

# ESO Resources

A GUIDE TO ENTREPRENEUR SUPPORT ORGANIZATIONS



THE COMMUNITY FOUNDATION MISSION INVESTMENTS COMPANY

a subsidiary of  The **COMMUNITY** Foundation for Greater New Haven

70 Audubon Street New Haven, CT 06510 203-777-2386 [cfgnh.org](http://cfgnh.org)    

# Elevate Your Business

Entrepreneurs. Small Businesses. Start-Ups.

THE COMMUNITY FOUNDATION MISSION INVESTMENTS COMPANY



TCF-MIC is a subsidiary of The Community Foundation for Greater New Haven that invests in people, ideas and businesses to create economic empowerment and mobility in the 20-town region of Greater New Haven. TCF-MIC actively pursues investments to reduce inequalities through creative and innovative financial instruments and engagement strategies customized to meet the needs of the local environment.

## Our Mission is to Invest in You.

**The Community Foundation Mission Investments Company** (TCF-MIC) is committed to providing resources to our region's entrepreneurs and small businesses and has a priority for working with Black, Brown and Women entrepreneurs in Greater New Haven.

We work closely with businesses that are underserved by traditional financial markets.

## Our Services

- Equity investments and co-investments in new or growing businesses
- Start-up and seed-stage micro-loans and loan guarantees
- Small business loans with flexible terms
- Access to planning, marketing and business development services

**Contact us today!** [cfgnh.org/tcf-mic](https://cfgnh.org/tcf-mic)

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## ESO Resources Fall 2022

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## How to Use This Guide

Your business is not alone. An ecosystem of entrepreneur support organizations (ESOs) is available to offer you the access to capital, capacity and connections needed to help your business grow and thrive. All are part of the growing New Haven Equitable Entrepreneurship Ecosystem (NHE3.org), which was designed to create entrepreneurial pathways to economic independence and wealth. Use this resource guide to find the type of support that is right for your business and make contact today!



## Black Business Alliance

1201 Boston Post Rd., Unit 1092, Milford, CT 06405  
[bbusinessalliance.org](http://bbusinessalliance.org)

The Black Business Alliance (BBA) is a nonprofit economic empowerment membership association with a mission to guide, empower, grow, educate and advocate for Black businesses across the state of CT and beyond.

### SERVICES

BBA provides hands-on, practical technical assistance (through community-specific programs), access to capital, networking, and community-building events. 1. Main Street & Beyond™ — a group coaching, place-based program; (2) Funding Superhighway™ — financial literacy education, combined with coaching, loan package development, and direct access to a network of curated funders. (3). Noir Exposé — Pitch competition and incubator for Black-owned technologically-enhanced businesses. (4) Small business grants — program-specific.

### CONTACT

877-459-0002  
[info@bbusinessalliance.org](mailto:info@bbusinessalliance.org)

## City of New Haven Small Business Resource Center

165 Church St., 6th floor, New Haven, CT 06510  
[newhavenct.gov/government/departments-divisions/office-of-business-development/small-business-resource-center](http://newhavenct.gov/government/departments-divisions/office-of-business-development/small-business-resource-center)

The SBRC is the City of New Haven's leading entrepreneurship clearinghouse, where new entrepreneurs and current business owners alike can obtain support and services that will support business start-ups and growth.

### SERVICES

Our staff is here to work with you on an individual basis. Using our extensive experience, we can provide you with advice, counseling, and technical assistance on everything from how to start or register a business, write a business plan, secure licensing or permitting, pursue local, state, and federal business incentives, find an appropriate business site, and evaluate various financing options.

### CONTACT

Cathy Graves, Deputy Economic Development Administrator  
[CRGraves@newhavenct.gov](mailto:CRGraves@newhavenct.gov)  
Eric Wilson, Small Business Counselor  
[EWilson@newhavenct.gov](mailto:EWilson@newhavenct.gov)



## CitySeed

817 Grand Ave., New Haven, CT 06511  
[cityseed.org/incubates](http://cityseed.org/incubates)

**CitySeed Incubates** supports food business viability among chefs from New Haven's diverse communities by reducing barriers to early-stage entrepreneurship. We work to create economic opportunity for all, increase leadership by people-of-color and immigrant food entrepreneurs, and strengthen our local food system by linking rising food entrepreneurs and farmers.

### SERVICES

- Shared-use commercial kitchen space at below-market rent.
- Opportunity to vend at CitySeed's Farmers Markets and guidance on food sourcing
- Advising on licenses, menu development, business planning, and more. Set up a meeting with our Food Entrepreneurship Program Manager
- Educational workshops, most notably the Food Business Accelerator Program & the Recipe and Menu Management Series
- Connections to our Partner Referral Network to have support in marketing, design, fundraising, management, and financials

### CONTACT

Cara Santino, Food Entrepreneurship Program Manager  
[cara.santino@cityseed.org](mailto:cara.santino@cityseed.org)



## CMWP Foundation, Inc.

33 Dixwell Ave., Suite 273, New Haven, CT 06511  
[cmwpnetworking.com](http://cmwpnetworking.com)

**CMWP Foundation, Inc.** is a Black woman-owned, led, and operated organization that intentionally acknowledges, supports, and celebrates the entrepreneurial, personal, and professional growth and development of professional Black and minority women, men, and children by propelling them to excel within, and across, their academic, professional, and business arenas.

### SERVICES

CMWP Foundation, Inc. fulfills its mission through a 360-degree approach, which includes virtual and in-person networking opportunities, business coaching, entrepreneurial wellness, business workshops, professional development, continuing education opportunities, seminars, scholarships, grants, and more.

### CONTACT

Latisha Douglas and Samantha Williams  
(203) 800-7119  
[Info@CMWPNetworking.com](mailto:Info@CMWPNetworking.com)



## COLLAB

P.O. Box 1576, New Haven, CT 06506  
[collabnewhaven.org](http://collabnewhaven.org)

**Collab** is an organization that aims to provide entrepreneurs with impactful, rigorous business support using a compassionate, fundamentally heart-centered approach so that they can build good businesses, create economic power, and shape their communities for themselves and their families.

### SERVICES

- Weekly Office Hours
- 8-Week Pre-Accelerator Program
- 12-Week Accelerator Program
- Post-Program Graduate Support

### CONTACT

Dawn Leaks, Executive Director  
[dawn@collabnewhaven.org](mailto:dawn@collabnewhaven.org)



## Community Economic Development Fund

965 East Main St., Meriden, CT 06450  
[cedf.com](http://cedf.com)

The mission of the **Community Economic Development Fund (CEDF)** is to strengthen neighborhood economies by providing flexible financing, technical support and educational opportunities to businesses, community organizations and initiatives in communities throughout Connecticut.

### SERVICES

- Education and access to capital for start-up and existing businesses that are unable to secure traditional bank financing.
- Business advisory support

### CONTACT

Ricardo Vidal, Director of Lending  
(203) 235-2333 x2020  
[r.vidal@cedf.com](mailto:r.vidal@cedf.com)



## HEDCO, Inc.

207 Main St., 4th Floor, Hartford, CT 06106  
hedcoinc.com

**HEDCO** is a certified Community Development Financial Institution that has provided millions in loans to small businesses throughout the State of Connecticut since 1975. HEDCO is the top provider of low-cost loans to minority and women-owned small businesses and other underrepresented small businesses and entrepreneurs throughout the State, and offers various grants.

### SERVICES

- Low-interest small business loans
- No-cost small business assessments
- Credit and financial counseling
- Small business education
- Training programs
- Construction services (such as OSHA training)
- Incubator space program with personal desk space and access to a fax machine, technology, business development officers, and a receptionist to greet clients and answer phone calls.

### CONTACT

Kim Hawkins, (860) 527-1301 x213  
kimh@hedcoinc.com



## HealthVenture Corporation

900 Chapel St., 10th Floor, New Haven, CT 06510  
healthventure.com

**HealthVenture** is a full-service firm that consults and technically supports early and seed-stage startups specializing in all digital health: from idea development to product launch. Our mission is to meaningfully impact healthcare by launching innovative digital solutions. Whether an established organization looking to revamp its healthcare services with technology or a start-up company needing to develop a product to gain validity in the investment community, we support our start-ups to create and implement the right plan to continue to thrive as a business.

### SERVICES

- Venture capital funding
- Advisory services

### CONTACT

Donna M. Lecky JD, MBA | CFO & Co-Founder | HealthVenture  
Managing Director | HealthVenture Capital  
Co-Founder & Board Director | HealthHavenHub  
donna.lecky@healthventure.com | 404-550-3434



## Ives Squared

133 Elm St., New Haven, CT 06510  
nhfpl.org/programs/ives-squared

**Ives Squared** is designed to inspire and augment the vibrant civic and entrepreneurial culture of the New Haven community with the Tinker Lab, a makerspace; the Exchange, for co-working, entrepreneurship, and small business development; and the Switchboard, for in-person questions and information. All materials and information are free to the public.

### SERVICES

Patrons can sign up for one-on-one appointments with staff, as well as our entrepreneur-in-residence and creative-in-residence to have their entrepreneurial and creative questions answered. They can also join in free classes taught by both staff members, community partners, and creatives/entrepreneurs.

### CONTACT

203-946-8130 x 140  
ivessquared@nhfpl.org



## KNOWN

139 Orange St., 4th Floor, New Haven, CT 06510  
Knownpreneurs.com

**KNOWNPRENEURS Growth Lab** is a business accelerator program and part of the KNOWN Coworking community in New Haven. We support rising underrepresented minority businesses in Connecticut by providing them with Capacity, Customers, Capital, Coaching and Community in a 16-week transformational program.

### SERVICES

- Accelerator program
- Business coaching and mentoring
- Business networking community and events
- Entrepreneurs show and tell events
- Bilingual English and Spanish

### CONTACT

Juan M Salas-Romer, Executive Director  
475-323-9097  
Info@knowncoworking.com





## The Lab at ConnCORP

496 Newhall St., Hamden, CT 06517  
[labatconncorp.com](http://labatconncorp.com)

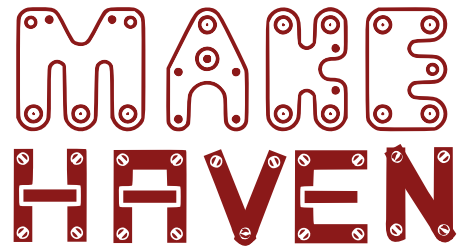
**The Lab at ConnCORP (Connecticut Community Outreach Revitalization Program)** is a laboratory for new ideas, a community hub, and a place to present, share, and exchange ideas about business ownership and entrepreneurship. Through our business incubator lab, our vision is to facilitate wealth creation and financial security within the urban community, forming the ecosystem for minority business growth and development, and increased home ownership.

### SERVICES

Membership and community event hosting space

### CONTACT

Aya Beckles Swanson  
777-6014 ext. 103  
[abswanson@conncorp.org](mailto:abswanson@conncorp.org)



## MakeHaven

770 Chapel St., New Haven, CT 06511  
[makehaven.org](http://makehaven.org)

**MakeHaven, Inc.** is a not-for-profit, membership-driven workshop for makers, tinkerers and inventors. We support prototyping and product development that leverages: 3d printing, laser cutting, welding, machining, injection molding, electronics, woodworking and more. MakeHaven provides the tools entrepreneurs need to transform their ideas into real businesses through networking events, workspaces, skill building education and equipment access.

### SERVICES

- Fabrication Skill Development
- Prototype Development and Startup
- 24/7 woodshop, textiles shop, metalworking shop  
laser cutters, 3d printers.
- Startup workspaces

### CONTACT

JR Logan, Executive Director  
203-676-3414  
[jr.logan@makehaven.org](mailto:jr.logan@makehaven.org)



## Pursuit Lending

[pursuitlending.com](http://pursuitlending.com)

At **Pursuit**, our mission is simple: to provide business with affordable loans and resources to reach higher, transform and grow. This transformation may start with an individual business owner, but ultimately extends into the broader community, taking shape as new employment opportunities, economic development, and positive change.

Our mission guides our lending. When you work with us, you'll have access to a community-focused lender that's 100% invested in providing the best possible small business loan for you now, and in the future.

### SERVICES

**Pursuit** is a participating lender in the Connecticut Small Business Boost Fund. Through this fund, you can apply for up to \$500,000 in affordable capital to keep your business moving forward.

### CONTACT

Paola Garcia-Villari  
212-430-4517  
[pgarcia@pursuitlending.com](mailto:pgarcia@pursuitlending.com)  
  
Marlon Samuels  
347-762-8051  
[msamuels@pursuitlending.com](mailto:msamuels@pursuitlending.com)  
  
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518- 810-0851  
[wslyke@pursuitlending.com](mailto:wslyke@pursuitlending.com)  
  
Brianne Galli  
518-810-0852  
[bgalli@pursuitlending.com](mailto:bgalli@pursuitlending.com)



## reSET

1429 Park St., Suite 114, Hartford, CT 06106  
[resetco.org](http://resetco.org)

Changing the world starts in your own back yard, and at **reSET**, we empower entrepreneurs to create the world they want to inhabit. We believe in social enterprise—business that prioritizes impact alongside profit. In addition to providing co-working space, accelerator and incubator programs, we aim to inspire innovation and community collaboration. We also support entrepreneurs in creating market-based solutions to address the world's biggest problems—from food waste to climate change to education inequity. Our goal is to meet entrepreneurs wherever they are in their journey and to help them take their businesses to the next level.

### SERVICES

**reSET's** offerings include:

- Its Impact Accelerator program to help small to medium sized businesses grow with social impact;
- The Retail Incubator focused on retail business with impact;
- The Food Business program which includes a Food Incubator and Mentorship to support food entrepreneurs in the Hartford area to start and grow their food businesses;
- Measure What Matters, which is programming to help business leaders measure, improve and tell their impact story, as well as offer guidance for becoming a B Corp certified business; and
- Individual coaching and co-working space.

### CONTACT

860-560-9120  
[info@resetco.org](mailto:info@resetco.org)



## New Haven

## SCORE New Haven

20 Church St., New Haven, CT 06510  
[Scorenewhaven.com](http://Scorenewhaven.com)

**SCORE New Haven** is dedicated to educating entrepreneurs and encouraging the formation, growth and success of small businesses in our community through FREE counseling and no-cost or low-cost educational workshops and webinars. Visit our website to learn more, request a mentor or volunteer.

### SERVICES

- Workshops
- Education
- Mentoring
- Consultations

### CONTACT

Joseph Criscuolo, Chapter Chair  
203-865-7645



## Small Business Development Center

222 Pitkin St., East Hartford, CT 06108  
[ctsbdc.uconn.edu](http://ctsbdc.uconn.edu)

**Connecticut Small Business Development Center (SBDC)** is an accredited member of America's Small Business Development Center Network — the most comprehensive small business assistance program in the United States with 42-year proven track record of service to small businesses. By registering to receive advising from CTSBDC, you will have access to resources and knowledge to help you achieve virtually any objective you have for your business. Every business is assigned an advisor who works closely with you to deeply understand your business and help you drive it forward.

**Connecticut Small Business Development Center** works with serial entrepreneurs as well as first-time business owners across every industry. We have experience working with:

- Not yet started businesses
- Recently launched businesses
- Existing businesses
- High tech firms
- Youth entrepreneurs
- Minority, women, and veteran-owned businesses
- Family businesses
- Owners looking to exit
- Services
- Comprehensive business assistance
- Help with accessing financing
- Exclusive market research reports and management tools
- Connection to public and private resources and support
- Online no-cost business training courses

### CONTACT

Register for our no-cost, confidential advising services at [www.ctsbdc.uconn.edu](http://www.ctsbdc.uconn.edu)



## Spanish American Merchant's Association (SAMA)

258 Grand Ave., 2nd Floor, New Haven, CT 06513  
[samact.org](http://samact.org)

**SAMA** was created to assist businesspeople, in particular, Latinos, to acquire a better understanding of economic principles. Technical assistance is provided to promote business expansion, job creation, and new entrepreneurship.

### SERVICES

- Training
- Technical Assistance
- Loan Programs

### CONTACT

Rosa Jacinto  
860-724-4910  
[rosa\\_jacinto@samact.org](mailto:rosa_jacinto@samact.org)

Ana Sanchez-Adorno  
860-819-3136  
[ana\\_sanchez@samact.org](mailto:ana_sanchez@samact.org)

Clodomiro Falcon  
203-202-3418 Direct  
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Manuel Aldarondo  
203-202-3415 Direct  
[manuel\\_aldarondo@samact.org](mailto:manuel_aldarondo@samact.org)



Women's  
Business  
Development  
Council

## The Women's Business Development Council

184 Bedford St., Suite 201, Stamford, CT 06901  
[ctwbdc.org](http://ctwbdc.org)

**The Women's Business Development Council (WBDC)** serves the entire state of CT, from offices in Stamford, New Haven, and New London. WBDC's mission is to support economic prosperity for women and strengthen communities through entrepreneurial and financial education services that create and grow sustainable jobs and businesses across Connecticut. WBDC educates, motivates and empowers women to achieve economic independence and self-sufficiency. Since 1997, WBDC has educated and trained more than 16,670 clients in all of Connecticut's 169 towns—helping women to launch, sustain and scale over 12,500 businesses, create and maintain over 25,880 jobs in Connecticut, and access more than \$28.7 million in capital.

### SERVICES

**WBDC** is not a lending institution however we support clients with preparing to access capital. We also have grant programs for childcare businesses and women-owned businesses. Bilingual service available.

### CONTACT

#### FOR GENERAL INFORMATION

Adriana Rivera  
[arivera@ctwbdc.org](mailto:arivera@ctwbdc.org)

#### FOR CHILDCARE BUSINESSES

Eloisa Melendez  
[emelendez@ctwbdc.org](mailto:emelendez@ctwbdc.org)

#### FOR OTHER BUSINESSES

Patricia Klapper  
[pklapper@ctwbdc.org](mailto:pklapper@ctwbdc.org)



The  
**COMMUNITY**  
Foundation  
*for* Greater  
New Haven



# OPPORTUNITY + EQUITY

Our mission is to inspire, support, inform, listen to and collaborate with the people and organizations of Greater New Haven to build an ever more connected, inclusive, equitable and philanthropic community.

