

ESO Resources

A GUIDE TO ENTREPRENEUR SUPPORT ORGANIZATIONS



SUMMER
2024

TCFMIC

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 @ f b t i n

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Elevate Your Business

Entrepreneurs. Small Businesses. Start-Ups.

ESO Resources Summer 2024

TCFMIC

The Community Foundation Mission Investments Company

The Community Foundation Mission Investments Company invests in people, ideas and businesses to create economic empowerment and mobility. A wholly-owned subsidiary of The Community Foundation for Greater New Haven, TCFMIC is collaborating with private and public funding partners to make investments in local entrepreneurs with the purpose of creating opportunity and generational wealth for individuals, families and neighborhoods.

Our Mission is to Invest in You.

The Community Foundation Mission Investments Company (TCFMIC) 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 across Connecticut.

Our primary strategy for building a pipeline of diverse entrepreneurs is the New Haven Equitable Entrepreneurial Ecosystem.

New Haven Equitable Entrepreneurial Ecosystem (NHE3)

e3connector.com

The NHE3 connects entrepreneurs to capital and technical assistance resources provided by a network of entrepreneur support organizations. The NHE3 provides access to grants, loans and capital, and connections to technical assistance services through its online portal, e3connector.com.

TCFMIC Contacts

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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 NHE3, 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!



Better Local Capital LLC

900 Chapel Street, Floor 10, New Haven, CT, 06510
betterlocalcapital.com

Better Local Capital believes in diversity, inclusion, and social equity. We are building better pathways to capital for historically disadvantaged and underserved populations, such as BIPOC, women, veterans and disabled. Our mission is to make access to capital smarter, fairer and faster for businesses not served by traditional lenders, so they recover, grow and thrive. BLC is led by passionate, experienced, and dedicated professionals who believe in the power of local communities to be change-makers.

SERVICES

Better Local Capital offers a range of loan products from traditional term loans to short term tailored products that focus on improving working capital and liquidity. Our loan amounts are up to \$250,000 with terms up to five years, subject to underwriting, demand and funding capacity.

CONTACT

Mr. Calvin Vinal
203-567-4930
lending@betterlocalcapital.com



Black Business Alliance

1201 Boston Post Rd., Unit 1092, Milford, CT 06405
bbusinessalliance.org
[@ctbbaorg](https://www.instagram.com/ctbbaorg) — Instagram

The Black Business Alliance is dedicated to advancing excellence in business standards by aligning with best practices among local and national enterprises. Our mission is to foster a culture of self-worth, wealth-building, and community inclusion, creating a sustainable and economically-empowered ecosystem with increased buying power..

SERVICES

The Black Business Alliance provides business training, technical assistance and online marketing services to help small businesses access to capital, improve business acumen and strengthen online branding presence. To help your business thrive, the BBA will develop a comprehensive program tailored to the needs of your business.

CONTACT

877-459-0002
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

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

Eric Wilson, Small Business Counselor
EWilson@newhavenct.gov

Ana Nieves-Winn
awinn@newhavenct.gov
203-946-8387



CitySeed

315 Front St, New Haven, CT 06513
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

Vetiveah Harrison
Food Entrepreneurship Program Manager
vetiveah@cityseed.org

ClimateHaven

770 Chapel St, New Haven, CT 06510
www.climatehaven.tech

ClimateHaven is a global hub for climate tech entrepreneurship, rooted in New Haven, CT. Built on a community of entrepreneurs, industry leaders, corporate partners, and investors, we are decarbonizing our global economy.

SERVICES

ClimateHaven offers targeted programming, professional guidance, and access to capital investments at below-market membership fees to increase accessibility to entrepreneurship and support founders tackling the challenges faced when developing new climate technology.

- **INCUBATOR** Flexible and responsive to the needs of scaling startups, our incubator provides forward-thinking entrepreneurs access to state-of-the-art facilities and supplementary resources designed to nurture climate-focused ventures.
- **ACCELERATOR** In collaboration with Kaplak Ventures, the ReGen Accelerator empowers a generation of emerging, early-stage innovators striving to reduce the material impact of greenhouse gas emissions.
- **NETWORK** Recognizing each startup's unique challenges, we provide our founders with the expert support of mentors, partners, and executives-in-residence (EIRs), enabling them to turn their visions into sustainable solutions.
- **CAPITAL CONNECTOR** By providing access to funding necessary for their businesses to expand and commercialize, our members will make a lasting, transformative impact on our planet and its future.

CONTACT

203-850-7025
Info@ClimateHaven.tech



CMWP Foundation, Inc.

33 Dixwell Ave., Suite 273, New Haven, CT 06511
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, access to capital, career pathways, technical assistance, seminars, scholarships, grants, and more.

CONTACT

Latisha Douglas and Samantha Williams
Info@CMWPNetworking.com



Community Economic Development Fund

965 East Main St., Meriden, CT 06450
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



Entrepreneurship Foundation

305 Fairfield Avenue Bridgeport, CT 06604
entrepreneurshipfoundation.org

The **Entrepreneurship Foundation** provides resources for educators and entrepreneurs to support new venture creation and growth.

SERVICES

Programs include business plan competitions, networking and customer-acquisition events, mentoring, industry-focused conferences and trade shows, tech transfer facilitation, career fairs, textbooks, planning spreadsheets, and information on other available resources for entrepreneurs.

CONTACT

Mike Roer
203-520-8051
Roer@EntrepreneurshipFoundation.org



The Greater New Haven Chamber of Commerce

900 Chapel Street, 10th Floor, New Haven, CT 06510
gnhcc.com

The **Greater New Haven Chamber of Commerce** is the home of business in the Greater New Haven Region by being an advocate for the business community, a valuable resource for our members, an information and education source, a venue for connections, and a promoter of economic growth that is shared and inclusive. Our end state is a thriving regional businesses community with optimal conditions for continued business growth.

SERVICES

- Provides leadership and advocates for the concerns and needs of the New Haven business community, shaping public policy and supporting business growth
- Leads business collaboratives around bioscience, manufacturing, and healthcare
- Acts as a central organization to support businesses and drive economic development in the Greater New Haven region
- Educates and cultivates entrepreneurship amongst the small business community

CONTACT

Kobéy Smith
Small Business Support Specialist
ksmith@gnhcc.com
203-787-6735



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



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 knowledgeable librarians to have their entrepreneurial and creative questions answered and be directed to local and statewide resources. They can also join in free group and one-on-one classes taught by staff members, community partners, and local creatives and 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

The Lab at ConnCORP is a learning and knowledge center, and a laboratory for new ideas about business ownership and entrepreneurship. Through our business incubator lab, our vision is to be a world class purveyor of entrepreneurial and financial literacy training to facilitate wealth creation and financial security within the urban community, forming the ecosystem for minority business growth and development, and increased home ownership.

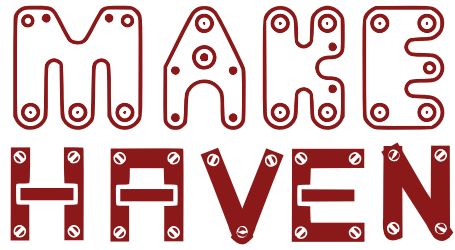
SERVICES

We offer a range of memberships which include private office space at affordable rates, access to other amenities and business resources, and free training workshops to aid in business development.

Contact us for information about becoming a member or to schedule a meeting.

CONTACT

203-777-6014
hello@conncorp.org



MakeHaven

770 Chapel St., New Haven, CT 06511
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



Minority Construction Council

151 New Park Avenue - Suite 121
Hartford, CT 06106

470 James Street - Suite 106
New Haven, CT 06513

www.mccforct.org

The mission of the **Minority Construction Council** is to advocate, support, and create development opportunities for minority contractors throughout the State of Connecticut. We also believe in supporting our corporate members in their efforts to source with minority construction contractors. Our key focus is to increase the capacity of MBE contractors and build relationships between our MBE members, corporate members and partners in the public and private construction industries.

SERVICES

- Advocacy
- Contracting Opportunities
- Technical assistance
- Capacity building
- Bonding
- Liability
- Health insurance
- Financial literacy
- Development workshops

CONTACT

Jennifer Little-Greer, Executive Director
860.882.0675
info@mccforct.org



Realist Lab

RealistLab.org

Realist Lab is an organization committed to providing entrepreneurs with comprehensive, in-depth assistance, including technical support, to help them develop thriving businesses and foster economic growth. We do this through our programs and events.

SERVICES

- 6-week Pre-launch incubator
- 12-week comprehensive Accelerator Program
- Expert Business Coaching and Mentorship
- Access to a Thriving Business Networking Community
- Regular Entrepreneurs Events (Helpfest, Pitch Practice, Demo Days, coworking)

CONTACT

Marie Rocha
President
Info@realistlab.org



reSET

1429 Park St., Suite 114, Hartford, CT 06106
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:

- Our 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 Food Accelerator, as well as 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 an introduction and guidance for assessing if becoming a B Corp certified business is a good fit; and
- Individual coaching and co-working space.

CONTACT

860-560-9120
info@resetco.org



Spanish American Merchant's Association (SAMA)

258 Grand Ave., 2nd Floor, New Haven, CT 06513
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

Ana Sanchez-Adorno
860-819-3136
ana_sanchez@samact.org

Clodomiro Falcon
203-202-3418 Direct
clodomiro_falcon@samact.org

Manuel Aldarondo
203-202-3415 Direct
manuel_aldarondo@samact.org



Small and Minority Business Enterprise

999 Broad Street, Bridgeport, CT 06604
bridgeportct.gov

The **Small and Minority Business Enterprise** department of the City of Bridgeport supports small, women owned, and minority-owned businesses by addressing their unique challenges through tailored resources and initiatives.

SERVICES

Our department offers informational and educational programs covering various topics and facilitating access to opportunities like networking events and procurement processes. This support promotes economic inclusivity, aids in business success, and contributes to the city's economy and community vitality.

CONTACT

Jason A. Chandersingh
Special Projects Coordinator
jason.chandersingh@bridgeportct.gov

Main Office – 203-576-8473
Direct Office – 203-576-7110



Small Business Development Center

222 Pitkin St., East Hartford, CT 06108
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



SCSU Business Xcelerator

Southern Connecticut State University
501 Crescent Street, New Haven, CT 06515

The **SCSU Business Xcelerator** is a collaboration between Southern Connecticut State University and the **MVP Accelerator**, an **SBA Growth Accelerator**. The SCSU Business Xcelerator is committed to fostering inclusive entrepreneurship by empowering minority and women-owned business enterprise firms in Greater New Haven. We provide comprehensive technical assistance and advanced business education to support long-term sustainability and growth.

SERVICES

SCSU Business Xcelerator participants access the university's diverse resources, including graduate and undergraduate talent, faculty expertise, state-of-the-art coworking spaces and hosted community learning events featuring industry experts. Participants will also explore the development of unique intellectual property utilizing the latest advances in AI technologies.

CONTACT

Sue Rapini
Business Engagement Liaison
203-392-6908
rapinia2@southernct.edu



University of Bridgeport Innovation Center

82 Marina Park Circle, Bridgeport, CT 06604

www.bridgeport.edu/research-grants/innovation-entrepreneurship/bauer-hall

The **University of Bridgeport Innovation Center** is a facility that supports businesses in the Greater Bridgeport area and University of Bridgeport students and alumni. Programs include the Bridgeport Accelerator Program, the Student Entrepreneur Center, the M&T Multicultural Small Business Lab, and the Alumni Mentorship Program. These programs give participants access to 1-on-1 mentorship, business focused education, and legal services to help start and/or excel their businesses.

SERVICES

- 1-on-1 mentorship with experienced business professionals
- Access to Intellectual Property Lawyer through our Technology Transfer Office
- Office and meeting space
- Podcast studio
- Educational programming

CONTACT

Sherri Dente
Director of the University of Bridgeport Innovation Center
sdente@bridgeport.edu

Urban League of Southern CT

www.ulsc.org

At **Urban League of Southern Connecticut**, we understand the integral role that financial education and counseling play in the success of small businesses. By empowering entrepreneurs with the knowledge and resources to effectively manage their finances, we strive to create a more resilient and prosperous business community for the benefit of all.

SERVICES

- **Financial Literacy Workshops:** We conduct workshops and seminars designed to demystify financial jargon and equip entrepreneurs with practical skills to manage their finances effectively. Topics include budgeting, cash flow management, financial statements analysis, and tax planning.
- **One-on-One Counseling:** Our experienced financial counselors provide personalized, confidential guidance and support to entrepreneurs that is tailored to their unique circumstances.
- **Credit Building and Repair:** Good credit is essential for accessing capital and securing favorable financing terms. We offer credit building and repair services, helping small business owners understand their credit reports, identify areas for improvement, and implement strategies to enhance their creditworthiness over time.
- **Financial Coaching:** Urban League provides personalized financial coaching to entrepreneurs, helping them manage their finances effectively, create budgets, and plan for long-term financial success.
- **Business Development:** Urban League assists entrepreneurs in developing their business ideas, creating business plans, and navigating the complexities of starting and growing a business.
- **Networking Opportunities:** Building a strong network is essential for entrepreneurial success. Urban League provides networking opportunities, such as business events, workshops, and conferences, where entrepreneurs can connect with peers, industry experts, and potential investors.

CONTACT

Eimy Tellado, Intake Specialist
etellado@ulsc.org
 203-327-5810 ext.110

The Women's Business Development Council

184 Bedford St., Suite 201, Stamford, CT 06901
ctwbdc.org

The Women's Business Development Council (WBDC) serves the entire state of CT, from offices in Stamford, New Haven, New London, Waterbury and a 5th office in Hartford opening in 2024. 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 18,900 clients in all of Connecticut's 169 towns—helping women to launch, sustain and scale over 14,170 businesses, create and maintain more than 31,400 jobs in Connecticut, and access more than \$57 million in capital.

SERVICES

The **WBDC** provides technical assistance through classes and one-on-one business advising, and offers small business grant opportunities to Connecticut-based businesses. The WBDC also supports small business owners in their efforts to secure funding through traditional lending institutions. Bilingual services available.

CONTACT

GENERAL INFORMATION

info@ctwbdc.org

CHILDCARE BUSINESSES

childcarebusiness@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.

