



LYNN.

A WORK IN PROGRESS.





LYNN ECONOMIC DEVELOPMENT & INDUSTRIAL CORPORATION

Annual Report 2006

Edward J. "Chip" Clancy Jr.
Mayor

James M. Cowdell
Executive Director

Board of Directors

Charles J. Gaeta, *Chairman*

Tyrone Brown

Domenic A. Ferrari

Richard J. Ford

Judith Josephs

Lisa J. Panakio-Rowe

Theodore J. Smith

DEVELOPING



Dear friends,

This is an exciting time to be part of Lynn.

In just two years, more than 250 new residents have made downtown their home. Vacant buildings once used for industrial purposes are now being transformed into luxury condominiums. This development combined with the City's influx of resources has led to a renaissance in the central business district that is unprecedented.

I'm proud to say that we have just begun. This year alone some of the projects that will be coming to fruition are the creation of luxury housing units on Mt. Vernon Street, \$500,000 in improvements to Munroe Street, a \$4 million mall project on upper Union Street, and the completion of a \$10 million commercial development on the Lynnway.

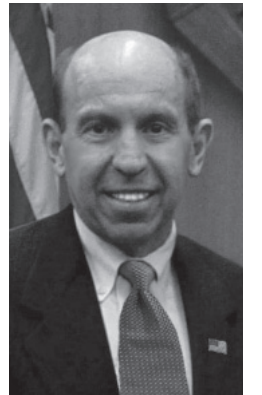
Those projects combined with Lynn's wonderful neighborhoods make Lynn an ideal place to live and work. I invite you to visit our new Manning Field or watch a baseball game at Fraser Field. Come to Lynn and see a Broadway show, listen to the Boston Pops and see for yourself our newly renovated City Hall Auditorium.

We are proud of Lynn and hope that you will see for yourself what the excitement is all about!

Sincerely,

James M. Cowdell
Executive Director

VISION



Dear friends,

Congratulations to the Board of Directors, the Executive Director and the staff of the Economic Development and Industrial Corporation on the occasion of its 30th anniversary.

Lynn's Economic Development and Industrial Corporation plays a vital role in fostering a wholesome atmosphere for businesses, visitors and residents of the City of Lynn to thrive. Based on this annual report, the EDIC is succeeding in its mission. The 250 new residents and variety of new businesses that are calling downtown Lynn home bears witness to the hard work of the EDIC and its staff.

Lynn is the gateway to the North Shore. It is home to a host of public amenities. Natural resources include Lynn Shore Drive, our waterfront, and Lynn Woods Reservation. Public improvements include a new Manning Field, renovated Fraser Field and the refurbished City Hall Auditorium. With the help of the EDIC, the underutilized portion of our waterfront will undergo a complete metamorphosis as the Waterfront Master Plan is implemented. It is our goal to transform Lynn's coastline into a desirable place to live, work, play and visit.

The feeling of optimism in Lynn is palpable, and we are very excited about what the future holds for our great city. The EDIC's continued role in fostering that future is essential. I wish them another successful 30 years.

Sincerely,

Edward J. "Chip" Clancy Jr.
Mayor



MUNROE STREET

UPTOWN DOWNTOWN

Downtown Lynn has undergone a moving experience – in the truest sense of the word.

How else could you explain 250 new residents in the last three years, with more on the way?

And just so no one gets complacent, EDIC/Lynn Executive Director James M. Cowdell would like to see that number double in the next few years. Cowdell is urging even longtime residents to come downtown and witness the transformation.

“We have worked hard to address the issue of the perception of downtown Lynn,” he said. “The vast majority of these new residents have come from outside Lynn, so obviously the word is getting out that this is a great place to be. We hope more of our longtime residents come down and take a look for themselves.”

The EDIC is involved in upgrading two important downtown roadways – Munroe Street, long a home for small businesses, and Mt. Vernon Street.

Mt. Vernon Street is undergoing a series of improvements, including the relocation of the MBTA bus stops, the opening of the viaducts under the railroad bridge for commercial use, and the possibility of the road being opened to two-way traffic. The street will become the permanent home to the popular weekly farmer’s market.

The Mayo Group is building luxury housing units on Mt. Vernon Street, which are expected to sell in the \$300,000-\$400,000 range. They bring an important demographic to the area.

“A lot of the new residents have disposable income they can spend in local shops and restaurants,” said Cowdell. “We used to say build the businesses first and the people will follow. Now we are putting people into the downtown and the businesses are following.”

ON THE WATERFRONT

In the Lynn version of “On the Waterfront,” what is now a largely industrial, significantly underutilized stretch of oceanfront land will be transformed into a bustling, pedestrian-friendly blend of residential and retail space that will generate millions of dollars in additional tax revenue.

James M. Cowdell, executive director of Lynn’s Economic Development & Industrial Corp. (EDIC/Lynn), says it isn’t a question of if it will happen. It’s a question of when.

A master plan for Lynn’s waterfront has been developed by Sasaki Associates, with input from city officials, residents, business owners and other stakeholders. The plan, which encompasses 100 acres from the General Edwards Bridge to Lynn Heritage State Park, will guide development for decades to come.

The first step toward reclaiming Lynn’s waterfront and re-connecting the downtown area with the waterfront is the relocation of the utility lines that presently make development of the area nearly impossible. After years of discussion, that is finally on the front burner. Acquisitions and easements that would allow for the master plan to be implemented would come next.

When completed, the master plan will:

- allow public access to the harbor for a two-mile stretch, from the General Edwards Bridge to the Nahant Rotary;
- create a landmark open space for celebrations;
- create a mixed-use neighborhood that would take advantage of views and proximity to the water;
- transform the lower Sagamore Hill area, which includes lower Washington Street adjacent to North Shore Community College, into a vibrant residential neighborhood;
- enhance and beautify the marina and pedestrian walkway leading to the marina;
- and make the Lynnway and the traffic system more pedestrian-friendly.

“This project will literally change the face of Lynn,” said Cowdell, noting that when complete, the waterfront will feature two new marinas, luxury condominiums, restaurants, green space and a venue for concerts on the harbor.



WALKWAY LEADING TO THE MARINA BEHIND SEAPORT LANDING



RECIPES FOR SUCCESS

One of the most important roles EDIC/Lynn plays is to create a business-friendly atmosphere in the city. You might say the organization is charged with cooking up business-success stories. Never has that been more evident than with Traditional Breads.

Fitzroy Alexander formed the business in 1999 as a small bakery with a staff of two. It has grown to become a full-service commercial bakery with 62 full-time employees. To accommodate his expanding staff and client base, Alexander purchased the building at 161 Pleasant St. and relocated in October 2006 from the Lydia Pinkham Building on Western Avenue.

The Pleasant Street building was redesigned and constructed by CMC Associates. The new site provides Traditional Breads with an additional 52,000 square feet of working space, as well as a 15,000 square foot parking lot. It also features a test kitchen, conference rooms, and a large cafeteria.

“Given the confined space we had, it was hard to bring in new customers,” said Alexander. “We were maxed out, operating out of 18,000 square feet. The new building gives us the ability to grow and to become a national player in the bread industry.”

Alexander received city assistance to move forward with the new building through the low-interest-loan program of the EDIC and the Lynn Municipal Finance Corporation. He was able to tap into the funds to assist in the purchase of the property and make it into a model building.

“The EDIC was very easy to work with,” said Alexander. “They knew my needs and they were able to address them with speed and accuracy.”

Alexander, a native of Grenada, emigrated to the U.S. 25 years ago at age 17, and studied at the American Institute of Baking in Kansas City. At 22, he and 15 partners started a bakery called Signature Breads, which grew to a staff of 300. The business was sold to Hazelwood Farms in 1998 and is currently owned by Pillsbury.

FITZROY ALEXANDER
OWNER
TRADITIONAL BREADS
161 PLEASANT ST.



DON BAKER
OWNER
DON BAKER REAL ESTATE
87 OXFORD ST.

“The EDIC staff is very professional and an asset to the city of Lynn.” - Don Baker

The EDIC provided low-interest financing that enabled Baker to purchase and renovate the former Equitable Bank building, turning it into the headquarters for his real-estate business, which employs 18 people, full and part-time.

“I couldn’t have completed the project without their assistance,” he said. “I’ve worked with them both as a small business owner and a broker, and they’ve been terrific. They’ve helped me put 15-17 buyers into commercial buildings.”



JOHN CIANO
OWNER
CRYSTAL FOOD IMPORT CORP., INC.
86 BENNETT ST.

“The EDIC was super to work with. The tax credits and the loan for the new freezer have been a great help.” - John Ciano

The importer of cheese, olive oil and crackers, founded in 1969, relocated from East Boston to Lynn. The EDIC arranged for tax credits and a loan for a new freezer in their new Lynn plant. The firm imports specialty items from 16 countries and employs between 45-50 people. After 36 years, Crystal is still a family run business. John R. (Jack) Ciano is joined by two of his children, daughter Stephanie Ciano-Pace and son John R. (Jack) Ciano.



JOHN VINTON
OWNER
CRANBARRY
CLOCKTOWER BUILDING
330 LYNNWAY

“We like this new location, and we would never have been able to make the move without the help of the EDIC.” - John Vinton

The EDIC loan helped owner John Vinton relocate his firm, which employs between 50-70 people, from East Boston to the Clock Tower building at 330 Lynnway. CranBarry manufactures women’s athletic wear for sports such as field hockey and cheerleading and custom team outerwear.

“The EDIC staff was very professional,” said Vinton.



JOHN MOORE
OWNER
DOWNTOWN BISTRO
191 OXFORD ST.

“The EDIC loan program was really an enticement to expand here. Restaurants are so expensive to open up, but the loan made it affordable, without having to go to investors.” -John Moore

Downtown Bistro and Wine Bar opened in June at 191 Oxford St. Owner John Moore, a native of Nahant, is also the owner of the successful Charlestown-based Navy Yard Bistro and Wine Bar, which opened in 2004. The approval of an EDIC start-up loan launched Moore’s new plans for the site into action.



DR. NEIL GROSS
OPHTHALMOLOGIST
152 LYNNWAY, SUITE 2G

“The EDIC was professional, friendly and helpful. They were interested in my business and responsive to my needs.” - Dr. Neil Gross

After returning from Georgia in December 2004, ophthalmologist Dr. Neil Gross, a graduate of Harvard, couldn't have set up his new Lynn practice without the help of the EDIC.

“The equipment I needed was expensive, almost prohibitively so,” he said. Now his family eye care and surgical practice has another full-time employee and several part-timers.



SUSAN HALTER
EXECUTIVE DIRECTOR
LYNN ARTS, INC.
25 EXCHANGE ST.

“The loan we got from EDIC helped us in many areas, not the least of which was fixing the roof. They’ve always been terrific to us, very supportive.” - Susan Halter

Lynn Arts is a non-profit community arts organization, developing and fostering arts and humanities in the community. The EDIC loan allowed Lynn Arts to make capital improvements to its home at 25 Exchange St. and to enhance and maintain the building for community use.

“You can get grants for programs but it's very hard to find money to fix a building,” said Susan Halter, executive director of Lynn Arts. “The EDIC loan allowed us to fill in some gaps.”



MICHELLE MERSON
DIRECTOR
JOI CHILDCARE CENTER
J.B. BLOOD BUILDING
20 WHEELER ST.

“As a nonprofit organization, we’ve been extremely fortunate to have a strong partnership with the EDIC. They’re wonderful people to work with.” - Michelle Merson

The center was able to make over its facilities in the Blood Building into a state-of-the-art child care facility, thanks to an EDIC loan. In business for more than 20 years, the center is licensed to care for 121 children. It has 36 full-time and part-time employees.



WILLIAM LAGANAS
OWNER
MEATLAND
437 EASTERN AVE.

“Thanks to the EDIC, we had our best Thanksgiving in 10 years. We sold a lot of turkeys.” - William Laganas

In February 2006, William Laganas was able to purchase the building at 437 Eastern Ave. where Meatland is located, with the help of an EDIC loan. The site has been a food-related business for more than a century and has been Meatland for the past 30 years.

“Our loan also allowed us to purchase new freezers and storage lockers,” said Laganas. “Some of them were more than a century old and very inefficient.”

Laganas said the renovations will allow him to expand into the fast-growing area of prepared and take-out foods.

THE LYNN ECONOMIC DEVELOPMENT & INDUSTRIAL CORPORATION ECONOMIC DEVELOPMENT ADMINISTRATION PROGRAMS

EDIC/LYNN MICROLOAN PROGRAM

This program is funded through monies borrowed from the U.S. Small Business Administration. More than 45 loans have been made since the inception of the program. Under EDIC/Lynn regulations, the loan rate is fixed at 4.5%. The program is targeted to entrepreneurs and other small start-up companies. Technical assistance can be provided by in-house staff or consultants.

Eligibility

- Must be located within the City of Lynn
- Preference given to downtown and start-up businesses
- Must be a U.S. citizen or legal alien
- Demonstrate ability to repay loan
- Have a business plan (staff can assist with plan development)
- Income taxes must be current
- Reasonable credit history
- Ability to provide some form of collateral (personal guarantee, business assets, real estate)

Loan amount

- Maximum project cannot exceed \$105,000
- Maximum micro loan is \$35,000

Uses of funds

- Working capital
- Leasehold improvements
- Machinery or equipment

EDIC/LYNN U.S. DEPARTMENT OF COMMERCE EDA LOAN PROGRAM

The loan program – a partnership between the EDIC and the U.S. Department of Commerce/Economic Development Administration – targets the more mature, established companies in the city. More than \$25 million in private capital leveraged since the program's inception in the early 1980s.

Eligibility

- Must be located within the City of Lynn
- Must be a U.S. citizen or legal alien
- Have the ability to create or retain jobs (preference given to growing companies)
- Demonstrate ability to repay loan through a business plan
- Be a profitable business or have the ability to show profit in a new business
- Collateral based loans (personal guarantee, business assets, real estate)

Loan amount

- 20-30% of project costs up to \$350,000

Uses of funds

- Working capital
- Leasehold improvements
- Machinery and equipment
- Real estate

TAX INCENTIVES

The City of Lynn is a participant in the Commonwealth's Economic Development Incentive Program (EDIP), designed to provide both relief from local property taxes and encourage new investment by providing a 5 percent state tax credit for new construction and expansions.

Through more than \$500 million in investments, more than 700 jobs have been created, as well as more than \$1 million in additional property taxes generated.

The process, although fairly streamlined, is somewhat time sensitive, so before initiating any activity check with EDIC/Lynn with regard to eligibility.

All applications for Tax Incentive Financing (TIF) must be made at the beginning of the project. There are also federal tax credits available for those looking to rehabilitate and renovate older commercial structures. Again, a simple inquiry before beginning the project benefits all parties.

OTHER PROGRAMS

- SCORE - Service Corps of Retired Executives
- Site search assistance



SPECIAL THANKS TO

City of Lynn

Mayor Edward J. "Chip" Clancy Jr.

City Council

John Timothy Phelan, *President*

Richard J. Ford, *Vice President*

Peter L. Capano

Richard C. Colucci

Paul T. Crowley

Darren P. Cyr

Loretta Cuffe-O'Donnell

Wayne A. Lozzi

Paula M. Mackin

Charles T. O'Brien

William R. Trahant

State Delegation

Sen. Thomas M. McGee

Rep. Mark V. Falzone

Rep. Robert F. Fennell

Rep. Douglas W. Petersen

Rep. Steven M. Walsh

COMING ATTRACTIONS



RENDERING OF WATERFRONT PLAN

