Small Business Outlook

Event Profile Presentation

Small Business Association of New England
Agenda

- Previous Raytheon “Cutting Edge” Events
- Raytheon Supplier Financial Matches
- Management Assistance Statistics
- Lay-Off Aversion Program Through Management Assistance
- Alternative Capital Financing Programs
- “Profitable Connections”
Previous Raytheon “Cutting Edge” Events

- November 1, 2007 – Warwick, RI
- March 4, 2008 – Beverly, MA
- May 13, 2008 – Waltham, MA
- June 17, 2008 – Portsmouth, RI
- December 11, 2008 – Westborough, MA
- April 7, 2009 – Portsmouth, NH
Raytheon Events

November 1, 2007
- Crown Plaza in Warwick, RI
- 167 attendees

March 4, 2008
- Metaxas Norman & Pidgeon LLP in Beverly, MA
- 114 attendees

May 13, 2008
- Westin Waltham
- 103 attendees
Raytheon Events

June 17, 2008
- Seapower Capability Center in Portsmouth, RI
- 89 attendees

December 11, 2008
- Double Tree Hotel in Westborough, MA
- 119 attendees

April 7, 2009
- Sheraton Portsmouth Harborside in Portsmouth, NH
- 136 attendees

TOTAL: 728 attendees
Raytheon Supplier Financial Matches

- SBANE impact on IDS
  - Fiscal Year 2008
    - 40 small businesses engaged
  - Year to Date 2009
    - 52 small businesses engaged

TOTAL: 92 small businesses
Management Assistance Statistics


2004 – 2005 Program
- Amount Allocated: $250,000
- Total Payroll: $33,415,648
- Total Jobs: 740

2006 – 2007 Program
- Amount Allocated: $250,000
- Total Payroll: $52,127,584
- Total Jobs: 1,158

2007 – 2008 Program
- Amount Allocated: $100,000
- Total Payroll: $28,115,110
- Total Jobs: 614

Small Business Association of New England

- Payroll Total: $113,658,342
- Jobs Total: 2,512
- State (Match) Funding: $600,000
- Private (Match) Funding: $600,000
- Total Funding: $1,200,000
Management Assistance / Lay-off Aversion

- **Diamond Antenna**
  - **Founder:** Jeffrey Gilling
  - **Industry:** Electromechanical assemblies
  - **Location:** Littleton, MA
  - **Year Founded:** 1994
  - **Number of Employees:** 48
  - **Management Assistance:** $17,500
ATC Technologies

- Founder: Paul Kierce
- Industry: Medical devices
- Location: Wilmington, MA
- Year Founded: 1987
- Number of Employees: 16
- Management Assistance: $20,000
Management Assistance / Lay-off Aversion

Headwall Photonics

- **Founders:** Larry Barstow & David Bannon
- **Industry:** Analytical instruments for chemical sensing
- **Location:** Fitchburg, MA
- **Year Founded:** 2003
- **Number of Employees:** 35
- **Management Assistance:** $8,000
Management Assistance / Lay-off Aversion

- **AV Sportswear**
  - **Founder:** Ronald Petrucci
  - **Industry:** Outerwear apparel
  - **Location:** Lynn, MA
  - **Year Founded:** 1987
  - **Number of Employees:** 35
  - **Management Assistance:** $16,000
Alternative Capital Financing

- Cutting Edge Series, “Solving the Credit Puzzle”
  - January 27, 2009, Westin Hotel in Waltham, MA
  - Sponsored by Accounting Management Solutions, Inc.
  - 4 panelists from Quasi-public and private lending organizations
  - Addressed & identified non-traditional capital solutions
    - Finance growth or sustainability
Alternative Capital Financing

“Financing Comes in All Flavors”

- February 12, 2009, Reservoir Place in Waltham, MA
- 5 expert panelists from commercial finance companies
- Each possessing variances in product offerings:
  - Pricing
  - Cash availability
  - Advance rates
  - Specific time periods
Alternative Capital Financing

- **Capital Connections Series, “Liquidity for Growth”**
  - March 12, 2009, Westin Hotel in Waltham, MA
  - Sponsored by Davis Malm & D’Agostine P.C. and SAMET
  - 5 panelists that represent the credit spectrum from:
    - Federal loan guaranties
    - Emerging technology loans
    - Tax-exempt bonds
    - Mezzanine capital
    - Private equity
Alternative Capital Financing

- Capital Connections Series, “Liquidity for Growth”
  - June 17, 2009, Marriot Hotel in Providence, RI
  - Business Partner - Citibank
  - 2 panels of financial experts, 7 panelists
  - Represent the credit spectrum from:
    - Federal loan guaranties
    - Emerging technology loans
    - Tax-exempt bonds
    - Mezzanine capital
    - Private equity
Profitable Connections

- ModuForm, Inc.,
  - Fitchburg, MA
  - Bill Weissman, President
  - Manufactures furniture to outfit college dormitories

**Challenge:**
- Need liquidity from non-bank source
- Capitalize on backlog orders

**Solution:**
- $500,000 Mass Community Development Finance Corporation
Profitable Connections

- MarketForge Industries
  - Everett, MA
  - Dave Zappala, President & CEO
  - Manufactures food service equipment

**Challenge:**
- Supplemental working capital needed
- New product line – save energy & water expenses

**Solution:**
- Boston Financial Resources
- Pursue alternative financing channels
- $600,000 Mass Community Development Finance Corporation
Profitable Connections

CamBrooke FOODS
- Framingham, MA
- David and Lynn Paolella, CEO
- Medicinal, dietary food supplements
  - Treat protein metabolism deficiencies

Challenge:
- Growth capital to expand Camino Pro™
- Fund inventory & marketing campaign

Solution:
- $500,000 Mass Community Development Finance Corporation
Profitable Connections

- **Source Code Corporation**
  - Norwood, MA
  - Arthur Ataie, President
  - Assembles computers
    - Corporate & government users

- **Challenge:**
  - Infusion of liquidity to acquire other companies

- **Solution:**
  - $1.5 million in Mezzanine financing from Mass Capital Resource Company