

# RESOURCES FOR ENTREPRENEURS

LISTED ALPHABETICALLY

OFFICE	CONTACT	SERVICES
<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 6,500 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> 33 Cliffwood St., Lenox, MA 01240 (413) 637-8016; 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; www.businessgrowthcenter.org	Marla Michel	Small-business growth center that provides advice, space, connections, inspiration, and training to entrepreneurs and small businesses that want to grow in one convenient location; home to the Mass. Small Business Development Center, U.S. Small Business Administration, SCORE, and NEBA Business Development Center
<b>CLICK WORKSPACE</b> 20 Hampton Ave., Northampton, MA 01060 (413) 570-0040; www.clickworkspace.org	Ali Usman	Space for freelancers, entrepreneurs, creatives, and remote workers to get access to professional, shared office space in downtown Northampton
<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>ECONOMIC DEVELOPMENT COUNCIL OF WESTERN MASS.</b> 1441 Main St., Springfield, MA 01103 (413) 787-1555; 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/create jobs and attract new investment
<b>FRANKLIN COUNTY COMMUNITY DEVELOPMENT CORP.</b> 324 Wells St., Greenfield, MA 01301 (413) 774-7204; www.fccdc.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, and the North Quabbin area to minimize risks by connecting them to resources and information to maximize success
<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 ECONOMIC DEVELOPMENT AND INDUSTRIAL CORP.</b> One Court Plaza, Holyoke, MA 01040 (413) 322-5655; www.holyoke.org	John Dyjach	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	Katie Stebbins	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>MASS. OFFICE OF BUSINESS DEVELOPMENT</b> 1350 Main St., Suite 1110, Springfield, MA 01103 (413) 733-5357; www.mass.gov/dbd	Michael Vedovelli	Source of economic-development information regarding tax incentives and financial and development programs available to help businesses grow in the Commonwealth
<b>MASS. SMALL BUSINESS DEVELOPMENT CENTER, WESTERN REGIONAL OFFICE</b> Business Growth Center, One Federal St., Springfield, MA 01105 (413) 737-6712; www.msbd.org/wmass	Dianne Fuller Doherty	Provides free and 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
<b>NUEVA 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

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<b>SCORE</b> Business Growth Center, One Federal St., Bldg. 101, Springfield, MA 01105 (413) 785-0314; www.westernmassachusetts.score.org	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: how to start a business, preparing a business plan, using social media, and sources of financing
<b>UMASS AMHERST FAMILY BUSINESS CENTER</b> UMass Continuing & Professional Education 100 Venture Way, Hadley, MA 01035 (413) 545-4545; www.umassfbc.com	Ira Bryck	Provides a resource for family companies, partnerships, and sole proprietorships of every size and industry throughout Western Mass.; helps owners, managers, and advisors transition peaceably, govern wisely, communicate clearly, risk and reward appropriately, mediate resolutely, and strategize thoughtfully
<b>UMASS AMHERST INNOVATION CHALLENGE</b> 130 Natural Resources Road, Marcus Hall, Room 107, Amherst, MA 01003 (413) 577-0231; www.umass.edu/innovation	Heather Demers	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> Business Growth Center, 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 VENTURE MENTORS</b> (413) 557-9886; www.valleyventurementors.org	Paul Silva	VVM connects talented entrepreneurs, professionals, and experienced business leaders to build a community that helps ambitious and promising new ventures thrive
<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 165 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
<b>YOUNG PROFESSIONAL SOCIETY OF GREATER SPRINGFIELD</b> P.O. Box 80754, Springfield MA 01138 (413) 303-0101; www.springfieldypps.com	Jeremy Casey	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