



LAWRENCE PARTNERSHIP

Ideas – Investment – Action

*The Boston Foundation Forum on
Cultural Spaces
March 31st*

ORGANIZATIONAL MISSION AND ORIENTATION

*The **Lawrence Partnership** is a private/public sector collaboration committed to fostering economic growth that is equitable and inclusive in Lawrence*

OUR WORK

Our work spans three key enablers of economic development in Lawrence: **Visioning**, **Problem-Solving**, and **Civic Infrastructure**.

Our long-term commitment is to ensure a shared and compelling aspiration among private and public sector leaders and a robust platform for collaboration.

We will also take on critical topics where the Partnership can uniquely accelerate the design of solutions.



VISIONING

Articulate and pursue a collaborative and inclusive 10-year economic vision and narrative for Lawrence.



PROBLEM-SOLVING LEADERSHIP

Grow our economy through a people-first strategy that invests in workforce and business development, and creates opportunity by cultivating the skills, capacities and networks of Lawrencians



CIVIC INFRASTRUCTURE

Support cross-sector collaboration and advocate for key policies and resources

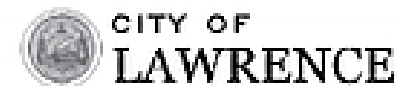


MISSION, HISTORY and CONTEXT for the RTK



1. Turning a failed retail space in a vital incubator, destination, and catalyst for business, neighborhood, and community development
2. Aligning vision and leveraging anchor investment among key actors (NECC, Lupoli Co., City of Lawrence)
3. With a bias towards action, pilot effort, learn, iterate and grow
4. Expansion to a shared commercial kitchen and resource for food businesses

The Revolving Test Kitchen aims to build on the entrepreneurial spirit of the Lawrence community to fuel the creation and growth of small businesses, enhance the Downtown West neighborhood, and contribute to inclusive economic opportunities in the city and the region.



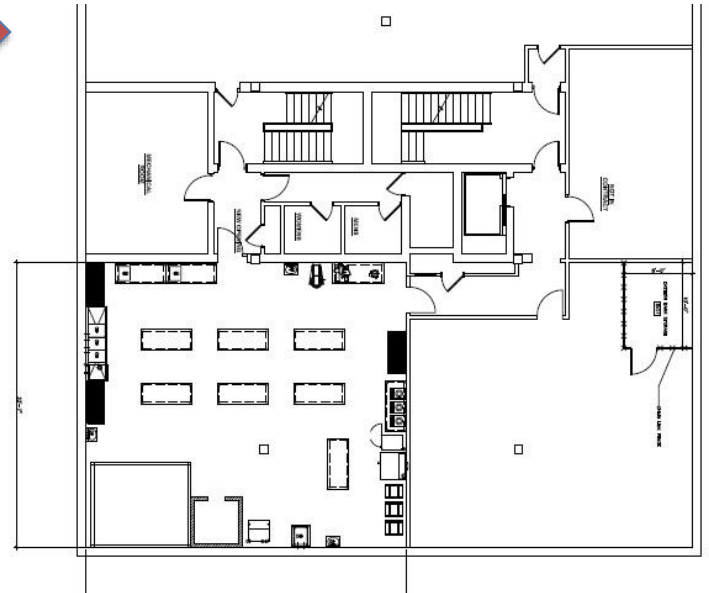
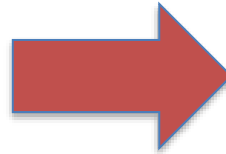
THE SPACE



From a single-use café space (anchored in the heart of NECC's Lawrence campus and on the periphery of Lawrence's downtown)



To a 2 floor, shared commercial kitchen



SERVICES

- Access to state of the art commercial kitchen
 - With cold and dry storage
 - Hot and cold prep stations
 - Multiple wash stations
 - Access 20 hours/day, 365 days/year
- Monthly member meetings to build community and facilitate B to B contracting
- On-site workshops, technical assistance and referrals to partners
- Access to venture loan fund (financing up to \$100,000 to traditionally hard to bank businesses)
- Shared marketing and digital capacity support
- AND MORE!

CONTEXT: HOW THIS SPACE CAME TO FRUITION

← Stakeholder management, tenant coordination, visioning and operational support and oversight provided by the Lawrence Partnership →

3 tenants pilot single-use model

Facilities support from NECC

Re-launch of the RTK as shared commercial kitchen

Operating \$\$ from EDA, MGCC, others private sources

Donated build out and rent to create RTK

In-kind support from Lupoli Co, NECC

Capital \$\$ raise, business model creation, and build out

Capital \$\$ from MassDevelopment, EEA, in-kind from Lupoli Co.


WHAT IS WORKING/SUCCESESSES


Collaboration works....and has many positive byproducts far beyond the specific issue that brings people together initially

Food businesses add economic—and cultural—value to a neighborhood and community

There is a natural alignment of interests among diverse stakeholders...dynamic intermediaries with a bias towards action are value additive for seeing and acting on those areas of alignment

Proximity fuels relationships

 which give birth to collaboration

 which adds to both innovation and resilience