

News from the Economic Development Division

PROGRAM NEWS

NEW PROGRAM: Cambridge Entrepreneurship Assistance Program

The Cambridge Entrepreneurship Assistance Program (CEAP) is a new program that provides five (5) HUD eligible Cambridge early-stage entrepreneurs in the consumer products, clean energy, high tech, and life sciences clusters with a scholarship opportunity to participate in [The Capital Network's](#) 6-month Accelerated Education Program series on fundraising education for early-stage entrepreneurs.

We will be holding office hours on this program at the Venture Cafe on Thursday, April 17 from 4:30 p.m. - 6:30 p.m. at One Broadway in Kendall Square.

[For more information on this program and a downloadable application, click here.](#) Applications are due by May 16, 2014.

Upcoming Workshops

NEGOTIATING YOUR WAY TO BUSINESS SUCCESS

Thursday, April 10, 2014, 8:30 A.M. - 10:00 A.M. at Cambridge City Hall Annex, 344 Broadway, 2nd floor. Free for eligible Cambridge residents and business owners, \$20 for others. *Presented by the Center for Women and Enterprise.*

Statistics show that many of us would rather go to the dentist than engage in a conversation involving the art of negotiation. Yet opportunities for negotiations present themselves around us every day, especially in the business world. Knowing how to conduct effective negotiations is a valuable skill that will set you apart from the crowd. In this workshop learn some proven approaches to increase your comfort with negotiations, discover how the person across the table think, assumes, and reacts, and get helpful tips on how to become more effective in the art of negotiation.

UNDERSTANDING YOUR MARKET - CAMBRIDGE DEMOGRAPHICS WORKSHOP

Monday, April 14, 2014, 6:00 P.M. - 7:00 P.M. at [Cambridge City Hall](#)

Quick Links

[Economic
Development
Division](#)

[Check out the
Storefront
Improvement
Program!](#)

Upcoming Events

[CityRun 5-mile
Road Race - April 6](#)

[5th Annual East
Cambridge Clean
Up Day - April 12](#)

[TCN's Corporate
Strategic
Partnerships - April
15](#)

[Cambridge Science
Festival - April 18 -
27](#)

[Cambridge Open
Studios - April 26 &
27](#)

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[Annex. 344 Broadway](#), 2nd floor. Free to all. *Presented by the Cambridge Community Development Department.*

Understanding your market and customer base is a key ingredient to every stage of your business. City staff will give an overview of the Cambridge population and commercial districts, including an introduction to our new software which allows us to provide site specific market profiles.

To pre-register for workshops please contact:

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