

# 2006 North Shore Business Plan Competition



## Enterprise Center

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### :: 2006 North Shore Business Plan Competition ::

*Designed to encourage growth companies to locate in Essex County.*

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*Additional Thanks to Salem Five*

## 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 \$100,000 investment from sources other than professional venture capital**
- Business must have plans to grow to **at least 10 full time 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! Executive Summaries are due no later than February 17, 2006 and final plans no later than March 27, 2006.** 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 2006 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
- 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
- North Shore Technology Council
- 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](http://www.enterprisectr.org/bpc)  
entry forms and information on past winners

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## 2005 WINNERS

**First Prize**  
SemiNex, Inc.  
Middleton, MA

**Second Prize**  
BioPoint Solutions  
Danvers, MA

**Third Prize**  
Custom Medicine  
Beverly, MA

**First Runner Up**  
Best Friends Bakery  
Gloucester, MA

**Elevator Pitch  
Competition Winner**  
Powerhouse Enterprises  
Lawrence, MA

## Business Plan Competition Timetable

<b>February 7</b>	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.
<b>February 17</b>	Plan overviews and completed entry forms due to Enterprise Center no later than 5:00 p.m.
<b>February 28</b>	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.
<b>March 27</b>	Final Business Plans are due to Enterprise Center no later than 5 p.m.
<b>April 14</b>	Semifinalists announced
<b>April 26</b>	Judges interview semifinalists and select finalists
<b>April 27</b>	Finalists announced
<b>May 17</b>	Public presentations at Central Campus Recital Hall, Salem State College 7:00 p.m. – 10:00 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.