Ideas – Investment – Action

The Boston Foundation Forum on Cultural Spaces
March 31st
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 tackle 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.
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

- **Donated build out and rent to create RTK**
  - In-kind support from Lupoli Co, NECC

- **3 tenants pilot single-use model**
  - Facilities support from NECC

- **Capital $$ raise, business model creation, and build out**
  - Capital $$ from MassDevelopment, EEA, in-kind from Lupoli Co.

- **Re-launch of the RTK as shared commercial kitchen**
  - Operating $$ from EDA, MGCC, others private sources

- **Stakeholder management, tenant coordination, visioning and operational support and oversight provided by the Lawrence Partnership**
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