

RESOURCES FOR ENTREPRENEURS

Listed Alphabetically

OFFICE	CONTACT	SERVICES
AGAWAM SMALL BUSINESS ASSISTANCE CENTER 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
ANGEL CATALYST P.O. Box 897, South Hadley, MA 01075 (413) 667-9886; www.angelcatalyst.com	Paul Silva	Builds and manages professional angel investment groups; advises entrepreneurs on how to seek and communicate with investors
ASSOCIATED INDUSTRIES OF MASS. 1441 Main St., Suite 136, Springfield, MA 01103 (413) 268-6128; www.buyma.org	Dawn Creighton	Employer association of more than 6,500 companies; lobbies on behalf of employers on state and federal economic issues, and also provides human-resource services and management education throughout Massachusetts
CENTER FOR BUSINESS AND PROFESSIONAL DEVELOPMENT AT HOLYOKE COMMUNITY COLLEGE 303 Homestead Ave., Holyoke, MA 01040 (413) 552-2506; www.thecenter-hcc.org	Keith Hensley	Offers a full range of 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
ECONOMIC DEVELOPMENT COUNCIL OF WESTERN MASS. 255 Padgette St., Suite 1, Chicopee, MA 01022 (413) 593-6421; www.westernmassedc.com	Allan Blair	Business organization comprised of the region's mayors, college presidents, and CEOs of the region's 50 leading corporations; goals are to promote additional economic development and to retain existing businesses
ECONOMIC DEVELOPMENT PARTNERS 255 Padgette St., Suite 1, Chicopee, MA 01022 (413) 593-6421; www.westernmassedc.com	Ann Burke	Working under the aegis of the Economic Development Council, partners are 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
EMPLOYERS ASSOCIATION OF THE NORTHEAST 67 Hunt St., Agawam, MA 01001 (413) 789-6400 or (877) 662-6444; www.eane.org	Meredith Wise	Membership association that provides comprehensive human-resource and training services through a team of experienced HR professionals. Members enjoy unlimited access to hotline, wage and salary surveys, E-alerts, and discounts on all other human-resource and training services; membership is diverse in size and type, with more than 800 companies participating
FRANKLIN COUNTY COMMUNITY DEVELOPMENT CORP. 342 Wells St., Greenfield, MA 01301 (413) 774-7204; www.fccdc.org	John Waite	Aims to stimulate a more vital, rural economy, maximize community control over future economic destiny, and expand opportunities for low- and moderate-income residents; offers technical assistance, loans, and space to small, growing businesses
HOLYOKE ECONOMIC DEVELOPMENT AND INDUSTRIAL CORP. One Court Plaza, Holyoke, MA 01040 (413) 322-5655; www.holyoke.org/hedic	Kathleen Anderson	Administers the Holyoke Foreign Trade Zone and the Holyoke Industrial Development Loan Program; can buy and sell property, hold options, manage projects, and assist private developers
HOLYOKE OFFICE OF PLANNING AND DEVELOPMENT One Court Plaza, Holyoke, MA 01040 (413) 322-5655; www.holyoke.org/resource/index.htm	Kathleen Anderson	A wide range of services for existing/prospective businesses, including the Holyoke Business Resource Center, an inventory of available space, technical assistance, and referrals; site-location development services
KITTREDGE BUSINESS CENTER Holyoke Community College 303 Homestead Ave., Holyoke, MA 01040 (413) 552-2088; www.futures-hcc.org	Jeffrey Hayden Carol Patterson	HCC's 55,000-square-foot facility houses workforce-development programs, the Mass Export Center, and WISER, the World Institute for Strategic Economic Research; in addition, 4,000 square feet of conference/meeting space is available for area businesses and groups
LONG RIVER VENTURES 100 Venture Way, Suite 4, Hadley, MA 01035 (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; help companies establish strategic business relationships, recruit key management talent, and assemble vital resources to support growth
MASS. EXPORT CENTER/WESTERN MASS. OFFICE Holyoke Community College 303 Homestead Ave., Holyoke, MA 01040 (413) 552-2316; www.mass.gov/export	Ann Pieroway	Helps companies throughout the Commonwealth achieve success in global markets through a statewide network of international trade professionals; provides targeted, high-impact services for exporters, including counseling, training, research, and technical assistance
MASS. OFFICE OF BUSINESS DEVELOPMENT 1350 Main St., Suite 1110, Springfield, MA 01103 (413) 733-5357; www.state.ma.us/mobd	Michael Vedovelli	Source of economic-development information designed to unlock the full range of tax incentives and financial and development programs available to help businesses grow in the Commonwealth

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MASS. SMALL BUSINESS DEVELOPMENT CENTER 1 Federal St., Springfield, MA 01105 (413) 737-6712; www.msdbc.org/wmass	Dianne Fuller Doherty	A wide range of services for existing and prospective small businesses, including assistance with business plans, financing, technical assistance, marketing, exporting, and referrals; government procurement technical assistance
PIONEER VALLEY LIFE SCIENCES INSTITUTE 3601 Main St., Springfield, MA 01199 (413) 794-0653; www.pvlsi.org	Dr. Paul Friedman	Partnering the resources of UMass Amherst, a major research university, with the clinical expertise of Baystate Medical Center, one of the largest teaching hospitals in New England, interactive teams of allied health professionals and life and physical scientists focus on clinical disorders, and are dedicated to developing new approaches for the diagnosis and treatment of disease
RIVER VALLEY INVESTORS P.O. Box 897, South Hadley, MA 01075 (413) 667-9886; www.rivervalleyinvestors.com	Paul Silva	Western Mass.-based group of individual investors working in concert 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
SCORE, COUNSELORS TO SMALL BUSINESS One Federal St., Springfield, MA 01105 (413) 785-0314; www.scorewesternmass.org	Richard Forgay	Provides free business consultation and mentoring to new and established businesses through educational seminars on starting a business and preparing a business plan; free counseling by appointment
SMALL BUSINESS ADMINISTRATION STCC Technology Park, 1 Federal St., Springfield, MA 01105 (413) 785-0484; www.sba.gov/ma	P. Edgardo Tarrats	Provides financial assistance to new and growing businesses through loan guarantees and fixed-asset financing through financial institutions and certified development companies; free one-on-one counseling and educational workshops
SPRINGFIELD BUSINESS INCUBATOR Andrew M. Scibelli Enterprise Center at STCC 1 Federal St., Bldg. 101R, Springfield, MA 01105 (413) 755-6112; Fax: (413) 755-6101; www.springfieldincubator.com	Marla Michel	Provides facilities and services to accelerate the growth of successful IT-enabled and green businesses in their critical start-up years; services include expert mentoring from members of an esteemed advisory board, customized suites, centralized staffed reception area, conference rooms, a computer-training room, parking, and 24/7 secure access
STCC ANDREW M. SCIBELLI ENTERPRISE CENTER Springfield Technology Park One Federal St., Bldg. 101, Springfield, MA 01105 (413) 755-6100; www.stcc.edu/sec	Marla Michel	Provides education and support for entrepreneurs and small businesses, including business incubation office space, in one convenient location.
UMASS AMHERST ENTREPRENEURSHIP INITIATIVE 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; students who decide to take that route are provided with hands-on, experiential learning, opportunities to secure seed funding, and introductions to mentors; the program's weekly classes are open to the public
UMASS AMHERST FAMILY BUSINESS CENTER UMass Continuing Professional Education 100 Venture Way, Hadley, MA 01035 (413) 545-1537; www.umass.edu/fambiz	Ira Bryck	Dinner forums; roundtables; newsletters; Web site; a safe-harbor community of fellow family-business peers
UMASS AMHERST INNOVATION CHALLENGE 181 Presidents Dr., Amherst, MA 01003-9313 (413) 545-5270; www.umass.edu/innovation	Michael Malone	Part of the UMass Amherst Isenberg Program, this competition educates students in innovation, technology, and entrepreneurship. The competition, awarding significant cash and in-kind prizes, is designed to help students and young alumni who want to pursue a novel business idea, develop a technology into a marketable product, or have a new approach to a difficult problem or compelling opportunity
UMASS AMHERST OFFICE OF COMMERCIAL VENTURES AND INTELLECTUAL PROPERTY 70 Butterfield Terrace, Amherst, MA 01003-9343 (413) 545-3606; Fax: (413) 545-3632; www.umass.edu/research/cvip	Nick DeCristofaro	Responsible for evaluating, protecting, and commercializing inventions and discoveries created by its academic researchers on the Amherst campus; these inventions can be licensed, and some are the basis of new startup companies
VALLEY VENTURE MENTORS 1500 Main Street, Suite 2700 Springfield, MA 01115 (413) 781-2820; Fax: (413) 785-5060; www.valleyventurementors.org	Scott Foster	Assisting pre-angel and pre-incubator start-ups through hands-on mentoring provided by successful business professionals. Mentoring is focused on executive summary preparation and presentation in a supportive, yet professional, environment.
VILLAGE VENTURES 430 Main St., Suite 1, Williamstown, MA 01267 (413) 458-1100; www.villageventures.com	Matt Harris Bo Peabody	Seed and early-stage venture-capital firm focusing on the consumer media/retail and financial-services sectors; legal and accounting services; deal-management services; brand identity; business intelligence
WESTERN MASS. ENTERPRISE FUND 4 Open Square Way, Holyoke, MA 01040 (413) 420-0183; www.wmef.org	Christopher Sikes	The WMEF is a nonprofit community loan fund that works with banks and other lenders to enable financing for businesses that would otherwise not qualify
WESTERN NEW ENGLAND COLLEGE LAW AND BUSINESS CENTER FOR ADVANCING ENTREPRENEURSHIP 1 Federal St., Springfield, MA 01105 (413) 796-2030; www1.law.wnec.edu/lawandbusiness	Eric Gouvin	The center was established to provide graduate business and law students with an opportunity to provide practical consultation to entrepreneurs starting new and existing small businesses in the community; entrepreneur program provides workshop conferences and resource materials