Happy New Year! We hope that 2012 is a healthy and prosperous year for you.

Upcoming Workshops and News

SMALL BUSINESS ASSISTANCE INFO SESSION

Monday, February 6, 6:30 p.m. - 7:30 p.m. Free for all. *Presented by City of Cambridge*. This workshop will be held at Cambridge City Hall Annex, 344 Broadway, Cambridge.

Staff from Economic Development Division will discuss the variety of programs that the City offers to residents and business owners interested in starting or growing a business. Learn about future workshops and commercial programs available.

BEST RESTAURANT MANAGEMENT PRACTICES

Thursday, February 9, 8:30 a.m. - 11:00 a.m. Free for all eligible restaurant and food based businesses, \$20 for others. *This workshop is presented by NELSON and Clair Stone Communications*. This workshop will be held at Cambridge City Hall Annex, 344 Broadway. Your restaurant is off and running, surviving the industry's otherwise high failure rate. This 2.5 hour workshop, presented by a seasoned restauranteur, is designed to help you move from "surviving to thriving." You'll hear solutions to the common challenges of managing inventory, staffing, purchasing, interior design and marketing. Pre-registration is required!



STEPS TO STARTING YOUR OWN BUSINESS

Wednesday, February 29, 6:00 p.m. - 8:00 p.m. Free for Cambridge eligible residents and business owners, \$20 for others.

Presented by Center for Women and Enterprise. This workshop will be held at Cambridge City Hall Annex, 344 Broadway.

Cambridge. This workshop is ideal for those in the early stages of starting a business or those thinking about owning a business. Topics include: legal structure, choosing a name and identity, obtaining an employer identification number, licenses and permits, insurance and much more!





Thursdays March 1-22, 9:00 a.m. - 11:00 a.m. Free for eligible Cambridge residents and business owners, \$20 per class for others. *Presented by the Center for Women and Enterprise.* This workshop will be held at Cambridge City Hall Annex, 344 Broadway, Cambridge.

Join us for a variety of topical QuickBooks workshops this spring!

March 1 - QuickBooks for Restaurant Owners

March 8 - Using QuickBooks to Get a Loan

Quick Links

Economic Development Division

Workshop Calendar

March 22 - Using QuickBooks for Inventory Management

MORE UPCOMING WORKSHOPS AT THE ANNEX

Sidewalks that Sell - Wednesday, March 7, 9:00 a.m - 10:00 a.m.

Enhancing Your Marketing Strategy - Tuesday, March 13, 8:30 a.m. - 10:30 a.m.

Massachusetts Department of Revenue's Small Business Tax Workshop - Thursday, March 29, 10:00 a.m. - 12:00 p.m.

For a full listing of all our Winter/Spring Workshops, click here.

IN OTHER NEWS...

NEW TOOL DEVELOPED FOR SMALL BUSINESSES TO FIND & COMPARE HEALTH CARE PLANS

A greatly expanded website to give small business owners an unprecedented detailed review of their health insurance plan choices was announced in November 2011 by the U.S. Department of Health and Human Services. Just in time for 2012, this powerful new tool allows small business owners to compare the benefits and costs of health plans and choose those that are best for their employees. For the first time ever, it will allow small businesses to research locally available products in an unbiased manner and foster a more transparent and competitive marketplace. The website is the first of its kind to bring information and links to health insurance plans to one place, and to make it easy for consumers to learn about and compare their insurance options.

To access the small business Insurance Finder, go to the home page of www.HealthCare.gov and click on the blue tab at the top of the page.

CAMBRIDGE RESOURCE TABLE NOW AT THE VENTURE CAFE IN KENDALL SQUARE

The City of Cambridge is interested in supporting local entrepreneurs grow and stay in Cambridge. Sit down with an Economic Development staff member to learn more about what resources are available to support Cambridge start ups and discuss ideas on growing the local entrepreneurial community. Our first session will be **Thursday**, **January 12 from 5:30 p.m. - 6:30 p.m.** at <u>Venture Cafe</u>. For more information on this new programming, contact Pardis Saffari at 617-349-4654 or <u>psaffari@cambridgema.gov</u>.

To pre-register for these workshops please contact Pardis Saffari at 617-349-4654 or psaffari@cambridgema.gov.