

RESOURCES FOR ENTREPRENEURS

OFFICE	CONTACT	SERVICES
1BERKSHIRE STRATEGIC ALLIANCE CORP. 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
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
ASSOCIATED INDUSTRIES OF MASSACHUSETTS 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
BDC CAPITAL 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
BERKSHIRE OPPORTUNITY FUND, LLC 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
BUSINESS GROWTH CENTER One Federal St., Bldg. 101, Springfield, MA 01105 (413) 755-6112; www.businessgrowthcenter.org	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
CET: CENTER FOR ECOTECHNOLOGY 112 Elm St., Pittsfield, MA 01201 320 Riverside Dr., 1A, Florence, MA 01062 (413) 445-4556; www.cetonline.org	John Majercak	A nonprofit organization engaging in work that demonstrates and promotes practical, affordable solutions to the environmental challenges encountered in daily activities; mission is to research, develop, demonstrate, and promote those technologies that have the least disruptive impact on the natural ecology of the Earth
CLICK WORKSPACE 20 Hampton Ave., Suite 150, Northampton, MA 01060 (413) 570-0040; www.clickworkspace.org	Ali Usman	Provides professional, shared office space in downtown Northampton for freelancers, entrepreneurs, creatives, and remote workers; designed to allow members to work, collaborate, network, and contribute
COMMON CAPITAL 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
ECONOMIC DEVELOPMENT COUNCIL OF WESTERN MASS. 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 and create jobs and attract new investment
ECONOMIC DEVELOPMENT PARTNERS 1441 Main St., Springfield, MA 01103 (413) 787-1555; 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 (877) 662-6444, ext. 3009; www.eane.org	Paul Correia	Helps member companies remain competitive in an ever-changing economy by developing strong work forces; 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
GREENFIELD BUSINESS ASSOC. 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
HOLYOKE OFFICE OF PLANNING & ECONOMIC DEVELOPMENT 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
HOLYOKE INNOVATION DISTRICT (413) 896-0872; www.innovateholyokey.com	Tim Brennan Marcos Marrero	Connects entrepreneurs with space, resources, and people in the Holyoke area
THE KITTREDGE CENTER FOR BUSINESS & WORKFORCE DEVELOPMENT Holyoke Community College, 303 Homestead Ave., Holyoke, MA 01103 (413) 552-2500; www.hcc.edu/business-and-community/kittredge-center	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

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LISTED ALPHABETICALLY

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LONG RIVER VENTURES 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
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 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
MASS. OFFICE OF BUSINESS DEVELOPMENT 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
MASS. SMALL BUSINESS DEVELOPMENT CENTER, WESTERN REGIONAL OFFICE One Federal St., Bldg. 101, Springfield, MA 01105 (413) 737-6712; www.msdbc.org/wmass	Dianne Fuller Doherty	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
NUEVA ESPERANZA INC. 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
PIONEER VALLEY LIFE SCIENCES INSTITUTE 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
REGIONAL EMPLOYMENT BOARD OF HAMPDEN COUNTY 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
RIVER VALLEY INVESTORS (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
SCORE 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
SMALL BUSINESS LEGAL CLINIC AT WESTERN NEW ENGLAND UNIVERSITY Blake Law Center, 1215 Wilbraham Road, Springfield, MA 01119 (413) 796-2030; www.wne.edu/cie	Attorney 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
UMASS ENTRECLUB 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
UMASS AMHERST FAMILY BUSINESS CENTER UMass Continuing & Professional Education 100 Venture Way, Hadley, MA 01035 (413) 545-4545; www.umassfbc.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
UMASS AMHERST INNOVATION CHALLENGE Berthiaume Center for Entrepreneurship 121 Presidents Dr., Amherst, MA 01003 (413) 545-5697; 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
U.S. SMALL BUSINESS ADMINISTRATION 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
VALLEY VENTURE MENTORS (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
WESTERN MASS. FOOD PROCESSING CENTER 324 Wells St., Greenfield, MA 01301 (413) 774-7204; www.fccdc.org	John Waite	Promotes economic development through entrepreneurship; provides opportunities for sustaining local agriculture; promotes best practices for food producers
WESTMASS AREA DEVELOPMENT CORP. 255 Padgette St., Chicopee, MA 01022 (413) 593-6421; www.westmassdevelopment.com	Kenn Delude	Private, nonprofit organization charged with developing four area industrial parks; provides consulting on industrial-site inventory and development