

# Mayor Joseph A. Curtatone Invites You to:

## SOMERVILLE BUSINESS DEVELOPMENT WORKSHOPS 2008



The City of Somerville in partnership with East Somerville Main Streets and Union Square Main Streets and with the assistance of other groups including ACCION USA and the Somerville Chamber of Commerce presents this series of business development workshops and networking events. These educational programs assist Somerville residents, aspiring entrepreneurs, and existing businesses to build business skills, advance economic development, and expand networking opportunities within our community.

*Space in these workshops is limited. Attendance is open to any Somerville business or entrepreneur.*

### Schedule of Workshops for:

- **Aspiring Entrepreneurs and Start-Ups:** Second Tuesday Evening Workshops at SCAT, 90 Union Square
- **Existing Businesses:** First Wednesday Networking Breakfast Workshops at SCAT, 90 Union Square

For more information go online to: <http://www.unionsquaremain.org/BizWorkshops08.htm>

### Tuesday Evening Series: Especially Designed for Aspiring entrepreneurs & Start -Ups

<i>Workshop Title</i>	<i>Presenter</i>	<i>Date &amp; Time</i>
Understanding Markets and Somerville's Business Districts	Somerville Local First / Union Square Main Streets	Tues, June 10, 6:30-8:00 pm
Getting Started in Business	MA Small Business Development Center at UMass Boston	Tues, July 15, 6:30-8:30 pm
Navigating Requirements for Licensing and Permitting	City of Somerville	Tues, August 12, 6:30-8 pm
Starting a Business: Components of the Business Plan	ACCION	Tues, September 9, 6:30-8pm
Lending Basics and Commercial Financing Options	TBD	Tues, October 7, 6:30-8 pm
Financial Fundamentals of Running a Successful Business	ACCION	Tues, November 11, 6:30-8 pm

All Aspiring Entrepreneur and Start-Up Workshops meet in the SCAT Conference Room, 90 Union Square. Cost is \$10, free for members of ESMS & USMS. To register contact: David Guzman at [dguzman@somervillema.gov](mailto:dguzman@somervillema.gov) or call 617-625-6600 x 2546

### Wednesday Morning Series: Especially Designed for Existing Businesses

<i>Workshop Title</i>	<i>Presenter</i>	<i>Date &amp; Time</i>
Commercial Lending	Century Bank / Winterhill Bank	Wed, May 7, 8-9:30 am
Legal Issues for Businesses	Michael Radin, Tarlow Breed, Hart & Rogers	Wed, June 4, 8-9:30 am
Marketing and PR	Dorie Clark, Clark Strategic Communications	Wed, July 9, 8-9:30 am
City of Somerville's Business Assistance Programs	City of Somerville	Wed, August 6, 8-9:30 am
Negotiation Skills	Scott Loring, Cooperative Coaching and Mediation	Wed, September 10, 8-9:30 am
Managing Your Inventory for Optimum Profitability	Stella Downie, founder of Stella Bella Toys	Wed, October 1, 8-9:30 am
Business Taxes and Insurance	ACCION	Wed, November 5, 8-9:30 am
Payment Processing Strategies	Ray Zonghetti, Heartland Payment Systems	Wed, December 3, 8-9:30 am

All Existing Business Networking Workshops meet in the SCAT Conference Room, 90 Union Square. Morning workshops include continental breakfast. Cost is \$10, free for members of ESMS & USMS. To register contact: David Guzman at [dguzman@somervillema.gov](mailto:dguzman@somervillema.gov) or call 617-625-6600 x 2546.