

Oshkosh • Fond du Lac

Entrepreneur's Connection

Resource Guide

Information compiled in conjunction with Fond du Lac County
Economic Development Corporation and
Oshkosh Area Economic Development Corporation.

Fond du Lac County Economic Development Corporation
116 N. Main St., PO Box 1303, Fond du Lac, WI 54936
(920) 929-2928
info@fcedc.com
www.fcedc.com

Oshkosh Area Economic Development Corporation
120 Jackson St., Oshkosh, WI 54901
(920) 303 2265 (ext. 14)
www.oshkoshchamber.com

E-Connect 2011 was made possible by the following generous sponsors:

Platinum sponsors: Sunny 97.7, The Reporter, 4Imprint, Insight Publications,
New North B2B and Cumulus Media

Gold sponsor: Jackson Kahl Insurance

Silver sponsors: Schenck, Associated Bank, Moraine Park Technical College,
Promotions with Pizzazz and Wisconsin Business Development Finance Corp.

Bronze sponsors: Huberty & Associates, Ripon College/Creative Enterprise Center,
M&I Bank, American Bank, Bank First National, Bank of Fond du Lac
and Fox Valley Savings Bank

E-Connect 2011 is a joint effort of the Oshkosh Regional Innovation and Growth
Incubator Network (ORIGIN) and the Entrepreneurial Partners of Fond du Lac County.

Table of Contents

Business Start-up Checklist	4
Elements of a Business Plan	5
Fond du Lac County Resources	6
Oshkosh Area Resources	8
Other Sources of Technical Assistance	11
State Resources	12
National Resources	17
Web Resources	18
Additional Links	20

Business Start-up Checklist

Ask yourself the following questions:

What skills and experience do you bring to the business?

What equipment and supplies will be needed?

What is your market?

Who are your competitors?

Where will you locate your business?

What resources do you have?

How will you market your business?

Will you need any Local, State or Federal permits?

What will your financing needs be?

Have you selected strategic partners to assist with the plan? (attorneys, accountants, insurance agents)

Have you determined an organizational structure? (Sole proprietorship, partnership, corporation)

Have you prepared a Business Plan?

Have you selected a lender?

Will you need professional and liability insurance?

Have you determined employee requirements?

Have you set up a separate business account and selected a bookkeeping system?

Do you have a schedule for signing leases, closing loans, ordering inventory and signage?

When will you initiate your start-up marketing campaign?

Elements of a Business Plan

Objectives: Ensure business feasibility; provide a strategic road map; secure financing

Elements:

Cover Sheet

Statement of purpose

Table of contents

Executive Summary

General Company Description

Mission, core strengths, legal structure

Major products & services

Location

Owner, founder info & experience

Core strengths

Start-up project description & any key milestones / progress

Products and Services

Product & service highlights

Benefits & uniqueness

Technical considerations

Marketing Plan

Industry analysis

Customer analysis

Local market size & share

Competitive analysis & resulting niche

Market challenges & barriers

Sales forecast and assumptions

Pricing strategy

Promotional strategy

Operational Plan

Description (hours, production, customer experience, layout)

Inventory

Suppliers

Management of accounts receivable & payable

Critical risks

Management and Organization

Roles & responsibilities

Critical competencies

Staffing plan

Continuing education & skill advancement

Professional support team

Financial Plan

Capitalization & start-up expenses (sources and uses)

Projections (3 years)

Profit & loss

Cash flow

Balance sheet

Break even analysis

Assumptions

Supporting Documents: Tax returns of principals for last three years; personal financial statement (all banks have these forms); in the case of a franchised business, a copy of franchise contract and all supporting documents provided by the franchisor; Copy of proposed lease or purchase agreement for building space; copy of licenses and other legal documents; copy of resumes of all principals; copies of letters of intent from suppliers, etc.

Fond du Lac County

ADVOCAP, Inc. – Business Development Program

19 W. 1st Street, PO Box 1108, Fond du Lac, WI 54936-1108,
(920) 922-7760, (800) 631-7760, Fax (920) 922-7214,
<http://www.advocap.org/>

ADVOCAP helps persons with low incomes gain self-sufficiency through self-employment. Services include business plan development; marketing plan development and implementation; small business administration micro-loan application assistance; locating other financial resources; managerial evaluation; referral services; loan preparation; employee recruitment assistance; and completing applications required by various state and federal agencies for identification numbers, sellers' permits and various tax forms. ADVOCAP also administers a Business Development Loan Fund and is designated as a lender by the US Small Business Administration for the Micro Loan Program. The Refugee Microenterprise Program receives state and federal funding through WISCAP.

Campbellsport Area Chamber of Commerce (CACC)

PO Box 535, Campbellsport, WI 53010, (920) 979-0080,
<http://www.campbellsportchamber.org/>

The CACC provides local information and promotes community assets, pride and togetherness. The Business Development and Awareness program works to bring in new businesses and promote current businesses.

Connection Corner

<http://www.connectioncorner.net/>

Moving your business from idea to reality can be a confusing and overwhelming series of tasks, but the answers to your questions are closer than you think. Pull up a chair at the always-casual and perpetually helpful Connection Corner. Here, you will find local business people willing to share their wisdom with you...Fond du Lac County's most recent budding entrepreneur. Whether their knowledge comes from the school of hard knocks or an ivy-covered institution, whether it be at 4 in the afternoon or 4 in the morning, what they have to say is likely to save you some time and make that road to success a little smoother.

Creative Enterprise Center – Ripon College

401 Watson St, PO Box 248 Ripon WI 54971, (920) 748-8836,
<http://www.ripon.edu/cec> email: CEC@ripon.edu

The Creative Enterprise Center (CEC) is a student-organized

and operated consulting business that allows Ripon College students to apply their knowledge to situations found in everyday life. The CEC is a resource for the creation of feasible and sustainable enterprises. The service areas of focus are business plans, feasibility studies, marketing plans, financials and budgeting, and primary and secondary research.

Downtown Fond du Lac Partnership (DFP)

207 North Main Street, Fond du Lac, WI 54935, (920) 921-9500,
Fax (920) 921-9559, <http://www.downtownfdl.com/>

Through strategic marketing and management of downtown's resources, the DFP is working to establish downtown Fond du Lac as a diverse, prosperous district that is the social, commercial and cultural heart of the community. The DFP serves 219 properties, with nearly 350 businesses. Services of note include a facade grant program, a retail incentive program, a revitalization loan program and one-on-one business counseling with the Wisconsin Main Street Small Business Specialist.

Fond du Lac Area Association of Commerce

207 N. Main St., Fond du Lac, WI 54935, (920) 921-9500,
Fax (920) 921-9559, <http://www.fdlac.com>

With more than 800 members, the Fond du Lac Area Association of Commerce serves the business community throughout Fond du Lac County and northern Dodge County by promoting commerce, developing partnerships, creating opportunities and building community. The 95 year-old association is governed by a volunteer Board of Directors and offers a wide variety of programs through its divisions: the Agri-Business Council, the Ambassadors Club, Communications Council, Community Sounding Board, Downtown Fond du Lac Partnership, Education Committee, Human Resources Association, Leadership Fond du Lac, Safety Council, School to Work and the Young Professionals of Fond du Lac. Additional educational opportunities can also be found through the ACUniversity, the Legislative Forum, Ag Ambassador Program and Youth Leadership Fond du Lac.

Fond du Lac Business Builders

(920) 979-5262, <http://www.fonddulacbusinessbuilders.com>

Fond du Lac Business Builders is a referral network of Fond du Lac business people who meet Wednesday mornings from 7:30 to 8:30 a.m. at the lower board room at Roberts Homes on South Main Street. (Use back parking lot door.) Members learn about each other's businesses and discuss challenges and changes that affect the Fond du Lac business community.

**Fond du Lac County Economic
Development Corporation (FCEDC)**

116 N. Main Street, PO Box 1303, Fond du Lac, WI 54936-1303,
(920) 929-2928, Fax (920) 929-7126, <http://www.fcedc.com>
email: info@fcedc.com

FCEDC offers solutions-oriented services to businesses, both large and small, within Fond du Lac County and entrepreneurs that want to establish operations within the county. FCEDC assists entrepreneurs in determining the steps necessary for a successful transition into business. Personalized assistance provided by FCEDC includes business plan assistance, site identification, financial analysis and packaging, service referrals and appropriate guidance for entrepreneurs and emerging businesses. FCEDC also administers several revolving loan funds to assist businesses with gap financing needs. This organization also serves the Dodge County portion of the City of Waupun.

Marian University

45 S. National Ave., Fond du Lac, WI 54935-4699,
(920) 923-7600, (800) 262-7426,
<http://www.marianuniversity.edu>

Marian University is a Catholic applied liberal arts institution of higher learning sponsored by the Congregation of Sisters of St. Agnes offering undergraduate, graduate and continuing education programs.

Moraine Park Technical College (MPTC)

Fond du Lac Campus: 235 N. National Ave.,
Fond du Lac, WI 54935, (920) 924-3289, Fax: (920) 924-3511

Ripon Regional Center: 850 Tiger Dr, Room 161, PO Box 313,
Ripon, WI 54971-0313, (920) 748-3290,
<http://www.morainepark.edu>

Moraine Park Technical College works through partnerships, coalitions and collaborations to build a highly skilled workforce capable of meeting the emerging needs of business and industry. Moraine Park offers courses, seminars, and small business assistance at various locations to meet the needs of those interested in pursuing entrepreneurial ventures. The Entrepreneurship for Small Business certificate is designed for people interested in exploring the components of small business start-up and operation. The program offers new and existing entrepreneurs hands-on training in the areas of business planning, financing, marketing, customer service, financial management and business communications. The certificate is comprised of five, three-credit courses taken in sequence. Short-term workshops and seminars are also

available throughout the year, providing information for those individuals looking to find out more or the existing entrepreneur. MPTC also provides services for businesses looking to pursue government contracts through the Business Procurement Assistance Center (BPAC). BPAC is a free service, providing assistance and guidance to companies looking to expand into state and federal government contracting opportunities.

Ripon Area Chamber of Commerce

127 Jefferson Street, P.O. Box 305, Ripon, WI 54971,
(920) 748-6764, <http://www.ripon-wi.com>

RACC offers services including being a contact point for prospective businesses/entrepreneurs; supplying appropriate information and materials; referring to appropriate second contact; recruiting and coordinating volunteer services from Chamber businesses; and assisting Ripon Community Development Corporation Executive Director.

Ripon Main Street, Inc

127 Jefferson Street, P.O. Box 365, Ripon, WI 54971,
(920) 748-7466, <http://www.riponmainst.com>

Ripon Main Street offers site location, design, marketing and business consulting.

University of Wisconsin – Fond du Lac

400 University Dr., Fond du Lac, WI 54935-2950, (920) 929-3600,
Fax: (920) 929-3181, <http://www.fdl.uwc.edu>

The University of Wisconsin-Fond du Lac offers Associate of Arts and Science degrees and students can transfer to a UW baccalaureate campus through the Guaranteed Transfer Program. Several different bachelor's degree completion programs are also available on site at UW-Fond du Lac.

UW-Extension – Fond du Lac

Room 227, Admin/Extension Bldg., 400 University Drive,
Fond du Lac, WI 54935, (920) 929-3170
<http://www.uwex.edu/ces/cty/fonddulac/index.html>

Cooperative Extension develops practical educational programs tailored to local needs and based on university knowledge and research. County-based Extension educators are University of Wisconsin faculty and staff who are experts in agriculture and agribusiness, community and economic development, natural resources, family living and youth development. Extension initiatives include extending the research-based knowledge and information of the University of Wisconsin to agricultural producers and suppliers to make their businesses more efficient and profitable.

Waupun Area Chamber of Commerce

324 Main St, Waupun, WI 53963, (920) 324-3491,
Fax (920) 324-4357, <http://www.waupunchamber.com>

The Waupun Area Chamber of Commerce as the voice of business for Waupun and the surrounding area will provide business leadership, promote its members interests and encourage the long-term sustainable development, quality of life and prosperity of the area.

Workforce Economics Inc.

1401 McMahon Drive, Neenah, WI 54956, (920) 720-5600,
<http://www.workforceeconomics.org>
Local Job Center: 349 N. Peters Ave., Fond du Lac

Workforce Economics, Inc., works collaboratively with public and private partnerships to ensure high quality, efficient, and affordable employment and training opportunities for Fond du Lac County companies. Workforce Economics, Inc. also staffs six One-Stop Job and Career Centers. These six job centers provide services to both job seekers and employers.

Young Professionals of Fond du Lac

207 North Main St, Fond du Lac, WI 54935, (920) 921-9500,
<http://www.fdlac.com/young-professionals.html>

The Young Professionals of Fond du Lac (YPF), a division of the Fond du Lac Area Association of Commerce, is a group of individuals from the Fond du Lac area that range in age from 21 to 40 or the young at heart. YPF's mission is to engage and empower current and future leaders in the Fond du Lac area through professional development, networking and social opportunities.

Oshkosh

ORIGIN

The Oshkosh Regional Innovation and Growth Incubator Network (ORIGIN) is a network of entrepreneurship experts and services that connects you to the right resource when you need them most. ORIGIN partners provide one-on-one counseling and assistance with business planning, marketing, financing, management, labor training, demographic information, market research, site location, regulations, and much more. www.originoshkosh.com

ADVOCAP, Inc.

2929 Harrison Street, Oshkosh, WI 54901,
(920) 426-0150, www.advocap.org

ADVOCAP helps persons with low incomes gain self-sufficiency through self-employment. Services include business plan development; marketing plan development and implementation; small business administration micro-loan application assistance; locating other financial resources; managerial evaluation; referral services; loan preparation; employee recruitment assistance; and completing applications required by various state and federal agencies for identification numbers, sellers' permits and various tax forms. ADVOCAP also administers a Business Development Loan Fund and is designated as a lender by the US Small Business Administration for the Micro Loan Program. The Refugee Microenterprise Program receives state and federal funding through WISCAP.

Chamco - Oshkosh Industrial Development Corporation

120 Jackson Street, Oshkosh, WI 54901,
(920) 232-9786, www.chamco.org

Chamco assists industry in site selection and development, incentive programs, financial and legal assistance, demographics, industrial park expansion and training programs.

Fox Valley Technical College

- Oshkosh Campus

150 N. Campbell Road, Oshkosh, WI 54903-2217,
(920) 233-9191, www.fvtc.edu

- Venture Center

5 Systems Drive, Appleton, WI 54912,
(920) 236-6139, www.venturecenterwi.biz

- Fab Lab

1825 Bluemound Dr. PO Box 2277 Appleton, WI 54912,
(262) 488-3703, www.fvtc.edu/fablab

In addition to courses in entrepreneurship and small business management at its Oshkosh campus, Fox Valley Technical College (FVTC) also offers entrepreneurial training programs, including E-Seed and Pro-Seed, and other assistance in the Oshkosh area through its Venture Center. FVTC Fab Lab provides resources and expertise for invention development, prototyping, and technology enrichment for 21st century learners.

Fox Valley Workforce Development Board

1401 McMahan Drive, Neenah, WI 54956,
(920) 720-5600, www.foxvalleywork.org

The Fox Valley Workforce Development Board, Inc. (FVWDB) fosters an environment of accessible, high quality, efficient and affordable training and employment opportunities to individuals, employees, and employers in Fond du Lac County. Services include labor market information; on-line job listings; advertising on job center websites; job fairs; on-site recruitment and interviewing at Job Centers; pre-screening and referral; assessment and testing; training programs; professional networking through career changers network; labor law workshops; assistance in accessing wage subsidy programs; dislocation services; workforce bulletins; and listings of resources available from other sources. In addition, the Board offers assistance to clients interested in starting their own business. The Fox Valley Workforce Development Board also has available a Regional Incubator Service Site for small business start-ups which includes office space, clerical, and IT support services.

Goodwill North Central Wisconsin - GoodBusiness Program

1800 Appleton Rd. Menasha, WI 54952, (920) 986-6041,
mupshaw_gw@gwicc.org

Helps budding low to moderate income micro-entrepreneurs write a feasibility report for their entrepreneurial ideas through their First Step FastTrac nine week program.

Oshkosh Area Economic Development Corporation

120 Jackson Street, Oshkosh, WI 54901,
(920) 303-2265 (ext. 14), <http://www.oshkoshchamber.com/index.cfm?XlinkID=36>

The Oshkosh Area Economic Development Corp. (OAEDC) is the economic development arm of the Oshkosh Chamber created to promote the growth and expansion of new and existing businesses in the Oshkosh area. OAEDC provides entrepreneurs with business start up counseling, financial packaging services, business plan assistance, site selection support and makes appropriate referrals to an array of local, state and federal entrepreneurial service providers and programs. The OAEDC Revolving Loan Fund is a local source of funding that provides access to capital for new or existing small businesses in the Oshkosh area.

Downtown Oshkosh Business Improvement District

120 Jackson Street, Oshkosh, WI 54901,
(920) 303-2265 (ext. 11), www.downtownoshkosh.com

The Downtown Oshkosh Business Improvement District (BID) is a special assessment district located north of the Fox River in downtown Oshkosh. The BID provides many services and programs for member businesses including: access to the BID grant funding for business startup or expansion; marketing support; financial assistance for advertising; beautification and façade improvements; special event programming; site selection assistance; and demographic information.

Oshkosh Chamber of Commerce

120 Jackson Street, Oshkosh, WI 54901,
(920) 303-2265 (ext. 18), www.oshkoshchamber.com

The Oshkosh Chamber of Commerce is a private non-profit, non-governmental organization devoted to enhancing the strength of the business community and working for an excellent quality of life. With more than 1,000 members, the Oshkosh Chamber provides continuous leadership toward economic development and community development. Thanks to the strong leadership and diversity of the Board of Directors, the Oshkosh Chamber earned a five-star accreditation from the U.S. Chamber of Commerce, the highest ranking a Chamber can receive. The Oshkosh Chamber of Commerce is a member-driven and supported organization where business comes together as a unified voice in the economic, political, educational and organizational areas for the betterment of the community.

SCORE – Fox Cities Chapter

Oshkosh – (920) 303-2266

<http://www.scorefoxcities.com> or www.score.org

The Oshkosh Chapter of SCORE provides free business counseling and low-cost workshops to both startup and existing businesses in Fond du Lac, Oshkosh and surrounding areas. The chapter provides those services using volunteer counselors with a wide range of business experience, and is supported, in part, by the U.S. Small Business Administration.

UW-Extension Cooperative Extension – Winnebago County

James P. Coughlin Center

625 E. County Road Y, Suite 600

Oshkosh, WI 54901-8131

Phone: 920-232-1970 or 920-727-8643

Room 227, Admin/Extension Bldg., 400 University Drive, Fond du Lac, WI 54935, (920) 929-3170, <http://winnebago.uwex.edu>

The University of Wisconsin Extension's Cooperative Extension Division provides educational programs tailored to local needs based on university knowledge and research. County-based UW-Extension educators are University of Wisconsin faculty and staff who are experts in agriculture and agribusiness, community and economic development, natural resources, family living and youth development.

University of Wisconsin - Oshkosh Business Success Center

549 High Ave., Oshkosh, WI 54901

(920) 424-0833, www.uwosh.edu/bsc

The UW-Oshkosh Business Success Center (BSC) provides public access to resources and expertise from the University of Wisconsin Oshkosh. Faculty, staff, and students from the University of Wisconsin Oshkosh and community-based experts combine their knowledge and professionalism to offer customized training, applied research and business consulting, and student internship programs to businesses in the area. As an educational resources organization, BSC works well to deliver innovative solutions to businesses and organizations.

University of Wisconsin Oshkosh College of Business

Small Business Development Center

Sage Hall Room 1614, 800 Algoma Blvd., Oshkosh, WI 54901,

(920) 424-1456,

www.uwosh.edu/sbdc

The UW Oshkosh Small Business Development Center (SBDC) is a partnership of the College of Business at the University of

Wisconsin Oshkosh, the U.S. Small Business Administration and the University of Wisconsin-Extension. We provide business counseling, workshops, and training programs for enterprises with up to 500 employees and access to the resources of the College of Business for entrepreneurs and businesses. The UW Oshkosh SBDC is also one of twelve campus assistance centers, and three specialty centers that make up the Wisconsin Small Business Development Center Network. That network, along with the Wisconsin Entrepreneurs' Network, is part of the University of Wisconsin-Extension's Division of Entrepreneurship & Economic Development.

Wisconsin Public Service (WPS)

700 N. Adams Street, Green Bay, WI 54307,

(920) 433-1135, www.wisconsinpublicservice.com

WPS is an electric and natural gas utility that can provide information on utility rates, costs, and service issues. WPS also works to assist companies that are looking to grow and expand by providing information on local, state, and regional economic development opportunities.

Other Sources of Technical Assistance

Northeast Wisconsin Regional Economic Partnership

(902)498-6302, (715)344-1381, (715)344-1653,
<http://www.thenewnorth.com/newrep/default.asp>

The Northeast Wisconsin Regional Economic Partnership (NEWREP) is a collaborative effort of 16 to help create an environment where innovation will flourish; technology-based businesses will expand or choose to locate in northeast Wisconsin. NEWREP is a vehicle to build linkages between companies and provide the impetus for and means by which communities can effectively work together on a regional basis. NEWREP coordinates the annual Northeast Wisconsin Business Plan Competition, maintains a regional Executive Pulse business retention program for NEWREP member counties, and supports legislative initiatives that create an environment conducive to business growth.

The New North, Inc.

1716 Lawrence Drive, DePere, WI 54115, (920) 336-3860,
www.thenewnorth.com

The New North, Inc. represents an 18-county region in Northeast Wisconsin. The New North brand unites the region both internally and externally, signifying the collective economic power behind northeast Wisconsin. The counties include Outagamie, Winnebago, Calumet, Waupaca, Brown, Shawano, Oconto, Marinette, Door, Kewaunee, Sheboygan, Manitowoc, Fond du Lac, Green Lake, Marquette, Florence, Menominee, and Waushara. In addition to working together to promote and help expand existing economic development efforts, New North, Inc. concentrates on fostering regional collaboration; focusing on targeted growth opportunities; supporting an entrepreneurial climate; encouraging educational attainment; encouraging and embracing diverse talents and promoting the regional brand.

Northeast Wisconsin International Business Development Program

(920) 496-2118, or monique@titletown.org

The NEW International Business Development Program provides consulting services for businesses in Oshkosh and Fond du Lac County considering global expansion, as well as for businesses already participating in the international

marketplace. Experienced professionals offer guidance for certificates of origin, foreign trade zone regulations and general commercial assistance.

Wisconsin Innovation Network

– Northeast Wisconsin Chapter

<http://www.wisconsinotechnologycouncil.com/win/chapters/northeast/>

The membership affiliate of the Wisconsin Technology Council, the Northeast Wisconsin chapter of the Wisconsin Innovation Network (WIN NE) covers the 18-county area of the New North region. WIN NE is a network for entrepreneurs and individuals seeking to aggressively grow their businesses through innovation in a knowledge-based economy. WIN acts as a catalyst for the entrepreneurial spirit, and helps share knowledge through monthly speaker meetings focused on topics of interest to entrepreneurs and innovators. These meetings are held monthly from September through May at the Fox Valley Technical College's D.J. Bordini Center in Appleton. Networking precedes and follows each meeting.

State-Wide Resources

American Indian Chamber of Commerce of Wisconsin

10809 West Lincoln Ave. Ste #201, West Allis, WI 53227,
(414) 604-2044, Fax: (414) 604-2070, <http://www.aiccw.org/>

The American Indian Chamber of Commerce of Wisconsin (AICCW) was established to help generate economic growth and wealth creation in Wisconsin Indian Country through directed service delivery to American Indian entrepreneurs. The AICCW creates positive economic advancement through valuable service including advocacy, networking, one-to-one business management counseling and group business development events state-wide.

Business Procurement Assistance Center – Madison Area Technical College

2151 North Main St, West Bend, WI 53090
(262) 335-5893, <http://matcmadison.edu/bpac>

The Center assists businesses in winning government contracts by providing services that include government market research, electronic bid matching, and bid preparation service.

Center for Innovation and Development - UW-Stout

278 Jarvis Hall, Menomonie, WI 54751, (715) 232-5024
<http://www.uwstout.edu/stti/>

Provides a broad range of interaction to businesses through assistance from UW-Stout's technical faculty and staff, access to the University's facilities and programs, including product engineering and design, prototype development, product evaluation, technical training, management, processing, materials, automation, and other areas.

Hispanic Chamber of Commerce – Wisconsin (HCCW)

1021 West National Ave., Milwaukee, WI 53204, (414) 643-6963,
Fax: (414) 643-6994, <http://www.hccw.org/>

The HCCW creates, expands and diversifies small and Hispanic-owned businesses in Wisconsin with a strong focus in the Milwaukee Metro area. The HCCW provides educational and technical resources, fosters economic exchange between the business and corporate sectors, and promotes a network for political issues, community affairs and opportunities for the Hispanic population and community at large.

Hmong Chamber of Commerce

3616 W. National Ave., Suite 99, Milwaukee, WI 53215,
(414) 649-8828, Fax (414) 649-8115
<http://hmongchamber.org>

The Hmong Chamber of Commerce was established to assist members of the Hmong community interested in establishing and growing businesses in the State of Wisconsin by providing advocacy, networking and business counseling.

Wisconsin Angel Network

<http://www.wisconsinangelnetwork.com/>

WAN is a public-private initiative created with bipartisan support and managed through the Wisconsin Technology Council. WAN develops resources to connect investors and entrepreneurs through the Deal-flow pipeline; educate investors and entrepreneurs through seminars and workshops; help investors and entrepreneurs through web-based tools and attract more investors to Wisconsin Entrepreneurial deals.

Wisconsin Bankers Association - Team Network for Business

(608) 441-1200 or ask your local lender,
<http://www.wisbank.com>

The Wisconsin Bankers Association developed the WBA TEAM NETWORK to help financial institutions across the state to respond effectively to business applicants. The WBA TEAM NETWORK is a low cost program designed to assist commercial loan applicants in the early stages of the creation or expansion of a business.

Wisconsin Business Development Finance Corporation

Fox Valley Office - 2390 State Hwy. 44, Suite C,
Oshkosh, WI 54904, (920) 231-5570
<http://www.wbd.org/>

This is a Certified Development Company for the SBA 504 Program. They match long-term, fixed rate financing with long term assets to help fund the purchase of land, buildings, machinery, equipment, building construction and all associated soft costs i.e. interim interest during construction, attorney, accountant, architect, and appraisal fees, title insurance, etc.

Wisconsin Business Wizard

<http://ww2.wisconsin.gov/state/wizard/app/LoadIntro>

Using a series of five question-and-answer pages, the Wizard provides customized information to help individuals start and operate Wisconsin-based businesses. By investing a few minutes of time, the Business Wizard will help individuals determine licensing, permitting and regulatory requirements; obtain necessary application forms; identify available state resources; and access other valuable business-related information. The Business Wizard covers licensing, permitting and regulatory requirements for the State of Wisconsin. It also covers certain federal and local regulations. Depending on your specific business type and geographic location, additional federal and local regulations may apply.

Wisconsin Department of Administration

101 E. Wilson St., Madison, WI 53708, (608) 266-1741,
<http://www.doa.wi.gov/>

The DOA offers direct services to Wisconsin residents and communities, including assistance with housing and energy efficiency improvements, but its primary function is to deliver a wide range of support services to other state agencies, such as maintaining the State Capitol and other state facilities.

Administration Divisions:

Bureau of Procurement

<http://vendornet.state.wi.us/vendornet/vguide/index.asp>

This department provides information on state government purchasing and procurement procedures and assistance with bidding.

Demographic Services Center

http://www.doa.state.wi.us/section_detail.asp?linkcatid=11&linkid=64&locid=9

The Demographic Services Center's primary responsibility is to develop annual total population estimates for all Wisconsin towns, villages, and cities. It also makes annual estimates of the voting age population for all municipalities and total population estimates for Zip Code Areas.

Wisconsin Department of Commerce (See Wisconsin Economic Development Corporation)

Wisconsin Department of Financial Institutions

345 W Washington Ave., Madison, WI 53703, 608-261-9555,
<http://www.wdfi.org/>

The Department of Financial Institutions regulates state-chartered banks, savings and loans associations, and savings banks, as well as various operations of the securities industry. It examines and files charters and other documents of businesses and organizations and registers and regulates the mortgage banking industry and other financial service providers. It oversees Uniform Commercial Code filings. It also administers the Wisconsin Consumer Act and registers merchants who extend credit that carries a finance charge. The department is self-supporting through program revenue derived from fees and assessments paid by regulated entities and individuals.

Financial Institutions Divisions:

Corporation Section

345 W Washington Av, 3rd Flr, PO Box 7846, Madison, WI 53707, (608) 261-7577, <http://www.wdfi.org/corporations>

This is the filing office for the organizational instruments to create corporations, limited partnerships, limited liability partnerships, and limited liability companies, as well as documents to amend those charters.

Securities Division

345 W Washington Av, 4th Flr, PO Box 1768, Madison, WI 53701, (608) 266-1064, <http://www.wdfi.org/fi/securities/>

This office regulates the offer and sale of securities, franchise investment offerings, and corporate takeovers. It provides assistance in understanding and complying with the Wisconsin Uniform Securities Law and gathering information regarding franchise opportunities.

Wisconsin Department of Revenue Income, Sales, and Excise Tax Division

265 W. Northland Ave., Appleton, WI 54911, (920) 832-2727,
<http://www.revenue.wi.gov/contact/ise.html>

Provides forms, publications, and answers about Wisconsin taxes (income, sales, and use taxes, etc.).

Wisconsin Department of Veterans Affairs

30 W. Mifflin Street, Madison, WI 53707-7843, (800) 947-8387,
<http://dva.state.wi.us/>

The Wisconsin Department of Veterans Affairs (WDVA) was created in 1945 to consolidate separate veterans programs under one agency. Today, WDVA provides grants, loans and a variety of services to eligible Wisconsin veterans and their families.

Wisconsin Department of Workforce Development

201 E. Washington Avenue, Madison, WI 53702, 608-267-4780,
<http://dwd.wisconsin.gov/default.htm>

The Department's primary responsibilities include providing job services, training and employment assistance to people looking for work, at the same time as it works with employers on finding the necessary workers to fill current job openings.

Workforce Development Divisions:

Division of Worker's Compensation

<http://dwd.wisconsin.gov/wc/>

Administers programs to make sure injured workers receive required benefits; encourage rehabilitation and re-employment for injured workers and promote the reduction of work-related injuries, illnesses, and deaths.

Equal Rights Division

<http://dwd.wisconsin.gov/er/>

Enforces state laws that protect citizens from discrimination in employment, housing, public accommodations, family and medical leave and the labor laws regarding wages, hours, and conditions of work.

Division of Unemployment Insurance

<http://dwd.wisconsin.gov/ui/>

Administers programs to collect employer taxes, pays benefits to unemployed workers, resolves benefit claims and employer tax issues, detects welfare and unemployment insurance fraud, and collects unemployment insurance and welfare overpayments.

Wisconsin Economic Development Corporation (WEDC)

wedc.org

As of July 1st, 2011, functions once performed by the Wisconsin Department of Commerce have been moved to other state agencies and the newly formed Wisconsin Economic Development Corporation (WEDC). WEDC is a public-private corporation that will lead the state's economic development efforts.

WEDC divisions:

Entrepreneurship and Innovation

Supports Wisconsin start-up and emerging growth businesses by improving access to capital for research and development

and business start-up activities and cultivating an effective entrepreneurial support network.

Economic and Community Development

Provides Wisconsin businesses a competitive advantage by enabling a world-class, high performing state economic development network and investing in high quality job creation expansion and attraction opportunities.

Business and Industry Development

Develops high quality jobs and significant job growth in Wisconsin by advancing targeted, high growth business consortia and industry sectors.

International Business Development

Accelerates the growth of Wisconsin's economy through increased exports and foreign direct investments by expanding markets, enhancing export assistance partnerships and promoting Wisconsin.

Marketing and Public Affairs

Advances job growth by promoting Wisconsin businesses and business climate, and by advancing policies to create a business growth climate.

Wisconsin Entrepreneurs' Network

432 N. Lake St., Room 423, Madison, WI 53706-1496,
(608) 263-0398, www.wenportal.org

Part of the University of Wisconsin-Extension's Division of Entrepreneurship and Economic Development, the Wisconsin Entrepreneurs' Network employs four regional directors who provide a wide range of services to high impact entrepreneurs. WEN also seeks to integrate the entrepreneurship services offered by Wisconsin's colleges and universities, economic development organizations, and chambers of commerce.

Wisconsin Housing and Economic Development Authority (WHEDA)

<http://www.wheda.com/>

The Wisconsin Housing and Economic Development Authority serves Wisconsin residents and communities by working with others to provide creative financing resources and information to stimulate and preserve affordable housing, small business, and agribusiness.

Wisconsin Innovation Service Center

1200 Hyland Hall, UW-Whitewater, Whitewater, WI 53190,
(262) 472-1365, <http://wisc.uww.edu/>

The Wisconsin Innovation Service Center (WISC) specializes in new product and invention assessments and market expansion opportunities for innovative manufacturers, technology businesses, and independent inventors. Technical experts and researchers use an extensive array of resources to analyze information on technical feasibility, existing patents, market size, competitive intensity, demand trends, and other areas. WISC's research products cover product feasibility, competitive intelligence, distributor assessment, customer satisfaction, and licensing partnerships.

Wisconsin Institute of Certified Public Accountants

<http://www.wicpa.org>

This organization offers advice and information on selecting and working with a CPA.

Wisconsin Manufacturers Extension Partnership (WMEP)

2601 Crossroads Drive, Suite 145, Madison, WI 53718-7923,
(877) 800-2085, <http://www.wmep.org/>

The Wisconsin Manufacturing Extension Partnership (WMEP) is a technical and business resource created expressly to help small and midsize manufacturers improve productivity and compete more effectively in the global marketplace.

Wisconsin Manufacturing and Commerce

501 E. Washington Ave., Madison, WI 53703,
(608) 258-3400, Fax: (608) 258-3413, <http://www.wmc.org>

WMC is a statewide, non-profit business association representing Wisconsin business. Currently, the association has nearly 4,000 members that include both large and small manufacturers, service companies, local chambers of commerce and specialized trade associations.

Wisconsin Procurement Institute (WPI)

10437 Innovation Dr, Suite 228, Milwaukee, WI 53226,
(414) 270-3600, <http://www.wispro.org/>

The Wisconsin Procurement Institute is a nonprofit organization established in 1987 to "bridge the gap" for Wisconsin companies interested in supplying their products and or

services to federal, state, local agencies and prime contractors. WPI guides, trains and provides hands-on assistance to firms in developing government business and improving process and technical capabilities to access and compete in the Government marketplace.

Wisconsin Small Business Development Centers

<http://www.wisconsinsbdc.org/>

The SBDC offers a variety of educational services to small-business clients along the entire business development spectrum -- pre-venture, start-up, established and high-growth. The low-cost courses, seminars, and workshops cover both basic and complex topics, from marketing to management techniques to business plan development. In addition, the SBDC provides counseling to help clients manage and run their businesses more profitably. See also UW-Oshkosh - SBDC under the Regional section.

Wisconsin Technology Council

455 Science Drive #240, Madison, WI 53711,
(608) 442-7557, (888) 443-5285, Fax (608) 231-6877,
www.wisconsintechcouncil.com

The Tech Council serves as an economic catalyst through programs such as Wisconsin Innovation Network (WIN), Wisconsin Entrepreneurs' Conference, Wisconsin Early Stage Symposium, monthly WIN Events, and the Governor's Business Plan Contest (BPC).

Wisconsin Technology Network

<http://www.wistechnology.com>

The Wisconsin Technology Network (WTN) mission is to connect the people, technology, and ideas driving the advancement of life sciences, biotechnology, and information technology in Wisconsin along with clusters and corridors throughout the Midwest.

Wisconsin TechSearch

(608) 262-5917, wts@engr.wisc.edu
<http://www.wisc.edu/techsearch/>

Wisconsin TechSearch is the fee-based information outreach program of the Kurt F. Wendt Library. TechSearch offers document delivery and reference services to business and industry. On-line literature, patent and trademark searches are available. TechSearch provides access to the information resources of Kurt F. Wendt Library, which contains outstanding collections in science and engineering, and is a US Patent and Trademark Depository Library. TechSearch also offers access to

the more than 40 libraries and information centers on the UW-Madison campus.

Wisconsin Women's Business Initiative Corporation

<http://www.wwbic.com/>

The Wisconsin Women's Business Initiative Corporation (WWBIC) is an economic development corporation providing quality business education and access to capital for entrepreneurs. Established in 1989, WWBIC consults, educates and mentors owners of small and micro businesses throughout Wisconsin.

U.S. Department of Agriculture – Wisconsin Office

Stevens Point State Office, 4949 Kirschling Ct.,
Stevens Point, WI 54481, 715-345-7620,
<http://www.rurdev.usda.gov/wi/index.htm>

The USDA Promotes economic development by supporting loans to businesses through banks and community-managed lending pools. We offer technical assistance and information to help agricultural and other cooperatives get started and improve the effectiveness of their member services. And we provide technical assistance to help communities undertake community empowerment programs.

US Economic Development Administration

Chicago Regional Office (serves Wisconsin)
111 N Canal St, Ste 855, Chicago, IL 60606,
(312) 353-7706 <http://www.eda.gov/>

Provides grants for infrastructure development, local capacity building and business development to help communities alleviate conditions in economically distressed areas.

U.S. Small Business Administration - Wisconsin Office

740 Regent Street, Suite 100, Madison, WI 53715,
(608) 441-5263, Fax (608) 441-5541,
310 West Wisconsin Avenue, Suite 400, Milwaukee, WI 53203,
(414) 297-3941, Fax (414) 297-1377,
<http://www.sba.gov/wi/>

The Wisconsin SBA office is responsible for the delivery of SBA's many programs and services to the 72 counties of Wisconsin. Our offices are located in both Madison and Milwaukee. See also SBA under National section.

Venture Capital - Various Firms

Venture capital firms are firms that provide funds to start-up ventures, often well before anyone else would be willing to

invest. In exchange for these funds, the firms often take an active role in running, or at least overseeing, the venture. They can provide a wealth of information to a beginning entrepreneur and may make the difference between a good idea and a flourishing business. But venture capitalists tend to be very protective of their investments. They are likely to keep a very close eye on the business, and because they know the business may not be able to obtain needed financing elsewhere, they may request a significant portion of the voting shares of the company. Whereas most sources of capital are profit-oriented, with some venture capital firms looking for an overall 30 to 50 percent annual return on investments, other sources seek only to create jobs and promote economic development. Most venture capital firms have certain areas of investing expertise, preference and concentration that may be based upon geographical location, size of investment, and/or industry or product types. It is very helpful to talk with someone who works with venture capital firms to understand which firms may be compatible with the business seeking the capital. The following venture capital firms do business in the area:

Capital Fund Management, Inc.
<http://www.newcapitalfund.com>,
Impact Seven, Inc.
<http://www.impactseven.org>,

National Resources

Business Law

<http://www.business.gov/business-law/>

An online resource guide designed to provide legal and regulatory information to America's small businesses. The site does not provide legal advice nor does it provide exhaustive coverage of any particular topic. It does provide information on how to determine whether it is safe to act as your own attorney, and when its not, how hire a qualified attorney and get the most for the time and money spent in the process.

Kauffman Entrepreneurship.org

<http://www.entrepreneurship.org/>

Entrepreneurship.org was formed as a free, online international resource designed to help build entrepreneurial economies. The website features a vast array of content and resources to assist entrepreneurs, business mentors, policy makers, academics and investors through each phase of the entrepreneurial process. The content ranges from resources entrepreneurs need to launch a company to policies and research that has been conducted regarding entrepreneurship.

Service Corps of Retired Executives (SCORE)

<http://www.score.org/>

SCORE (Service Corp. of Retired Executives) is a free service available to the public. Retired executives are specially trained to counsel individuals looking for assistance in starting a new business. Business counseling and workshops are offered at 389 chapter offices across the country.

U.S. Small Business Administration (SBA)

<http://www.sba.gov/index.html>

The U.S. Small Business Administration (SBA) is an independent agency of the federal government to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise and to maintain and strengthen the overall economy of our nations.

SBA LINKS:

Office of Entrepreneurial Development

<http://www.sba.gov/ed/>

The Office of Entrepreneurial Development helps small businesses start, grow and be competitive in global markets by providing quality training, counseling and other forms of management and technical assistance.

Office of Government Contracting

<http://www.sba.gov/category/navigation-structure/contracting>

The Office of Government and General Contracting's mission is to help enhance the effectiveness of small business programs by working with Government and Business Development (GC/BD) program offices and others to develop policies, regulations, and statutory changes.

Office of National Ombudsman

<http://www.sba.gov/ombudsman/>

The National Ombudsman's primary mission is to assist small businesses when they experience excessive federal regulatory enforcement actions, such as repetitive audits or investigations, excessive fines, penalties, threats, retaliation or other unfair enforcement action by a federal agency.

Office of Technology

<http://www.sba.gov/content/small-business-innovation-research-program-sbir-0>

The Office of Technology strengthens and expands the competitiveness of U. S. small high technology research and development businesses in the federal marketplace.

Office of Veterans Business Development

<http://www.sba.gov/vets/>

The Office of Veterans Business Development (OVBD) is dedicated to serving the veteran entrepreneur by formulating, executing and promoting policies and programs of the agency that provides assistance to veterans seeking to start and develop small businesses.

Training Network

<http://www.sba.gov/training/>

The Small Business Training Network is a virtual campus housing free training courses, workshops and knowledge resources designed to assist entrepreneurs and other students of enterprise.

Veterans' Small Business Resources

<http://www.sba.gov/reservists/deploy.html>

The SBA Office of Veterans Business Development, with the support and assistance of other program offices, provides aggressive agency outreach to mobilize and de-mobilize members of the Reserve and Guard.

Women's Business Center

<http://www.sba.gov/aboutsba/sbaprograms/onlinewbc/index.html>

Women's Business center promotes the growth of women-owned businesses through programs that address business training and technical assistance, and provide access to credit and capital, federal contracts, and international trade opportunities.

US Business Advisor

<http://www.business.gov/>

Business.gov is an access point to all government services and information to help businesses operate within the parameters of Federal rules and regulations. This includes resources on compliance information on Federal rules and regulations; forms that may be either printed or electronically completed and submitted to government agencies; access to state and local government web-based resources; and additional information and services provided by the occasional non-profit or for-profit organization in support of the U.S. business community.

US Economic Development Administration

Chicago Regional Office (serves Wisconsin)
111 N Canal St, Ste 855, Chicago, IL 60606,
(312) 353-7706 <http://www.eda.gov/>

Provides grants for infrastructure development, local capacity building and business development to help communities alleviate conditions in economically distressed areas.

US Immigration and Naturalization Service

Bureau of Citizenship and Immigration Services
310 East Knapp Street, Milwaukee, WI 53202, (800) 357-2099

This office provides information on immigration law.

Web Resources

About.com's Small Business Information Center

www.sbinformation.about.com/

This site offers a wealth of information on topics from business plans, home businesses and starting and financing a business to government help, legal matters, and web marketing. This site includes a one-stop page of recommended web sites for small business information.

AllBusiness

<http://www.allbusiness.com/>

Offers a number of short articles on all aspects of running a small business. You can find information on topics such as starting a business, sales and marketing, accounting and finance, franchises, staffing and HR, and Internet and technology.

Association of Small Business Development Centers (ASBDC)

<http://www.asbdc-us.org/>

The ASBDC helps new entrepreneurs realize their dream of business ownership, and to assist existing businesses to remain competitive in the complex marketplace of an ever-changing global economy.

AtoZ Database

<http://www.fdlpl.org/resources>

AtoZ Database is a premier reference and marketing database with 30 million business profiles and 220 million residents paid for by the Fond du Lac Public Library. This database is searchable by a number of criteria and is perfect for sales leads, mailing lists, and market intelligence on competitors. All you need is a Fond du Lac Public library card to gain access.

BizMove

<http://www.bizmove.com>

Offers reference materials and services for small and home-based business owners including recommended websites, a small business search engines, business forms and a library.

BizToolkit

<http://www.biztoolkit.org/>

This is a free resource to "the Web's best business information sources, as selected by the nation's top Business Information Experts at the James J. Hill Reference Library." The site includes business information tools, articles, databases, and research resources that are linked to the different stages of business ownership, from exploring, to growing, to selling a business.

Bplans.com

<http://www.bplans.com>

Provides sample business plans, marketing plans, online business plan books, and access to expert advice. You'll find sample business plans from sectors such as manufacturing, health, international marketing, retail, and computers.

Commerce Clearing House's Business Owner's Toolkit

<http://www.toolkit.com/>

Features small and home office guides to everyday business matters such as starting and planning your business, finance, marketing, your office and equipment, personnel, accounting, and taxes couple with a comprehensive listing of business tools including model business forms, financial templates, and checklist.

EntrepreneurialConnection.com

<http://www.entrepreneurialconnection.com>

Offers free learning modules and trend alerts on topics vital to the success of the self-employed and micro-entrepreneurs (with less than 10 employees). You can subscribe to a free e-newsletter, Get Connected, that has tips, trends, tools and techniques to stay a step ahead of the competition.

Export.gov

<http://www.export.gov/>

This export portal of the US Commercial Service offers valuable assistance to help your business export goods and services to markets worldwide. From this site you can access a global listing of trade events, international market research, and practical tools to help with every step of the export process.

Franchise.com

<http://www.franchise.com>

A great site to not only learn about franchising, but also a valuable resource for browsing what franchise opportunities are available in the US, Canada, and abroad.

Industry Information Resources

<http://valuationresources.com/industryreport.htm>

This is a good free resource guide that highlights industry-specific resources and associations for over 400 industries. Ideal for researching industry trends and developments.

International Franchise Association

<http://www.franchise.org>

A one-stop shopping experience for franchise information. The IFA is a membership organization of franchisers, franchisees, and suppliers. Included on this website are franchise opportunities, developments, resource center, and franchise information for minorities and women.

MoreBusiness.Com

<http://www.morebusiness.com>

Has lots of useful small business information on topics ranging from starting your own business and incorporating to templates and tools with sample business and marketing plans.

Small Business Trends

<http://www.smallbiztrends.com>

An award-winning comprehensive online publication for small business owners, entrepreneurs and the people who interact with them. The site features articles about trends driving the small business market, advice from small business experts, a free newsletter, and a section of marketing tips.

U.S. Census Bureau

<http://factfinder2.census.gov/faces/nav/jsf/pages/index.xhtml>

Your source for population, housing, economic and geographic data that is typically needed for the market analysis and research section of a business plan.

Yahoo! Small Business

<http://www.smallbusiness.yahoo.com>

Combines news and wide-ranging content, small business communities where professionals can meet and share ideas and interactive business and communication tools to enhance productivity.

Additional Links

National Small Business Data and Resources

Nonprofit Associations and Advocacy

Foundation for Enterprise Development www.valuebasedmanagement.net
Home Office Association of America www.hoaa.com
International Council for Small Business www.icsb.org
International Franchise Association www.franchise.org
National Association for the Self-Employed www.nase.org
National Association of Women Business Owners www.nawbo.org/
National Business Incubation Association www.nbia.org
National Federation of Independent Business www.nfib.com/
Government Emerging Technology Alliance www.nsb.org
National Forum on Information Literacy www.infolit.org
U.S. Chamber of Commerce Small Business Institute www.uschamber.com
Wisconsin Economic Development Association www.weda.org

Online and Print Publications

Biztalk www.biztalk.com
Business Hotline Online www.bizhotline.com
Business Week Enterprise www.businessweek.com/smallbiz
Entrepreneur Magazine www.entrepreneurmag.com
Inc. Magazine www.inc.com
Industry Week Growing Companies www.industryweek.com
Minority Business Entrepreneur (MBE) www.mbemag.com
Web Digest for Marketers www.wdfm.com
Wilson Internet Services Web Marketing Info. Center www.wilsonweb.com
ZDNet www.zdnet.com

Small Business & Data Resources

Business Funding Directory www.businessfinance.com
Business Resource Center www.morebusiness.com
Business Owner's Tool Kit www.toolkit.com
Edward Lowe Small Business Network www.edwardlowe.org
The Enterprise Development Web Site www.enterweb.org
The Ewing Marion Kauffman Foundation www.emkf.org
Federal Market Place www.fedmarket.com
Law Info www.lawinfo.com
Let's Talk Business Network www.ltbn.com
Dun and Bradstreet Credibility Corp. <http://www.dnb.com/us/>
MIT Enterprise Forum <http://enterpriseforum.mit.edu/>
Small Business Advancement National Center www.sbaer.uca.edu
Patent.org <http://www.patent.org/>

Government Resources

Department of Labor Employment Laws www.dol.gov/elaws
Dept. of Labor Small Business-Regulatory Comp. Assistance www.dol.gov/compliance
Department of Labor—Women's Bureau <http://www.dol.gov/wb/>
The House Committee on Small Business www.house.gov/smbiz

Office of Government Contracting <http://www.sba.gov/about-offices-content/1/2986>
U.S. Senate Committee on Small Business www.sbc.senate.gov
Bureau of Labor Statistics www.bls.gov
Federal Financial Institutions Examinations Council www.ffiec.gov
Federal Trade Commission www.ftc.gov
FEDWORLD www.fedworld.gov
U.S. Federal Deposit and Insurance Corporation www.fdic.gov
U.S. General Services Administration www.gsa.gov
U.S. Occupational Safety and Health Administration www.osha.gov
U.S. Patent and Trademark Office www.uspto.gov
EPA Brownfields www.epa.gov/brownfields
Northeast-Midwest Institute www.nemw.org

National Financial Information

Foundation Grants

Council for Foundations www.cof.org
Ford Foundation www.fordfoundation.com
Foundation Center <http://foundationcenter.org/>
Fundsnet Online www.fundsnet.com
Grantsmanship Center www.tgci.com
Rockefeller Foundation www.rockfound.org
Russell Sage Foundation www.russellsage.org

Public Finance & Community Reinvestment

Community Reinvestment Fund www.crfusa.com
National Association of Ind. Public Finance Advisors www.naipfa.com
Precision Analytics www.precisionanalytics.com
Virtual Library on Microcredit www.gdrc.org/icm

Financial Information & Resources

Bloomberg's www.bloomberg.com
Dun & Bradstreet Credit Information www.smallbusiness.dnb.com
Harris InfoSource www.harrisinfo.com
Hoover's www.hoovers.com
Ohio State University Financial Data Finder http://fisher.osu.edu/cgi-bin/DB_Search/db_search.cgi?setup_file=finance.setup.cgi

On-Line Lenders & Resources

Count-Me-In www.count-me-in.org
National Women Business Owners Corporation www.nwboc.org/
WI Dept. of Transportation-Disadvantaged Business Pgm. www.dot.state.wi.us
WI Dept. of Admin. Minority-Business Enterprise Programs www.doa.state.wi.us
Women's Business Enterprise National Council www.wbenc.org