

# BUSINESS & ECONOMIC DEVELOPMENT RESOURCES

LISTED ALPHABETICALLY

OFFICE	CONTACT	SERVICES
<b>1BERKSHIRE STRATEGIC ALLIANCE CORP.</b> 66 Allen St., Pittsfield, MA 01201 (413) 499-1600; www.1berkshire.com	Johnathan Butler	Economic-development collaboration among the Berkshire Chamber of Commerce, the Berkshire Visitors Bureau, and Berkshire Creative that works to stimulate business growth in Berkshire County, retain and attract jobs, and increase tourism
<b>AGAWAM SMALL BUSINESS ASSISTANCE CENTER</b> Town Hall, 36 Main St., Agawam, MA 01001 (413) 786-0172; www.asbac.net	Deborah Dachos	Services to small businesses and entrepreneurs; start-up counseling; business-loan counseling; market-sales counseling; business planning; employee training; works with SCORE and Mass. Small Business Development Center; hosts free workshops on business-related topics
<b>ASSOCIATED INDUSTRIES OF MASSACHUSETTS</b> One Beacon St., 16th Floor, Boston, MA 02108 (617) 262-1180; www.aimnet.org	Dawn Creighton	Employer association of more than 4,500 companies; lobbies on behalf of employers on state and federal economic issues; provides human-resources and management education throughout Massachusetts
<b>BDC CAPITAL</b> 500 Edgewater Dr., Suite 555, Wakefield, MA 01880 (413) 237-6648; www.bdcnewengland.com	Carol Brennan	Provides term loans, lines of credit, mezzanine investments, the Capital Access Program, Recycling Loan Fund, and brownfields insurance; CDC New England, an affiliate company, provides SBA 504 loans for real estate/equipment
<b>BERKSHIRE OPPORTUNITY FUND, LLC</b> 264 Main St., Suite 3, Great Barrington, MA 01230 (413) 717-4234; www.berkshireopportunityfund.com	Roger Goldman	Provides an opportunity for institutional and individual investors to benefit from investment in Berkshires businesses and share their expertise by mentoring business owners; delivers economic return for investors while helping to create jobs, retain businesses, and build the local economy
<b>BUSINESS GROWTH CENTER</b> One Federal St., Bldg. 101, Springfield, MA 01105 (413) 755-6112	Mike Vann	Small-business growth center that provides advice, space, connections, inspiration, and training to entrepreneurs and small businesses that want to grow in one location; home to the Small Business Development Center, U.S. Small Business Administration, SCORE, and NEBA Business Development Center
<b>CAREERPOINT</b> 850 High St., Holyoke, MA 01040 (413) 532-4900; www.careerpointma.org	David Gadaire	Nonprofit, one-stop career center providing services for employers and job seekers
<b>CENTER FOR BUSINESS AND PROFESSIONAL DEVELOPMENT AT HOLYOKE COMMUNITY COLLEGE</b> 303 Homestead Ave., Holyoke, MA 01040 (413) 552-2506; www.hcc.edu/business-and-community	Jeffrey Hayden	Offers workforce-development services, including assessment, training, and education, to help individuals obtain, retain, and advance their employment; assists employers with workforce issues to enable them to compete more effectively
<b>CENTER FOR ECONOMIC DEVELOPMENT</b> 109 Hills North, UMass, Amherst, MA 01003 (413) 545-6638; www.umass.edu/ced	Dr. Henry Renski Dr. John Mullin	Technical assistance to cities, towns, and other economic organizations; services are designed to help clients retain their employment base, and include industrial master plans, marketing, demographics, and economic analysis; board and citizen training
<b>CENTER FOR HUMAN DEVELOPMENT</b> 332 Birnie Ave., Springfield, MA 01107 (413) 733-6624; www.chd.org	Jim Goodwin	Provides a wide range of integrated healthcare and social services to communities throughout Western Mass. and Connecticut from early intervention to elder care
<b>CENTER FOR ECOTECHNOLOGY</b> 320 Riverside Dr., 1A, Florence, MA 01062 112 Elm St., Pittsfield, MA 01201 (413) 445-4556; www.cetonline.org	John Majercak	Working from the motto 'we make green make sense,' CET offers advice and resources to save clients money, make people more comfortable at home, and help businesses perform better
<b>CLICK WORKSPACE</b> 9 1/2 Market St., Northampton, MA 01060 (413) 570-0040; www.clickworkspace.org	Ali Usman	Provides professional, coworking office space in downtown Northampton for freelancers, entrepreneurs, creatives, and remote workers; designed to allow members to work, collaborate, network, and contribute
<b>COMMUNITY FOUNDATION OF WESTERN MASS.</b> 1500 Main St., Suite 2300, Springfield, MA 01115 (413) 732-2858; www.communityfoundation.org	Katie Allan Zobel	Collects, invests, and administers charitable funds, including scholarships for local students and grant awards to Valley nonprofits in order to improve quality of life in Hampden, Hampshire, and Franklin counties; provides customized charitable planning for individuals and families; provides endowment and planned giving services for nonprofits
<b>COMMON CAPITAL</b> 4 Open Square Way, Suite 407, Holyoke, MA 01040 (413) 420-0183; www.common-capital.org	Christopher Sikes	A nonprofit loan fund and community-development organization providing financing and technical assistance to small-business and community projects
<b>DEVELOPSPRINGFIELD</b> 83 Maple St., Springfield, MA 01103 (413) 209-8808; www.developspringfield.com	Jay Minkarah	Nonprofit that advances development/redevelopment projects, stimulates and supports economic growth, and expedites the revitalization process within Springfield; creates conditions that encourage private development with a bricks-and-mortar focus to meet Springfield's unique and diverse redevelopment needs
<b>ECONOMIC DEVELOPMENT COUNCIL OF WESTERN MASS.</b> 1441 Main St., Springfield, MA 01103 (413) 755-1368; www.westernmassedc.com	Rick Sullivan	Business organization comprised of CEOs of the Pioneer Valley's leading corporations, the region's mayors, and college presidents; goals are to market the region to attract and create jobs and attract new investment
<b>ECONOMIC DEVELOPMENT PARTNERS</b> 1441 Main St., Springfield, MA 01103 (413) 787-1555; www.westernmassedc.com	Ann Burke	Working under the aegis of the Economic Development Council, EDP participants are economic-development representatives of area cities and towns who assist with site selection, capital financing, and labor-force issues for existing and prospective businesses, and promote a regional approach to economic development
<b>EMPLOYERS ASSOCIATION OF THE NORTHEAST</b> 67 Hunt St., Agawam MA 01001 (877) 662-6444, ext. 3009; www.eane.org	Paul Correia	Helps member companies remain competitive in an ever-changing economy by developing strong workforces; provides talent, training, and tools that result in effective management practices and an engaged, productive workforce; more than 900 members range in size from startups to Fortune 1000 companies and represent a wide variety of industries, including manufacturing, healthcare, education, finance, human service, retail, and government
<b>FAMILY BUSINESS CENTER OF PIONEER VALLEY</b> 447 West St., Amherst, MA 01002 (413) 835-0810; www.fambizpr.com	Ira Bryck	A community of owners and managers of small and medium-sized companies from Western Mass. and beyond come together to gain practical knowledge and inspiration, hear expert advice, and share experiences; participants learn how to transition to future generations, govern wisely, communicate clearly and sensitively, manage risk and conflict, strategize realistically but ambitiously, and reward merit, passion, and talent
<b>FRANKLIN COUNTY COMMUNITY DEVELOPMENT CORP.</b> 324 Wells St., Greenfield, MA 01301 (413) 774-7204; www.fcfdc.org	John Waite	Assists small-business owners with business development in business planning, lending, and commercial space; helps entrepreneurs who live or work in Hampshire County, Franklin County, the Northern Berkshire area, and the North Quabbin area to minimize risks by connecting them to resources and information to maximize success
<b>FRANKLIN HAMPSHIRE CAREER CENTER</b> One Arch Place, Greenfield, MA 01301 (413) 774-4361; www.fhcc-onestop.com	Teri Anderson	Provides employment and training services at no charge to businesses and job seekers in the Franklin, Hampshire, and North Quabbin area; assists employers with job posting, recruitment, labor market information, hiring incentives, and employee training; assists job seekers with job search, skill building, workshops, and job training; resource room available for computer use, phones, and copying
<b>FRANKLIN HAMPSHIRE REGIONAL EMPLOYMENT BOARD INC.</b> One Arch Place, Greenfield, MA 01301 (413) 773-1835; www.franklinhampshirereb.org	Patricia Crosby	Coordinates and oversees workforce training and placement programs in the Hampshire, Franklin, and North Quabbin region, including one-stop career services in three locations; clearinghouse for labor-market information and hiring/training incentives
<b>FUTUREWORKS</b> 1 Federal St., 103-3, Springfield, MA 01105 (413) 858-2800; www.futureworksjobs.org	Kevin Lynn	FutureWorks advances customer careers and supports business customer needs; people looking for work can take advantage of a variety of job-search workshops, career trainings, and computer skills development; business customers take advantage of recruitment services and supportive work programs, such as on-the-job training
<b>GREATER SPRINGFIELD CONVENTION &amp; VISITORS BUREAU</b> 1441 Main St., Springfield, MA 01103 (413) 787-1548; www.valleyvisitor.com	Mary Kay Wydra	A private, nonprofit destination marketing organization that generates economic growth for the Pioneer Valley by marketing the region as an ideal destination for meetings and conventions, group tours, sports and leisure travel; affiliate of the Economic Development Council of Western Mass.
<b>GREENFIELD BUSINESS ASSOC.</b> 395 Main St., Greenfield, MA 01301 (413) 774-2791; www.greenfieldbusiness.org	Caitlin von Schmidt	Voluntary association of businesses, organizations, and community members that helps local businesses attract their target audience, and promotes public awareness of the strong business community serving Franklin County in part by running events downtown throughout the year
<b>HOLYOKE OFFICE OF PLANNING &amp; ECONOMIC DEVELOPMENT</b> 20 Korean Veterans Plaza, Room 406, Holyoke, MA 01040 (413) 322-5575; www.holyoke.org	Marcos Marrero	Manages programs and provides services that fulfill the immediate needs and long-term vision the development of the city; business-development programs include site finding, incentive programs, financing, permitting of subdivisions, site-plan review, special permits, zoning and land-use inquiries, comprehensive planning
<b>HOLYOKE INNOVATION DISTRICT</b> (413) 896-0872; www.innovateholyokey.com	Tim Brennan Marcos Marrero	Connects entrepreneurs with space, resources, and people in the Holyoke area
<b>HUMAN RESOURCES UNLIMITED</b> 120 Maple St., Suite 400, Springfield, MA 01103 (413) 781-5359; www.hru.org	Don Kozera	Alternative staffing solution with a social mission for area employers; human-service organization specializing in job training, job placement, and on-the-job support for individuals who are disadvantaged or disabled; works with more than 100 area employers to meet their business needs and create employment opportunities for its program members
<b>THE KITTREDGE CENTER FOR BUSINESS &amp; WORKFORCE DEVELOPMENT</b> Holyoke Community College, 303 Homestead Ave., Holyoke, MA 01103 (413) 552-2500; www.hcc.edu/kc	Jeffrey Hayden Sharon Styffe	Resource for workforce training, professional development, and personal growth; provides affordable, customized programming to assist businesses, organizations, and individuals in achieving their goals
<b>LONG RIVER VENTURES</b> 7 North Pleasant St., Amherst, MA 01002 (413) 587-2159; www.longriverventures.com	Tripp Peake	Venture-capital firm specializing in companies in the early stages of growth; more aggressive funding where appropriate; helps companies establish strategic business relationships, recruit key management talent, and assemble vital resources to support growth
<b>MASSDEVELOPMENT</b> 1350 Main St., Suite 1110, Springfield, MA 01103 (413) 731-8848; www.massdevelopment.com	Sheri Corbeil	The Commonwealth's finance and development authority; works with businesses, nonprofit organizations, financial institutions, and local officials to stimulate economic growth
<b>MASS. EXPORT CENTER, WESTERN MASS. OFFICE</b> Holyoke Community College, 303 Homestead Ave., Holyoke, MA 01040 (413) 552-2316; www.mass.gov/export	Ann Pieroway	Helps Massachusetts companies achieve success in global markets through a statewide network of international trade professionals; targeted services for exporters: counseling, training, research, and technical assistance; an advising center of the Mass. Small Business Development Center Network
<b>MASS. OFFICE OF BUSINESS DEVELOPMENT</b> 1350 Main St., Suite 1110, Springfield, MA 01103 (413) 733-5357; www.mass.gov/dbd	Debra Boronski	Source of economic-development information regarding tax incentives and financial and development programs available to help businesses grow in the Commonwealth
<b>MASSACHUSETTS MANUFACTURING EXTENSION PARTNERSHIP</b> 100 Grove St., Worcester, MA 01605 (508) 965-8768; www.massmep.org	Susan Janus	MassMEP is an expert resource committed to manufacturing growth in Massachusetts
<b>MASS. PROCUREMENT TECHNICAL ASSISTANCE CENTER</b> Tilson House, 23 Tilton Farm Road, Amherst, MA 01003 (413) 545-6307; www.msdbc.org/ptac	Peter Cokotis	Provides education regarding requirements to successfully perform federal, state, and local government contracts; guidance on initial registrations and small-business certifications; researching procurement histories, proposal guidance and review, and contract-performance issues; small-business matchmaking conferences; part of the Mass. Small Business Development Center
<b>MA SMALL BUSINESS DEVELOPMENT CENTER NETWORK</b> Western Regional Office One Federal St., Bldg. 101, Springfield, MA 01105 (413) 737-6712; www.msdbc.org/wmass	Samalid Hogan	Provides free, confidential, one-on-one business-advisory services to prospective and existing small-business owners; pre-venture feasibility; business-plan development; loan packaging; marketing and sales strategies; cash-flow preparation and analysis; organizational and personnel issues; an advising center of the Mass. Small Business Development Center Network; the MSBDC also conducts seminars and classes for those in business and those contemplating entry as entrepreneurs
<b>NORTHAMPTON AREA YOUNG PROFESSIONALS</b> 99 Pleasant St., Northampton, MA 01060 (413) 584-1900; www.thenayp.com	Chris Whelan	A membership-based nonprofit that develops and enhances business opportunities for the next generation of the Northampton area's business leaders to grow personally, professionally, socially, and philanthropically; an affiliate group of the Greater Northampton Chamber of Commerce
<b>NEUEA ESPERANZA INC.</b> 401 Main St., Holyoke, MA 01040 (413) 533-9442; www.nuevaesperanzaholyoke.org	Carlos Gonzalez	Affordable-housing development; adult basic education; job-training programming through the Youthbuild Holyoke program; drop-in afterschool program for elementary-school children through El Arco Iris
<b>PIONEER VALLEY LIFE SCIENCES INSTITUTE</b> 3601 Main St., Springfield, MA 01199 (413) 794-0653; www.pvlsi.org	Dr. Joe Jerry	Partnership of UMass Amherst resources and Baystate Medical Center's clinical expertise; interactive teams of allied health professionals and life and physical scientists focus on clinical disorders with a goal of developing new approaches for the diagnosis and treatment of disease
<b>PIONEER VALLEY PLANNING COMMISSION</b> 60 Congress St., Springfield, MA 01104 (413) 781-6045; www.pvpc.org	Timothy Brennan	State-designed regional planning agency serving Hampden and Hampshire counties; manages and supports the Plan for Progress, the region's adopted economic-development plan; major source of demographic economic data
<b>REGIONAL EMPLOYMENT BOARD OF HAMPDEN COUNTY</b> 1441 Main St., Suite 111, Springfield, MA 01103 (413) 787-1547; www.rebhc.org	David Cruise	Resource for information on programs and funding for training, job placement, and other workforce issues
<b>RIVER VALLEY INVESTORS</b> (413) 667-9886; www.rivervalleyinvestors.com	Paul Silva	Western Mass.-based group of individual investors working to find high-quality, private-equity investment opportunities in early-stage companies with significant growth potential as well as later-stage companies; group provides a select number of companies with up to \$2 million in investment capital as well as significant advising
<b>RIVERSIDE INDUSTRIES</b> 1 Cottage St., Suite 1, Easthampton, MA 01027 (413) 527-2711; www.rsi.org	Charlene Gentes	Provides employment services for adults living with developmental disabilities in more than 33 towns in the region
<b>SCORE</b> One Federal St., Bldg. 101, Springfield, MA 01105 (413) 785-0314; www.westernmassachusetts.score.org	Len Gendron Ted Stevenson	Provides free and confidential business consultation and mentoring to new and established businesses; free online and face-to-face counseling available on site or at SCORE locations throughout Western Mass.; educational seminars on starting a business, preparing a business plan, using social media, and sources of financing
<b>SMALL BUSINESS LEGAL CLINIC AT WESTERN NEW ENGLAND UNIVERSITY</b> Blake Law Center, 1215 Wilbraham Road, Springfield, MA 01119 (413) 796-2030; www.wne.edu/cie	Robert Statchen	Provides pro bono legal services to small businesses unable to afford an attorney on a wide range of business-related legal issues from legal entity and trademarks to contracts and employment policies; free and open to the public; new clients admitted in August and December
<b>SPARK</b> 177 High St., Holyoke, MA 01040 (413) 534-3376; www.sparkholyokey.com	Fariq Khelfaoui	SPARK (Stimulating Potential, Accessing Resource & Knowledge) helps people turn their business concepts into reality by linking them to the right local resources to get on the path to success; offers access to classes, entrepreneurial events, and mentoring programs with an emphasis on cultivating a nurturing community
<b>SPRINGFIELD BUSINESS IMPROVEMENT DISTRICT</b> 254 Worthington St., Springfield, MA 01103 (413) 781-1591; www.springfielddowntown.com	Chris Russell	Private, not-for-profit corporation that strives to revitalize the downtown through investment, marketing, economic development, special events, cleaning, security services, and supplemental beautification; aims to increase property values and urban vitality by continuing to make the downtown a safe, clean, and friendly place to live, work, and play
<b>SPRINGFIELD PARTNERS FOR COMMUNITY ACTION</b> 721 State St., 2nd Floor, Springfield, MA 01109 (413) 263-6500; www.springfieldpartnersinc.com	Synthia Scott-Mitchell	Offers the Individual Development Account Program, an asset-building program to help low-income individuals and families improve economic independence and stability through matched savings, case management, financial-fitness and money-management workshops, credit counseling, support, and guidance
<b>STCC WORKFORCE DEVELOPMENT DEPARTMENT</b> One Armory Square, Bldg. 16, Room 146, Springfield, MA 01105 (413) 755-4225; www.stcc.edu/wd	Debbie Bellucci	Provides credit courses and workforce-development training to individuals and companies at the college or the company site; training includes computer applications, IT/network certifications, machinist applications, management and business skills, health careers, technical and trades, and ESL in the workplace
<b>SUNSHINE VILLAGE</b> 75 Litwin Lane, Chicopee, MA 01020 (413) 592-6142; www.sunshine.us	Gina Golash	Provides area businesses with skilled, dependable workforce through individual or group placement
<b>UMASS ENTRECLUB</b> P.O. Box 897, Amherst, MA 01003 (413) 667-9886; www.umassei.org	Robert Hyers Daniel Gordon	Works to inspire its students to explore the entrepreneurial career path; provides hands-on, experiential learning, opportunities to secure seed funding, introductions to mentors; weekly classes are open to the public
<b>UMASS AMHERST INNOVATION CHALLENGE</b> Berthiaume Center for Entrepreneurship 121 Presidents Dr., Amherst, MA 01003 (413) 545-9482; www.umass.edu/innovation	Bill Wooldridge	A competition that educates students in innovation, technology, and entrepreneurship; through awards of significant cash, competition is designed to help students and young alumni pursue a novel business idea, develop a technology into a marketable product, or realize a new approach to a difficult problem or compelling opportunity
<b>UMASS AMHERST TECHNOLOGY TRANSFER OFFICE</b> 715 North Pleasant St., Arnold House, Room 232, Amherst, MA 01003 (413) 545-3606; www.umass.edu/research/cvtp	Robert MacWright	Responsible for evaluating, protecting, marketing, and transferring to the private-sector inventions and discoveries created by academic researchers on the Amherst campus; inventions can be licensed; some are the basis of new startup companies
<b>U.S. SMALL BUSINESS ADMINISTRATION</b> One Federal St., Bldg. 101, Springfield, MA 01105 (413) 785-0484; www.sba.gov/ma	Oreste Varela	Provides free, one-on-one business counseling, training, and mentoring through a network of Small Business Development Centers, SCORE chapters, and Women's Business Centers located throughout the state; financial assistance to new and growing businesses through loan guarantees in cooperation with area lenders; government contracting and disaster-assistance programs
<b>VALLEY OPPORTUNITY COUNCIL</b> 35 Mount Carmel Ave., Chicopee, MA 01013; (413) 552-1554 300 High St., Holyoke, MA 01040; (413) 552-1554 www.valleyopp.com	Stephen Huntley	VOC Adult Education Center is a free resource for adult students to enhance their skills to reach their full potential; offers a range of classes; basic reading and writing, GED, ESL, and citizenship preparation
<b>VALLEY VENTURE MENTORS</b> 1500 Main St., Suite 125, Springfield, MA 01115 (413) 337-2887; www.valleyventurementors.org	Liz Roberts	VVM connects talented entrepreneurs, professionals, and experienced business leaders to build a community that helps ambitious and promising new ventures thrive
<b>WESTERN MASS. FOOD PROCESSING CENTER</b> 324 Wells St., Greenfield, MA 01301 (413) 774-7204; www.fcfdc.org	John Waite	Promotes economic development through entrepreneurship; provides opportunities for sustaining local agriculture; promotes best practices for food producers
<b>WESTMASS AREA DEVELOPMENT CORP.</b> 255 Padgett St., Chicopee, MA 01022 (413) 593-6421; www.westmassdevelopment.com	Eric Nelson	Private, nonprofit organization charged with developing four area industrial parks; provides consulting on industrial-site inventory and development
<b>WESTOVER METROPOLITAN DEVELOPMENT CORP.</b> 255 Padgett St., Suite 1, Chicopee, MA 01022 (413) 593-6421; www.westovermetropolitandevlopmentcorporation.com	Michael Bolton	Public, nonprofit organization created by the Legislature to convert former military land at current Westover Air Reserve Base for civilian use; manages commercial Westover Metropolitan Airport; developer of four industrial parks
<b>WORK OPPORTUNITY CENTER INC.</b> 1094 Suffield St., Agawam, MA 01001 1666 Main St., Springfield, MA 01103 (413) 786-8830; www.wocinc.org	Robert MacDonald	Nonprofit organization that supports local businesses through employee development of qualified disabled individuals; contract assembly; mailing services; fulfillment services; e-commerce; shredding; warehousing
<b>WORLD AFFAIRS COUNCIL OF WESTERN MASS.</b> 1350 Main St., 12th Floor, Springfield, MA 01101 (413) 733-0110; www.worldaffairsCouncil.com	Cyd Melcher	Networking tool for individuals who want to connect with people, places, and issues internationally, and local companies that want to achieve global growth; programs include guest speakers and visitors, seminars, conferences, luncheons, school programs, and a council for international visitors
<b>WORLD INSTITUTE FOR STRATEGIC ECONOMIC RESEARCH</b> P.O. Box 602, Leverett, MA 01054 (413) 282-8182; www.wisertrade.org	Dr. Stephen Coelen	Provides information on 12,000 world commodity markets for 193 countries; data is within one-quarter of present time from reports on total bilateral trade, including sub-national detail; data allows: companies to evaluate markets, their competition, and market-penetration rates; states to judge their relative industrial strengths and weaknesses; and ports to see their logistical penetration of commodities by air, sea, or ground
<b>YOUNG PROFESSIONAL SOCIETY OF GREATER SPRINGFIELD</b> P.O. Box 80754, Springfield, MA 01138 (413) 303-0101; www.springfieldyps.com	Peter Ellis	A membership-based nonprofit that represents the Greater Springfield region's corporate, nonprofit, and cultural interests by engaging a younger demographic in business and career development, networking, cultural and community involvement, volunteerism, and social activities