



# OFFICE OF ECONOMIC DEVELOPMENT

*YOUR SUCCESS IS OUR BUSINESS!*

## ALSO IN THIS ISSUE

- Globe Editorial Highlights Lowell  
Page 2
- Deshpande Foundation Preps  
"Merrimack Sandbox" Page 2
- Workforce Dev. Grants  
Aid Biz, Jobseekers Page 2
- Manager to Visit Local Businesses  
Page 3
- Special Price for 2011 'StreetWise  
MBA'™ Page 3
- Small Business Matching Grant  
Program Page 3

## CITY OF LOWELL WELCOMES DIAGNOSISONE

DiagnosisONE, a clinical decision support and analytics company has relocated their headquarters from Nashua, New Hampshire to CrossPoint Towers in Lowell in December. The expansion to a larger space in CrossPoint was a significant move for DiagnosisONE due to aggressive growth plans for the next few years. To their current staff of 30, they plan to add some two hundred to meet the demands from their growing roster of customers worldwide. DiagnosisONE's clinical decision support and analytic solutions improve patient care and enable healthcare providers to reduce costs, increase revenue and improve medical outcomes. The company's customers include doctors' offices, hospitals, health plans, electronic medical record vendors, system integrators and government entities.

### DiagnosisONE

had selected DiagnosisONE as the exclusive provider of clinical decision support for their electronic health record deployments. Polaris is a management service organization formed by Rhode Island physicians to provide independent practices with the support and expertise needed to effectively operate in today's healthcare industry. Polaris chose DiagnosisONE based on their flexibility, their ability to deliver personalized clinical support, and their leading-edge CDS technology which will allow clinicians to make informed, evidence-based treatment decisions.

The company recently secured \$5 million in venture funding to expand their sales, marketing, and development efforts, which will allow them to continue to grow and expand their customer base. To learn more about DiagnosisONE please visit <http://www.diagnosisone.com>.

On December 20, 2010, Polaris Medical Management announced that it

## IMMIGRANT ENTREPRENEURSHIP MATTERS

Throughout Massachusetts immigrant entrepreneurs have been driving forces behind neighborhood revitalization, innovations in science and engineering, and increases in the local presence of transnational businesses. On November 17th, 2010, The Immigrant Learning Center held the Statewide Conference of Immigrant Entrepreneurship at Babson College. The conference brought together over 100 immigrant entrepreneurs, researchers, experts, and community- and economic-developers to network and learn ways to accelerate immigrant entrepreneurship for economic and job growth throughout Massachusetts.

Immigrant entrepreneurs have long had a significant economic impact on the Commonwealth. Their remarkable contributions were clearly evidenced

***Immigrant Entrepreneurship — Continues on Page 4***



### LOWELL CITY COUNCIL

- James L. Milinazzo  
MAYOR
- Kevin P. Broderick  
VICE MAYOR
- Edward "Bud" Caulfield
- Franky D. Descoteaux
- Rodney M. Elliott
- William F. Martin
- Joseph M. Mendonça
- Rita M. Mercier
- Patrick O. Murphy

### OFFICE OF THE CITY MANAGER

- Bernard F. Lynch  
CITY MANAGER
- Adam Baacke  
ASSISTANT CITY MANAGER/  
DPD DIRECTOR
- Theresa Park  
DIRECTOR OF  
ECONOMIC DEVELOPMENT

## MARK YOUR CALENDAR

**JANUARY 18, 2011**

**Greater Lowell**

**Chamber of Commerce:  
Networking on the  
Threes**

12:00 PM - 1:30 PM

Helping Hands Family  
Chiropractic  
30 Gorham Street  
Lowell, MA  
<http://www.greaterlowellchamber.org/eventCalendar.aspx>

**JANUARY 20, 2011**

**Energy Cluster**

**Breakfast Roundtable:  
Energy Sustainability in  
Technology Companies,  
Setting the State for  
2011 and Beyond**

8:00 AM - 10:00 AM

Foley Hoag  
1000 Winter Street  
Waltham, MA  
<http://www.eventbrite.com/event/1143838251>

**JANUARY 26, 2011**

**Merrimack Valley**

**Venture Forum  
New Year Launch &  
Networking**

6:00 PM - 8:00 PM

Holiday Inn  
Tewksbury/Andover

For more information:  
[sferrara@mvmvf.org](mailto:sferrara@mvmvf.org)

**JANUARY 27, 2011**

**Annual VC Outlook  
Dinner-Boston**

**TiE-Boston  
(The Indus Entrepreneurs)**

6:00 PM-9:00 PM

Burlington Marriott  
1 Burlington Mall Road  
Burlington, MA  
<http://boston.tie.org>

## GLOBE EDITORIAL HIGHLIGHTS LOWELL

Beginning November 29th, 2010, The Boston Globe published a five-part editorial on Gateway Cities -- a group of 24 former Massachusetts industrial cities that once enjoyed economic success but have since struggled to compete as the state shifted toward the information economy. Boston has become the focal point of that economy and the Gateway Cities have continued to lose ground on key measures including job creation, knowledge-industry employment, educational attainment, and incomes. The editorials advocate state policy changes to support economic growth in these once-successful Gateway Cities, including Lowell, Lawrence, Worcester and Haverhill. The editorials highlight reforms that need to be made in such areas as transportation, housing, and economic development. Throughout the series, Lowell was prominently featured for being one of the more successful of the Gateway Cities, going so far as to acknowledge Lowell as an inspiring model for others. Lowell's success can be attributed to strong partnerships between the public and private sector and the strength of local institutions, such as The Lowell Plan, that continue to foster partnership between the city's various stakeholders. This series of editorials acknowledges the fact that these Gateway Cities could, as they once were, be economic engines for the Commonwealth with the necessary policy changes and the right partnerships. To read the articles visit [www.boston.com](http://www.boston.com) and to learn more about the MassINC's Gateway Cities visit <http://www.massinc.org/Programs/Gateway-Cities.aspx>.

## DESHPANDE FOUNDATION PREPS "MERRIMACK SANDBOX"

On December 9th, 2010 the Deshpande Foundation launched a new initiative to spur entrepreneurship and innovation in the Merrimack Valley. In partnership with the region's educational institutions University of Massachusetts-Lowell, Middlesex Community College, Northern Essex Community College, and Merrimack College, the "Merrimack Valley Sandbox" initiative seeks to help organizations to become innovative and build the systems to grow and succeed, work with existing non-profits and new social entrepreneurs to identify scalable solutions to societal



challenges, and create a large cluster of for-profit entrepreneurs and startups based in/creating jobs in Merrimack

*Deshpande — Continues on Page 4*

## WORKFORCE DEV. GRANTS AID BIZ, JOBSEEKERS

The Greater Lowell Workforce Investment Board is pleased to announce participation in the Northeast Energy Sector Training Partnership (NESP). The partnership is the result of a grant focused on expanding the capacity of the local workforce in renewable energy and energy efficiency.

With funding made available through US Department of Labor American Recovery and Reinvestment Act (ARRA), the grant will provide training opportunities for unemployed and under-employed residents in the Greater Lowell Region. Training options include building and construction retrofit, energy efficiency assessment, weatherization, sustainable manufacturing, environmental protection,

*Workforce Dev Grants — Continues on Page 3*



## MANAGER TO VISIT LOCAL BUSINESSES

Over the next several months, the City Manager plans to visit a different local business each week to get a sense of what's happening in our community and highlight our vibrant local businesses; from our unique eateries to high tech firms and everything in between. Reports on these visits will be posted on The Blog from the Office of the City Manager.

Find out more at [www.lowellma.wordpress.com](http://www.lowellma.wordpress.com)

## SPECIAL PRICE FOR 2011 'STREETWISE MBA'

The non-profit organization, Interise, is excited to announce that they are offering a one-time "recession-buster" discount of \$1,000 off their regular \$2,500 program fee for their Lowell 2011 'StreetWise MBA'™ program.

The 'StreetWise MBA'™ Program is a six-month business development program for the owners of established small businesses. It includes access to new markets, capital, resources and knowledge through management training, peer-to-peer learning, and networking opportunities. Interise's 2010 report card shows that the average CEO who completed their 2009 program, grew their annual revenue by \$356,000. For the second year in a row, Enterprise Bank is offering one \$1,500 'StreetWise MBA'™ scholarship to a Southeast Asian immigrant business owner, located in the greater Lowell area, who is a customer of the bank, and has demonstrated a commitment to the community of Lowell. Classes meet twice a month in the evenings and begin on February 2nd. Space is limited to 15 participants. To learn more, please contact Beecher Grogan at (978) 204-8734/ [bgrogan@interise.org](mailto:bgrogan@interise.org).

## SMALL BUSINESS MATCHING GRANT PROGRAM

On January 5th, 2011 the Massachusetts Life Science Center launched its FY11 Small Business Matching Grant (SBMG). The Small Business Matching Grant will provide "matching" grants capped at \$500,000 per company. This round of the program has an investment of \$3 million. The basis of this program is to provide grants to commercialization-ready life sciences and technology companies that have reached production stage and will create jobs throughout Massachusetts.

The center will be holding an information session for the Small Business Matching Grant Programs in Lowell on Wednesday, January 19th, 2011 at 9 a.m., 600 Suffolk Street.

To find out if you meet the program criteria and to learn more, visit [www.masslifesciences.com](http://www.masslifesciences.com).

### *Workforce Dev Grants — Continued from Page 2*

green construction, alternative energy sources and enhanced energy utilization.

The grant will align business, workforce development and educational partners to provide critical training and employment opportunities in the clean/green industry and help rebuild our regional economy. The project will be managed by the GLWIB in conjunction with the Career Center of Lowell.

Greater Lowell companies interested in training employees in energy efficiency related fields or learning more about the Energy Sector Partnership should contact Gail Brown, GLWIB Senior Program Manager [gail.brown@cclowell.org](mailto:gail.brown@cclowell.org); 978-805-4736.

## MARK YOUR CALENDAR

**JANUARY 27, 2011**

**Greater Lowell Chamber of Commerce: Networking after Hours**

5:00 PM - 7:00 PM

Heritage Real Estate  
1201 Westford Street  
Lowell, MA

<http://www.greaterlowellchamber.org/eventCalendar.aspx>

**FEBRUARY 10, 2011**

**Dale Carnegie -- Public Speaking Mastery**

Performance Training Associates

9:00 AM - 5:00 PM

1400 Main Street  
Waltham, MA

For more info contact: [DZ@dalecarnegie.com](mailto:DZ@dalecarnegie.com)

**MARCH 30, 2011**

**Building a Complete Lean Enterprise**

8:00 AM - 4:00 PM

Lean Enterprise Institute  
One Cambridge Center  
Cambridge, MA

[www.lean.org](http://www.lean.org)

**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.

And Don't Forget:

ONE MONTH UNTIL  
WINTERFEST!



Lowell's 11<sup>th</sup> Annual Winterfest Celebration is right around the corner!

Come celebrate with family and friends with festivities including live entertainment, arts & crafts, kid's activities, outdoor ice skating, soup bowl competition and the National Human Dogsled Championship!



The National Human Dogsled Championship is the perfect

opportunity for Lowell businesses to compete and win the title of "top dog!" More than 32 six-player teams will race down 200 feet of icy tundra to the finish line. If your company is interested in participating visit: <http://www.lowell.org/Pages/Winterfest.aspx/>.

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

### Immigrant Entrepreneurship — Continued from Page 1

by the breadth and quality of the presenters, including some twenty immigrant entrepreneurs and researchers. Among the many presentations, topics included the role of immigrant-owned storefront businesses in helping to revitalize communities by providing needed goods and services, which increase the level of foot traffic, thus resulting in safer neighborhoods. The conference also highlighted the amount of revenue and jobs immigrant-owned businesses bring in a year to the Commonwealth; in 2006 alone 25.7% of biotechnology firms were immigrant owned and generated 4,000 jobs and \$7.6 billion in revenue. It also addressed what municipalities, non-profits, and other organizations can do to support immigrant entrepreneurs.



From left to right: Richard Herman, Sridhar Iyengar, Alvaro Lima, Yumin Choi, Anne O'Callaghan, Rodrigo Cerveira, Saul Perlera

The City of Lowell, given its long history of immigration resulting in a diverse mix of ethnicity, seeks to support immigrant entrepreneurs as a critical part of its economic development strategy. Its importance is supported by a study conducted by The Massachusetts Association for Community Action (MASSCAP), which clearly recognized the role of small businesses in Lowell neighborhoods as a first stepping stone for employment for immigrants. Further, a 1998 study by UMass Lowell Center for Family, Work, and Community researchers found that Lowell had over 300 immigrant businesses in operation.

As the conference highlighted, these immigrant entrepreneurs are engines of economic growth and job creation in Massachusetts and in their local communities. Through the ongoing support of local policy makers and community and economic developers, immigrant entrepreneurship can continue to flourish in Massachusetts and be a model for other states.

To learn more about the Statewide Conference on Immigrant Entrepreneurship held by The Immigrant Learning Center visit <http://ilctr.org/>

To learn more about resources available from the City of Lowell call 978-446-7200.

### Deshpande — Continued from Page 2

Valley. The initiative was announced at the first-ever Merrimack Valley Development Dialogue at the UMass Lowell Inn and Conference Center in the presence of over 300 business representatives, government officials, local entrepreneurs, and educational officials.

The Merrimack Valley Sandbox will be one of only three of its kind in the world and follows Deshpande Foundation's two earlier initiatives at MIT and Northern Karnataka, India. The sandbox will be based at the Merrimack Valley Center for Innovation and Entrepreneurship at UMass Lowell, which will be located at the Wannalancit Mills. Services such as leadership training, seed funding and capacity building support to organizations and individuals in the region will also be available.

The Deshpande Foundation believes in pursuing economic development by promoting innovation, entrepreneurship, and scale and has committed \$5 million over the next five years to the initiative in hopes of significant growth of entrepreneurship throughout the region. They also hope to raise \$10 million more through various funders. To learn more about the Merrimack Valley Sandbox and the Merrimack Valley Development Dialogue visit [www.deshpandefoundation.org](http://www.deshpandefoundation.org).