

BUSINESS & ECONOMIC DEVELOPMENT RESOURCES

LISTED ALPHABETICALLY

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
THE ALCHEMY FUND 1350 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
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 4,500 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
BERTHIAUME CENTER FOR ENTREPRENEURSHIP UMass Amherst, Bartlett 305A, 130 Hicks Way, Amherst, MA 01003 (413) 545-9482; www.isenberg.umass.edu/bce	Gregory Thomas Stephen Brand	An entrepreneurial catalyst for UMass, with strong connections around the Pioneer Valley, the center's goal is to inspire and connect while making the resources of the Commonwealth's flagship campus available to startups and ventures; entrepreneurship networking events and competitions provide a rigorous opportunity to hone a business model, improve presentation and pitch skills, and generate funding and prize money for a venture
BUSINESS GROWTH CENTER 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
CENTER FOR BUSINESS AND PROFESSIONAL DEVELOPMENT AT HOLYOKE COMMUNITY COLLEGE 303 Homestead Ave., Holyoke, MA 01040; (413) 552-2506 www.hcc.edu/courses-and-programs/workforce-development	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
CENTER FOR ECONOMIC DEVELOPMENT 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
CENTER FOR HUMAN DEVELOPMENT 332 Birnie Ave., Springfield, MA 01107 (413) 733-6624; www.chd.org	Benjamin Craft	Provides a wide range of integrated healthcare and social services to communities throughout Western Mass. and Connecticut from early intervention to elder care
CENTER FOR ECOTECHNOLOGY 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
CJC DEVELOPMENT ADVISORS, LLC 94 North Elm St., Suite 301-H, Westfield, MA 01085 (413) 642-5474; www.cjcdevelopmentadvisors.com	Jeff Daley	Public- and private-sector work for commercial real-estate development; specializing in public improvements through DIF, I-Cubed, urban-renewal plans, tax incentives, and MassWorks, and private commercial-development project management and coordination
CLICK WORKSPACE 9 1/2 Market St., Northampton, MA 01060 (413) 570-0040; www.clickworkspace.org	Member Advocate	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
COMMUNITY FOUNDATION OF WESTERN MASS. 333 Bridge St., Springfield, MA 01103 (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
COMMON CAPITAL 120 Maple St., Springfield, MA 01103 (413) 233-1680; 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
DEVELOPSPRINGFIELD 83 Maple St., Springfield, MA 01105 (413) 209-8808; www.developspringfield.com	Danielle McKahn (Project Manager)	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
ECONOMIC DEVELOPMENT COUNCIL OF WESTERN MASS. 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
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, 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
EMPLOYERS ASSOCIATION OF THE NORTHEAST 67 Hunt St., Agawam MA 01001 (877) 662-6444, ext. 3009; www.eane.org	Meredith Wise	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
FAMILY BUSINESS CENTER OF PIONEER VALLEY 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
FRANKLIN COUNTY COMMUNITY DEVELOPMENT CORP. 324 Wells St., Greenfield, MA 01301 (413) 774-7204; www.fccdc.org	John Waite	Assists small-business owners in Western Mass. with business planning, lending, and commercial space; helps entrepreneurs in Western Mass. succeed by connecting them to resources
FRANKLIN HAMPSHIRE CAREER CENTER 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
FRANKLIN HAMPSHIRE REGIONAL EMPLOYMENT BOARD INC. 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
GREATER SPRINGFIELD CONVENTION & VISITORS BUREAU 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.

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GREENFIELD BUSINESS ASSOC. 395 Main St., Greenfield, MA 01301 (413) 774-2791; www.greenfieldbusiness.org	Bill Baker	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
HAPPIER VALLEY COMEDY 1 Mill Valley Road, Hadley, MA 01035 (413) 658-4615; www.happiervalley.com	Pam Victor	Happier Valley Comedy's Through Laughter program offers interactive professional-development workshops to improve the workplace through improv training exercises specifically applied to the workplace setting
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 of the development of the city; business-development programs include site planning, incentive programs, financing, permitting of subdivisions, site-plan review, special permits, zoning and land-use inquiries, comprehensive planning
HOLYOKE INNOVATION DISTRICT www.innovateholyokey.com	Tim Brennan Marcos Marrero	Connects entrepreneurs with space, resources, and people in the Holyoke area
HOME BUILDERS AND REMODELERS ASSOC. OF WESTERN MASSACHUSETTS 240 Cadwell Dr., Springfield, MA 01104 (413) 733-3126; www.hbrawm.com	Andrew Crane	Regional resource promoting professionalism and quality in the construction industry in Western Mass. and promoting the industry and members' success through networking, community service, public policy, and social and educational opportunities
INTERNATIONAL LANGUAGE INSTITUTE OF MASSACHUSETTS 25 New South St., Northampton, MA 01060 (413) 586-7569; www.ili.edu	Caroline Gear	Private nonprofit providing corporate training; workplace language programs in Spanish, Portuguese, and English to speakers of other languages; language classes; teacher training; free English classes for immigrants and refugees
THE KITTREDGE CENTER FOR BUSINESS & WORKFORCE DEVELOPMENT Holyoke Community College, 303 Homestead Ave., Holyoke, MA 01040 (413) 552-2500; www.hcc.edu/kc	Jeffrey Hayden	Resource for workforce training, professional development, and personal growth; provides affordable, customized programming to assist businesses, organizations, and individuals in achieving their goals
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
MA SMALL BUSINESS DEVELOPMENT CENTER NETWORK 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
MASS. EXPORT CENTER, WESTERN AND CENTRAL OFFICE Karl Weiss Center, 75 North Dr., Westborough, MA 01581 (508) 887-5412; www.mass.gov/export	Julia Dvorko	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. PROCUREMENT TECHNICAL ASSISTANCE CENTER Tillson House, 23 Tillson 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
MASSACHUSETTS MANUFACTURING EXTENSION PARTNERSHIP 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
MASSDEVELOPMENT 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
MASSHIRE HAMPDEN COUNTY WORKFORCE BOARD (FORMERLY 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
MASSHIRE HOLYOKE CAREER CENTER (FORMERLY CAREERPOINT) 850 High St., Holyoke, MA 01040 (413) 532-4900; www.careerpointma.org	David Gadaire	Career-readiness and workforce-development services; seeks to support economic growth of the region by proactively providing innovative opportunities for both businesses and job seekers
MASSHIRE SPRINGFIELD CAREER CENTER (FORMERLY FUTUREWORKS) 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
NORTHAMPTON AREA YOUNG PROFESSIONALS 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
NUEVA ESPERANZA INC. 401 Main St., Holyoke, MA 01040 (413) 437-7666; www.nuevaofholyokey.org	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
PIONEER VALLEY LIFE SCIENCES INSTITUTE 3601 Main St., Springfield, MA 01199 (413) 794-0653; www.pvlsci.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
PIONEER VALLEY PLANNING COMMISSION 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
PVGROWS INVESTMENT FUND 324 Wells St., Greenfield, MA 01301 (413) 774-7204; www.pvgrows.net/investment-fund	Rebecca Busansky	Administered by the Franklin County CDC, the PVGrows Investment Fund helps farmers and food entrepreneurs obtain flexible financing and technical assistance to grow their businesses, and gives community members an opportunity to invest in growing a stronger local food system
QUABOAG VALLEY COMMUNITY DEVELOPMENT CORP. AND QUABOAG VALLEY BUSINESS ASSISTANCE CORP. 23 West Main St., Ware, MA 01082 (413) 967-3001; www.qvcdc.org	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
RIVER VALLEY INVESTORS (413) 667-9886; www.rivervalleyinvestors.com	Paul Silva	Premier angel-investor group in the Pioneer Valley; invests in startups in the Northeast

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RIVERSIDE INDUSTRIES 1 Cottage St., Easthampton, MA 01027 (413) 527-2711; www.rsi.org	Charlene Gentes	Provides employment and life-enrichment services for people living with intellectual and developmental disabilities in more than 33 cities and towns in the tri-county area
SCORE One Federal St., Bldg. 101, Springfield, MA 01105 (413) 785-0314; www.westernmassachusetts.score.org	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
SMALL BUSINESS LEGAL CLINIC AT WESTERN NEW ENGLAND UNIVERSITY Blake Law Center, 1215 Wilbraham Road, Springfield, MA 01119 (413) 782-1469; www.wne.edu	Marie Fletcher	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
SPARK 177 High St., Holyoke, MA 01040 (413) 534-3376; www.sparkholyokey.com	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
SPRINGFIELD BUSINESS IMPROVEMENT DISTRICT 1331 Main 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
SPRINGFIELD PARTNERS FOR COMMUNITY ACTION 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
STCC WORKFORCE DEVELOPMENT DEPARTMENT One Armory Square, Bldg. 16, Room 146, Springfield, MA 01105 (413) 755-4225; www.stcc.edu/wd	Gerardo Zayas Jr.	Provides credit and non-credit courses and workforce-development training to individuals and companies at the college or the company site; training includes computer applications, IT/network certifications, advanced-manufacturing applications, management and business skills, health careers, technical and trades, ESL in the workplace, advanced manufacturing, construction, and skilled-trade classes (including electrical), and career-development classes such as auto damage appraiser license, introduction to drones, and professional brewing certificate program
SUNSHINE VILLAGE 75 Litwin Lane, Chicopee, MA 01020 (413) 592-6142; www.sunshine.us	Gina Kos	Provides area businesses with skilled, dependable workforce through individual or group placement
UMASS AMHERST CORE FACILITIES Institute for Applied Life Sciences 240 Thatcher Road, S307, Amherst, MA 01003 (413) 577-4582; www.umass.edu/ials/core-facilities	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
UMASS AMHERST INNOVATION CHALLENGE 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
UMASS AMHERST TECHNOLOGY TRANSFER OFFICE 101 University Dr., Suite B6, Amherst, MA 01002 (413) 577-2126; www.umass.edu/tto	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
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 OPPORTUNITY COUNCIL 35 Mount Carmel Ave., Chicopee, MA 01013; (413) 552-1554 300 High St., Holyoke, MA 01040; (413) 552-1554 www.valleyopp.com	Stephen Huntley	Community-action agency dedicated to eliminating poverty by providing programming to assist low- and moderate-income individuals and families achieve a higher quality of life; offers 30 different programs in areas such as adult education, college and career readiness, early education and care, energy assistance, homeless services, housing, nutrition, and senior services
VALLEY VENTURE MENTORS 276 Bridge St., Springfield, MA 01103 (413) 337-2887; www.valleyventurementors.org	Ronald Molina- Brantley	VVM connects talented entrepreneurs, professionals, and experienced business leaders to build a community that helps ambitious and promising new ventures thrive
VIABILITY 5 Franklin St., Northampton, MA 01060 (413) 584-1460; www.viability.org	Dick Vine	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
WESTERN MASS. COACHING ALLIANCE www.westernmasscoaches.com	Grant Ingle Mary Lou Medaugh	Regional association of 30 skilled coaches who help people realize their professional and personal potential
WESTERN MASS. FOOD PROCESSING CENTER 324 Wells St., Greenfield, MA 01301 (413) 774-7204; www.fccdc.org	John Waite	Provides facilities, expertise, and co-packing for food producers, IQF freezing, and value-added products for farmers; the center's Valley Vegetables program increases the region's capacity to lightly process fruits and vegetables to make local food accessible year-round to schools, institutions, and retail
WESTMASS AREA DEVELOPMENT CORP. 255 Padgette St., Chicopee, MA 01022 (413) 593-6421; www.westmassdevelopment.com	Eric Nelson	Private, not-for-profit corporation charged with developing industrial parks in the region; provides consulting on industrial-site inventory and development
WESTOVER METROPOLITAN DEVELOPMENT CORP. 255 Padgette 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
WORK OPPORTUNITY CENTER INC. 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 placement of qualified disabled individuals; contract assembly; mailing services; fulfillment services; e-commerce; shredding; warehousing
WORLD AFFAIRS COUNCIL OF WESTERN MASS. 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
WORLD INSTITUTE FOR STRATEGIC ECONOMIC RESEARCH 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
YOUNG PROFESSIONAL SOCIETY OF GREATER SPRINGFIELD P.O. Box 80754, Springfield, MA 01138 (413) 303-0101; www.springfielddyps.com	Ashley Clark	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