ECONOMIC OUTLOOK 2019
DECEMBER 24, 2018

CONTINUED ON PAGE 32 >>
BUSINESS & ECONOMIC DEVELOPMENT RESOURCES
LISTED ALPHABETICALLY

>> Continued from page 31

OFFICE

CONTACT

SERVICES

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 01052
(413) 658-4615; www.happiervalley.com

Pam Victor
Hapier Valley Comedy’s Through Laughter program offers interactive professional-development workshops to improve the workplace through improve training exercises specifically applied to the workplace setting

HOLYOKE OFFICE OF PLANNING & ECONOMIC DEVELOPMENT
20 Korean Veterans Plaza, Room 406, Holyoke, MA 01040
(413) 322-0557; www.holyoke.org

Marcus 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.innovateholokeye.com

Tim Brennan
Connects entrepreneurs with space, resources, and people in the Holyoke area

HOME BUILDERS & REMODELERS ASSOC. OF WESTERN MASSACHUSETTS
240 Cadwell Dr., Springfield, MA 01104
(413) 733-3126; www.bwram.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.ilu.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

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) 587-2139; www.longriverventures.com

Tripp Prange
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., 8th Fl., Springfield, MA 01105
(413) 737-6712; www.massmep.org

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 St., Westborough, MA 01581
(508) 887-5412; www.mass.gov/export

Julia Dranko
Helps Massachusetts companies achieve success in global markets through a statewide network of international trade professionals; targets 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/obd

Debra Bonanski
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
Tilton House, 2 Tilton Farm Road, Amherst, MA 01003
(413) 545-6307; www.masspactac.org

Peter Cokolis
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 Grover St., Worcester, MA 01605
(508) 865-8768; 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

MASS DEVELOPMENT
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.rebnh.org

David Cruise
Resource for information on programs and funding for training, job placement, and other workforce issues

MASSHIRE HOLOKEYE CAREER CENTER (FORMERLY CAREERPOINT)
150 High St., Holyoke, MA 01040
(413) 532-4900; www.careerpointma.org

Dave Gaillard
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.com

Kevin Lynn
FutureWorks advances custom 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.
20 Korean Veterans Plaza, Room 406, Holyoke, MA 01040
(413) 322-0557; www.holyoke.org

Sheila Cuddy
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 LIFE SCIENCES INSTITUTE
3601 Main St., Springfield, MA 01199
(413) 794-0653; www鹦鹉.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

QUABOG VALLEY COMMUNITY DEVELOPMENT CORP. AND QUABOG VALLEY BUSINESS ASSISTANCE CORP.
23 West Main St., Ware, MA 01082
(413) 967-3001; www.qvbac.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 Quabog Region

RIVER VALLEY INVESTORS
(413) 667-9888; www.rivervalleyinvestors.com

Paul Silva
Premier angel-investor group in the Pioneer Valley; invests in startups in the Northeast

Continued on page 33 >>
### BUSINESS & ECONOMIC DEVELOPMENT RESOURCES LISTED ALPHABETICALLY

**Continued from page 32**

<table>
<thead>
<tr>
<th>OFFICE</th>
<th>CONTACT</th>
<th>SERVICES</th>
</tr>
</thead>
<tbody>
<tr>
<td>RIVERSIDE INDUSTRIES</td>
<td>Charlene Gentges</td>
<td>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</td>
</tr>
<tr>
<td>SCORE</td>
<td>Len Gendron, Jay Moore</td>
<td>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</td>
</tr>
<tr>
<td>SMALL BUSINESS LEGAL CLINIC AT WESTERN NEW ENGLAND UNIVERSITY</td>
<td>Marie Fletcher</td>
<td>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</td>
</tr>
<tr>
<td>SPARK</td>
<td>Tessa Murphy-Romboletti</td>
<td>SPARK (Simulating Potential, Accessing Resource &amp; 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</td>
</tr>
<tr>
<td>SPRINGFIELD BUSINESS IMPROVEMENT DISTRICT</td>
<td>Chris Russell</td>
<td>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 clean, safe, and friendly place to live, work, and play</td>
</tr>
<tr>
<td>SPRINGFIELD PARTNERS FOR COMMUNITY ACTION</td>
<td>Tanya Scott-Mitchell</td>
<td>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-management workshops, credit counseling, support, and guidance</td>
</tr>
<tr>
<td>STCC WORKFORCE DEVELOPMENT DEPARTMENT</td>
<td>Gerando Zayas Jr.</td>
<td>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, ThinkNet 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</td>
</tr>
<tr>
<td>SUNSHINE VILLAGE</td>
<td>Gina Kos</td>
<td>Provides area businesses with skilled, dependable workforce through individual or group placement</td>
</tr>
<tr>
<td>UMASS AMHERST CORE FACILITIES</td>
<td>Andrew Visard</td>
<td>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&amp;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</td>
</tr>
<tr>
<td>UMASS AMHERST INNOVATION CHALLENGE</td>
<td>Bill Wooldridge</td>
<td>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</td>
</tr>
<tr>
<td>UM ASS AMHERST TECHNOLOGY TRANSFER OFFICE</td>
<td>Robert MacWright</td>
<td>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</td>
</tr>
<tr>
<td>U.S. SMALL BUSINESS ADMINISTRATION</td>
<td>Oreste Varela</td>
<td>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</td>
</tr>
<tr>
<td>VALLEY OPPORTUNITY COUNCIL</td>
<td>Stephen Hartley</td>
<td>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</td>
</tr>
<tr>
<td>VALLEY VENTURE MENTORS</td>
<td>Ronald Molina-Brantley</td>
<td>VVM connects talented entrepreneurs, professionals, and experienced business leaders to build a community that helps ambitious and promising new ventures thrive</td>
</tr>
<tr>
<td>VIABILITY</td>
<td>Dick Vine</td>
<td>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</td>
</tr>
<tr>
<td>WESTERN MASS. COACHING ALLIANCE</td>
<td>Grant Ingle</td>
<td>Regional association of 30 skilled coaches who help people realize their professional and personal potential</td>
</tr>
<tr>
<td>WESTERN MASS. FOOD PROCESSING CENTER</td>
<td>John Waite</td>
<td>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</td>
</tr>
<tr>
<td>WESTMASS AREA DEVELOPMENT CORP.</td>
<td>Eric Nelson</td>
<td>Private, not-for-profit corporation charged with developing industrial parks in the region; provides consulting on industrial-site inventory and development</td>
</tr>
<tr>
<td>WESTOVER METROPOLITAN DEVELOPMENT CORP.</td>
<td>Michael Bolton</td>
<td>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</td>
</tr>
<tr>
<td>WORK OPPORTUNITY CENTER INC.</td>
<td>Robert MacDonald</td>
<td>Nonprofit organization that supports local businesses through employee placement of qualified disabled individuals; contract assembly; mailing services; fulfillment services; e-commerce; shredding; warehousing</td>
</tr>
<tr>
<td>WORLD AFFAIRS COUNCIL OF WESTERN MASS.</td>
<td>Cyd Melcher</td>
<td>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</td>
</tr>
<tr>
<td>WORLD INSTITUTE FOR STRATEGIC ECONOMIC RESEARCH</td>
<td>Dr. Stephen Corien</td>
<td>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</td>
</tr>
<tr>
<td>YOUNG PROFESSIONAL SOCIETY OF GREATER SPRINGFIELD</td>
<td>Ashley Clark</td>
<td>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</td>
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</tbody>
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