

2007 North Shore Business Plan Competition



Enterprise Center

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:: 2007 North Shore Business Plan Competition ::
 Designed to encourage growth companies to locate in Essex County.

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Special Thanks
to the North Shore
Technology Council

We're looking for growth businesses!

The North Shore Business Plan Competition will showcase your business plan in front of our panel of **judges**, many of whom are **early stage investors**. Winners will be awarded **cash prizes** — \$5,000 first place, \$3,000 second place and \$2,000 third place. **All necessary information, including entry forms, is on our website at www.enterprisectr.org/bpc.**

Our goal?

To help businesses develop new products, new services, and new ideas that exhibit **vision**, business **acumen** and **innovation** on the North Shore.

What do you have to do to qualify?

Our requirements are very simple.

- **Only startups** (not yet operational) **and emerging businesses** (less than two years old) **may apply**
- Existing early stage businesses must be located in Essex County or commit to **locating in Essex County**
- If the plan is for a startup business, that business must commit to being **located in Essex County**
- Businesses with existing professional **venture investment are not eligible**
- Contestants shall have **no more than \$200,000 investment (exclusive of real estate) from sources other than professional venture capital**
- Business must have **plans to grow to at least 5 full time or FTE employees** within two years
- Your business idea must be **original work** that you'll be able to fully disclose

How do you enter?

Log on to our website, www.enterprisectr.org/bpc and download the entry forms. There you'll also discover valuable information about how to create a business plan, links to help you create one yourself and other important details about the competition. **Act Now! Business plan overviews are due no later than February 17, 2007 and final plans no later than March 27, 2007.** This is an incredible opportunity to launch that idea you've been thinking about or expand your North Shore business.

All information is available on our website at www.enterprisectr.org/bpc

The 2007 North Shore Business Plan Competition is co-sponsored by:

- Beverly Chamber of Commerce
- Cape Ann Business Incubator
- Cape Ann Chamber of Commerce
- Creative Economy Association of the North Shore
- I28 Innovation Capital Group
- Lynn Area Chamber of Commerce
- Marblehead Chamber of Commerce
- Merrimack Valley Chamber of Commerce
- Newburyport Chamber of Commerce
- North Shore Chamber of Commerce
- Peabody Chamber of Commerce
- Salem Chamber of Commerce
- Salem State College School of Business
- Small Business Development Center at Salem State

www.enterprisectr.org/bpc
 entry forms and information on past winners

2007 North Shore Business Plan Competition



2006 WINNERS

First Place Tie

Apredica
Watertown, MA
Speech Therapy Group, LLC
Beverly, MA

Second Place

North Shore Nurse
Practitioner Associates, L.L.C.
Danvers, MA

Semifinalists

Elska Industries
En Home
First Impressions
ProRock
Ruff & Tumble

Business Plan Competition Timetable

February 7	Business Plan Overview Seminar for those interested in entering held by Small Business Development Center at Enterprise Center 9:00 a.m. – 11:00 a.m.
February 17	Plan overviews and completed entry forms due to Enterprise Center no later than 5:00 p.m.
February 28	Writing a Competitive Business Plan Workshop for entrants held by Small Business Development Center at Enterprise Center, 9:00 a.m. – 12:00 p.m.
March 27	Final Business Plans are due to Enterprise Center no later than 5 p.m.
April 14	Semifinalists announced
April 26	Judges interview semifinalists and select finalists
April 27	Finalists announced
TBA	Public presentations at Central Campus Recital Hall, Salem State College 4:00 p.m. – 7:00 p.m.

128 Venture North

Are you an entrepreneur looking for investors? Are you an investor, manager or service provider looking for growth enterprises?

You are invited to attend **128 Venture North**, sponsored jointly by the Enterprise Center and the 128 Innovation Capital Group. This popular breakfast series is designed to **bring together investors and entrepreneurs** and will provide time for networking and a speaker. Visit www.enterprisectr.org for information on upcoming sessions.

Enterprise Center at Salem State College

The Enterprise Center at Salem State College is both a business incubator where start-up small businesses may lease space in the center's 53,000 square foot building **and a virtual center for North Shore entrepreneurs** at every stage of business development. The Center helps match business owners with the best advice and resources available, including:

- Dozens of free workshops and seminars
- One-on-one consultations with experts
- Conference facilities
- CEO Groups that owners of non-competing businesses may join to help each other better run and grow their businesses
- The Small Business Development Center, located with the Enterprise Center

The Enterprise Center is also active in initiatives to increase growth businesses and grow the creative economy on the North Shore. The Center manifests the commitment of Salem State College to be a major force in the economic and cultural development of the North Shore and a "good neighbor" in the city of Salem.

The Enterprise Center is located on the Central Campus of Salem State College at 121 Loring Ave, Salem, MA 01970. Call us at **978-542-7528**. Visit www.enterprisectr.org for more information and to register for any of our programs.