on the ARC loan program, go to www.SBA.gov.

Hollywood on the Merrimack



We know that you're passionate about your business — but it's important to make time for some fun, too!

For instance, this fall, “The Invention of Lying” (formerly “This Side of the Truth”), filmed here in Lowell will be released. Written, directed by, and starring Ricky Gervais (“The Office”), the film also stars Jennifer Garner, Rob Lowe, and Louis C.K., and features some of your neighbors and neighborhoods. Go to <http://www.youtube.com/watch?v=VSGt673Xslg> to watch the trailer.

And if you missed your close-up when Ricky, Jen, and Rob were here, you may have another chance, because, currently, Mark Wahlberg is in town to star in “The Fighter”, playing Lowell's own “Irish” Micky Ward. The film also stars Christian Bale, Amy Adams, and Melissa Leo.