



**The Massachusetts Small Business
Development Center Network (MSBDC) &
The Fall River Mill Owner's Association (FRMOA)**

Present

Fall River Business Resources Forum

“Grow Our Mills, Grow Fall River”

March 15, 2011



Grow Our Mills, Grow Fall River

Agenda

- 8:30 a.m. Welcome**
Melinda Ailes of the MA Small Business Development Center Network
- Introduction**
Pat Tod of the Fall River Mill Owner's Association
- Remarks**
Fall River Mayor William Flanagan
- 8:45 a.m. Presentations**
See Speakers List
- 10:35 a.m. Questions & Answers**
- 10:50 a.m. Introduction**
Pat Tod of the Fall River Mill Owner's Association
- Closing Remarks**
State Representative David Sullivan
- 11:00 a.m. Wrap Up**
Pat Tod of the Fall River Mill Owner's Association

Fall River Business Resources Forum
"Grow Our Mills, Grow Fall River"
March 15, 2011

List of Speakers

1	CDC New England	Nancy Gibeau	Financing opportunities
2	Associated Industries of Mass. (AIM)	Debbie Carroll	Business advocacy and services
3	Mass Development	Larry Cameron	Financing opportunities
4	Work Force Training Fund (BCC)	John Long	Grant money for training employees
5	Greater Boston Manufacturing Partnership (GBMP)	Chris Martin	Improving operating efficiencies
6	Government Sales Advisory Services (MSBDC)	Dan Lilly	Getting contracts with the government
7	MA Life Sciences Center	Angus McQuillan	Developing a life sciences capacity
8	Academic Center for Entrepreneurship (BCC)	Jeanne Girard	Business start up assistance
9	Fall River Area Chamber of Commerce	Rob Mellion	Business advocacy and services
10	Mass Export Center	Nancy Lowd	Selling your goods internationally
11	Southeastern Regional Planning & Eco. Dev. District (SRPEDD)	Don Sullivan	Business & economic information
12	SCORE	Werner Horbeck	Business counseling
13	UMASS Dartmouth - BIRC/Center for Mktg. Research	Dean Susan Engelkemeyer	Market research and business research opportunities
14	Center for Workforce & Community Education (BCC)	Carmen Aguilar	Business training programs
15	Jobs for Fall River (FROED)	Steve Parr	Financing opportunities
16	MA Operational Services Division	Barbara Miller	How to sell to the state
17	The Inventing Life	Elizabeth Pierotti	Developing Innovation
18	Mass Manufacturing Extension Partnership (Mass MEP)	Glenn Gertridge	Improving operating efficiencies
19	SouthCoast Development Partnership	Jennifer Menard	Supporting regional economic development
20	Advanced Technology & Manufacturing Ctr. (ATMC)	Lou Petrovic	Partnerships with the university and industry
21	Mass Growth Capital Corp.	Chuck Grigsby	Financing opportunities
22	Smaller Business Association of New England (SBANE)	Sarah Conery	Business advocacy and services
23	Bristol Workforce Investment Board	Tom Perriera	Employer services
24	U.S. Small Business Association (SBA)	Donna O'Connor	Financing opportunities
25	eCommerce Network (UMASS Dartmouth)	Fahri Karakaya	Marketing & internet information
26	South Eastern Economic Development Corp. (SEED)	Lisa Holmes	Financing opportunities
27	MA Supplier Diversity Office	Brian Ross	Selling to the government
28	MA Office of Business Development (MOBD)	Buddy Rocha	Access point for multiple state business services
29	Southern New England Entrepreneurs Forum (SNEEF)	Lou Petrovic	Supporting entrepreneurship & innovation through networking
30	Charlton College of Business - UMASS Dartmouth - Interns	Mike Griffin	Supporting businesses through the use of interns

Academic Center for Entrepreneurship (ACE)

Bristol Community College (BCC)
777 Elsbree Street
Fall River, MA 02720
Tel: 508-678-2811 Ext. 2695

Point of Contact

Jeanne Girard, Staff Associate
Jeanne.girard@bristolcc.edu

www.bristolcc.edu

Services Offered

Business Planning & Advice

Description of Services

Academic Center for Entrepreneurship ACE is a small business resource center devoted to guiding the small and micro business owner toward their goal of starting and running a successful and productive enterprise. It is equally devoted to creating an alliance between education and a healthy economy. Whether you want to explore the idea of business ownership, get started with a business or enhance an existing business, ACE can assist.

Advanced Technology Manufacturing Center (ATMC)

University of Massachusetts Dartmouth
151 Martine Street
Fall River, MA 02723
Tel: 508-910-9842

Point of Contact

Lou Petrovic, Director
lpetrovic@umassd.edu

www.atmc.umassd.edu

Services Offered

Business Planning and Advice, Export Assistance, Government Contracting & Procurement, Business Advocacy and Networking, Innovation & Product Development, Prototyping, Start-up Services, Economic Development

Description of Services

The ATMC provides advanced technology and manufacturing solutions through industry and university partnerships and assists entrepreneurs to meet current and future business needs. Through our Intern Program, we are able to provide low cost, high tech solutions for manufacturing problems.

Associated Industries of Massachusetts (AIM)

One Lakeshore Drive
Bridgewater, MA 02324
Tel: 617-488-8352

www.aimnet.org

Point of Contact

Debbie Carroll, Regional Membership Director,
Southeast Central Region
dcarroll@aimnet.org

Services Offered

Workforce Training & Assistance, Business Advocacy & Networking, Start-up Services

Description of Services

AIM is one of the most trusted business associations in Massachusetts. Since 1915, employers have depended on AIM to help solve all sorts of problems—fighting anti-business legislation, making sense of confusing employment laws, and training workers and managers for the new economy.

Bristol Workforce Investment Board (WIB)

One Government Center, 5th floor
Fall River, MA 02722
Tel: 508-675-1165

www.bristolwib.org

Point of Contact

Thomas Perreira, Executive Director
tperreira@detma.org

Services Offered

Workforce Training & Assistance

Description of Services

The Bristol WIB oversees a wide range of workforce development activities in SE Massachusetts, representing a multitude of federal and state funding streams. Services targeted for job seekers and employers include occupational training, special employer grants and help finding qualified employees.

CDC New England

**30 Exchange Terrace
Providence, RI 02903
Tel: 508-254-7891**

Point of Contact

Nancy Gibeau, Business Development Officer
ngibeau@bdcnewengland.com

www.cdc.newengland.com

Services Offered

Financing & Loans

Description of Services

CDC New England and BDC Capital provide innovative financing to businesses that might not be able to obtain all the financing needed from conventional lenders. CDC New England provides SBA 504 loans for real estate and machinery & equipment and is the only Premier SBA 504 lender in New England. BDC Capital is a 57 year-old private company which sources funds for its loans and investments from 28 member banks. BDC also administers the Recycling Loan Fund for the Commonwealth of Massachusetts.

Center for Workforce & Community Education

**Bristol Community College (BCC)
777 Elsbree Street
Fall River, MA 02720
Tel: 508-678-2811 Ext. 2158**

Point of Contact

Carmen Aguilar, Dean of Center for Workforce & Community Education
carmen.aguilar@bristolcc.edu

www.bristolcc.edu/thecenter

Services Offered

Workforce Training & Assistance, Business Planning & Advice, Government Contracting & Procurement, Process Improvement – Lean Manufacturing, Business Advocacy & Networking, State Specialty Programs

Description of Services

The Workforce Center, part of BCC's Center for Workforce and Community Education, develops and implements customized workforce education throughout Southeastern Massachusetts and Rhode Island. The Center offers on-site training throughout the region with companies and organizations of all sizes.

Charlton College of Business

UMASS Dartmouth
Old Westport Road
North Dartmouth, MA 02747
Tel: 508-910-6947

Point of Contact

Mike Griffin, Internship Director
mgriffin@umassd.edu

www.umass.edu

Services Offered

Internships

Description of Services

Internships, Charlton College of Business.

eCommerce Network

University of Massachusetts-Dartmouth
Dartmouth, MA 02747
Tel: 508-999-8745

Point of Contact

Fahri Karakaya
Professor and Director of e-Commerce Network
f1karakaya@umassd.edu

www.umassd.edu/ecommerce/

Services Offered

Business Planning & Advice, Business Advocacy & Networking, Marketing

Description of Services

Helping area businesses to improve e-Commerce operations, including web site analysis, e-marketing plan development, e-marketing strategy development and implementation, and bringing together the e-Commerce professionals in networking.

Fall River Area Chamber of Commerce and Industry

200 Pocasset Street
Fall River, MA 02721
Tel: 508-676-8226

Point of Contact

Robert Mellion, CEO
rmellion@fallriverchamber.com

www.fallriverchamber.com

Services Offered

Workforce Training & Assistance, Business Planning & Advice, Business Advocacy & Networking, Start-up Services, Economic Development, Export Assistance

Description of Services

The Fall River Chamber of Commerce is a not-for-profit organization dedicated to serving as the preeminent voice of business in the greater Fall River area since 1911, by representing the interests of its diverse membership, as well as stimulating and promoting new and existing business activities.

Fall River Mill Owner's Association (FRMOA)

104 Anawan Street
Fall River, MA 02721
Tel: 508-252-3425

Point of Contact

George Delany
gbd77@comcast.net

www.frmoa.com

Services Offered

Business Planning & Advice, Business Advocacy & Networking, Innovation & Product Development, Economic Development

Description of Services

The Mill Owner's Association (501 c 6, status pending) has been created to bring mill owners together to gain economic advantage in the operation in our mills, to foster new business across the City, and to become the economic hub from which new prosperity in the City and beyond will be generated.

Greater Boston Manufacturing Partnership (GBMP)

UMass Boston
100 Morrissey Blvd.
Boston, MA 02125
Tel: 617-287-7648

Point of Contact

Chris Martin, Vice President
cmartin@gbmp.org

www.gbmp.org

Services Offered

Workforce Training & Assistance, Process Improvement – Lean Manufacturing, Business Advocacy & Networking

Description of Services

GBMP is a not-for-profit corporation whose sole focus is to help companies become more productive, competitive, and profitable through Continuous Improvement education and hands-on implementation of best practices. We work with large and small companies throughout New England.

Government Sales Advisory Program

Massachusetts Small Business Development Center
Network (MSBDC)
200 Pocasset Street
Fall River, MA 02721
Tel: 508-673-9783

Point of Contact

Dan Lilly, Government Sales Advisor
delilly@msbdc.umass.edu

www.msbdc.org/gs

Services Offered

Government Contracting & Procurement

Description of Services

We provide assistance with all aspects of government sales including: database registration, certification, lead identification bid and proposal submission. We provide bid lead opportunities, specifications and standards, and one-on-one guidance to help navigate the government sales process.

Jobs for Fall River, Inc.

**1 Government Center
Fall River, MA 02722
Tel: 508-324-2620**

www.froed.org

Point of Contact

Stephen Parr
s.parr@froed.org

Services Offered

Business Planning & Advice, Financing & Loans, Start-up Services, Economic Development

Description of Services

Provides low interest financing to both start-ups and existing businesses. Offers technical assistance, site selection assistance and acts as an informal referral service to both new and existing businesses. Provides financial packaging by partnering with banks, state, federal and other lenders.

Massachusetts Export Center

**794 Purchase Street
New Bedford, MA 02740
Tel: 508-999-1388**

www.mass.gov/export

Point of Contact

Nancy Lowd, Senior International Trade Advisor
nlowd@msbdc.umass.edu

Services Offered

Export Assistance, Marketing

Description of Services

Export counseling and technical assistance, international market research, training, assistance with export compliance issues.

Massachusetts Growth Capital Corporation (MGCC)

**529 Main Street
Suite 1M10
Boston, MA 02129
Tel: 617-523-6262**

Point of Contact

Charles Grigsby, Interim President
cgrigsby@massgcc.com

www.massgcc.com

Services Offered

Financing & Loans, Economic Development

Description of Services

MGCC provides capital to Massachusetts businesses, women and minority owned businesses and local development efforts, in flexible financing programs, by supplementing the capital available from private financial institutions in order to promote the creation and maintenance of jobs in Massachusetts.

Massachusetts Life Sciences Center

**1000 Winter Street, Suite 2900
Waltham, MA 02451
Tel: 617-921-7749**

Point of Contact

Angus McQuilken, VP for Communications
amcquilken@masslifesciences.com

www.masslifesciences.com

Services Offered

Financing & Loans, Business Advocacy & Networking, State Specialty Programs, Economic Development

Description of Services

The Massachusetts Life Sciences Center is a quasi-public agency tasked with implementing the Massachusetts Life Sciences Act, a ten-year, \$1 billion initiative that was signed into law in June of 2008. The Center's mission is to create jobs in the life sciences and support scientific research.

Massachusetts Office of Business Development (MOBD)

275 Martine Street
Suite 201
Fall River, MA 02723
Tel: 508-730-1438

Point of Contact

Buddy Rocha, Southeast Regional Director
buddy.rocha@state.ma.us

www.mass.gov/eohed

Services Offered

Workforce Training & Assistance, Business Planning & Advice, Financing & Loans, Export Assistance
Business Advocacy & Networking, State Specialty Programs, Economic Development

Description of Services

The Massachusetts Office of Business Development (MOBD) is committed to promoting job growth, retaining existing jobs, and stimulating private investment within the Commonwealth of Massachusetts. MOBD serves as a single point of contact to facilitate simplified, timely access to governmental and non-governmental resources and incentive programs that help businesses thrive in Massachusetts. By providing guidance and industry expertise across a diverse array of industry clusters, MOBD serves to create a dynamic environment for business expansion and growth.

Massachusetts Operational Services Division (OSD)

One Ashburton Place
Boston, MA 02108
Tel: 617-720-3148

Point of Contact

Barbara Miller, Director of QA, Training and Outreach
barbara.miller@state.ma.us

www.mass.gov/osd

Services Offered

Government Contracting & Procurement

Description of Services

OSD establishes Statewide Contracts for goods and services that ensure best value and support the socioeconomic and environmental goals of the Commonwealth. OSD includes Comm-PASS (the states e-procurement system). The Supplier Diversity Office provides training for the business community.

Massachusetts Small Business Development Center Network Southeast Regional Office (MSBDC)

**200 Pocasset Street
Fall River, MA 02721
Tel: 508-673-9783**

Point of Contact

Melinda Ailes, Regional Director
mlailes@msbdc.umass.edu

www.msbdc.org/semass

Services Offered

Business Planning & Advice, Start-up Services, Economic Development, Financing & Loan Advice, Marketing

Description of Services

MSBDC provides FREE, one-on-one, confidential support services focusing on: small business growth and success, financing and loan assistance, strategic, marketing and operational planning. MSBDC's clients represent early stage, high growth, troubled and mature small businesses. We are full time, qualified business advisors with entrepreneurial and industry experience.

Massachusetts Supplier Diversity Office (SDO)

**10 Park Plaza
Suite 3740
Boston, MA 02116
Tel: 617-973-8574**

Point of Contact

Brian Ross, Director
brian.ross@state.ma.us

www.mass.gov/sdo

Services Offered

Government Contracting & Procurement, Government Certification, Business Advocacy & Networking, State Specialty Programs, Economic Development

Description of Services

SDO formerly known as State Office of Minority and Women Business Assistance (SOMWBA) continues its rich and long tradition of service to minority and women owned businesses in the Commonwealth of Massachusetts. The SDO has the responsibility to certify businesses that meet certain criteria. SDO certification is a marketing tool used to enhance a firm's ability to do business in public markets. Becoming SDO certified can help firms seeking contracts with the government.

MassDevelopment

**275 Martine Street
Fall River, MA 02723
Tel: 508-578-0533**

Point of Contact

Larry Cameron, Vice President
lcameron@massdevelopment.com

www.massdevelopment.com

Services Offered

Business Planning & Advice, Financing & Loans, Export Assistance, Business Advocacy & Networking, Innovation and Product Development, State Specialty Programs, Economic Development

Description of Services

MassDevelopment is the Commonwealth's financing and development authority, working with businesses, non-profits, financial institutions, developers, and local officials to stimulate economic growth. The agency redeveloped the Kerr Mill site into the South Coast Research and Technology Park.

MassMEP

**100 Grove Street
Worcester, MA 01605
Tel: 339-227-2756**

Point of Contact

Glen Gertridge, Business Dev. Manager
glenng@massmep.org

www.massmep.org

Services Offered

Business Planning & Advice, Process Improvement – Lean Manufacturing, Business Advocacy & Networking, Innovation & Product Development, Start-up Services, Economic Development

Description of Services

Training and consulting organization focused exclusively on manufacturing in Massachusetts. Service areas include Continuous Improvement, Growth and Innovation, Energy and Environmental, Global Supply Chain, and Workforce Skills Development.

SCORE

60 School Street
Brockton, MA 02301
Tel: 508-587-2673

Point of Contact

Frank Sebastian
score@scoresema.org

www.scoresema.org

Services Offered

Business Planning & Advice

Description of Services

SCORE is a volunteer organization of business leaders providing free and confidential business counseling to small businesses and entrepreneurs seeking to establish their own business. For a free and confidential appointment call 508-587-2673 or visit www.scoresema.org.

Small Business Association of New England (SBANE)

1601 Trapelo Road, Suite 212
Waltham, MA 02451
Tel: 781-890-9070

Point of Contact

Sarah Conery
Sarah@sbane.org

www.sbane.org

Services Offered

Workforce Training & Assistance, Business Planning & Advice, Financing & Loans, Business Advocacy & Networking, Insurance, Economic Development

Description of Services

SBANE is a not-for-profit association founded in 1938 and has approximately 600 members throughout the six New England states. SBANE's mission is enabling successful growth through profitable connections, innovation, leadership advocacy and education.

South Eastern Economic Development Corporation (SEED)

80 Dean Street
Taunton, MA 02780
Tel: 508-822-1010

Point of Contact

Lisa Holmes, VP, Lending Team Leader
lholmes@seedcorp.com

www.seedcorp.com

Services Offered

Business Planning & Advice, Financing & Loans, Start-up Services, Economic Development

Description of Services

SEED is a non-profit, certified by the US Small Business Administration (1982). We participate in the SBA 504, Micro and Venture Capital programs. Additionally, we offer Business Workshops monthly throughout southeastern Mass and RI to assist small business borrowers. Loans \$2,000 to \$5,500,000.

Southcoast Development Partnership (SCDP)

285 Old Westport Road
Dartmouth, MA 02747
Tel: 508-999-8412

Point of Contact

Jennifer Menard, Executive Director
jmenard@umassd.edu

www.southcoastdev.org

Services Offered

Business Advocacy & Networking, Economic Development

Description of Services

The SouthCoast Development Partnership is a regional economic development organization that facilitates economic development in the SouthCoast and complements the overall growth strategies of the region's communities by coordinating internal/external promotional and business development programs.

Southeastern Regional Planning & Economic Development District (SRPEDD)

88 Broadway
Taunton, MA 02780
Tel: 508-824-1367

Point of Contact

Stephen Smith, Executive Director
ssmith@srpedd.org

www.srpedd.org

Services Offered

Economic Development

Description of Services

Data and information about demographics, traffic, other Economic Development Administration (EDA) grant assistance, planning and zoning, transportation (highways, SRTA, South Coast Rail, bike paths).

Southern New England Entrepreneurs Forum (SNEEF)

ATMC
151 Martine Street
Fall River, MA 02723
Tel: 508-910-9842

Point of Contact

Lou Petrovic
Assistant Vice Chancellor Research Development
lpetrovic@umassd.edu

www.sneef.org

Services Offered

Business Planning & Advice, Start-up Services, Economic Development

Description of Services

SNEEF is a forum to provide entrepreneurs the opportunity to hear from and interact with leaders from industry, finance, marketing, venture and angel capital, as well as other entrepreneurs, academics, and students. It is sponsored by UMass Dartmouth's Charlton College of Business and the ATMC.

The Inventing Life

1018 Perry Hill Road
Greene, RI 02827
Tel: 401-397-3210

Point of Contact

Elizabeth M. Pierotti, President
info@theinventinglife.com

www.theinventinglife.com

Services Offered

Innovation and Product Development

Description of Services

For companies who want innovation to be a priority. Workshops address challenges of owners, team leaders, and employees in generating/developing viable product ideas. Provides process and tools to unleash individual creativity, foster team collaboration, and validate new concepts quickly and effectively.

U.S. Small Business Administration

10 Causeway Street
Room 265
Boston, MA 02222
Tel: 617-565-5607

Point of Contact

Donna O'Connor, Business Development Specialist
donna.oconnor@sba.gov

www.sba.gov/ma

Services Offered

Business Planning & Advice, Financing and Loans, Export Assistance, Government Contracting and Procurement, Government Certification, Business Advocacy and Networking, Start-up Services, Economic Development

Description of Services

SBA provides technical assistance through programs offered by MSBDC, SCORE, and CWE. SBA also offers guaranty financing through many local community lenders and credit unions up to \$5MM, as well as micro-loans up to \$50,000. SBA provides government contracting opportunities through CCR and 8A programs.

University of Massachusetts Dartmouth

Charlton College of Business
285 Old Westport Road
North Dartmouth, MA 02747
Tel: 508-999-8421

Point of Contact

Susan West Engelkemeyer, Dean
sengelkemeyer@umassd.edu

www.umass.edu/charlton

Services Offered

Workforce Training & Assistance, Process Improvement – Lean Manufacturing, Marketing

Description of Services

The Charlton College of Business at the University of Massachusetts Dartmouth offers certificate programs in addition to undergraduate and graduate degree programs in business. The college also provides workshops and services through the Center for Marketing Research, BIRC, and eCommerce Network.

Workforce Training Fund

Bristol Community College (BCC)
777 Elsbree Street
D Building
Fall River, MA 02720
Tel: 508-678-2811 Ext. 2165

Point of Contact

John Long, Director of Workforce Development
john.long@BristolCC.edu

www.bristolcc.edu/workforce

Services Offered

Workforce Training & Assistance, Business Planning & Advice, Process Improvement – Lean Manufacturing, State Specialty Programs

Description of Services

Local companies and small businesses are urged to take advantage of workforce training through The Center for Workforce and Community Education at Bristol Community College. Businesses may be eligible for up to \$250,000 in grant funding. Most businesses in this area aren't aware of these funds.