

# 2007 North Shore Business Plan Competition



## Enterprise Center

AT | SALEM | STATE | COLLEGE

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

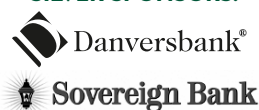
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Special Thanks to the North Shore Technology Council

## 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](http://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](http://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 23, 2007 and final plans no later than March 29, 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](http://www.enterprisectr.org/bpc)**

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

- Beverly Chamber of Commerce
- 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
- Merrimack Valley Chamber of Commerce
- Greater Newburyport Chamber of Commerce
- North Shore Chamber of Commerce
- Peabody Chamber of Commerce
- Salem Chamber of Commerce
- Bertolon School of Business, Salem State College
- Small Business Development Center at Salem State College

[www.enterprisectr.org/bpc](http://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

<b>February 23</b>	Plan overviews and completed entry forms due to Enterprise Center no later than 5:00 p.m.
<b>February 27</b>	Writing a Competitive Business Plan Workshop for 2007 entrants held by Small Business Development Center at Enterprise Center, 9:00 a.m. – 12:00 p.m.
<b>March 29</b>	Final Business Plans are due to Enterprise Center no later than 5 p.m.
<b>April 17</b>	Semifinalists announced
<b>April 25</b>	Judges interview semifinalists and select finalists
<b>April 27</b>	Finalists announced
<b>May 16</b>	Public presentations at Central Campus Recital Hall, Salem State College, 71 Loring Ave. , 4:30 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](http://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](http://www.enterprisectr.org) for more information and to register for any of our programs.