



OFFICE OF ECONOMIC DEVELOPMENT

YOUR SUCCESS IS OUR BUSINESS!

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HAMILTON CANAL DISTRICT MOVES AHEAD

While development projects across the Commonwealth are falling apart due to lack of financing and support, Lowell is celebrating the groundbreaking of the \$800 million Hamilton Canal District revitalization project. On November 12th Governor Deval Patrick joined dozens of local and state officials and members of the community to launch the kick-off of construction of the new Appleton Mills in the Hamilton Canal District. Appleton Mills will soon be home to 135 units of live/work space for artists in Lowell. This phase is just the beginning of what will be a new urban landscape for downtown Lowell which will offer 350,000 square feet of commercial and office space, 50,000 square feet of retail space and 800 units of affordable and market-rate housing, and be home to the new Lowell Trial Court.

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SBA, UNIS OFFER BIZ TRAINING FOR VETS

The U.S. Small Business Administration has announced a three-year program to expand and deliver entrepreneurship training for veterans of the Iraq and Afghan wars. This management and mentorship program will expand the amount of small business assistance available to veterans, service-disabled veterans, reservists, and dependents or survivors looking to start or expand their own businesses. Additionally, SBA has launched a new online contracting tutorial on www.sba.gov which expands their services to veterans and military spouses who own small

businesses. This tutorial identifies federal contracting opportunities that will benefit their small business.

This expansion of the SBA's entrepreneurship training initiatives is possible through the Patriot Express loan program. This loan program has supported nearly \$400 million in loans to more than 4,700 veterans and spouses looking to establish or expand their small businesses in the last two-and-a-half years. Lowell veterans of the wars in Iraq and Afghanistan can obtain more information by visiting www.sba.gov.



The City of LOWELL
Alive. Unique. Inspiring.

LOWELL CITY COUNCIL

Edward "Bud" Caulfield
MAYOR

Rita M. Mercier
VICE MAYOR

Kevin P. Broderick
Rodney M. Elliott
Michael J. Lenzi
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Armand P. Mercier
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Bernard F. Lynch
CITY MANAGER

Adam Baacke
ASSISTANT CITY MANAGER/
DPD DIRECTOR

Theresa Park
DIRECTOR OF
ECONOMIC DEVELOPMENT

MARK YOUR CALENDAR

JANUARY 5, 2010

Developing Future Leaders:
What School Hasn't
Taught Us

6:00 - 7:30 PM

Panera Bread
120 Highland Ave
Needham MA

JANUARY 5, 2010

The Boston
Business Strategy
and Networking Meetup

12:30 - 2:00 PM

Vlora, Boston, MA

<http://calendar.boston.com/boston-ma/events/show/87842278>

JANUARY 11, 2010

Sandler Executive Sales
Boot Camp Ultra

12:00-2:00 PM

Bay Colony
Corporate Center,
1050 Winter St., Suite 1000,
Waltham, MA

<http://www.masshightech.com/calendar/event.html?id=1610306>

JANUARY 14, 2010

Business Development
Group Meeting

1:00-3:15 PM

Lord Wakefield Hotel,
Wakefield MA

http://www.bizjournals.com/boston/calendar/?op=event_details&listing_id=66381

H1N1 PREPAREDNESS GUIDE FOR SMALL BIZ

In October, President Obama declared the H1N1 swine flu a national emergency. With the H1N1 outbreak moving rapidly, it is important that people take the

right precautions to ensure the safety of themselves and their employees and customers. The Small Business Administration and Department of Homeland Security recognize the possible effect that the H1N1 and seasonal flu could have on small businesses and have announced the availability of a preparedness guide in planning for the possibility of a flu outbreak this fall and winter season. The preparedness guide offers small business employers tools and information to help them plan for and respond to the issues that may occur due to increased absenteeism, restricted service capabilities, and supply chain disruptions from the H1N1 flu. For more information and to view the preparedness guide, please visit www.flu.gov.

Action Steps to Keep Your Business and Employees Healthy

Regardless of the size or type of your business, planning and taking action now can help protect your business and employees from the flu.

Plan Now

- ▶ **Review your current pandemic flu plan or develop a new plan.** Involve your employees in development and review of the plan. Share the plan and policies with your employees.
- ▶ **Engage your state and local health department** to confirm channels of communication and methods for dissemination of local outbreak information.
- ▶ **Consider ways to allow sick employees to stay home** without fear of losing their jobs.
- ▶ **Develop flexible leave policies** to allow employees to stay home to care for sick family members or for children, if schools dismiss students or childcare programs close.
- ▶ **Share best practices with other businesses in your community.** Work with companies in your supply chain as well as chambers of commerce and local associations to improve response efforts.
- ▶ **Add a "widget" or "button" to your company Web page** or employee Web site so employees can access the latest information on the flu:
 - www.cdc.gov/flu/sign
 - www.cdc.gov/NewsMedia/Campaigns/H1N1/buttons.html
 - www.sba.gov/techlib/news/h1n1/buttons.html
 - www.flu.gov/news/socialmedia
- ▶ **Purchase supplies** such as tissues, soap, and alcohol-based hand cleaners to encourage healthful habits in the workplace.
- ▶ **Plan for how business can continue if many employees must stay home.** Designate and train other employees in the event someone becomes sick to make sure you can continue your critical functions.

Take Steps Now

Take steps now and continue during the flu season to help protect the health of your employees.

- ▶ **Advise all employees to stay home if they are sick** until at least 24 hours after they no longer have a fever (100 degrees Fahrenheit or 38 degrees Celsius) or signs of a fever (chills, feel very warm, have a flushed appearance, or are sweating). Make sure fever is gone without the use of fever-reducing medicines (any medicine that contains ibuprofen or acetaminophen).
- ▶ **Employees who get sick at work should go home as soon as possible.** If the employee cannot go home immediately, he or she should be separated from other employees.



1 of 2

CUTTING YOUR BUSINESS'S ENERGY COSTS

One of the largest drains on a company's bottom line is the cost of energy to keep equipment running and to maintain the comfort of your facilities for your employees and/or customers. Currently energy costs are climbing out of their temporary price decrease. The city would like to assist your business in energy efficiency and is applying for a grant to supplement the many opportunities already available. If your company may be interested in participating or learning more about any energy efficiency program that could offer your generous rebates to upgrade your facility, please contact:

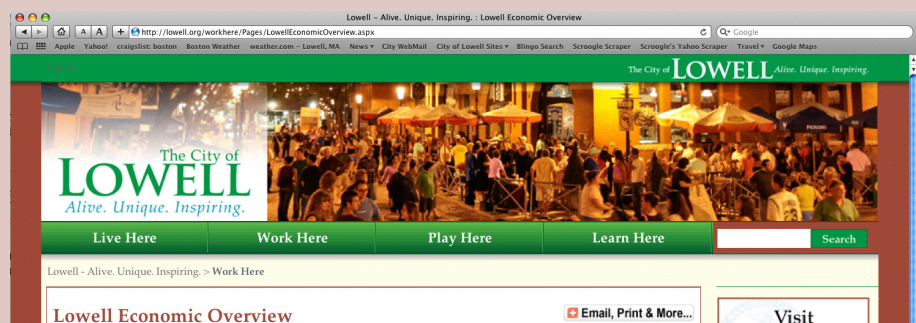
Sandy Swaile 978-446-7200 x1437

We would also like to hear from businesses who have already taken some action in energy efficiency so we might be able to share your experiences with others.

WORKING TO BETTER SERVE YOUR BUSINESS

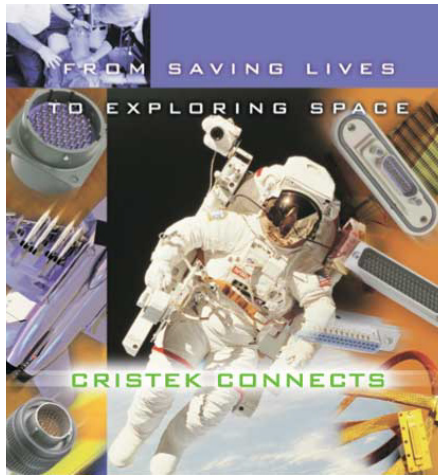
Make sure to check out our new website to learn more about Lowell's Economic Development Office and the resources and opportunities available for any business!

<http://lowell.org/workhere/Pages/LowellEconomicOverview.aspx>



CRISTEK INTERCONNECTS CHOOSES LOWELL

The City of Lowell welcomes Cristek Interconnects, an Anaheim, California based company, to their new east coast facility on Lawrence Street. Founded in 1985 by Cristi Cristich, the award winning company manufactures electronic connectors for the military, aerospace, and bio-medical markets. These components are used in radar systems, spacecraft, missiles, soldiers' equipment, medical devices and many more applications that require small packaging and high reliability. Cristek's competitive advantage comes from its in-house design and manufacturing ability combined under one roof. Its product reliability and ability to meet customer demands are evidenced by Cristek's receipt of numerous awards including the U.S. Small Business Administrators Award for Excellence and the Mass Mutual Blue Chip. Cristek promises to be a great addition to the list of specialty manufacturers in Lowell.



After careful consideration, Cristek selected Lowell over New Hampshire for various reasons, the primary being ready access to a trained labor force that will accelerate Cristek's growth. Cristek, assisted by the Economic Development office, identified 5,000 square feet of suitable space at 663 Lawrence Street. The end result will be a renovated space that will meet both office and manufacturing functions, and complement the other building tenant. Cristek will create 40 new jobs within the next 5 years; jobs that will be available to Lowell residents. The company hopes to begin business in Lowell at the start of the 2010. To learn more about this company visit www.cristek.com.

LOWELL CO. TAPS THE SUN AT PATRIOT PLACE

Patriot Place, the 1.3-million-square-foot entertainment, retail and dining destination adjacent to Gillette Stadium in Foxborough, Massachusetts will be making a significant step in energy efficiency for the state of Massachusetts. With the help of a local Lowell company, Constellation Energy, a photovoltaic power system will be constructed that will generate approximately 525 kilowatts of clean, renewable solar power at Patriot Place.

Open since 2008, Patriot Place was constructed using sustainable design practices, including low-emitting construction materials; white roofs to facilitate heat isolation reduction, solar-powered trash receptacles, and on-site wastewater re-use systems. The installation of the 2,800 crystalline photovoltaic panels will contribute greatly to the innovative design practices already present at Patriot Place. The solar power system will supply 30 percent of Patriot Place's power and span seven building rooftops at the complex. In addition, Constellation Energy's Projects & Services Group estimates that the system will generate more than 12 million kilowatt hours of electricity over 20 years, and prevent the release of more than 8,800 metric tons of carbon dioxide into the atmosphere!

Constellation Energy's Projects & Services Group is located at Boott Mills in Lowell and is the energy services arm of Constellation Energy. They hope with this solar power system at the highly visible and highly trafficked Patriot Place it will give them the opportunity to demonstrate to the general public that distributed renewable power systems are a viable and practical component of our energy future.

MARK YOUR CALENDAR

JANUARY 14, 2010

Evening Mixer

5:00-7:00 PM

C'est, 177 Merrimack Street,
Lowell MA

<http://www.greaterlowell-chamber.org/eventCalendar.aspx>

JANUARY 20, 2010

Business Longevity-
Will Your Business
Survive the Long-Haul?

5:00 - 8:00 PM

Holiday Inn
4 Highwood Drive
Tewksbury, MA

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

JANUARY 22, 2010

Economic Outlook 2010

7:30 - 9:30 AM

Westin Hotel, Waltham MA

<http://www.aimnet.org/source/Meetings/cMeetingSearchForm.cfm>

FEBRUARY 2, 2010

MIT Enterprise Forum:
Start-up Clinic for
Early-stage Technology
Companies

5:30 - 9:00 PM

Royal East Restaurant
792 Main Street
Cambridge MA

<http://www.mitforumcambridge.org/events/clinics.html>

MARK YOUR CALENDAR

MARCH 2, 2010

2010 High Technology Summit

7:30-10:00 AM

Westin Hotel Waltham, MA

<http://sbane.org/events/2010-high-tech-summit>

APRIL 21-22, 2010

BIOMEDevice Forum

Boston Convention & Exhibition Center- Boston, MA

<http://www.massmedic.com/meetings.htj>



And Don't Forget:

FEBRUARY 5- 6, 2010

WINTERFEST 2010

Downtown Lowell

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

LET US KNOW!

Send an email with your event and contact information to [Newsletter @ LowellMA.Gov](mailto:Newsletter@LowellMA.Gov) to be included in our next issue.

City of Lowell
Office of **Economic Development**
Division of Planning and Development

TARGET OPENS FOR BUSINESS IN LOWELL

The Plain Street Plaza has been reinvigorated. Hannaford's Supermarket's move to Rogers Street has opened the way for the opening of a new Target store. On October 11, 2009 public officials and residents of Lowell came together to celebrate the grand opening of Target. In addition to expanding Lowell's retail offerings, Target has created approximately 160 jobs in the city. Lowell residents, workers and students can now skip the drive to Nashua or Woburn to do their Target shopping. The new store offers a wide variety of products, everything from a Starbucks coffee shop to grocery to kitchenware. With Christmas right around the corner it makes for a perfect time to go check out Target!



HCD Moves Ahead

— Continued from Page 1

In September 2008, the Hamilton Canal District was labeled a "Growth District," by the Patrick/Murray Administration, which enables the state to make targeted projects "development ready," and expedites commercial and residential development in the area. \$50 million was set aside by the Legislature to help support and develop the 20 growth districts found across the state; the Hamilton Canal District now accounts for more than 25 percent of the available funding. Governor Patrick presented a \$13 million Growth District grant on November 12th to help facilitate the \$64 million Appleton Mills redevelopment. The project is collaboratively supported by the Commonwealth's Growth District initiative which includes \$42 million in private equity provided by MetLife, Inc, a permanent mortgage of \$1.6

million from MassHousing, and a \$34 million construction loan from Mass Housing. The project is being developed by Trinity Financial and the deal was brokered through Redstone Capital Partners. November 12th was a day that celebrated the private/public partnership that is working this expensive redevelopment project to get off paper and become reality.

The Hamilton Canal District is another sign of of the Commonwealth's optimism for the City of Lowell's future. The project is not only creating immediate jobs, but is positioning the city for long-term growth, economic health and vibrancy according to Governor Patrick. Through this project Lowell is continuing to move forward during our nation's economic recession. To learn more about the Hamilton Canal District project, please visit the website at www.hamiltoncanal.com.