



S B A N E

Small Business Outlook

Event Profile Presentation

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

Raytheon
Integrated Defense Systems



Management Assistance Statistics

▶ Impact of Assistance (2004 – 2008)

▶ 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



Cumulative Statistics (2004-2008)

- ▶ 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



Management Assistance / Lay-off Aversion

▶ ATC Technologies

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



atctechnologies

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



“Solving The Credit Puzzle”

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

DAVIS MALM &
D’AGOSTINE P.C.
CORNEYS AT LAW



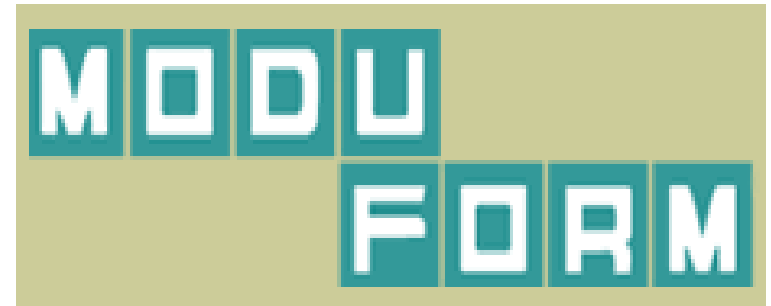
Alternative Capital Financing

- ▶ **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 Paoella, 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