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***Boston Harbor Angels Announces***

***The Bulfinch Group***

***As New Sponsor and Preferred Provider of Financial Services***

NEEDHAM, MA (September 2010)—The Bulfinch Group, a financial services and investment firm headquartered in Needham MA with offices throughout New England, has joined forces with Boston Harbor Angels (BHA), a group of proven business leaders interested in investing in high-growth, early-stage companies. The Bulfinch Group will be the preferred financial provider to BHA for insurance and group benefit services; BHA also partners with Nutter and the Babson Center for Entrepreneurship. Most recently BHA members were the initial investors in the A-1 round for SmartCells, a private company that was acquired for approximately \$500MM by Merck. BHA members are also first round investors in Carbonite.com, the online backup company, which has had two major follow on investments by V.C.'s and speculation of a possible IPO this year

“Working with BHA is a win-win for all involved,” explains Bulfinch Group president Seth Medalie, CLU, ChFC, “BHA has helped so many businesses in our area not only get off the ground through angel funding, but thrive and grow. BHA brings more to the table than just capital – their partnerships with outstanding legal counsel and entrepreneurship expertise help these businesses navigate through the increasingly competitive environment in our economy.” “The Bulfinch Group is pleased to bring comprehensive financial and investment solutions to the mix for these firms,” elaborates Martin Lowenthal, a member of BHA and a Financial Advisor at The Bulfinch Group who will be the representative for Bulfinch at BHA.

“BHA is focused on building the entrepreneurial ecosystem in Massachusetts and New England, and developing partnerships with best-of-breed service companies. The Bulfinch Group is an excellent complement to BHA and the companies we work with; Bulfinch is now our preferred provider in insurance and financial services to successful individuals and businesses,” notes Boris Batchvarov, Managing Director of BHA.

### **Boston Harbor Angels**

Since 2004 BHA has made over fifty investments in companies in medical devices, IT, consumer products, business products, and specialty materials, Internet, aviation, etc. BHA focus is on early-stage companies, typically seeking to raise \$250K to \$1.5M, funding a portion of the round and syndicating the deal with other angel groups or early-stage venture funds. BHA receives 20-30 business summaries each month, out of which eight companies are selected to make a personal presentation to the screening committee. Boston Harbor Angels ([www.bostonharborangels.com](http://www.bostonharborangels.com)) was founded by Mic Williams (President) in February 2004. Day-to-day operations are managed by Boris Batchvarov (Managing Director).

### **The Bulfinch Group**

Founded in 1994, The Bulfinch Group is a financial services firm headquartered at 140 Kendrick Street in Needham, MA. The Bulfinch Group focuses on wealth creation, preservation and distribution through the specialized practice of personal financial economics. The Bulfinch

Group also operates Bulfinch Benefits, a division devoted to succession planning for smaller, privately held businesses, and employee benefits, including 401(k) plans and group medical, dental and life insurance, for businesses of all sizes. The Bulfinch Group is a general agency of The Guardian Life Insurance Company of America (Guardian), New York, NY. For more information, call 781-449-4402 or visit [www.bulfinchgroup.com](http://www.bulfinchgroup.com).

### **About Guardian**

Founded in 1860, The Guardian Life Insurance Company of America and its subsidiaries are committed to protecting individuals, business owners and their employees with life, long term care insurance, disability income, medical and dental insurance products, and offer 401(k), annuities and other financial products. Guardian operates one of the largest dental networks in the United States, and protects more than six million employees and their families at 120,000 companies. The company has more than 5,400 employees in the United States and a network of over 3,000 financial representatives in more than 80 agencies nationwide.

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