

# RESOURCES FOR ENTREPRENEURS

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>THE ALCHEMY FUND</b> 1500 Main St., Springfield, MA 01115 (413) 530-9555; www.alchemy-fund.com	Brett Gearing	Veteran executives and investors who create new ventures in the Pioneer Valley out of university and health-system ideas; the Alchemy Fund searches out technologies, identifies product and market applications, recruits founding teams, provides seed funding, handles back-office services, and coaches the new company along
<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>CLICK WORKSPACE</b> 9 1/2 Market St., Northampton, MA 01060 (413) 570-0040; www.clickworkspace.org	Sofia Nardi	Provides professionally managed co-working office space in downtown Northampton for freelancers, entrepreneurs, creatives, and remote workers; designed to allow members to work, collaborate, network, and contribute; meeting and event space also available for public rental
<b>COMMON CAPITAL</b> 4 Open Square Way, Suite 407, Holyoke, MA 01040 (413) 420-0183; www.common-capital.org	Kimberly Gaughan	A nonprofit loan fund and community-development organization providing financing and technical assistance to small-business and community projects
<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>FAMILY BUSINESS CENTER OF PIONEER VALLEY</b> 447 West St., Amherst, MA 01002 (413) 835-0810; www.fambizpv.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.fcddc.org	John Waite	Assists small-business owners with business development in business planning, lending, and commercial space; helps entrepreneurs in Western Mass. to minimize risks by connecting them to resources to maximize success; Western Mass. Food Processing Center provides facilities, expertise, and co-packing for food producers, IQF freezing, and value-added products for farmers
<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> www.innovateholyokey.com	Tim Brennan Marcos Marrero	Connects entrepreneurs with space, resources, and people in the Holyoke area
<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	Julie Cowan	Offers financing and real-estate solutions to support companies and nonprofits, increase housing, eliminate blight, and drive economic growth across Massachusetts
<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	Creates economic impact by transforming manufacturing enterprises and the manufacturing ecosystem; provides operational excellence, workforce-development strategies, and innovative growth initiatives, enhanced through leveraging strategic public/private partnerships
<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

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<b>NUEVA ESPERANZA INC.</b> 401 Main St., Holyoke, MA 01040 (413) 533-9442; <a href="http://www.nuevaofholyokeye.org">www.nuevaofholyokeye.org</a>	Nelson Roman	Affordable-housing development; community-leadership development; Puerto Rican/Afro-Caribbean Cultural Center; Cuyo Social Justice Arts Camp (ages 9-13); Las Nueva Luchadoras (women's group for Puerto Rican/Afro-Caribbean women); business-incubator space; Palante Theater Company
<b>PIONEER VALLEY LIFE SCIENCES INSTITUTE</b> 3601 Main St., Springfield, MA 01199 (413) 794-0653; <a href="http://www.pvlsci.org">www.pvlsci.org</a>	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>QUABOAG VALLEY COMMUNITY DEVELOPMENT CORP. AND QUABOAG VALLEY BUSINESS ASSISTANCE CORP.</b> 23 West Main St., Ware, MA 01082 (413) 967-3001; <a href="http://www.qvcdc.org">www.qvcdc.org</a>	Sheila Cuddy	Services to small businesses and entrepreneurs; U.S. Treasury-certified lender; offers professional and employee computer training (some free), business-development services with consultants, business-planning classes, a financial-literacy program with matched savings, and a partnership with Holyoke Community College offering workforce training and online credit-bearing classes in the Quaboag Region
<b>RIVER VALLEY INVESTORS</b> (413) 667-9886; <a href="http://www.rivervalleyinvestors.com">www.rivervalleyinvestors.com</a>	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>SCORE</b> One Federal St., Bldg. 101, Springfield, MA 01105 (413) 785-0314; <a href="http://www.westernmassachusetts.score.org">www.westernmassachusetts.score.org</a>	Len Gendron Jay Moore	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; <a href="http://www.wne.edu/cie">www.wne.edu/cie</a>	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; <a href="http://www.sparkholyokeye.com">www.sparkholyokeye.com</a>	Tessa Murphy- Romboletti	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>UMASS ENTRECLUB</b> P.O. Box 897, Amherst, MA 01003 (413) 667-9886; <a href="http://www.umassei.org">www.umassei.org</a>	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 CORE FACILITIES</b> Institute for Applied Life Sciences 240 Thatcher Road, S307, Amherst, MA 01003 (413) 577-4582; <a href="http://www.umass.edu/ials/core-facilities">www.umass.edu/ials/core-facilities</a>	Andrew Vinard	UMass Amherst offers more than 30 core facilities, available to both internal and external users, which enable faculty, students, and industry collaborators to access a broad array of equipment to enhance their R&D capabilities, address both basic and translational questions, deliver technologies and product candidates more rapidly, and become more competitive in obtaining state, federal, foundation, and private funding
<b>UMASS AMHERST INNOVATION CHALLENGE</b> Berthiaume Center for Entrepreneurship 121 Presidents Dr., Amherst, MA 01003 (413) 545-9482; <a href="http://www.umass.edu/innovation">www.umass.edu/innovation</a>	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>U.S. SMALL BUSINESS ADMINISTRATION</b> One Federal St., Bldg. 101, Springfield, MA 01105 (413) 785-0484; <a href="http://www.sba.gov/ma">www.sba.gov/ma</a>	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 VENTURE MENTORS</b> 1500 Main St., Suite 125, Springfield, MA 01115 (413) 337-2887; <a href="http://www.valleyventurementors.org">www.valleyventurementors.org</a>	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; <a href="http://www.fccdc.org">www.fccdc.org</a>	John Waite	Promotes economic development through entrepreneurship; provides opportunities for sustaining local agriculture; promotes best practices for food producers