



GOT MOO-LA?

*Where to go for business assistance in
Wisconsin*

Introduction

This resource was assembled by the Wisconsin Department of Agriculture, Trade, and Consumer Protection (DATCP), Division of Agri-Business as a tool to help small businesses develop and grow their value-added business using money, information, and technical assistance from outside their organization.

This resource was assembled from a variety of other resources and does not constitute a complete listing. This is an effort to gather currently available information and present it in a consolidated, but brief format. Details can be provided directly by the organization listed. The most current version of this document can be viewed at <http://www.datcp.state.wi.us> under the Marketing Agriculture tab.

Every effort has been made to maintain accuracy and completeness. If additional information is needed or inaccuracies are found, please contact:

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Disclaimer:

DATCP offers this database of capital, resources, value-added consultants and service providers, and grant writers with no implied or direct endorsement of any listings. The agency merely provides this list of resources for you to interview and research.

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Entrepreneur.com's Best Banks for Small Business in Wisconsin

Top Lenders in Wisconsin

The following ranking is based on information from the SBA's most current study on small-business lending activities, *Small Business and Micro Business Lending in the United States, for Data Years 2003-2004**. The ranking lists, by state, the banks that were ranked the top business-friendly lenders. (In the case of a tie, the banks are listed alphabetically.) Microbusiness loans are defined as business loans of less than \$100,000. In cases where the banks were acquired after this listing was compiled, we list both the old and new names of the bank.

The study uses four criteria to identify and rank the banks identified as microbusiness-friendly: 1) the ratio of microbusiness loans to total assets; 2) the ratio of microbusiness loans to total business loans; 3) the dollar value of microbusiness loans; and 4) the total number of microbusiness loans.

To read the complete microlending report, visit www.sba.gov/advo/research/lending.html.

*Published in November 2005

Note: For a complete list of county/city banks: <http://locallender.info/banks/wisconsin-banks/>

Rank	Bank	Location	Phone
1	First National Bank	Waupaca	(715)258-5511
1	River Valley State Bank	Rothschild	(715)359-6194
2	Community State Bank	Union Grove	(262)878-3763
2	First Bank Financial Centre	Oconomowoc	(888)569-9909/ (262)569-9900
2	Franklin State Bank	Franklin	(414)529-2252
2	Hometown Bank	Saint Cloud	(800)224-4655/ (920)999-3563
2	Mid-Wisconsin Bank	Medford	(715)748-8300
3	First Citizens State Bank	Whitewater	(262)473-2112
3	Reedsburg Bank	Reedsburg	(608)524-8251
3	Royal Bank	Elroy	(608)462-8401

Debt and Equity Capital

Wisconsin Housing and Economic Development Authority (WHEDA)

Credit Relief Outreach Program (CROP) Guarantee:

Loan Purpose: Provides guarantees on agricultural production loans. Fund expenses related to production
Loan Amounts: \$2000 to \$60,000. 90% guarantee on <=\$50,000 or, an 80% guarantee on loan amounts > \$50,000
Terms: Max Rate - Prime + 1%, fixed for term, 100% collateral
Fees: \$150
Misc: 40% Debt-to-Asset, Unable to obtain conventional financing, no prior WHEDA default, and child support current
Contact: Peggy Ellis, 1.800.334.6873, <http://www.wheda.com>

Small Business Guarantee:

Loan Purpose: Land, equipment, inventory, working capital, refinance existing debt at maturity including credit card debt, and soft costs (working capital) not to exceed 5% of project.
Guarantee Amounts: 80% or \$200,000 on loans up to \$750,000 for assets or inventory 80% or \$80,000 on loans up to \$250,000 for working capital
Terms: Market, determined by lender - Max prime + 2.75%. 15 years for fixed assets, 7 years for inventory and permanent working capital, and 2 years for revolving working capital.
Fees: \$200 + 1% up to \$150,000 or 2% above \$150,000 of guaranteed amount + 0.25% annual servicing fee
Misc: < 50 employees, targets: daycares, businesses in a downtown storefront. Will retain or create jobs. Unable to obtain conventional financing at reasonable terms.
Contact: Peggy Ellis, 1.800.334.6873 <http://www.wheda.com>

Farm Asset Reinvestment Management (FARM) Guarantee:

Loan Purpose: To expand or modernize existing farm operation
Loan Amounts: Minimum loan \$10,000; no maximum.
Terms: Interest rate set by lender & approved by WHEDA, 10 years for land & buildings purchase, 5 years for other and improvements, 100% collateral
Fees: \$150 + 1% of guaranteed amount
Misc: Currently operating a farm. Debt-to-asset ratio of 85% or less. Must have sufficient collateral to cover the value of the FARM loan. Must be unable to obtain conventional financing. No prior WHEDA default, and child support current.
Contact: Peggy Ellis, 1.800.334.6873, <http://www.wheda.com>

Agribusiness Guarantee:

Loan Purpose: To develop or expand production of products using Wisconsin's raw agricultural commodities. Equipment, land, buildings, working capital, inventory and marketing
Loan Amounts: 80% on Loans up to \$750,000
Terms: Max, prime + 2.75%, 15 years for fixed assets 7 years for inventory and working capital, equity 10% for existing business and 15% for startup businesses. Secured by purchased assets, additional collateral and personal guarantee possible
Fees: \$200 + 1-2% of guaranteed amt. + .25%
Misc: Population under 50,000, unable to obtain conventional financing, child support current
Contact: Peggy Ellis, 1.800.334.6873, <http://www.wheda.com>

Contractors Loan Guarantee (CLG):

Loan Purpose: To help contractors obtain new loans or lines of credit. Employee salaries, wages and benefits Inventory, supplies and specific equipment needed
Guarantee: Lesser of 80% or \$200,000 on loans to \$750,000.
Terms: A variable rate loan may not exceed Prime + 2.75%
Fees: \$200 nonrefundable application fee applied to closing fee. Closing fee: 1% of guaranteed amount on loans of <=\$150,000, or 2% of guaranteed amount on loans > \$150,000.
Fee of 0.25% on the outstanding guarantee amount annually
Misc: Must have been in operation for at least 12 months. Must have been awarded a contract, purchase order or other instrument approved by WHEDA, from either a local government agency, a state or federal agency or a business with gross annual sales of at least \$5 million. Employs <=50 FTE
Contact: Peggy Ellis, 1.800.334.6873, <http://www.wheda.com>

Neighborhood Business Revitalization Guarantee (NBRG)

Loan Purpose: To bring or expand business, or develop or rehabilitate commercial real estate in an urban area.
Guarantee Amounts:

- Lesser of 75% or \$750,000 for fixed assets and inventory.
- Lesser of 75% or \$200,000 for working capital.

Terms: May not exceed Prime + 2.75%. 5 years for fixed assets, inventory and permanent working capital, and 2 years for revolving working capital.
Fees: \$200 nonrefundable application fee. Closing fee equal to 2% of guaranteed amount. Servicing fee of 0.25% due annually
Misc: Purchase or improve land and buildings, leasehold improvements, machinery and equipment and inventory. For permanent and revolving working capital. Finance soft costs not to exceed 5% of eligible project costs. Refinance existing debt that does not exceed 75% of total project
Contact: Peggy Ellis, 1.800.334.6873, <http://www.wheda.com>

Linked Deposit Loan (LiDL) Subsidy:

Loan Purpose: Provides an interest rate subsidy on lender financing to women or minorities business. To purchase /improve land/buildings, improvements, machinery and equip
Loan Amounts: Minimum \$10,000 and maximum \$99,000
For a business more than 3 years old, the maximum subsidy is \$10,000 per Full Time job created or retained. For a start-up, or acquisition or expansion of a business less than 3 years old, the subsidy at \$10,000, \$15,000 or \$20,000 per job.
Terms: Prime minus 1% for 2 years
Fees: \$50
Misc: Less than \$500,000 in sales, equals or greater than 50% owned/controlled by a woman or ethnic minority, employs less than 25 FTE
Contact: Peggy Ellis, 1.800.334.6873, <http://www.wheda.com>

Beginning Farmer Bonds:

Loan Purpose: Purchase of agricultural assets by beginning farmer
Loan Amounts: \$250,000
Terms: Max 70% of (Prime + 2%) 30 year maximum
Fees: \$100 + 1.5% of loan amount
Misc: Max net worth \$250,000, individuals only adequate experience & training, limited prior land ownership
Contact: Peggy Ellis, 1.800.334.6873, <http://www.wheda.com>

Resources For Wisconsin Businesses

Wisconsin Department of Commerce

Economic Impact Loan (EIL) Program and Economic Diversification Program (EDL) programs:

Loan Purpose: To help Wisconsin businesses that have been negatively impacted by Gaming. For fixed asset financing: land, construction, remodeling, furniture & fixtures, and equipment
Loan Amounts: Can receive 75% of Eligible Project Costs, up to \$100,000. Amount is based upon an analysis of the following: project viability, jobs, economic impact, and community benefit
Terms: rate not specified, provide a cash match of at least 25%
Misc: Refinancing is not an eligible activity.
Contact: Northwestern Region: Ruth Goetz 715.682.4591
rgoetz@tourism.state.wi.us,
Southeastern Region: Kit Sorenson 920.722.0507
ksorenson@tourism.state.wi.us.

Industrial Revenue Bond Programs (IRB):

Loan Purpose: IRBs may be used to finance the entire project: land, construction, equipment, and costs of issuing bonds.
Loan Amounts: Up to \$10 million per company
Terms: negotiable, fixed or variable rates and tend to be below market rates. Length - case-by-case basis, 35 year maximum.
Fees: Cost involved for issuing an IRB. Fees are charged by Commerce for applying for the bonding authority issues.
Misc: Collateral is based upon a case by case basis. Letter of credit is often required.
Contact: Steven Sabatke 608.267.0762,
<http://www.commerce.state.wi.us>

Rural Economic Development (RED) Program:

Loan Purpose: To provide working capital or fixed asset financing for small rural businesses
Loan Amounts: Up to 50% of eligible costs-maximum \$100,000
Misc: Less than 50 employees, Must meet A or B: A. Located in a community with a population less than or equal to 6,000 or B. In a county with a population density less than 150 persons per square mile. See Web site for eligible counties
Contact: 608.267.0770, <http://www.commerce.state.wi.us>

Minority Business Development (MBD) Loan Program:

Loan Purpose: Provides low interest loans to assist minority-owned companies. Used for land, construction, equipment, acquisition, working capital
Loan Amounts: \$100,000. The MBD loan may not be the sole source of financing. Applicants should have equity in project.
Terms: Fixed (typically 4%), Real Estate: 10-15, Equipment: 5-10, Capital: 5 to 7 years
Misc: Refinancing is not an eligible activity. Minority Businesses - 51% owned and controlled by Minority
Contact: MBD 608.267.9550, MBD@commerce.state.wi.us

The Technology Venture Loan:

Provides up to \$250,000 to supplement third-party investor (equity) financing.
Contact: To locate your Area Development Manager, go to:
<http://commerce.wi.gov/BD/MT-FAX-0901.html>

Technology Development Fund (TDF):

04/18/06

Loan Purpose: For businesses research and develop technological innovations that have the potential to provide significant economic benefit to the state. The goal is to promote university and industry consortia producing new technology.
Loan Amounts: Up to 75% of eligible project costs
Terms: Fixed (typically 4%) 5 to 7 years
Misc: 25% match
Contact: Area Development Manager in your region or John Stricker 608.261.7710, <http://www.commerce.state.wi.us>

Technology Development Loan (TDL) Program:

Loan Purpose: To provide low interest loan to assist the business in bringing the new technology to commercialization
Loan Amounts: Up to 75% of eligible project costs
Terms: Fixed (typically 4%), working capital-5 to 7 years, equipment-5 to 10 years, real estate-up to 15 years
Misc: Actual amount of participation is dependent upon commercial potential, economic impact, business viability, fund availability, collateral position available, amount of private funds leveraged
Contact: Area Development Manager in your region or John Stricker 608.261.7710, <http://www.commerce.state.wi.us>

Milk Volume Production (MVP):

Loan Purpose: To assist dairy producers increase milk production. For the purchase of dairy cattle.
Loan Amounts: Max \$500 per additional cow, max loan \$1 mil
Terms: 2%, 1st year payments deferred, 2nd year interest only payments, years 3 –7 principal and interest repaid
Misc: Subordinate farm personal guarantee(s), criteria include financial, production, labor and environmental management skills, the ability to secure private sector financing
Contact: 608.266.7370, <http://www.commerce.state.wi.us>

Major Economic Development (MED) Program:

Loan Purpose: Provides low interest loans to assist businesses expand or relocate to WI. Funds used for land, construction, equipment, acquisition, working capital
Loan Amounts: \$3,000 to \$10,000 per full-time job created. The applicant is required to provide 50% of loan from sources other than state funds.
Terms: Fixed (typically 4%), Real Estate: 1ear term amortized over 20 years, Equipment: 5-10 years, Capital: 5 to 7 years
Misc: Refinancing is not an eligible activity.
Contact: Area Development Manager
<http://www.commerce.state.wi.us>

Private Sewage System Replacement or Rehabilitation Program:

Purpose: To fund replacement or rehabilitation of failing private sewage systems serving a small commercial establishment.
Loan Amounts: Max \$1.5 million
Contact: Jean Joyce, 608.267.7113,
<http://www.commerce.state.wi.us/SB/SB-WisconsinFundProgram.html>

Small Business Administration (SBA)

Resources For Wisconsin Businesses

7(a)Guaranteed Loan Program:

Loan Purpose: Purchase of real estate; construction, improvements; furniture, machinery and equipment; inventory; working capital; and some refinancing

Loan Amounts: Max \$2 million. Max amount of guaranty is \$1 million (1.25 million if exporting). Guaranty is 75% to 85%.

Terms: P = Prime

<\$25,000 – <7 years P + 4.25%, >7 years P + 4.75%

\$25,000 to \$50,000 – <7 years P + 3.25% >7 years P + 3.75%

>= \$50,000 – <7 years P + 2.25%, >7 years is P + 2.75%

25 years - real estate & equipment, 7 years - working capital.

Fees:

1% to \$150,000, 2.5% \$150,000 to \$700,000, 3.5% > \$750,000

Misc: Have used personal resources and other financial alternatives. The Small Business Act definition varies from industry. See size table

<http://www.sba.gov/size/indextableofsize.htm>. Fee may be financed. 100% collateral if possible, but will not be sole reason for refusal. Personal guarantee required.

Contact: 608.441.5261, <http://www.sba.gov/financing>

Pollution Control:

Loan Purpose: To help small business meet government environmental requirements on a competitive basis. Use of proceeds must be for fixed-assets only. Purchase of real estate; construction, improvements; furniture, fixtures, machinery, and equipment; inventory; and expenses related to planning.

Loan Amounts: Maximum \$2 million.

Max amount guaranteed is \$1 million. Guaranty is 75% to 85%.

Terms: Same as 7(a)

Fees: Fee may be financed. 1% to \$150,000, 2.5% \$150,000 to \$700,000, 3.5% for greater than \$700,000

Misc: Business size limit - Intended for the financing of the planning, design, or installation of pollution control facility.

Facility must prevent, reduce, abate, or control any form of pollution, including recycling. 100%. Collateral if possible

Contact: 608.441.5263 or 414.297.3941,

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

Energy & Conservation:

Loan Purpose: Buy land for plant conservation; convert or expand existing facility; machinery and equipment; furniture & fixtures, supplies and materials; working capital for entry or expansion into eligible conservation project areas

Loan Amounts: 85% guaranty up to \$150,000. Up to \$1million

75% guaranty. Maximum loan amount \$1million

Terms: \$50,000 or more, <7 years Prime + 2.25% or >7 years

Prime + 2.75%. 25 years for real estate & equipment

7 years for working capital

Fees: Fee may be financed. 1% to \$150,000, 2.5% \$150,000 to \$700,000, 3.5% for greater than \$750,000

Misc: Business size limit - Annual revenues less than \$750,000.

Permits up to 30% of the loan proceeds to be used for R&D.

Available assets will not be sole reason for refusal. Contact:

608.441.5261, <http://www.sba.gov/financing>

Loan Purpose: Purchase fixed asset: i.e. land, improvements, buildings, construction, machinery, equipment, fixtures

Loan Amounts: Max \$1.3 million, Up to 40% of the project cost, Create or retain 1 job for every \$35,000

Terms: Near or below prime rate – Fixed. 10 years - machinery & equipment 20 years – real estate

Fees: Approximately 3% of the debenture and may be financed

Misc: Business size limit - \$7 million (net worth) \$2.5 million (net income), 504 Program cannot be used for working capital or inventory, consolidating or repaying debt, or refinancing. 10 %

of project cost down (cash or land) – minimum required

Contact: 608.441.5261 or 414.297.3941,

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

LowDoc:

Loan Purpose: Purchase of real estate; construction, improvements; furniture, machinery and equipment; inventory; and working capital. Refinancing where the reduction in debt service significantly (20%) improves cash flow and pay off of lender debt does not exceed 25% of the total loan request.

Loan Amounts: Up to \$150,000 with an 85% SBA guarantee

Terms: Same as 7(a)

Not to exceed 25 years for fixed assets; 10 years in all other uses

Fees: 1% to \$150,000

Misc: Business size limit - Annual revenues less than \$750,000.

Start-ups, businesses with \$5 million or less annual sales for past 3 years; employ 100 or fewer; program relies on applicant's character and credit history.

Contact: 606.436.0804 ext. 234, <http://www.sba.gov/financing>

SBA Express:

Loan Purpose: Proceeds may be used for most business

purposes. Working capital including lines of credit to \$25,000.

Loan Amounts: To \$250,000 and unsecured loans up to \$25,000

Terms: P = Prime

\$50,000 to \$250,000 – <7 years P + 2.25% >7 years P + 2.75%

<\$50,000 – lender may charge a slightly higher rate

5-10 years for working capital, 10-15 years for machinery and

equipment, and not to exceed 25 years for real estate

Fees: 1% up to \$150,000, 2.5% from over \$150,000 to \$250,000

Misc: SBA small business size. Collateral required, but

determined case by case. Debt to equity 4:1 or better

Contact: 414.297.3941 or 608.441.5263,

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

Micro-Loans:

Loan Purpose: Start-up, newly established, or growing small business concerns.

Loan Amounts: A maximum of \$35,000. The average loan size is about \$10,500 for 6 years.

Terms: Interest rates vary. Unable to Obtain Credit: Half charged to those able to obtain credit, but not more than 4%

Fees: Not Specified

Misc: the SBA has developed [size standards](http://www.sba.gov/size/indextableofsize.html)

(<http://www.sba.gov/size/indextableofsize.html>)

(<http://www.sba.gov/financing>) that define the maximum size of an eligible small business. Intermediary lenders are used.

Contact: 608.441.5261, <http://www.sba.gov/financing>

504 Certified Development Company:

Resources For Wisconsin Businesses

SBA Community Express Loan Program:

Loan Purpose: Offered to pre-designated geographic areas serving mostly low and moderate income areas and New Markets small businesses. The program will also include technical and management assistance, which is designed to help increase the loan applicant's chances of success. Proceeds may be used for most business purposes, including purchase of real estate; construction, improvements; furniture, machinery and equipment; inventory; and working capital including lines of credit up to \$25,000.

Loan Amounts: Up to \$250,000, unsecured loans up to \$25,000
Terms: P = Prime

\$50,000 to \$250,000 – <7 years P + 2.25% >7 years P + 2.75%
<\$50,000 – lender may charge a slightly higher rate

5-10 years for working capital, 10-15 years for machinery and equipment, and not to exceed 25 years for real estate

Fees: 1% to \$150,000, 2.5% from over \$150,000 to \$250,000

Misc: SBA small business size. Collateral required, but determined case by case. Debt to equity 4:1 or better

Contact: 414.297.3941 or 608.441.5263,

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

SBA Export Express:

Loan Purpose: For most business purposes, including expansion; equipment; inventory; working capital, translation of marketing materials, and financing overseas trade mission expense

Loan Amounts: Up to \$250,000

Terms: Based on WSJ prime, P = Prime

<7 years P + 2.25%, >7 years P + 2.75%

<\$50,000 – lender may charge a slightly higher rate

5-10 years for working capital, 10-15 years for machinery and equipment, and not to exceed 25 years for real estate

Fees: 1% to \$150,000, 2.5% from over \$150,000 to \$250,000

Misc: SBA small business size. Must demonstrate that the funds will enable them to enter a new export market or expand an existing market and has been in business at least 12 months.

Contact: 312.353.8065, <http://www.sba.gov/financing>

International Trade Loans:

Loan Purpose: To help small business compete more effectively with import competition and to significantly expand or develop an export market. The business must be adversely affected by import competition. Funds may be used for land, buildings, equipment, and term working capital.

Loan Amounts: Guarantee up to \$1,250,000. The fixed-asset portion of the loan guaranty cannot exceed \$1,000,000 and the non-fixed asset portion cannot exceed \$750,000.00.

Terms: Based on WSJ Prime Rate, P = Prime

<\$150,000 – <7 years P + 4.25%. > 7 years is P + 4.75%

\$25,000 to \$50,000 – <7 years is P+3.25%. >7 years is P+3.75%

\$50,000 or more <7 years is P+2.25%. >7 years is P + 2.75%

Up to 25 years - facilities or equipment, Up to 12 months for working capital - with 2 annual increases

Fees: 1% to \$150,000, 2.5% \$150,000 to \$700,000, 3.5% greater than \$700,000

Misc: Only collateral located in the US, its territories and possessions is acceptable under this program. Refinancing not eligible.

Contact: 608.441.5263 or 414.297.3941,

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

Home and Personal Property Disaster Loans:

Loan Purpose: In a disaster area and are the victim of a disaster. As a homeowner, renter and/or personal - property owner to help repair or replace personal property lost and to repair or restore their primary home to its pre-disaster condition.

Loan Amounts: To \$40,000 (personal property). A homeowner for up to \$200,000 (repair home)

Terms: Can Obtain Credit: government cost of money, but not more than 8%. The maximum maturity is set at 30 years. Unable to Obtain Credit: Half charged to those able to obtain credit, but will not be more than 4% per year

Misc: Loans over \$10,000 have to be secured. A loan will not be declined because you do not have enough collateral. Requires a test of your ability to obtain funds elsewhere in order to determine the rate of interest that will be charged on your loan.

Contact: 608.441.5261, <http://www.sba.gov/financing>

Export Working Capital:

Loan Purpose: Covers pre-shipment working capital, post-shipment exposure.

Loan Amounts: Guarantees repayment of up to \$1 million or 90 percent of a loan amount, whichever is less.

Terms: Short-term working capital not to exceed 12 months, revolving line has a maximum term of 12 months but may be renewed annually not to exceed 36 months.

Fees: Lender may charge to the borrower a commitment fee amounting to 0.25% of the guarantee amount if loan has term less than 12 months.

Misc: Applicant must be in business for a full year (not necessarily in exporting) at the time of application. Borrower must give a security interest equal to 100% of the EWCP guaranty amount. Collateral may include export inventory, foreign receivables, and assignments of contract and letter of credit proceeds. Supports export financing when financing is not otherwise available on reasonable terms. Refinancing and purchase of fixed assets are not allowed with this program.

Contact: 608.441.5263, <http://www.sba.gov/financing>

CAPLines Loan Program:

Loan Purpose: Helps small businesses meet their short-term and cyclical working-capital needs. See 7(a)

The 5 short-term programs: Seasonal Line, Contract Line, Builders Line, Standard/Small Asset-Based Line

Loan Amounts: \$1,000,000

Terms: Same as 7(a), For up to 5 years.

Fees: Same as 7(a)

Misc: Eligible small business are independently owned and operated and not dominant in its field of operation

Contact: 608.441.5261, <http://www.sba.gov/financing>

Resources For Wisconsin Businesses

Farm Service Agency (FSA)

Guaranteed Farm Ownership:

Loan Purpose: Purchase land, buildings or improvements, soil and water conservation, debt refinance, closing costs
Loan Amounts: Max \$813,000 adjusted annually for inflation
Terms: Rate < lenders' average customers, 40 year maximum
Fees: Interest assistance, refinancing a FSA direct loan or direct beginning farmer down-payment programs - not a charged fee.
Contact: 608.662.4422,
<http://www.fsa.usda.gov/dafl/guaranteed.htm>

Direct Farm Ownership:

Loan Purpose: Purchase land, buildings or improvements, soil and water conservation, closing costs, refinance bridge loans
Loan Amounts: Max \$200,000
Terms: Interest varies, 5% if 50% of loan provided by other lender, 40 year maximum term. Fees: None
Misc: Security will be lesser of either 150% of loan amount or all real estate owned by applicant, equity will be amount at least equal to loan amount.
Contact: 608.662.4422,
<http://www.fsa.usda.gov/dafl/directloans.htm>

Beginning Farmer Down Payment Farm Ownership:

Purpose: Purchase farm or ranch
Loan Amounts: Lesser of 40% of purchase or appraised value
Terms: 4%, 15 Years, may not exceed \$250,000. Fees: None
Misc: Junior lien to participating lender, equity will be amount at least equal to loan amount.
Contact: 608.662.4422,
<http://www.fsa.usda.gov/dafl/directloans.htm>

Beginning Farmer and Rancher Loans:

Purpose: For beginning farmers and ranchers unable to obtain financing from commercial credit sources
Amounts: \$200,000
Misc: For an individual who (1) has not operated a farm for more than 10 years; (2) meets the loan requirements; (3) substantially participates in the operation; and, (4) for FO loan purposes, does not own a farm greater than 30 percent of the average size farm in the county. (Note: all applicants for direct FO loans must have participated in business operation of a farm for at least 3 years.)
Contact: 608.662.4422,
<http://www.fsa.usda.gov/dafl/directloans.htm>

Guaranteed Farm Operating Loan Program:

Loan Purpose: To purchase livestock, equipment, supplies, soil and water conservation, debt refinancing, and costs of reorganizing Annual Operating Expenses
Loan Amounts: Max \$813,000 adjusted annually for inflation
Terms: Rate not to exceed those charged lenders' average farm customers. 4% rate reduction is available, 1 to 7 years
Fees: 1% of guaranteed amount paid by lender. Loans involving interest assistance, refinancing a FSA direct loan or direct beginning farmer down-payment program is not a charged fee.
Misc: Security at least equal to loan amount. A 1:1 loan to value ratio is not adequate when additional security is available.
Equity at least equal to loan amount.
Contact: 608.662.4422,
<http://www.fsa.usda.gov/dafl/guaranteed.htm>

Direct Farm Operating:

Loan Purpose: Purchase livestock, equipment, supplies, soil and water conservation, limited debt refinancing, annual operating expenses, loan closing costs
Loan Amounts: Max \$200,000
Terms: Interest varies based on agency's rate
Fees: None
Misc: Junior lien to participating lender, equity will be amount at least equal to loan amount.
Contact: 608.662.4422,
<http://www.fsa.usda.gov/dafl/directloans.htm>

FSA "Lo-Doc" Farm Loan:

Loan Purpose: Any "operating" purpose. These include: crop inputs like seed, fertilizer, chemicals, rent, custom work, feed, etc., and; livestock, equipment, and real estate improvements.
Loan Amounts: \$125,000 or less for guaranteed loans, \$50,000 or less for direct loans
Terms: Guaranteed loans are negotiated between the farmer and the lender. FSA can subsidize up to 4% of the interest. Direct loans changes monthly, currently- 3.50%. For guaranteed loans: 1, 5, or 7 years. For direct loans: 1 or 7 years.
Fees: 1% fee for most loans without interest assistance.
Misc: Minimal paperwork loan. Production or purchase money security interest in the crop financed or property purchased.
Contact: Guaranteed loans: contact local lender. Direct loans: Contact local FSA office, <http://www.fsa.usda.gov/dafl.htm>

Direct Emergency:

Loan Purpose: Restore or replace property, production costs, family living expenses, reorganization, limited debt refinancing, replace land or water resources. Purchase livestock & equipment, and repair or replace essential household contents damaged in a disaster
Loan Amounts: The amount of credit needed to restore farming operation to pre-disaster condition, physical loss loan-total eligible losses caused by disaster, or production loss loan-100% of total actual production loss - \$500,000 max debt
Terms: 3.75%, 1 to 7 yrs non-real estate, 40 years on real estate
Misc: Property loans secured by property purchased repaired, replaced. Chattel and production loans will be secured by chattel being purchased, repaired, replaced, refinanced or produced with loan funds. 100% of loan required for equity.
Contact: 608.662.4422,
<http://www.fsa.usda.gov/dafl/directloans.htm>

Youth Loans:

Loan Purpose: Rural youths (10-20 years old) to establish and operate income-producing projects of modest size in connection with their participation in 4-H clubs, FFA, and other.
Loan Amounts: \$5000
Terms: Rate not specified, payments tailored to the project.
Misc: In a town of less than 10,000, Must sign a promissory note. Collateral normally consists of crops for sale, livestock, equipment, and other items purchased. May buy livestock, equipment, and supplies; buy, rent, or repair tools and equipment; and pay operating expenses for the project.
Contact: 608.662.4422, <http://fsa.usda.gov/wi>

Resources For Wisconsin Businesses

Loans for Socially Disadvantaged Persons:

Loan Purpose: To buy and operate family-size farms and ranches and be unable to obtain credit elsewhere at reasonable rates and terms to meet actual needs

Terms: Direct loans - set periodically according to the Government's cost of borrowing. Guaranteed loans - may not exceed the rate the lender charges its average farm loan customer. Operating loans: 1 to 7 years. Direct farm ownership loans: up to 40 years.

Misc: Socially disadvantaged groups are women, African Americans, American Indians, Alaskan Natives, Hispanics, and Asian Americans and Pacific Islanders.

Contact: 608.662.4422, <http://fsa.usda.gov/wi>

Farm Storage Facility Loan Program:

Loan Purpose: To grain producers to build or upgrade farm storage and handling facilities.

Loan Amounts: 85% of the net cost not to exceed \$100,000

Terms: Rate equivalent to U.S. Treasury securities. 7 years

Misc: Secured by a promissory note and security agreement. For loans > \$50,000 or when loan balance > \$50,000, requires a lien

Contact: 608.662.4422, <http://fsa.usda.gov/wi>

Commercial Finance Companies

Non-bank (asset based) lenders - loan funds based on secure assets - % of assets like inventory - 25 to 60%, accounts receivable - 75 to 85%. Funds repaid when assets are turned. For existing business, CFCs are willing to make riskier loans (they are subject to less regulation-can assume more risk.) and provide flexible lending terms. Can finance businesses with irregular cash flow or fluctuating capital needs. Small loans may run 15 to 28%, may have collateral-monitoring fee (1/4 to 1/2%), early prepayment fees are standard, and high reporting requirements

- **Business Alliance Capital** – <http://www.baccorp.com>
- **The Commercial Finance Group**- <http://www.commercialfinancegroup.net/>
- **Corporate Financial Solutions** - <http://www.corporatefinancialsolutions.biz/>
- **Wells Fargo** - <http://www.wellsfargo.com/>
- **IBM**-<http://www-1.ibm.com/businesscenter/smb/us/en/financing>
- **GE Commercial Finance** – <http://www.gecommercialfinance.com>
- **SmallBusinessLoans.com** – <http://www.smallbusinessloans.com>

Board of Commissioners of Public Lands (BCPL)

State Trust Loan Program:

Water and wastewater funding for all municipalities for up to \$5 million with terms up to 20 years.

Contact: Bruce Vande Zande/Coletta DeMuth, 608.266.0034 <http://bcpl.state.wi.us>

Wisconsin Department of Natural Resources (DNR)

Clean Water Fund Program (CWFP)

For local governments to modify municipal wastewater systems and to construct urban storm water best management practices

Funding Level: < 35.21% of state subsidy in a biennium

Terms: low interest. Bob Ramharter 608.266.3915

<http://www.dnr.wi.gov/org/caer/cfa/EL/Section/clean.html>

Safe Drinking Water Loan Program (SDWLP)

For local governments with population < 10,000 to construct/modify public water system.

Funding Level: < 25.1% of state subsidy in a biennium

Jeanne Cargill 608.267.7587

<http://www.dnr.wi.gov/org/caer/cfa/EL/Section/drinkingwater.html>

Small Loan Program

Board of Commissioners of Public Lands water and wastewater funding for all municipalities with interest rate subsidy. Total project <\$1 million

Dave Calhoun 608.264.8844

<http://www.dnr.wi.gov/org/caer/cfa/EL/Section/small.html>

Wisconsin Department of Transportation (DOT)

Disadvantaged Business Enterprises Loan Guarantee

To assist disadvantaged businesses in obtaining working capital to participate in transportation related construction contracts with WisDOT. Purchase small equipment and construction supplies, payroll, insurance, or other.

Guarantee Amounts: Up to \$250,000

Terms: Negotiated with lender, can be fixed or variable

Misc: At least 51% owned by a disadvantaged group member

Contact: Rosie Smith (414) 438-4583

Freight Railroad Infrastructure Improvement Program (FRIIP)

For private industries, railroads, and local governments improve rail infrastructure and construct new rail-served facilities.

Funding Level: \$8.5 million for the biennium

Terms: low interest or no-interest

Frank Huntington 608.267.3710,

<http://www.dot.wisconsin.gov/business/econdev/friip.htm>

Wisconsin Rural Water Association

WRWA:

Interim construction loan program for rural utility service, clean water, safe drinking water, and brownfield projects.

Contact: Ken Blomberg, 715.344.7778 <http://www.wrwa.org>

Count-Me-In

A nationwide micro-lender for women-owned businesses seeking their first business loan.

<http://www.count-me-in.org>

Resources For Wisconsin Businesses

Rural Development (USDA)

Business and Industry Direct Loans:

To develop or finance business and improve the economic and environmental climate in rural communities.

Loan Amounts: Less than \$10 Million

Terms: Rate is usually equal to the prime rate. Fixed at time of loan approval or closing. 30 years - real estate, 15 years - machinery and equipment, 7 years - working capital, 40 years - community facility programs.

Fees: A one-time, up-front fee of 2% of the amount guaranteed

Misc: Saving or creating jobs in rural areas (under 50,000 in population), assisting areas of high out migration, and Champion Communities. Security - 80% of real estate value, 100% of machinery and equipment value, 60% of receivables and inventory. Guarantees must be considered prior to direct loan.

Contact: Local RD office, <http://www.rurdev.usda.gov/wi/>

Business and Industry Guaranteed Loan:

Loan Purpose: Purchase of land, machinery, equipment, working capital and refinancing

Loan Amounts: <\$10 Million. 80% guarantee for up to \$5 million loans, 70% guarantee for \$5 million to \$10 million.

Terms: Rate is usually equal to the prime rate, but determined by lender. May be fixed or variable., 30 years - real estate, 15 years - equipment, 7 years - working capital

Fees: 2% fee on the guaranteed portion

Misc: Equity required is 10% for existing business and 20% to 25% for new business. Must be located in an area with population < 50,000.

Contact: Mark Brodziski at 715.345.7610, rd.bcp.so@wi.usda.gov, <http://www.rurdev.usda.gov/wi/>

Water and Wastewater Loan Program:

For rural communities up to 10,000 population to construct, improve, or modify drinking water and wastewater systems, storm sewers, and solid waste disposal facilities

Loan Amounts: 100% of project

Contact: Business & Community Programs 715.345.7610, rd.bcp.so@wi.usda.gov, <http://www.rurdev.usda.gov/wi/>

Veterans Affairs

Veteran Loan Fund:

Purpose: Purchase of, or an investment in a business for eligible Wisconsin veterans.

Loan Amounts: \$25,000

Terms: 10 years or less. Interest rate determined by the combined annual income of the veteran and spouse and the type of security offered.

Misc: Cannot be used to pay off existing personal loans.

Contact: 1-800-947-8387, <http://dva.state.wi.us>

Personal Loan Program:

Purpose: Pay off indebtedness for private wells, septic, or laterals, or pay assessments

Loan Amounts: \$5,000

Contact: Larry Dewane, 608.266.1311, http://dva.state.wi.us/Ben_personalloans.asp

Impact Seven, Inc.

Microloan Program:

Loan Purpose: Working capital, equipment, inventory, supplies, furniture and fixtures. Real estate purchase is not allowed.

Loan Amounts: From \$1,000 to \$35,000. Can be a portion of an overall financing package of up to \$105,000

Terms: Competitive fixed rate determined on a case-by-case basis based on the strength of your application. Up to 6 years.

Fees: Direct costs for processing loan, no other fees.

Misc: Most small businesses. Real estate, equipment, and vehicles are the most common assets pledged. The major criteria are quality of business plan/economic viability of business, experience, personal character, credit history, and collateral.

Contact: Madison (608) 251-8450 or Almena (715) 357-3334, <http://www.impactseven.org>

Greater Wisconsin Fund:

Loan Purpose: Land and building purchase or improvement, working capital, inventory, supplies, machinery and equipment.

Loan Amounts: From \$35,000 to \$1,000,000

Terms: Rate is competitive, often below-market. Rate is determined on a case-by-case basis based on the strength of your application. Lower rates available for high impact projects.

Fees: Direct costs for processing loan, no other fees.

Misc: Growing, viable businesses creating jobs. Manufacturing operations and high-tech firms are priorities, while retail, service, agri-business and other firms are also served. The major criteria for this program are quality of business plan, financial history/economic viability of business, job creation (general goal is \$20,000 per job created), and collateral.

Contact: Madison (608) 251-8450 or Almena (715) 357-3334, <http://www.impactseven.org>

Venture Capital Fund:

Loan Purpose: Venture Capital available for businesses that have high growth potential and will consider sharing equity.

Loan Amounts: Varies depending Impact Seven's activities, the fund has been used to inject from \$50,000 to more than \$1 million into growing businesses.

Terms: Rate is competitive, often below-market. Rate is determined on a case-by-case basis based on the strength of your application. Lower rates available for high impact projects.

Fees: Not Specified

Misc: For ventures that have high growth potential and will consider sharing equity. This fund is used for projects through which Impact Seven will obtain a quality return, which is typically at least 25%, with a five year exit strategy.

Contact: Almena (715) 357-3334, <http://www.impactseven.org>

Isidore Community Development Loan Fund

Loan Purpose: Small loans to farm families and rural businesses
Loan Amounts: Up to \$7,500.

Terms: Rate will not exceed 8%. Fees: Collateral required.

Area Served: Central Wisconsin

Misc: Funds used for farm-related businesses in rural areas.

Contact: Jeff Hudson (715) 343-7136, jeffhudson@vbi.biz

Resources For Wisconsin Businesses

Wisconsin Women's Business Initiative Corporation (WWBIC)

Microloan Program:

Loan Purpose: Efforts concentrated on women, people of color and those of lower incomes. Starting or expanding a business, including machinery, equipment, furniture and fixtures, inventory, supplies and working capital. Loan proceeds cannot be used to purchase real estate or refinance existing debt.

Loan Amounts: Up to \$35,000. Businesses located within the city of Milwaukee may qualify for larger loans.

Terms: The interest rate is 13.5%. Rates in some geographic locations may be lower. From 12 months to 6 years.

Fees: A non-refundable \$50 charge to conduct a preliminary review.

Loan Contribution: A \$200 contribution to provide services to the borrower, if denied, \$100 will be refunded.

Misc: Real estate, equipment, and vehicles are common assets.

Contact: (414) 263-5450, <http://www.wwbic.com>

West Allis Small Business Development Program:

Loan Purpose: Efforts concentrated on women, people of color and those of lower incomes. Loans can be used for expenses associated with starting or expanding a business, including machinery, equipment, furniture and fixtures, inventory, supplies and working capital.

Loan Amounts: Not Specified

Terms: Not Specified

Fees: At closing, the borrower will be asked to reimburse charges such as filing fees, title reports and/or credit reports.

Misc: Businesses located or with plans to locate in the city of West Allis. Security used are business assets and personal guarantees, corporate guarantees and personal assets as appropriate.

Contact: (414) 263-5450, <http://www.wwbic.com>

Local Communities/Counties

ADVOCAP Business Development Loan Fund:

Loan Purpose: Provide low-income people funding to start a business. Used for working capital, inventory, and equipment

Loan Amounts: \$2,000 to \$15,000

Terms: Normally about 9.5%, for 5 years

Misc: Business must be located in Fond du Lac, Winnebago, or Green Lake Counties. Income must be measured at 150% of the federal poverty guidelines or less during previous 90-day period.

Contact: Berlin – (920) 361-9880, Fond du Lac – (920) 922-7760, Oshkosh (920) 426-0150

Revolving Loan Programs:

Loan Purpose: Expenses associated with starting or expanding a business, including machinery, equipment, furniture and fixtures, inventory, supplies and working capital.

Loan Amounts: Typically are smaller loans (\$5,000 - \$50,000). Normally up to \$20,000 per job created (average of \$10,000)

Terms: Normally about 4%

Misc: Security used business assets and personal guarantees.

Contact: Contact Community/County Clerk to determine if a program is available in area.

Madison Development Corporation

Contact: Madison Development Corporation
550 West Washington Avenue, Madison, WI 53703
David Scholtens, Vice President – Lending,
608-256-2799 ext. 13, dscholtens@mdcorp.org,
<http://www.mdcorp.org/>

Business Loan Program:

Purpose: Up to \$200,000 for growing or start-up businesses that cannot fully meet the underwriting standards of private lenders. For working capital, inventory, equipment and leasehold improvements, and real estate.

- Businesses must be located in the City of Madison
- Businesses are expected to increase employment by approximately one job for every \$12,500 or one job for every \$25,000 if twice the minimum wage
- Fees: Two percent (2%) of the principal amount

Venture Debt Fund:

Purpose: To provide debt financing to emerging growth companies. Intended to be complementary to early stage equity sources of capital and stretch the ability of growth companies to access capital while giving up minimal ownership or control.

Requirements for Eligible Borrowers:

- Businesses must be located in Dane County, and
- Create new, quality jobs for Dane County residents
- The Fund is targeted to companies that have reached the revenue stage but are still negatively cash flowing.

Terms: Prime + 2% to Prime + 8%. Will also take warrants or conversion rights for a % of loans to compensate for risk.

Venture Capital/Private Equity

Resources For Wisconsin Businesses

National Venture Capital Association (NVCA):

Purpose: To stimulate the flow of equity capital to emerging growth companies by representing the public policy interests of the venture capital and private equity communities at all levels of government. NVCA represents 400+ member firms, representing the majority of venture capital invested in U.S. based companies. Refer to Web site for listing of organizations. Misc: Money provided by professionals who invest alongside management in young, rapidly growing companies that have the potential to develop into significant economic contributors. Contact: (703) 524-2549, <http://www.nvca.org>

Certified Capital Companies (CAPCO):

Purpose: To help the formation of companies that will invest in new or expanding small businesses creating new jobs. Capital: \$50 million available under the program Misc:

- Wisconsin business
- No more than 100 employees
- Not more than \$2 million in annual net income
- Less than \$5 million net worth

Contact: (608) 267-0345, <http://www.commerce.state.wi.us>

Robert W. Baird & Co. Incorporated

Baird Private Equity group consists of a series of partnerships that invest in U.S. and European-based, high-growth, early- to late-stage companies and change-of-control transactions within targeted industry sectors. Baird Private Equity has offices in the United States, Europe and Asia.

777 East Wisconsin Avenue

P.O. Box 0672

Milwaukee, WI 53201-0672

800-RWBAIRD, <http://www.rwbaird.com>

Venture Investors

Venture Investors is the manager of seed and early-stage venture capital funds primarily serving Wisconsin and the Midwest.

Venture Investors provides private equity financing to high-growth companies in the Health Care and Information Technology sectors. Investment level ranges from a small seed round to \$2.5 million over time.

University Research Park

505 S Rosa Road Suite 100

Madison, WI 53719

(608) 441-2700, <http://www.ventureinvestors.com/home.html>

Frazier Technology Ventures

For entrepreneurs who are starting companies based on highly innovative new technologies. We apply hands-on, highly interactive involvement with the founding team, making substantial investments of time to refine and develop the company, its technology, and business. As a result, the majority of our initial investments are either at the seed or Series A level of financing, but with the intent of continuing to finance them through their development.

222 West Washington

Suite 440

Madison, WI 53703

608.259.9040, <http://www.fraziertechnology.com>

Platinum Venture Group, Inc.

A private equity investment firm established to acquire, operate and grow small to lower middle market companies. Its focuses on the small and lower middle market (primarily between \$1 million to \$50 million in revenue) and its intended participation with management in operations and sales activities.

6949 Mariner Drive

Racine, WI 53406

877-279-3900, <http://www.platinumventuregroup.com>

Lakeview Equity Partners

Geared toward investing in middle-market businesses based in Wisconsin and the Midwest. The fund will provide either equity or mezzanine financing for firms valued at between \$3 million and \$30 million. The fund plans to invest in a variety of businesses so that its portfolio is diverse. Each investment will be between \$1 million and \$4 million

Resources For Wisconsin Businesses

Angel Investors

The Angel Capital Electronic Network (ACE-Net):

A nationwide, internet-based, password controlled, linking "accredited" investors to "qualified" entrepreneurs.
765.285.9002 Kelli M. H. Dalton khurley@gw.bsu.edu,
<http://www.sbam.org/who/acenet.htm>

Angel Capital Resource Center:

A DFI sponsored portal designed to support Wisconsin's entrepreneurial spirit by providing entrepreneurs and angel investors a "yellow pages" directory of resources which can assist in making equity investments in early stage companies.
608.261.9555 <http://www.wisconsinangelcapital.org/>

Badger AgVest, LLC:

Formed by Wisconsin farmers and agribusinesses to better identify and support businesses that may add value to agricultural commodities and industries.
608.592.5299, <http://www.badgeragvest.com>

Central Wisconsin Business Angels, LLC:

Equity financing of start-ups and expansions that produce a product or service that is exported beyond Central Wisconsin.
Connie Loden, cloden@heartofwi.com 715.423.1830 or Jeff Landin, jlandin@portagecountybiz.com
715.344.1940.

Chippewa Valley Angel Investors Network:

Serving Chippewa, Dunn, and Eau Claire counties. Provides counseling and guidance, a market-oriented review to help guide additional technical evaluations and other issues critical to the success of your technology and company, and seed investment.
715.878.9791 Pete Marsnik, <http://www.chippewavalley.org>

The Golden Angels:

Purpose: Interested in supporting new venture development by Marquette University alumni, students, faculty, and friends.
414.288.5722 Tim Keane, <http://www.mukohlercenter.org>

Investors' Circle:

Purpose: For private companies that deliver commercial solutions to social and environmental problems. Made up of a non-profit national network of angel and institutional investors, foundation officers and entrepreneurs who seek to balance financial, social and environmental returns.
617.566.2600 Amy Dickie, <http://www.investorscircle.net>

Marshfield Investment Partners, LLC:

To fund local medical technology ventures.
Mark Nelson, mnelson@tznnet.com 715.387.1540 or Dan O'Connell, dano@alliance-collections.com 715.384.2717.

Northern Illinois Angels:

High-potential, early-stage companies. Provides a "deep bench" of angel investors and strategic partners for seed and later round financing and a network of firms offering business development.
847.909.8817 Jim Mackey James@northernillinoisangels.com
<http://www.northernillinoisangels.com>

Origin Investment Group, LLC:

04/18/06

Purpose: To invest in high-potential businesses that seek equity funding for growth and expansion. Holds monthly meetings to review proposals and discuss investment actions.
Contact: 608.785.8782 Jan Gallagher

Pennies From Heaven:

To provide a forum for angel investors in Southeastern WI.
Attorney David Barnes, dbarnes@vonbriesen.com
262.635.3115.

Phenomenelle Angels:

Women's fund, is open to all investment opportunities, but with encouragement for underserved, women-owned or managed, Wisconsin and Midwest early-stage business opportunities.
Dedee Wojtal, dedeew@charter.net or Joe Hildebrandt, jhildebrandt@foley.com.

Prairie Angels:

Purpose: Focus is early seed stage ventures with a potential for rapid growth, later stage investments with accredited investor sponsors (Guardian Angels) are not excluded. For amounts of less than \$3M. Submission charge is \$125, \$295 presentation fee. Primary criteria is a worthiness for institutional venture capital in subsequent rounds.
Contact: 773.837.8250 Barry Moltz info@prairieangels.org,
<http://www.prairieangels.org>

Silicon Pastures:

Purpose: Emphasis on high-technology and Internet ventures, but companies in both the "old" and "new" economies are considered. Especially for businesses based in the Midwest.
Misc: Members of the investor network meet the first Thursday of every month for presentations by one or more companies.
414.433.4982 Pehr Anderson, <http://www.siliconpastures.com>

The St. Croix Valley Angel Network, Inc.

To foster development in the St. Croix Valley by connecting candidate companies with prospective angel investors.
Chris Bye christopher.bye@uwrf.edu at 715.425.3398,
<http://www.stcroixedc.com/services.htm#StCroixValleyAngelNetwork>

Wisconsin Investment Partners, LLC:

Purpose: For high tech industry based on start-up companies.
Misc: Provides early guidance, a market-oriented review to help guide additional evaluations and other issues critical to the success of your technology and company, and seed investment.
608.832.6365 Richard H. Leazer or 608.238.7674 Terry Sivesind, <http://www.wispartners.com>

Women Angels:

A Milwaukee group who invest in women-owned businesses, will begin considering deals in September, 2005.
Barbara Boxer, bboxer@reinhartlaw.com 414.298.8173.

Grant Resources

Resources For Wisconsin Businesses

Wisconsin Department of Commerce Grants

Dairy 2020 Early Planning Grant Program:

Grant Purpose: Covers third party services to assist the applicant in the start-up, modernization, or expansion of a dairy -

Example: business plan

Grant Amounts: 75% of costs up to \$3,000

Misc: Applicants contribute at least 25% of the costs, Grant

funding, existing and start-up Wisconsin dairy producers

Contact: Tim Griswold 608.266.7370,

<http://www.commerce.state.wi.us>

Dairy 2020 Multiple-Entity Early Planning Grants:

Grant Purpose: Two or more independent entities to pool their financial and management resources and start a new Wisconsin dairy business

Grant Amounts: Up to \$7,500

Contact: 608.266.7370, <http://www.commerce.state.wi.us>

Community Development Zone Program:

Purpose: To assist businesses that locate in one of Wisconsin's 22 development zones. Start-ups, expansions, acquisitions, and relocations.

Amounts: \$38 million in tax credits has been allocated

Terms: Use of tax credits:

- 25% of all credits allocated must be for full-time jobs
- Job credit of up to \$8,000 for new full-time jobs for target group, \$6,000 for full-time jobs for non-target group
- Environmental remediation tax credit – 50% of remediation costs in a brownfield.

Misc: Contact local development zone coordinator to obtain assistance with application

Contact: 608.267.2045 Bill Wheeler or 608.266.3074 Todd Jensen, <http://www.commerce.state.wi.us>

Wisconsin Trade Project Program:

Grant Purpose: Help small export-ready firms participate in international trade shows.

Grant Amounts: Up to \$5,000 in reimbursements for costs associated with attending a trade show, such as entry fee, booth rental or product brochure translation.

Contact: 608.266.0393 Lou Janowski,

<http://www.commerce.state.wi.us>

Early Planning Grant Program (EPG):

Grant Purpose: To help small businesses obtain professional services necessary to evaluate the feasibility of a proposed start-up or expansion or develop a business plan.

Grant Amounts: Can provide 75% of costs up to \$3,000 for business planning grants

Terms: 25% match required

Misc: Individuals, for-profit businesses and cooperatives that have fewer than 50 employees

Contact: 608.261.7710, <http://www.commerce.state.wi.us>

Entrepreneurial Training Grant Program (ETG):

Grant Purpose: To cover a portion of the cost of attending the SBDC's Entrepreneurial Training Course - to evaluate the feasibility of a proposed start-up or expansion or develop a business plan.

Grant Amounts: Can cover 75% of eligible costs

Terms: 25% match required

Misc: Wisconsin resident.

Contact: SBDC 608.263.7794, <http://www.wisconsinbdc.org>

Agricultural Development Zone Program:

Purpose: To encourage the expansion of agricultural businesses. Used for start-ups, expansions, acquisitions, and relocations.

Amounts: \$5 million in tax credits has been allocated to the zone

Terms: Effective for 10 years starting in 2003. Use of funds:

- Capital credit for real & personal property of 3%
- Job creation and retention credit of up to \$8,000 per job
- Environmental remediation – 50% of eligible expenses

Misc: Activities in production, processing, manufacturing, distribution and sales of agricultural and food products:

- Central Mississippi River Region – Buffalo and Pepin counties 715.672.5709 Terry Mesch
- South Central Region – Columbia, Dodge, Green Lake, Marquette, and Sauk counties 608.742.6161 Nancy Elsing
- Southwest Region – Grant, Green, Iowa, Lafayette, and Richland counties 608.822.3501 Ron Brisbois
- North Central Six Region – Barron, Clark, Price, Rusk, Sawyer and Taylor counties 715.267.3205 Richard Heath (608) 267-2045 Bill Wheeler, <http://www.commerce.state.wi.us>

Enterprise Development Zone Program:

Purpose: To assist businesses that locate in areas suffering from economic hardship. Start-ups, expansions, acquisitions, and relocations.

Amounts: \$3 million in tax credits per zone for 7 years

Terms: Use of tax credits:

- 25% of all credits allocated to a business must be for full-time jobs
- Job credit of up to \$8,000 for new full-time jobs for target group, \$6,000 for full-time jobs for non-target group
- Environmental remediation tax credit – 50% of remediation costs in a brownfield.

Misc: Contact Area Development Manager to complete a prospect sheet

Contact: 608.267.2045 Bill Wheeler or 608.266.3074 Todd Jensen, <http://www.commerce.state.wi.us>

Technology Zone Program:

Purpose: To allow eligible businesses located within the zones to apply Wisconsin income tax credits against income tax due.

Used for high technology start-ups and expansions.

Amounts: \$5 million in tax credits per zone for 10 years

Terms: Use of tax credits: is based on the Wisconsin income, sales and property taxes the business has paid and on the number of jobs the business has created and the amount of investment that has taken place during the past year.

Misc: Contact Technology Zone Representative to determine if business meets local criteria

Contact: 608.266.0393 Amy Cumblad,

<http://www.commerce.state.wi.us>

Resources For Wisconsin Businesses

Wisconsin Fund, Private Sewage System Replacement or Rehabilitation Grant Program:

For small business to replace or rehabilitation of failing private sewage systems. Business must be located in a participating county (66 counties in Wisconsin)

Amounts: Up to \$7,000.

Contact: Jean Joyce or the Safety and Buildings Division
608.267.7113, <http://www.commerce.state.wi.us>

Employee Ownership Assistance Grant Program (EOP):

To assist the employees of a distressed business obtain the professional services to evaluate the feasibility of purchasing the business/operating it as an employee-owned business.

Grant Amounts: Up to 75% of eligible project costs up to a maximum of \$15,000. Actual award is based upon factors such as number of employees affected by the closing.

Terms: 25% match required

Misc: Business intends to operate in Wisconsin as an employee-owned business. Must work with Area Development Manager John Stricker 608.261.7710, <http://www.commerce.state.wi.us>

Business Employees Skills Training (BEST) Program

Grant Purpose: Tuition reimbursement to help cover cost of training employees

Grant amount: Up to 75% of eligible project costs, not to exceed \$1,000 per employee and \$5,000 per business

Contact: 608.263.7794, <http://www.commerce.state.wi.us>

Customized Labor Training Program (CLT):

To assist companies that are investing in new technologies or manufacturing processes by providing a grant for the cost of training employees on the new method. Trainee wages, training material, and trainer costs are eligible costs

Amounts: Up to 50% of eligible project costs up, not to exceed \$2,500 per employee trained.

John Stricker 608.261.7710 <http://www.commerce.state.wi.us>

State Technology Business Financing

Contact: To locate your Area Development Manager, go to:
<http://commerce.wi.gov/BD/MT-FAX-0901.html>

- **The Technology Assistance Grant (TAG)**
Purpose: Up to \$15,000 to hire professional services to write a federal R&D grant or business plan designed to attract outside investor financing
- **The Technology Bridge Grant**
Purpose: To fund expenses to keep a research team intact between SBIR/STTR Phase I and Phase II funding awards.
- **The Technology Matching Grant**
Grant Purpose: To provide state dollars to supplement and help Wisconsin companies secure federal R&D awards (e.g., SBIR Phase II or FastTrack).

Wisconsin Community Development Block Grant Program (CDBG):

Grant Purposes:

- Economic Development Program – provides grants to communities to loan to businesses. 608.266.1018
- Water & Wastewater – Installation, upgrade or expansion of municipal drinking water and wastewater systems. 608.266.8934

<http://www.commerce.state.wi.us>

Grow Wisconsin Dairy Team Grants

A joint venture between the Department of Agriculture, Trade and Consumer Protection, the Department of Commerce and the UW Center for Dairy Profitability

Contact: Jim Cisler 608.224.5137,

<http://www.growwisconsinmilk.org>

James.cisler@datcp.state.wi.us

Value Chain Development Pilot Grant Program:

Grant Purpose:

- (1) To introduce new dairy products or enter new markets
- (2) To implement innovative or efficiencies in the supply chain that significantly reduce costs.

Grant Amounts: Up to \$50,000

Dairy Farm Modernization Pilot Grant Program:

Grant Purpose:

For professional services related to risk management, financial management, engineering/siting and labor management for dairy farmers who have completed business plans to help implement a modernization business plan

Grant Amounts: Up to \$7,500

Local Dairy Development Pilot Grant Program:

Grant Purpose: For local organizations that propose programs to enhance the development of modernized dairy farming.

Education or outreach may not be the primary objectives.

Grant Amounts: Up to \$25,000

Dairy Farm Grazing Transition Pilot Grant Program:

Grant Purpose: Professional services to develop financial and pasture management plans for dairy farmers transitioning to intensively managed grazing operations

Grant Amounts: Up to \$7,500

Commodity Innovation Pilot Grant Program:

Grant Purpose: To implement major initiatives to add value or cut costs. Supply chain collaboration encouraged.

Grant Amounts: Up to \$200,000

Revolving Loan Program

Loan Amount: \$35,000

Fee: 2% up-front fee

Department of Tourism Grant

Wisconsin Tourism Joint Effort Marketing Grant (JEM)

Grant Purpose: Assist Wisconsin non-profit organizations in developing stronger advertising and public relations campaigns to promote tourism.

Misc: Each project may receive funding to support up to 75% of the advertising and promotional expenses during the first year of the project. Funding support reduces to 50% the second year and 25% the third year. Maximum award of \$15,000.

Contact: 608.266.2147, <http://www.travelwisconsin.com>

Resources For Wisconsin Businesses

Rural Development (USDA)

Value Added Ag Product Market Development:

Purpose: Help independent producers and producer organizations enter into value-added activities.
Contact: Local USDA office – see Web site for contacts map or Mark Brodziski 715.345.7610 <http://www.rurdev.usda.gov/wi/>

Rural Cooperative Development Grants: are for establishing and operating centers for cooperative development. See <http://www.rurdev.usda.gov/wi/> for more information.

USDA Farm Bill Section 9006 (Grant):

This program is a 5-year program to help farmers, ranchers and rural small businesses purchase renewable energy systems and make energy efficiency improvements..
<http://www.rurdev.usda.gov/rbs/farmbill/apply.html>

Rural Business Opportunity Grants: provides for technical assistance, training, and planning activities that improve economic conditions in rural areas and cities and villages with a population of 10,000 or less.
<http://www.rurdev.usda.gov/wi/>

Rural Business Enterprise Grants:

Purpose: Financing and developing small and emerging private businesses with less than \$1 million in revenues and fewer than 50 new employees. Funds can be used for technical assistance, revolving loan program, incubator/industrial buildings, and industrial park improvements. <http://www.rurdev.usda.gov/wi/>.

Forest Service Economic Recovery Program

Grant Purpose: Provides technical and financial assistance to build capacity and diversify the economies of rural communities dependent upon forest resources.
Amounts: From \$5,000 to \$30,000. Contribution cannot exceed 80% of the total cost. Applicant must be a local government or tribe or a place represented by a non-profit promoting broad-based economic development. See Web site for size limitations.
http://fs.fed.us/cooperativeforestry/programs/eap/eap_coord.htm

USDA Conservation Programs: see

<http://www.nrcs.usda.gov/programs> for details on each:

- **Environmental Quality Incentives Program (EQIP)** – Grant, may cost-share up to 75 percent of conservation practices. Contact Anthony Esser at 202.720.1840 or anthony.esser@usda.gov at NRCS
- **Regional Biomass Energy Program – Grant**, contact Alexander F. DePillis Wisconsin DOA at 608.266.1067, alex.depillis@doa.state.wi.us
 - **Renewable Energy Systems and Energy Efficiency Improvements Program – Grant**, applications must be > \$10,000 < \$500,000. Contact Diane Berger at 202.720.2383 or Diane.berge@usda.gov at RBCS

Sustainable Agricultural Research & Education:

Grant Purpose: To share the cost of rehabilitating eligible farmlands damaged by natural disaster. Up to 64% is available. Must have suffered a natural disaster. Contact local county FSA office, <http://disaster.fsa.usda.gov/ecp.htm>

Emergency Conservation Program:

Grant Purpose: To share the cost of rehabilitating eligible farmlands damaged by natural disaster. Up to 64% is available. Must have suffered a natural disaster. Contact local county FSA office, <http://disaster.fsa.usda.gov/ecp.htm>

Water and Wastewater Grant Program:

To construct, improve, or modify drinking water and wastewater systems, storm sewers, and solid waste disposal facilities.
Awards:

- 75% if MHI < \$37,306 health/sanitary problems exist
- 45% if MHI \$37,306 - \$46,632

Contact Business & Community Programs, 715.345.7610, <http://www.rurdev.usda.gov/wi/>

USDA/Federal Grants and Programs:

For a complete listing of USDA/Federal grants and programs - <http://www.cfda.gov>.

Examples:

- Dairy Indemnity Program
- Livestock Assistance Program
- Special Apple Program
- Bioenergy Program
- Lamb Meat Adjustment Assistance Program
- Tree Assistance Program
- Dairy Options Pilot Program
- Wetland Program Grants

Rural Business Enhancement Center UW-Platteville Grant

Business Assistance Grants:

Purpose: To contract third-party service providers for business and technical assistance. Value-added agricultural products, specifically food, fiber and energy, will be an initial emphasis, but requests for assistance from other industries are encouraged. Grant Amounts: \$10,000-\$30,000 will be preferred
Terms: Grant recipients will be required to provide a cash match of 25%-75% of the total project costs, depending on the potential economic impact of the project on SW WI.
Misc: Priority will be given to projects in Southwestern Wisconsin (Crawford, Grant, Green, Iowa, Lafayette and Richland Counties). Projects beyond the region will be eligible if they will have potential economic impact on SW WI.
608.342.1985, schatzr@uwplatt.edu

Wisconsin Department of Transportation (DOT)

Transportation Economic Assistance (TEA)

Program provides 50% grants to governing bodies, private businesses, and consortiums for road, rail, harbor and airport projects that help retain and attract employers to Wisconsin. Grants of up to \$1 million for improvements essential for economic development. Gati Grundmanis 608.266.3488
gati.grundmanis@dot.state.wi.us

Resources For Wisconsin Businesses

Wisconsin Department of Natural Resources (DNR)

Waste Reduction & Recycling Demonstration Grants

Purpose: Businesses, counties, municipalities, public entities, non-profit organizations and school districts are eligible to implement innovative waste reduction, reuse and recycling projects on a pilot or demonstration scale.

Amounts: Up to 50 percent of the total eligible project costs (not to exceed \$150,000) can be reimbursed. For community-wide waste reduction demonstration projects up to 75 percent of the total eligible costs can be reimbursed.

Misc: Projects must contribute to reducing the amount of solid waste generated, landfilled, or treated.

Contact: Candice Sovinski 608.264.9207,

<http://www.dnr.state.wi.us/org/caer/cfa/Ef/recycle/>

Clean Water Fund Program (CWFP)

For any town, village, city, county utility district, town sanitary district, public inland lake protection & rehabilitation district, metropolitan sewerage district or Indian tribe. Hardship grants to construct or modify municipal wastewater systems.

Amounts: 70 percent Hardship grant maximum per municipality

Misc Municipality's MHI must be 80% or less of the state

Bob Ramharter 608.266.3915,

<http://www.dnr.state.wi.us/org/caer/cfa/EL/section/clean.html>

Well Compensation Program

For any owner of a contaminated (other than bacteria) private water supply. Annual income award limitations

Amounts: 75% of eligible cost up to \$9,000

Barbara Ingram 608.267.7152,

<http://www.dnr.wi.gov/org/water/dwg/wellcomp.htm>

Bureau of Community Financial Assistance

The Bureau of Community Financial Assistance administers the grants listed below. For program details, see

<http://www.dnr.state.wi.us/org/caer/cfa/Grants/index.html>.

There are many other grant programs under this bureau than listed. See the Web site listed above for additional programs.

- **All-Terrain Vehicle (ATV) Trails Grant**, contact Larry Freidig, DNR 608.266.5897
- **Brownfields Green Space and Public Facilities Grant**, DNR contact michael.prager@dnr.state.wi.us 608.261.4927
- **County Forest Acreage Payments**, contact Jeffrey Barkley DNR 608.264.9217
- **Dry Cleaning Environmental Response Program**, Jeffrey.Soellner@dnr.state.wi.us 608.266.1967
- **Federal Aid in Sport Fish Restoration Act**, contact: <http://www.dnr.state.wi.us/org/caer/cfa/bureau/region>
- **State funds for replacing contaminated wells** (Well Compensation), contact <http://www.dnr.state.wi.us/org/caer/cfa/bureau/region>

Department of Agriculture, Trade, and Consumer Protection (DATCP)

Agricultural Development and Diversification (ADD):

Grant Purpose: Awarded competitively to projects that may create new opportunities within agriculture through new value-added products, new market research, new production or marketing techniques, or alternative crops or enterprises.

Misc: Individuals, associations, agri-businesses and industry groups can submit proposal. Maximum grant of \$50,000.

Proposals must be submitted between January 15 and March 15. 608.224.5136 [Mike Bandli](mailto:Mike.Bandli), <http://www.datcp.state.wi.us>

The Biobased Industry Opportunity Grant Program :

To create new enterprises and opportunities through the development of bio-based industry initiatives. Grant is not more than \$150,000 for planning and implementation. Proposals must be received by March 1, 2006. 608.224.5136 [Mike Bandli](mailto:Mike.Bandli), http://www.datcp.state.wi.us/mktg/business/marketing/val-add/biobased_industry_grants/index.jsp

Johne's Equipment Grant Program :

Goat producers may qualify for up to \$600 toward equipment and materials recommended in a herd plan to prevent or control Johne's disease. Eligibility requires a Johne's risk assessment and herd plan completed within the past 14 months of application by a certified veterinarian. 608.224.4839, Deb Elliott/Darlene Konkle, <http://www.datcp.state.wi.us>

Environmental Protection Agency (EPA)

Community Action For A Renewed Environment (CARE) Program

(1). To support analyses, studies, evaluations, surveys, investigations, conferences, demonstrations and special purpose projects which empower communities to reduce risks from exposures to toxic pollutants in the air, in the water, and on the land through collaborative action at the local level; (2). Develop a comprehensive understanding of all sources of risk from toxics and set priorities for effective action; (3). Create self-sustaining community-based partnerships to improve local environments.

Financial Assistance \$75K to \$350K. Contact: Regional office or Larry Weinstock, 202.564.9226, <http://epa.gov/ogd/>

Construction Grants For Wastewater Treatment Works

For construction of municipal wastewater treatment works including privately owned individual treatment systems, if a municipality applies on behalf of a number of such systems. Such works may serve all or portions of individual communities, metropolitan areas, or regions. A project may include, but may not be limited to, treatment of industrial wastes.

Financial Assistance \$100K to \$15M; avg \$5M

Contact: Regional office or Benjamin Hamm, 202.564.0648, <http://www.epa.gov/owm/cwfinance/index.htm>

Resources For Wisconsin Businesses

Focus on Energy

Cash-Back Rewards:

Purpose: For installing or expanding commercially available renewable energy systems on your business.

Amounts: Less than \$35,000 or 25% of project cost:

New complete projects - \$1.50 per kWh/yr

All others - \$1 per kWh/yr

Misc: Electric Renewable systems of 20 kilowatts or less and for thermal renewable systems that produce less than 5,000 therms per. Year. Complete Application on Focus on Energy Web site

Contact: 800.762.7077, <http://www.focusonenergy.com>

Implementation Grant:

Purpose: For installing or expanding commercially available renewable energy systems on your business.

Amounts: Less than \$35,000 or 25% of project cost. Systems that produce both electricity and use thermal energy could receive up to \$70,000 or no more than 25% of cost.

Misc: Electric Renewable systems larger than of 20 kilowatts and for thermal renewable systems that produce more than 5,000 therms per year. Business location Specified in Grant-see Web site. For Bioenergy, Solar, Wind, or Hydroelectric

Contact: 800.762.7077, <http://www.focusonenergy.com>

Business & Marketing Grant:

For developing business skills and marketing materials for organizations that provide renewable energy services.

Amounts: Half of the cost of the business and marketing activities up to \$15,000

Misc: Business location Specified in Grant-see Web site. Must submit quarterly reports, grant payments will be based on actual expenditures

Contact: 888.476.9534, <http://www.focusonenergy.com>

Demonstration Grant:

Provides financial support for activities that inform the public about how a renewable system works. Development of displays, brochures, or kiosks that explains how the system works

Amounts: Half of the cost up to \$15,000

Misc: For (see Web site for details): Bioenergy, Solar, Geothermal heatpumps, Wind, or Hydroelectric

Contact: 888.476.9534, <http://www.focusonenergy.com>

Feasibility Study Grant:

Purpose: Provide financial support for assessing the feasibility of using complex, customer-sited renewable energy systems.

Grants are intended to increase the ability of organizations to make informed decisions about using renewable energy systems by understanding and solving technical uncertainties.

Amounts: Half of the cost of the feasibility activities up to \$15,000

Misc: Often large customer-sited renewable energy systems. For (see Web site for details): Bioenergy, Solar, Geothermal heatpumps, Wind, or Hydroelectric

Contact: 800.762.7077, <http://www.focusonenergy.com>

The Sustainable Agriculture Research and Education (SARE) Program

Contact: North Central Region SARE 13-A Activities Bldg.

University of NE-Lincoln Lincoln, NE 68583-0840

402.472.7081 ncrsare@unl.edu

Research and Education Grants:

Competitive grants for sustainable agriculture research and education. Generally ranging from \$30,000 to \$200,000, they fund projects that usually involve scientists, producers and others in an interdisciplinary approach. Many funded projects involve on-farm research trials with crops and/or livestock; other projects have studied quality of life, agricultural marketing, integrated farming systems, and soil and water conservation. Typically include economic analysis and outreach components. Also funds education and demonstration projects, including the development of farmer-to-farmer networks.

Professional Development Program:

Professional Development Program provides sustainable agriculture education and outreach strategies for Cooperative Extension System agents, Natural Resources Conservation Service staff and others who work directly with farmers and ranchers.

Producer Grant Program

Funds projects to explore and apply economically profitable, environmentally sound and socially supporting farming systems. On-farm research trials involving producer collaboration with scientists have been a component of many SARE-funded projects since the program's inception. Each administrative council offers grants that typically run between \$500 and \$5,000. Producer grants are available annually, with application deadlines generally in late fall or early winter.

Department Of Energy (DOE)

81.087 Renewable Energy Research and Development

To conduct balanced research and development efforts in the following energy technologies: solar, distributed energy and electric reliability, biomass, hydrogen, fuel cells and infrastructure, wind and hydropower, hydrogen, and geothermal. Grants will be offered to develop and transfer to the nonfederal sector various renewable energy technologies.

Range and Average of Financial Assistance \$50K to \$1M.

Contact: <http://www.eere.doe.gov/>

Inventions and Innovation Program

Offers financial and technical support once or twice each year to inventors and small businesses for promising energy-saving concepts and technologies. Technologies that offer significant energy savings and future commercial market potential are eligible for support.

This assistance is provided at two levels: Up to \$50,000 for development of plans and up to \$250,000 for development of working prototypes.

Lisa Barnett, 202.586.2212, lisa.barnett@ee.doe.gov

<http://www.eere.doe.gov/inventions/>

Resources For Wisconsin Businesses

National Institute of Standards and Technology (NIST)

Grants/awards supporting research at industry, academic, and other institutions. Contact joyce.brigham@nist.gov 301.975.6329.

- **Advanced Technology Program**- Provides multi-year, co-funding for high-risk, high-payoff civilian technology development by individual companies and industry-led joint ventures. <http://www.atp.nist.gov> 800.287.3863.
- **Fire Research Grants**- Sponsors research by academic institutions, non-federal government agencies, and independent and industrial laboratories. <http://www.bfrl.nist.gov/866/extramuralprogram.htm> - wanda.duffin-ricks@nist.gov 301.975.6863.
- **Precision Measurement Grant**- Supports researchers for experimental and theoretical studies of fundamental physical phenomena. Peter Mohr, 301.975.3217. <http://physics.nist.gov/ResOpp/grants/grants.html>
- **Small Business Innovation Research Program**- Funds scientific and engineering related R&D proposals for contracts from small businesses that respond to specific technical needs that are described in the annual. Contact: http://patapsco.nist.gov/ts_sbirr/ 301.975.3085.
 - **Small Business Technology Transfer (STTR) program**, is made up of 5 participating components: Army, Navy, Air Force, Missile Defense Agency (MDA), and Defense Advanced Research Projects Agency (DARPA). STTR funds *cooperative* R&D projects involving a small business and a research university, federally-funded R&D center or nonprofit research institution. Contact the DoD SBIR/STTR Help Desk by telephone 866-SBIRHLP 866.724.7457.
- **Materials Science and Engineering Grants** -- Supports work in polymers, ceramics, metallurgy, and neutron scattering and spectroscopy research at academic, industrial, and other non-federal institutions.
- Contact:Tanya Burke, 301.975.4711.
- **Additional grant programs:**
 - Electronics and Electrical Engineering Laboratory (EEEL) Grants Program
 - Manufacturing Engineering Laboratory Program
 - Chemical Science and Technology Laboratory (CSTL) Grants Program
 - Physics Laboratory (PL) Grants Program
 - Materials Science and Engineering Laboratory (MSEL) Grants Program
 - Building Research Grants and Cooperative Agreements Program

Farm Pilot Project Coordination

Animal Waste Management Demonstration

To implement innovative treatment technologies to address the growing animal waste issues emanating from animal feeding. Submission due no later than 5:00 p.m. (EST) Feb 1, 2006
Lauren Seigel, Operations Associate
Farm Pilot Project Coordination, Inc.
P.O. Box 3031, Tampa FL 33601-3031
04/18/06

National Resources Conservation Service (NRCS)

Environmental Quality Incentives Program (EQIP)

To install or implement structural and management practices on eligible agricultural land. EQIP may cost-share up to 75 percent of certain conservation practices. Incentive payments may be provided for up to three years to encourage producers to carry out management practices they may not otherwise use without the incentive. Limited resource producers and beginning farmers and ranchers may be eligible for cost-shares up to 90%.
Contact: Steve Mozley 202-720-1840

Wetlands Reserve Program

NRCS provides help to landowners with their wetland restoration efforts. Landowners may restore wetlands with permanent (pay 100% cost & value) or 30-year (75% cost & value) or 10-year (75% cost only).
Contact: Leslie Deavers 202.720.1067

Conservation Reserve Program (CRP) & Conservation Reserve Enhancement Program (CREP)

Landowner or operator sets aside cropland (or pasture that is adjacent to surface water) with annual rental payments through the contract period. Cost-sharing for practice installation is provided as well as other incentives.
Contact: Malcolm Henning 202.720.1872

Conservation Security Program (CSP)

Provides assistance to promote the conservation and improvement of soil, water, air, energy, plant and animal life, and other conservation purposes on Tribal and private working lands. Payments will include a base payment and maintenance payment. Contact: Craig Derickson 202.720.3524

Wildlife Habitat Incentive Program (WHIP)

To develop or improve fish & wildlife habitat on privately owned land. Cost share assistance (up to 75%, max \$10,000)
Contact NRCS

Wisconsin Department of Administration (DOA)

Renewable Energy Assistance Program

Purpose: To encourage the use of renewable fuels
Amounts: Up to \$75,000 – 5% to 15% of project installed cost.
Terms: 70-90% match on equipment installation grants.
Misc: Firms with annual sales <\$100 million. Must produce or use a renewable fuel and have a boiler between 15 to 1,000 horsepower, or produce between 20 KW and 3.0 MW. Contact: 608.266.8234 Alex DePillis

Renewable Energy Interest Rate Buy Down Program

Purpose: To fund a reduction in the interest rate for borrowed capital to install renewable energy equipment – lowers interest rate by 4% for qualified programs.
Amounts: \$20,000 to \$500,000. Terms: >5% private equity
Misc: Must be sited in a Focus on Energy county
Contact: 608.266.8234 Alex DePillis

Agricultural Professional Organizations and Resources

Resources For Wisconsin Businesses

Wisconsin Department of Agriculture, Trade, and Consumer Protection (DATCP)

2811 Agriculture Drive
PO Box 8911
Madison, WI 53708-8911
1.800.942.2474, feedback@datcp.state.wi.us,
<http://www.datcp.state.wi.us/index.jsp>
Provides services to Wisconsin farmers and agri-businesses

Dairy Associations /Institutes/Organizations

Wisconsin Milk Marketing Board, Inc.

8418 Excelsior Drive
Madison, WI 53717
608.836.8820, feedback@wmmb.org, <http://www.wisdairy.com/>
Access tons of information on real Wisconsin Cheese and dairy products.

Alliance of Western Milk Producers

1225 H Street., Suite 102
Sacramento, CA 95814
916.447.9941, milkjet@aol.com

American Butter Institute

2101 Wilson Blvd., Suite 400
Arlington, VA 22201
703.243.6111, AMiner@nmpf.org,
<http://www.butterinstitute.com>

The American Butter Institute, headquartered in Arlington, VA, represents the marketing and regulatory interests of the Nation's butter manufacturers. ABI's 36 member companies market approximately 95% of all the butter manufactured in the U.S.

American Dairy Association & Dairy Council

219 S. West St.
Syracuse, NY 13202-2486
315.472.9143, Fax: 315.472.0506

American Dairy Association & Dairy Council—Mid East

5950 Sharon Woods Road
Columbus, OH 43229
614.890.1800, Fax: 614.890.1636

American Dairy Goat Association (ADGA)

209 West Main Street - P O Box 865
Spindale, NC 28160
828.286.3801, info@adga.org, <http://www.adga.org/>

American Dairy Products Institute (ADPI)

116 N. York Street

04/18/06

Chicago, IL 60126

630.530.8700, info@adpi.org, <http://www.adpi.org>
Membership includes manufacturers of evaporated and dry milks, cheese and whey products; firms that provide supplies and services to processors; and many companies that either use these manufactured dairy products or are involved in the industry.

American Dairy Science Association (ADSA)

1111 N. Dunlap Avenue
Savoy, IL 61874
217.356.5146, adsa@assochoq.org, <http://www.adsa.org/>
An organization of educators, scientists and industrialists who are committed to advancing the dairy industry.

Dairy Business Innovation Center (DBIC):

Kathy Brown
P.O. Box 14, Delavan, WI 53115
262.740.0705 or 1.888.623.2269,
<http://www.dbicusa.org/planningoptions/home/default.asp>
A Wisconsin organization dedicated to growing specialty and artisan cheese and dairy businesses. Provides dairy experts who provide an array of technical services including:

- Product development
- Processing technology
- Equipment expertise
- Business planning
- Market development

Dairy Management Association

10255 W. Higgins Rd, Ste. 900
Rosemont, IL 60018-5616
847.803.2000, Fax: 847.803.2077
The association conducts dairy product nutrition research and education under the United Dairy Industry Association.

Dairy Management, Inc.

10255 West Higgins Road
Suite 900
Rosemont, IL 60018-5616
1.800.853.2479, <http://www.dairyinfo.com>
DMI is an umbrella group overseeing the American Dairy Association, National Dairy Council, and the U.S. Dairy Export Council. This page provides links to several related Web sites.

Dairy Sheep Association of North America (DSANA)

Carol Delaney, Secretary
University of Vermont
270 Main Street, 200B Terrill Hall
Burlington, VT 05405
802.656.0915, carol.delaney@dsana.org, <http://www.dsana.org/>
DSANA promotes effective dairy sheep management by educating, supporting and encouraging new and established sheep milk dairies, farmstead and artisanal sheep milk cheese-makers. Promotes cooperation and exchange of information among producers of sheep milk and cheese makers, the products manufactured from sheep milk.

Extraordinary Dairy

SB/DMI Inquiry Department
233 N. Michigan Ave., Suite 3050
Chicago, IL 60601

Resources For Wisconsin Businesses

1.800.248.8829, <http://www.extraordinarydairy.com>
Publications, news releases, and program descriptions relating to dairy research and technology.

Family Dairies USA

James Eichstadt, General Manager
3225 East Washington Ave.
Madison, WI 53704-4391
608.244.3373, gfrost@fdusa.org, <http://www.fdusa.org/>
A regional dairy co-op organization dedicated to bring fairness and equity to its family farm members in dairy policy matters.

International Deli-Dairy-Bakery Association (IDDBA)

Carol Christison, Executive Director
8383 Green Way Blvd
Middleton, WI 53562-0528
608.836.3336, iddba@iddba.org, <http://www.iddba.org>
Helps members enhance their economic position by providing opportunities for professional dialogue, education, exchange of industry data and selling opportunities. The site provides seminar and training information, as well as recent issues of selected IDDBA newsletters.

International Dairy Federation

Diamant Building, Boulevard Auguste Reyers 80,
1030 Brussels, Belgium
322.733.9888, info@fil-idf.org, <http://www.fil-idf.org>
IDF is an independent, non-profit association which promotes scientific, technical and economic progress in dairying worldwide. Their web site provides program and contact information, along with information on the Codex Alimentarius.

International Dairy Foods Association (IDFA)

1250 H Street, NW, Suite 900
Washington, DC 20005
202.737.4332, mcleary@idfa.org, <http://www.idfa.org>
The IDFA functions as an umbrella group for the Milk Industry Foundation, National Cheese Institute, and the International Ice Cream Association. Their web site offers industry news, dairy facts, legislative highlights and updates on current dairy policy priorities being pursued by IDFA. Several publications, including Milk Facts, Cheese Facts and The Latest Scoop which are filled with dairy statistics, can be ordered through the site.

Midland Dairy Association

101 N.E. Trilein
Ankeny, IA 50021-2098
515.964.0696, Fax: 515.964.5498

Midwest Dairy Foods Association

1429 King Ave., Ste. 210
Columbus, OH 43212
614.486.6000, Fax: 614.486.4711

National Dairy Council (NDC)

10255 W. Higgins Rd., Suite 900
Rosemont, IL 60018
ndc@dairyinformation.com,
<http://www.nationaldairycouncil.org>
The NDC is the nutrition marketing arm of Dairy Management Inc. NDC provides timely, scientifically sound nutrition

information to the media, physicians, dietitians, nurses, educators, consumers and others. The site offers a wealth of information on dairy nutrition, targeted towards three separate audiences: health professionals, media, and consumers.

National Milk Producers Federation

2101 Wilson Blvd., Suite 400
Arlington, VA 22201
703.243.6111, info@nmpf.org, <http://www.nmpf.org>
Contains information on animal health, food safety, international trade, environmental issues, and federal order reform.

Northeast Fresh Foods Alliance

(Formerly New England Dairy-Deli-Bakery Association)
20 Scanlon Drive, 2nd Floor
Randolph, MA 02368
781.963.9726, <http://www.neffa.com>

Real Seal

565 Winwood Ct.
Walled Lake, MI 48390
888.273.7325, realsealagent@realseallogo.com,
<http://www.realseal.com>
Provides information for dairy processors, manufacturers and food service operators on how to get their products certified.

Southeast United Dairy Industry Association

340 W. Fayetteville Road
Atlanta, GA 30349-5416
770.996.6085, Fax: 770.996.6925

Southern Association of Dairy Food Manufacturers Inc.

3200 Croasdaile Drive, Ste. 603
Durham, NC 27705
919.383.6412, Fax: 919.383.0035

Southwestern Dairy Products Cooperative

Pat Lund, Business Manager
505 Diagonal St, PO Box 103
Mt. Sterling, WI 54645
608.734.3151, mtsterling@mwt.net,
<http://www.buygoatcheese.com>

U.S. Dairy Export Council

2101 Wilson Blvd., Ste. 400
Arlington, VA 22201-3061
703.528.3049, Fax: 703.528.3705
The council represents the interests of U.S. milk producers, cooperative dairy companies, dairy processors, export marketing and trading companies, and suppliers to the dairy industry. USDEC represents in excess of 80% of national milk production and includes companies with the widest varieties of dairy products available anywhere in the world.

Wisconsin Dairy Goat Association (WDGA)

Larry Hedrich
7253 Hwy 45N
Three Lakes, WI 54562 715.546.3735 or
920.849.2926, president@wdga.org, <http://www.wdga.org>
Promotes dairy goats, dairy goat products and youth involvement in dairy goats. It offers an excellent opportunity for

Resources For Wisconsin Businesses

members to network, share information, coordinate their activities, and showcase the dairy goat.

WI Dairy Products Association Inc.

Brad Legreid, Executive Director
8383 Green Way Blvd.
Middleton, WI 53562
608.836.3336

Wisconsin Sheep Dairy Cooperative

Rich Toebe - President
Jump River Shepards Dairy
3584 Cty Road I.,
Catawba, WI 54515 715.475.3485
jumprivershephards@sheepmilk.biz, <http://www.sheepmilk.biz>

Committed to a dairy sheep industry which is profitable and sustainable for producers, processors and all other stakeholders. A major component of this is the ability of producers to achieve financial rewards sufficient to maintain a desirable standard of living and to be able to provide for the future.

Minnesota-South Dakota Dairy Foods Research Center

Joseph J. Warthesen
University of Minnesota
Department of Food Science & Nutrition
1334 Eckles Ave.
St. Paul, MN 55108-6099
612.624.3224, jwarthesen@che2.che.umn.edu,
<http://www.fsci.umn.edu/dairycenter/mndak.html>

To increase the viability and to ensure the future competitiveness of the U.S. dairy industry as well as to develop expertise in dairy foods research. The Center will focus on flavor development and functionality in cheese, improving the performance of cheese starter cultures through genetics, adding value to milk-based products with probiotics and nutraceuticals, improving shelf life of flavored milks, reducing undesirable taste of milk, improving functionality and controlling flavor attributes of milk fractionation components, and developing methods for effective and profitable uses of whey.

Resources For Wisconsin Businesses

Cheese Associations /Institutes/Organizations

American Cheese Society (ACS)

FSA Group
304 West Liberty Street, Suite 201
Louisville, KY 40202
502.583.3783, ACS@hqtrs.com, <http://www.cheesesociety.org>

Central Wisconsin Cheesemakers Association

Jim Mildbrandt
104 W. Bagley
Greenwood, WI 55437, 715.267.7382.

Cheesemaking.Com

New England Cheesemaking Supply
P.O. Box 85, Ashfield MA 01330
413.628.3808, Info@cheesemaking.com,
<http://www.cheesemaking.com>
Everything you need to make cheese at home.

Cheese Importers Association of America

460 Park Ave. 11th Fl
New York, NY 10022
212.753.7400, Fax: 212.688.2870

Cheese Market News:

<http://www.cheesemarketnews.com/>
Market news, events, new products, market directory, etc.

Cheese Reporter:

<http://www.cheesereporter.com/>
Contains cheese, butter and milk prices and new product information. Also contains list of product suppliers.

Eastern Wisconsin Cheesemakers & Buttermakers Association:

Arthur Loehr
N 6466 Hickory Rd.
St. Cloud, WI 53079
920.999.3895

Foreign-Type Cheesemakers Association:

Mike Torrisi
1211 17th Ave.
Monroe, WI 53566
608.325.2507

I Love Cheese!

Dairy Management Inc., Attn: Laura Caragher
10255 W. Higgins Rd. Suite 900
Rosemont, Illinois 60018
847.803.2000 x3217, ILoveCheese@rosedmi.com,
<http://www.ilovecheese.com>
Provides cheese profiles, articles, tips for entertaining with cheese, and more fun cheese-related resources.

National Cheese Institute

04/18/06

1250 H St NW, Ste 900
Washington D.C. 20005
202.737.4332, Fax: 202.331.7820
NCI tracks legislation and regulatory actions that affect the cheese manufacturers, processors, assemblers, and distributors that make up its membership.

Northeastern Wisconsin Cheesemakers Association

Roger Krohn
N 2915 County Road AB
Luxemburg, WI 54217
920.845.2901

Recipe and Resource Guide for Cheesemaking

<http://gourmetsleuth.com/cheesereceipts.htm>
Contains links of recipes for several different cheeses.

Southwest Wisconsin Cheesemakers Association

Paul Reigle
N890 Twin Grove Rd.
Monroe, WI 53566
608.934.1234

Southwestern Wisconsin Dairy Goat Products Cooperative

Mt. Sterling Cheese Cooperative
PO Box 103
Mt. Sterling, WI 54645-0103
608.734.3151, mtsterling@mwf.net,
<http://www.buygoatcheese.com/>
Products under the name of Mt. Sterling Cheese Cooperative

Wisconsin Cheese Makers Association

John Umhoefer, Executive Director
8030 Excelsior Drive, Suite 305
Madison, WI 53717
608.828.4550, office@wischeesemakersassn.org
<http://www.wischeesemakersassn.org>
Organizes the World and U.S. Cheese Championship contests and the International Cheese Technology Exposition.

Wisconsin Specialty Cheese Institute

Kathy Brown
P.O. Box 15
Delavan, WI 53115
262.740.2180 / 866.740.2180
wispeccheese@hotmail.com, <http://www.wisspecialcheese.org>
Organization of specialty cheese manufacturers, marketers and suppliers. Provides a directory of the 40+ Wisconsin companies.

Wisconsin Swiss & Limburger Cheese Association

Lawrence Karlen
1211 17th Avenue
Monroe, WI 53566
608.325.2507

www.Cheese.Com

Find out about different kinds of cheeses from around the world. A database of 652 cheeses by names, by country of origin, by kind of milk that is used to produce it, or by texture.

Resources For Wisconsin Businesses

Meat/Livestock Associations /Institutes/Organizations

AgSource Cooperative

Peter Giacomini, COO
PO Box 930230
Verona, WI 53593
608.845.1900

Alaska Seafood Marketing Institute (ASMI)

1200 112th Avenue NE, Suite C-226
Bellevue, Washington 98004
425.451.7464, <http://www.alaskaseafood.org>
A trade organization devoted to promoting Alaska's seafood products for export, foodservice and retail.

American Association of Meat Processors (AAMP)

P.O. Box 269
Elizabethtown, PA 17022
717.367. 1168, <http://www.aamp.com>
Represents packers, processors, wholesalers, home foodservice businesses, meat retailers, deli, mail order businesses and catering operators and their suppliers.

American Emu Association

PO Box 224
Sixes, OR 97476
541.332.0675, info@aea-emu.org,
<http://www.aea-emu.org>

American Fisheries Society

5410 Grosvenor Lane
Bethesda, Maryland 20814
301.897.8616, <http://www.fisheries.org>
Conducts research with professional fisheries' scientists with regards to conserving and sustaining fishing environments.

American Lamb Council (ALC)

c/o American Sheep Industry Association
6911 S. Yosemite St., Suite 200
Englewood, CO 80112 USA
303.771.3500, <http://www.sheepusa.org>
To promote the sale of lamb meat and wool for producers.

American Meat Goat Association

PO Box 1321
Sonora, TX 76950
325.387.2996, <http://www.meatgoats.com>

American Meat Institute (AMI)

1700 N. Monroe St., Suite 1600
Arlington, VA 22209 USA
703.841.2400, <http://www.meatami.com>
Represents packers and processors of meat products and their suppliers throughout North America.

American Sheep Industry Association (ASI)

6911 S. Yosemite St., Suite 200
Englewood, CO 80112-1414
303.771.3500, <http://www.sheepusa.org>
The association lobbies the government in the interests of its members and attempts to raise standards and profitability for the industry as a whole.

American Seafood Institute (ASI)

212 Main Street, Suite 3
Wakefield, Rhode Island 02879
401.783.4200, Fax: 401.789.9727
Acts as an advocate representing American fishery interests in exporting seafood.

American Shrimp Processors Association (ASPA)

P.O. Box 50774
New Orleans, Louisiana 70150
504.368.1571,
<http://www.americanshrimpprocessorsassociation.org>
Educates members and the public about shrimp and shrimp processing in hopes of increasing public awareness and sales.

At-Sea Processors Association (APA)

431 West Seventh Avenue, Suite 103
Anchorage, Alaska 99501
907.276.8252, <http://www.atsea.org>
An association representing at-sea fisheries operating in the Bering Sea.

Babcock Institute

Karen Nielsen, Associate
240 Agriculture Hall, UW Madison
Madison, WI 53706
608.265.4169 babcock@cals.edu

Eastern Perishable Products Association (EPPA)

411 Route 17 South, Suite 320
Hasbrouck Heights, NJ 07604-3016
201.288.5454, <http://www.eppainc.org>
The association's goal is to increase awareness and sales of dairy, deli, bakery, seafood, and meat products.

National Aquaculture Association (NAA)

111 West Washington Street
Charles Town, West Virginia 25414-1529
304.728.2167, <http://aqua.ucdavis.edu/organizations/NAA.html>
An industry organization advocating on behalf of the national aquaculture industry, educating the public and disseminating industry and regulatory information to members.

National Cattlemen's Beef Association (NCBA)

5420 S. Quebec St.
Greenwood Village, CO 80111
303.694.0305, <http://www.beef.org>
The association is involved in promoting beef consumption, educating consumers about it, and disseminating information about beef and related meat products, such as veal.

National Chicken Council

Resources For Wisconsin Businesses

1015 15th Street NW
Suite 930
Washington D.C. 2005-2605
202.296.2622, <http://www.eatchicken.com>
The council represents the companies that produce, process and market chickens and chicken products in the United States.

National Fisheries Institute (NFI)

1901 North Fort Myer Drive, Suite 700
Arlington, Virginia 22209
703.524.8880, <http://www.nfi.org>
Acts as an advocate for any size U.S. fishery before Congress and other regulatory agencies as well as educating the public and related industries of fishery activity.

National Pork Board

1776 N.W. 114th Street
Clive, IA 50325
515.223.2600, <http://www.porkboard.org>
Oversees use of Pork Checkoff funds

National Pork Producers Council (NPPC)

122 C St. NW, Suite. 875
Washington, D.C. 20001
202.347.3600, <http://www.nppc.org>
The NPPC represents the interests of pork producers to legislators in Washington DC and is involved in research and consumer education.

National Food Processors Association (NFPA)

1350 I Street NW, Suite 300
Washington D.C. 20005
202.639.5900, <http://www.nfpa-food.org>
The NFPA is concerned with science and food safety in the food industry as a whole. Members produce processed and packaged foods and beverages of all types or provide supplies and services to companies that do.

National Meat Association (NMA)

1970 Broadway, No. 825
Oakland, CA 94612
510.763.1533, <http://www.nmaonline.org>
The NMA represents meat packers, processors, slaughterers, and jobbers, co-ordinating group purchasing and group insurance programs. The association also provides legal, freight rate, and contract advisory services. In addition, the NMA conducts research of interest to members.

The National Turkey Federation

1225 New York Avenue NW, Suite 400
Washington D.C. 20005
202.898.0100, <http://www.turkeyfed.org>
National advocate for all segments of the turkey industry, providing services and conducting activities that increase demand for its members' products.

Poultry Science Association (PSA)

04/18/06

1111 N. Dunlap Avenue
Savoy, IL 61874
217.356.3182, <http://www.poultryscience.org>
The PSA is a professional organization consisting of approximately 3,500 educators, scientists, extension specialists, administrators and producers who are committed to advancing the poultry industry.

U.S. Poultry & Egg Association (USPEA)

1530 Cooledge Road
Tucker, GA 30084-7303
770.493.9401, <http://www.poultryegg.org>
USPEA is dedicated to the the poultry industry and all of its individual and corporate interests. All segments of the industry are represented, from producers of eggs, turkeys, and broilers to the processors and the allied companies that serve the industry.

WI Angus Association

Ardel Quam, Secretary
N706 State Rd 113
Lodi, WI 53555

WI Association of Meat Processors

Ken Bisarek, Executive Secretary
PO Box 505
Bloomington, WI 53804
608.994.3173

Wisconsin Ayrshire Breeders Association

Jeff Dornink, Vice President
N1021 Lawn Rd.
Seymour, WI 54165, info@brownswissusa.com

WI Beef Council Inc

John Freitag, Executive Director
680 Grand Canyon Drive
Madison, WI 53719
608.833.7177, wbc@beeftips.com

Wisconsin Bison Producers Association, Inc. (WBPA)

Georgia Derrick, President
W2749 Golf Course Road
Mt. Calvary, WI 53057
920.921.8889, rr1047@thesurf.com, <http://www.wibison.com>

WI Brown Swiss Association

Gary Fox, President
W561 Muenzenberger Rd
Coon Valley, WI 54623
608.486.2297, BoValleySwiss@aol.com,
<http://www.brownswissusa.com/jrgreenbay.htm>

Wisconsin Cattlemen's Association

John Freitag
PO Box 868
New Glarus, WI 53574
608.527.5747

WI Commercial Deer & Elk Farmers Association

Gwen Gilbertson, Secretary

Resources For Wisconsin Businesses

3591 High Point Rd.
Spring Green, WI 53588-8935
1.888.233.1667, info@wcdafa.org, <http://www.wcdafa.org>

WI Donkey & Mule Society

Wes Stigen, President
E2340 Aasen Road
Iola, WI 54945
715.445.4178, http://wi_donkey_mule.tripod.com

Wisconsin Emu Association

Joylene Reavis, Sugar Maple Emu Farm
W805 Pedee Rd.
Brodhead, WI 53520,
Joy@brodnet.com

WI Guernsey Breeders Association

Deb Lakey
W23375 11th St
Trempealeau, WI 54661
608.534.6010

Wisconsin Holstein Association

Christianne Williams, Director of Operations
PO Box 10
Baraboo, WI 53913
608.356.2114

WI Independent Livestock Dealers Association

Norbert Brandt, Executive Director
5300 Dam Lake Rd
Eagle River, WI 53521
715.479.4086

WI Jersey Breeders Association

Lori Schoneck, Secretary
E6261 Schoneck Rd
Marion, WI 54950
715.754.4886, laswls@frontiernet.net

WI Livestock & Meat Council

Dan Vogel, Secretary
PO Box 8911
Madison, WI 53718
608.224.5113

WI Livestock Breeders Association

Marv Espenscheid, Executive Director
PO Box 296
Argyle, WI 53504
608.543.3778, wlbao@mhtc.net

WI Milking Shorthorn Association

Jessica Wehler
E7250A Ochsner
Plain, WI 53577
608.544.3306

Wisconsin Ostrich Association

Steve Breitlow
N6042 1200th St.
Prescott, WI 54021-7444,
414.695.1332

Wisconsin Pork Producers Association

Keri Retallick, Vice President
P.O. Box 327
Lancaster, WI 53813
608.723.7551/608.524.9000 or 1.800.822.7675
retallick@wppa.org

WI Poultry Improvement Association

Gregg Wolff, President
1675 Observatory Dr #260
Madison, WI 53706
608.262.1774

WI Purebred Dairy Cattle Association

Clark Vilter, President
N56W30020 Hwy K
Hartland, WI 54217

WI Sheep Breeders Coop

Jeff Alf, Secretary-Treasurer
7811 Consolidated School Rd.
Edgerton, WI 54217
608.868.2505 alfhamp@inwave.com

WI Sheep Breeders Coop

Gary Vondrachek
12912 HWY 67
Kiel, WI 53042
920.894.3945, garyv@tcei.com, <http://www.wisbc.com>

WI State Horse Council

132A South Ludington
Columbus, WI 53925
920.623.0393, info@wisconsinstatehorsecouncil.org
<http://www.wisconsinstatehorsecouncil.org>

Wisconsin Veal Growers Association

Neil Mishleau
W1124 Town Road
De Pere, WI 54115
920.833.6976, wvga@aol.com

Other/Special Organizations

American Bagel Association (ABgA)

111 West First Street
Dayton, Ohio 20005

Resources For Wisconsin Businesses

800.844.8493, Fax: 937.222.3354

The ABgA acts as an educational and marketing organization for bakers, distributors and marketers of bagels.

American Bakers Association (ABA)

1350 Eye Street, N.W.

Suite 1290

Washington D.C. 20005

202.789.0300, <http://www.americanbakers.org>

The ABA functions in the areas of government legislation, industry relations, communications, conventions and meetings.

American Beverage Association

1101 16th Street NW

Washington D.C. 20036-4803

202.463.6732, <http://www.nstda.com>

The association's members had been mainly soft drink makers and their suppliers. In July 2004, the organization changed its name to better reflect a changing membership that now includes bottled water, juice, and dairy drink manufacturers.

American Botanical Council (ABC)

Box 201660

Austin, TX 78720

800.373.7105, <http://www.herbalgram.org>

The ABC educates the public about beneficial herbs and plants and promotes the safe and effective use of medicinal plants.

American Butter Institute

2101 Wilson Blvd., Suite 400

Arlington, VA 22201

703.243.6111, <http://www.butterinstitute.org>

This organization represents the marketing and regulatory interests of America's butter manufacturers.

American Council on Science and Health (ACSH)

1995 Broadway, Second Floor

New York, NY 10023-5860

212.362.7044, <http://www.acsh.org>

The ACSH is concerned with issues related to food, nutrition, chemicals, pharmaceuticals, lifestyle, the environment and health.

American Dietetic Association (ADA)

120 South Riverside Plaza, Suite 2000

Chicago, IL 60606-6995

800.877.1600, <http://www.eatright.org>

The ADA serves the public through the promotion of nutrition, health and wellbeing. The ADA's main areas of interest are: obesity/overweight; aging; complementary care and dietary supplements; safe and nutritious food supply; and human genome and genetics

American Herbal Products Association (AHPA)

8484 Georgia Ave., Suite 370

Silver Springs, MD 20910

301.588.1171, <http://www.ahpa.org>

The AHPA promotes the responsible commerce of products that contain herbs used to enhance health and quality of life.

American Institute of Food Distribution

1 Broadway, Second Floor

Elmwood Park, NJ 60091

201.791.5570, www.foodinstitute.com

The institute is a food marketing and distribution research organization that tracks industry data and trends.

American Nutraceutical Association (ANA)

22 Inverness Center Pkwy., Suite 150

Birmingham, AL 35242

205.980.5710, <http://www.americanutra.com>

The association was established to foster and help guide the dissemination of the cutting-edge technology that drives the nutraceutical industry.

American Society of Baking (ASB)

825 Green Bay Road

Suite 120

Wilmette, Illinois 60091

847.920.9885, <http://www.asbe.org>

The ASB promotes the advancement of baking science technology among baking industry professionals. Members include over 2,400 baking industry professionals.

American Soybean Association (ASA)

Suite 100

12125 Woodcrest Executive Drive

St. Louis, MO 63141

1.800.688.7692: <http://www.amsoy.org>

An association of soybean farmers and agricultural extension agents, ASA promotes the use of soybeans for various food, feed and industrial uses. It worked on developing the soy checkoff program, raising soybean exports, lobbying on trade and farm policy issues, and developing new uses for soy.

Association for Dressings and Sauces

5775-G Peachtree-Dunwoody Rd.

Atlanta, GA 30342

404.252.3663, <http://www.dressings-sauces.org>

An international trade association of salad dressing, mayonnaise, mustard, and other condiment manufacturers and their suppliers.

Association of Home Appliance Manufacturers

(AHAM)

Suite 402

1111 19th Street, NW

Washington D.C. 20036

202.872.5955, <http://www.aham.org>

AHAM focuses on five main areas of business, which include government representation, business data compilation, self-regulation, technical standards development and public information.

Baking Equipment Manufacturer's Association

(BEMA)

825 Green Bay Road

Suite 120

Wilmette, Illinois 60091

Resources For Wisconsin Businesses

847.920.1230, <http://www.bema.org>
BEMA's function is to promote quality standards for baking equipment and to disseminate information about BISSC codes.

Bread Bakers Guild of America (BBGA)

3203 Maryland Avenue
North Versailles, Pennsylvania 15137
412.823.2080, <http://www.bbga.org>
The BBGA focuses on the production of bread, with emphasis on artisan bread. The association provides training and career information and marketing and networking opportunities.

Brown County Beekeepers Association

Thomas Cashman
1418 Chicago St.
Green Bay, WI. 54301-3840
920.432.2261, TCash99930@aol.com,
<http://hometown.aol.com/tcash99930/myhomepage/club.html>
Dedicated to promoting beekeeping and the honey industry in Northeastern Wisconsin. The Association is present to help both the hobbyist and commercial beekeepers in their efforts to become more educated in the area of beekeeping and to enable them to become more efficient and productive.

Canned Food Alliance (CFA)

8039 Gatehouse Road
Falls Church, VA 22042
703.849.8755, <http://www.mealtime.org>
The alliance is a consortium of steelmakers, canmakers, food processors and canned food brands that have joined together to promote the nutritional and convenience benefits of canned food.

Canned Vegetable Council Inc

Gene Kroupa, Executive Director
PO Box 5258
Madison, WI 53705
608.231.2250, gene@genekroupa.com
<http://www.cannedveggies.com>

Consumer Healthcare Products Association (CHPA)

1150 Connecticut Ave., NW, 12th Floor
Washington D.C. 20036
202.429.9260, <http://www.chpa.org>
The association represents manufacturers and distributors of nonprescription OTC drugs.

Council for Responsible Nutrition

1875 Eye St. NW
Washington, D.C. 20006
202.872.1488, <http://www.crnusa.org>
This council represents companies in the nutritional supplements and ingredients industry. Members include manufacturers, suppliers, and international correspondents.

The Cornucopia Institute

Mark Kastel
PO Box 126
Cornucopia, WI 54827

608.625.2042, gkastel@cornucopia.org,
<http://www.cornucopia.org>
Research and educational activities supporting the principles underlying sustainable and organic agriculture

Food Institute

28-12 Broadway
P.O. Box 972
Fair Lawn, New Jersey 07410
201.791.5570, <http://www.foodinstitute.com>
The Food Institute is a non-profit information and reporting association with a membership of over 2,200 companies in 50 states and over 40 foreign countries.

Food Marketing Institute (FMI)

655 15th Street NW
Washington D.C. 20005
202.452.8444, <http://www.fmi.org>
This association conducts research for its members, undertakes education and public affairs activities, and lobbies on behalf of the industry. It also puts on the largest retail food show in the U.S., which is held each May in Chicago.

Grassworks, Inc

Paul Nehrig
210 River Drive
Wausau, WI 54403
715.261.6009, pmnehring@mail.co.marathon.wi.us
Exchange of information among grass-based farmers.

Grocery Manufacturers of America (GMA)

1010 Wisconsin Ave NW, Ninth Floor
Washington, D.C. 20007
202.337.9400, gmabrands.com
GMA applies legal, scientific and political expertise from its member companies to vital food, nutrition and public policy issues affecting the industry. Leads efforts to increase productivity, efficiency and growth in the food, beverage and consumer products industry.

Hearth, Patio, & Barbecue Association

Suite 1001
1601 North Kent Street
Arlington, VA 22209
703.522.0086, <http://www.hpba.org>
HPBA represents and promotes the interests of the hearth products industry in North America. Includes manufacturers, retailers, distributors, manufacturers' representatives, service and installation firms, and other companies and individuals.

Herb Research Foundation (HRF)

1007 Pearl Street, Suite 200
Boulder, CO 80302
800.748.2617, www.herbs.org
The foundation promotes accurate, science-based information on the health benefits and safety of medicinal plants.

Illinois Center for Soyfoods

Resources For Wisconsin Businesses

170 NSRC
1101 W. Peabody Dr., Urbana, IL 61801
217.244.1706, <http://www.soyfoodsillinois.uiuc.edu>
Develops innovative processing and marketing techniques, educating society on the advantages of a soy-enriched diet and communicating the health benefits of new soy foods.

Institute of Food Technologists (IFT)

525 W. Van Buren, Suite 1000
Chicago, IL 60607
800.IFT.FOOD, <http://www.ift.org>
IFT works in food science, technology and related areas in industry, academia and government to advance the science and technology of food.

International Association of Food Industry Suppliers

1451 Dolley Madison Blvd.
McLean, VA 22101
703.761.2600, <http://www.iafis.org>

International Bottled Water Association (IBWA)

1700 Diagonal Road, Suite 650
Alexandria, VA 22314
703.683.5213, <http://www.bottledwater.org>
Represents U.S. and international bottlers and distributors that account for 85% of the bottled water sold in the U.S. Provides assistance to develop stringent regulations that ensure the safety and quality of bottled water products.

International Dairy-Deli-Bakery Association (IDDBA)

313 Price Place
Suite 202
PO Box 5528
Madison, Wisconsin 53705-0528
608.238.7908, <http://www.iddba.org>
Promotes the growth of dairy, deli and bakery products in retail stores and to act as a resource for food industry professionals.

International Fresh-Cut Produce Association (IFPA)

1600 Duke Street, Suite 440
Alexandria, VA 22314
703.299.6282, <http://www.fresh-cuts.org>

International Food Information Council (IFIC)

1100 Connecticut Avenue NW, Suite 430
Washington D.C. 20036
202.296.6540, <http://www.ific.org>
Communicates science-based information on food safety and nutrition to health and nutrition professionals, educators, journalists, government officials and

International Housewares Association (IHA)

6400 Shafer Court, Suite 650
Rosemont, IL 60018
847.292.4200, <http://www.housewares.org>
The IHA is a non-profit trade organization that serves the housewares industry.

Kettle Moraine Mink Breeders Association

Dennis Preissner, President

04/18/06

N252 County A
New Holstein, WI 53061
920.894.3779

Madison Area Community Supported Agriculture Coalition (MACSAC)

PO Box 7814
Madison, WI 53707
608.226.0300, info@macsac.org, <http://www.macsac.org>
Research and educational activities supporting the principles underlying sustainable and organic agriculture

Michael Fields Agricultural Institute (MFAI)

W2493 County Road ES
East Troy, WI 53120
262.642.3303, mfai@michaelfieldsaginst.org,
<http://www.michaelfieldsaginst.org>
Agriculture research and education in sustainable, organic and integrated farming systems

Mid-America Agri-Trade Council (MIATCO)

Tim Hamilton
400 West Erie Street Suite 100
Chicago, IL 560610-4041
312.944.3030, <http://www.miatco.org>

Midwest Food Processors Association

John Exner
502 E. Main St., PO Box 1297
Madison, WI 53701-1297
608.255.9946, <http://www.mwfp.org>
We are eager to reach all food processors, including dairy, meat, poultry, fruit, cereal and grain, as well as vegetable processors.

Midwest Organic Services Association (MOSA)

David Engel, Executive Director
PO Box 344
Viroqua, Wisconsin 54665
608.734.3349/608.637.2526, mosa@mosaorganic.org
<http://www.mosaorganic.org/index.html>
We are offering independent, third-party certification services to interested producers and processors in the Midwestern US.

Midwest Organic & Sustainable Education Services (MOSES)

Faye Jones
N7834 County Rd B
Spring Valley, WI 54767
715.772.3153, moses@win.bright.net
<http://www.mosesorganic.org>
Helps make the transition to a sustainable organic system of farming that is ecologically sound, economically viable, and socially just.

National Association of Beverage Retailers (NABR)

501 River Road, Suite 108
Bethesda, MD 20816-1508
301.656.1494, <http://www.nabronline.org>
The NABR represents the "off premises" retail establishments. The organization is comprised of 29 state affiliate members representing nearly 15,000 individual operators.

National Association of Chain Drug Stores (NACDS)

Resources For Wisconsin Businesses

413 North Lee Street
Alexandria, VA 22314
703.549.3001, <http://www.nacds.org>

National Association of Convenience Stores (NACS)

1605 King Street
Alexandria, VA
703.684.3600, <http://www.cstorecentral.com>
NACS is an international trade association representing 2,300 retail and 1,700 supplier company members.

National Association of Margarine Manufacturers

1101 15th St. NW, Suite 202
Washington D.C. 20005
202.785.3232, <http://www.margarine.org>
The association represents the interests of margarine manufacturers and distributors.

National Center for Complementary and Alternative Medicine (NCCAM)

NCCAM Clearinghouse
P.O. Box 8218
Silver Spring, MD 20907-8218
888.644.6226, <http://nccam.nih.gov>
The center is dedicated to exploring complementary and alternative healing practices in the context of rigorous science, training CAM researchers, and disseminating authoritative information.

National Coffee Association of U.S.A., Inc.

15 Maiden Lane, Suite 1405
New York, NY 10038
212.766.4007, <http://www.ncausa.org>
The association is a trade association representing the coffee industry in the U.S. It provides lobbying, marketing, scientific research, educational resources, and public relations.

National Federation of Independent Business

10 E. Doty St., Suite 201
Madison, WI, 53703
608.255.6083, <http://www.nfib.com/wi>

National Food Processors Association (NFPA)

1350 I St. NW, Ste. 300
Washington D.C. 20005
202.639.5900, nfpa@nfpa-food.org, <http://www.nfpa-food.org>
The association represents the food processing industry on scientific and public policy issues. Members include companies that process and package fruits, vegetables, meat, fish, and specialty food and beverage products through canning, freezing, refrigeration, dehydration, and aseptic manufacturing.

National Gardening Association (NGA)

1100 Dorset Street
South Burlington, VT 05403
802.863.5251, <http://www.gardenresearch.com>
The association helps gardeners, and to help people through gardening. NGA's mission is to renew the fundamental links between people, plants, and the earth.

National Juice Products Association (NJPA)

400 North Tampa Street

Tampa, FL 33601
813.273.6572, <http://www.njpa.com>
To promote uniform standards in advertising and labeling along with representing the industry to regulatory agencies.

National Nutritional Foods Association (NNFA)

Newport Beach, CA
949.622.6272, <http://www.nnfa.org>
The NNFA represents the interests of manufacturers, suppliers, and distributors of health foods, dietary supplements, natural ingredient cosmetics, and other natural products.

National Soft Drink Association

1101 16th Street, N.W.
Washington D.C. 20036
202.463.6732, <http://www.nstda.com>
The association represents a broad spectrum of companies that manufacture and distribute nonalcoholic beverages in the U.S

National Yogurt Association (NYA)

Leslie G. Sarasin,
2000 Corporate Ridge, Suite 1000
McLean, VA 22102
703.821.0770, <http://www.aboutyogurt.com/aboutNYA/>
For manufacturers and marketers of live and active culture yogurt products as well as suppliers to the yogurt industry.

Northern Wisconsin Co-op Tobacco Pool

George Nettum, Manager
PO Box 47
Viroqua, WI, 54665
608.637.2526

Organic Trade Association (OTA)

74 Fairview Street, P.O. Box 547
Greenfield MA 01302
413.774.7511, <http://www.ota.com>
The OTA supported the establishment of the U.S. Organic Foods Production Act and the National Organic Standards Board. OTA members represent a cross-section of the organic industry.

Organic Crop Improvement Association (OCIA) International

OCIA International
6400 Cornhusker, Suite 125
Lincoln, NE 68507 USA
402.477.2323, info@ocia.org,
<http://www.ocia.org/members/index.asp>
Nonprofit organization, provides research, education and certification services to thousands of organic growers, processors and handlers

Organic Crop Improvement Association Wisconsin Chapter #1

Dale Johnson, Program Director
W925 Main Laney Dr.
Pulaski, WI 54162
920.822.2629

Organic Valley™ Family of Farms

George Siemon, Jerry McGeorge

Resources For Wisconsin Businesses

CROPP Cooperative

507 West Main Street
LaFarge, WI 54639
888.444.6455/608.625.2602, organic@organicvalley.com,
<http://www.organicvalley.com>

Organic is a philosophy and system of production that mirrors the natural laws of living organisms with emphasis on the interdependence of all life. The above definition reflects the deep convictions we at Organic Valley™ have as earth stewards. We foster the connection between urban and rural, bridging farmer with consumer.

Orthodox Union (OU)

11 Broadway
New York, NY 10004
212.613.8249, <http://www.oukosher.org>
OU Kosher is the world's largest kosher certification agency, certifying over 250,000 products produced in nearly 5,000 plants located in over 60 countries around the world.

OK Kosher Certification

391 Troy Avenue
Brooklyn, New York 11213
718.756.7500, <http://www.ok.org>
OK Kosher Certification is the second-largest kosher certification agency in the U.S. It actively and directly promotes the appreciation and observance of kosher laws and attitudes.

Private-label Manufacturers Association

369 Lexington Ave.
New York, NY 10017
212.972.3131, Fax: 212.983.1382
The association represents more than 3,200 companies around the world and offers trade shows, programs and services that are specifically designed for the industry.

Produce Marketing Association

1500 Casho Mill Road
P.O. Box 6036
Newark, DE 19714-6036
302.738.7100, Fax: 302.731.2409
The serves over 2,400 members who market fresh fruits, vegetables, and floral products worldwide. Its members are involved in the production, distribution, retail, and foodservice sectors of the industry.

Retailer's Bakery Association (RBA)

14239 Park Center Drive
Laurel, Maryland 20707
301.725.2149, <http://www.rbanet.com>
The RBA represents more than 3,500 companies in the bread manufacturing, distribution and education industry. Members include manufacturers, suppliers and educators.

Shiitake Growers Association of Wisconsin-SHIIGAW

Mary Ellen Kozak, President
N3296 Kozuzek Rd.
Peshtigo, WI 54157
715.582.4997

Snack Food Association (SFA)

1711 King Street, Suite One

Alexandria, VA 22314
703.836.4500 or 800.628.1334, <http://www.sfa.com>
The association is the international trade association of the snack food industry, representing snack manufacturers and suppliers.

Soyfoods Association of North America (SANA)

1723 U St., N.W.
Washington D.C. 20009
202.986.5600, <http://www.soyfoods.org>
SANA promotes soy foods in the diet. The organization has four objectives: increase consumer trial and usage of soyfoods and ingredients; establish, promote and adopt standards for new and existing soyfoods; act as the key resource for information and direction on soyfoods; and create a forum to manage key issues and opportunities that confront the industry.

Soy Protein Association

1255 23rd Street, NW
Washington D.C. 20037-1174
202.467.6610, <http://www.spcouncil.org/facts.html>
The council promotes the growth and interests of the soy protein industry and broaden the acceptance of soy products as key components of the worldwide food system. The three firms comprising the council are Archer Daniels Midland Company, Cargill, Inc., and Central Soya Company, Inc.

Specialty Coffee Association of America (SCAA)

330 Golden Shore, Suite 50
Long Beach, CA 90802
562.624.4100, <http://www.scaa.org>
The association is for the premium segment of the coffee industry. The SCAA promotes specialty coffees and is a forum for the development and promotion of high-quality coffees.

Tea Association of the USA, Inc.

230 Park Avenue, Suite 1460
New York, NY 10169
212.986.9415, <http://www.teausa.com>
This association includes over 100 companies and represents more than 85% of the tea market in the U.S. It represents the interests of the U.S. tea market along with providing public education about tea.

Timber Producers Association of MI & WI

Henry Schienebeck, President
6343 Hwy 8 West, PO Box 1278
Rhineland, WI 54501
715.282.5828, timberpa@newnorth.net,
<http://www.timberpa.com>
Serves professional landowners, resource managers, loggers, truckers, and converting facilities, while promoting public understanding that our Lake States forests are important.

Tortilla Industry Association (TIA)

8117 Preston Road, Suite 300
Dallas, Texas 75225
214.706.9193, <http://www.tortilla-info.com>

United Fresh Fruit & Vegetable Association

727 North Washington Street
Alexandria, VA 22314

Resources For Wisconsin Businesses

703.836.3410, www.uffva.org

It represents the interests of growers, shippers, processors, brokers, wholesalers and distributors of produce, working together with their customers at retail and foodservice, suppliers at every step in the distribution chain, and international partners.

United Soybean Board (USB)

16640 Chesterfield Grove Road, Suite 130

Chesterfield, MO 63005-1429

800/989.USB1, <http://www.unitedsoybean.org>,
<http://www.talksoy.com>

Dedicated to spreading knowledge and understanding of the soybean. It is comprised of 63 volunteer soybean farmers representing the interests of fellow growers nationwide.

The Vegetarian Resource Group (VRG)

PO Box 1463

Baltimore, MD 21203

410.366.8343, <http://www.vrg.org>

The group educates the public on vegetarianism and the issues of health, nutrition, ecology, ethics, and hunger.

Wheat Foods Council (WFC)

10841 South Crossroads Drive, Suite 105

Parker, Colorado 80138

303.840.8787, <http://www.wheatfoods.org>

WI Aglime Association

Dick Marino, Secretary

PO Box 286

Plain, WI 53577-0256

608.546.2255, dickm@tkllc.com

WI Agribusiness Council

Anna Maenner, Executive Director

221 Canal Rd.

Waterloo, WI 53594

920.478.3852, acminc@gdinet.com

Wisconsin Agricultural Tourism Association, Inc

Anna Maenner – Executive Director

211 Canal Road

Waterloo, WI 53594

920.478.3852, <http://www.visitdairyland.com>,

info@visitdairyland.com

Wisconsin Aquaculture Association

Bill West

Blue Iris Fish Farm

N5811 Twelve Corners Rd

Black Creek, WI 54106

Phone: 920.730.0684, blueiris@famvid.com

Info@TroutHaus.com, <http://www.wisconsinaquaculture.com>

To promote, educate & advocate for economic vitality and environmental sustainability of each diverse and active aspect of aquacultural practice, for all species, issues, activities and sizes of operation To interact with government agencies, related associations, industries, and other groups.

Wisconsin Apple Growers Association

Anna M. Maenner, Executive Director

211 Canal Road

04/18/06

Waterloo, WI 53594

920.478.4277, info@waga.org, <http://www.waga.org>

WAGA is the primary association for Wisconsin's apple industry. Our purpose is to unite commercial apple growers in common pursuits, provide consumer education, support research and market development.

Wisconsin Arborist Association, Inc.

David Srephenson, President

3911 Fish Hatchery Rd

Madison, WI 53711

608.275.3227, <http://www.waa-isa.org>, <http://www.waa-isa.org>

To improve the understanding of trees and the practice of arboriculture and promote high ethical and professional standards.

WI Association of Fairs

Jane Grabarski, Secretary-Treasurer

985 Cty A

Grand Marsh, WI 53936-9509

608.584.5327, wifairs@maqs.net

WI Beautiful Garden Association

Gilbert Yerke, President

W297 59115 Hwy 83, PO Box 69

Mukwonago, WI 53149

262.363.8911

Wisconsin Berry Growers Association

Anna Maenner, Executive Director

221 Canal Road

Waterloo, WI 53594

920.478.4562, info@wiberries.org, <http://www.wiberries.org>

Dedicated to the production and promotion of Wisconsin strawberries, raspberries and blueberries.

WI Biotechnology Association

2E Mifflin St #600

Madison, WI 53703-2865

608.833.5963, shl@dewittross.net

Wisconsin Carrot Growers Association

Pat Kordus, Secretary-Treasurer

PO Box 570

Lake Mills, WI 53551

WI Cherry Board Inc

Danny Krowas, Secretary-Treasurer

PO Box 8911

Madison, WI 53708-8911

Wisconsin Christmas Tree Producers Association

Cheryl Nicholson, Executive Director

W9833 Hogan Road,

Portage, WI 53901

608.742.8663, info@christmastrees-wi.org,

<http://www.christmastrees-wi.org>

Wisconsin Corn Growers Association

Bob Oleson, Executive Director

W1360 Hwy 106

Palmyra, WI 53156

Resources For Wisconsin Businesses

262.495.2232

Wisconsin Crop Improvement Association (WCIA)

Eugene Amberson, General Manager
1575 Linden Dr.
Madison, WI 53706
608.262.1341, wcia@mhub.agronomy.wisc.edu,
<http://www.wisc.edu/wcia/>

WCIA is responsible for Seed Certification in Wisconsin.

WI Egg Producers Association

Scott Schneider, President
N6680 Hwy O
Marshall, WI 53559
920.648.8015

WI Farmers Union

Susan Beitlich, President
117 W Spring St
Chippewa Falls, WI 54729
715.723.5561, wfusueb@charter.net

Wisconsin Fresh Market, Vegetable Growers Assn

Anna Maenner, Administrative Secretary
211 Canal Rd.
Waterloo, WI 54594
920.478.3852, <http://www.wisconsinfreshproduce.org>
To strengthen the fresh market vegetable industry by promoting the consumption of Wisconsin grown vegetables.

WI Fur Breeders Association

Harry Erickson, President
W3331 US Hwy 10
Granton, WI 54436

WI Federation of Cooperatives

Bill Oemichen, President
131 W Wilson St #400
Madison, WI 53703
608.258.4400, bill.oemichen@wfcmac.coop

Wisconsin Ginseng Association

Randy Peterson, President
914 S 13th Ave
Wausau, WI 54401
715.842.5079

WI Grocers Association, Inc

Brandon Scholz, President
One South Pinckney, Suite 504
Madison, WI 53703
608.244.7150, bscholz@execpc.com

WI Hatcheries Association

Mark Wilke, President
PO Box 452
Beaver Dam, WI 53916
920.887.2122

Wisconsin Hay Association

James Vitort, President
4671 Hwy 10
Junction City, WI 54443
04/18/06

715.457.2265

Wisconsin Honey Producers Association

A.J.Howery, President
15006 Hwy 23 N.
Darlington, WI53530
608.776.2443, Lahowery@mhtc.net

American Honey Producers Association

Lyle Johnston
104 Cottonwood Lane
Rocky Ford, CO 81067
719.254.6321, <http://www.americanhoneyproducers.org>

Wisconsin Independent Businesses

122 W. Washington Ave., Suite 100
Madison, WI 53703
608.255.0373, <http://www.wibiz.org>

Wisconsin Maple Syrup Producers Association

Gretchen Grape, Executive Director
33186 County Hwy W
Holcombe, WI 54745
715.447.5758, gretchen_grape@yahoo.com
<http://www.wismaple.com>
We disseminate information to our members to maintain strong quality control and we stand ready to assist them.

Wisconsin Muck Farmers Association

PO Box 327
Antigo, WI 54409

Wisconsin Natural Foods Association, Inc.

Michael Hittner
6616 Cty I
Waunakee, WI 53597-9774

WI Nursery Association

Brian Swingle, Executive Director
12342 W Layton Ave
Greenfield, WI 53228-3347
414.529.4705, bswingle@toriphillips.com

Wisconsin Potato & Vegetable Growers Association

Andy Diercks, President
PO Box 327
Antigo, WI 54409
715.623.7683, <http://www.wisconsinpotatoes.com>
To assist our members to be successful through education, information, environmentally sound research, promotion, government action, and involvement.

Wisconsin Potato Growers Auxiliary

Carole Gagas, President
700 Fifth Ave
PO Box 327
Antigo, WI 54409
715.623.7683

Wisconsin Red Cherry Growers Association

David Schartner, President
6476 State Hwy 42
Egg Harbor, WI 54209

Resources For Wisconsin Businesses

920.743.8617, mstasiak@facstaff.wisc.edu,

Primary producers of Wisconsin red tart cherries. Membership includes orchard growers, processors, and area roadside markets producing cherry products for wholesale and/or retail sale.

Wisconsin State Cranberry Growers Association

Dan Brockman

P.O. Box 365

Wisconsin Rapids, WI 54495

715.423.2070, wiscran@wctc.net, <http://www.wiscran.org>

Help the cranberry industry in Wisconsin to prosper through grower information, environmental stewardship, sound governmental policies and effective public communications.

WI Seed Potato Improvement

Brian Bushman, President

2960 Neva Rd, PO Box 328

Antigo, WI 54409

715.623.7683

Wisconsin Sod Producers Association

Gina Holter, Executive Secretary

22920 Hanson Rd.

Union Grove, WI 53182

262.895.6829

Wisconsin Soybean Association

Robert Karls, Executive Director

2976 Triverton Pike Rd

Madison, WI 53711

608.274.7522, karls@chorus.net, <http://www.wisoybean.org>

Production, marketing, distribution, and utilization of soybeans and soybean products.

WI State Brewers Association

Marty Schriber, President

2700 S Shore Dr

Milwaukee, WI 53207

414.482.1214

WI State Cranberry Growers Association

Tom Lochner, Executive Director

PO Box 365

WI Rapids, WI 54495

715.423.2070

WI Tobacco Dealers & Growers

Wallace Olstad, President

552 Cty Hwy X

Edgerton, WI 53534

WI Turkey Federation

Steven Meier, President

1675 Observatory Dr #260

Madison, WI 53706

608.262.5157

WI Woodland Owners Association

Marvin Meier, President

PO Box 285

Stevens Point, WI 54481

715.355.9034, <http://www.wisconsinwodlands.org>

Wisconsin Winery Association

7600 Terrace Ave., Ste. 230

Middleton, WI 53562

608.831.1155, info@wiswine.com, <http://www.wiswine.com/>

Small Wisconsin wineries that are family owned and operated

Agriculture- Academic Assistance

Resources For Wisconsin Businesses

AgEcon Search: Research in Agricultural & Applied Economics (AgEcon Search)

Louise Letnes,
Waite Library, Department of Applied Economics,
University of Minnesota
lletnes@dept.agecon.umn.edu,
<http://agecon.lib.umn.edu/about.html>
AgEcon Search collects, indexes, and electronically distributes full text copies of scholarly research in the broadly defined field of agricultural economics including sub disciplines such as agribusiness, food supply, natural resource economics, environmental economics, policy issues, agricultural trade, and economic development.

Agriculture & Natural Resources

608.263.7320, <http://www.uwex.edu/ces/ag/>
Agriculture and Natural Resources programs are designed to help improve agricultural profitability and assure food quality. Site features ag publications, newsletters, calendars of events, and more.

Center for Food and Agricultural Business

Purdue University
Krannert Building, Room 781
403 W. State Street, W. Lafayette, IN 47907-2056
765.494.4247, akridge@purdue.edu,
<http://www.agecon.purdue.edu/cab/>
The Center for Food and Agricultural Business is an international resource within the Department of Agricultural Economics at Purdue University. The Center, established in 1986, develops and delivers state-of-the-art managerial development programs for professionals in food and agricultural business. Site features basic information on the center, its faculty, and educational opportunities.

College of Agricultural and Life Sciences (CALS)

140 Agricultural Hall
608.262.4930, eberle@cals.wisc.edu,
<http://www.cals.wisc.edu/>
CALS is the UW System's primary provider of original research in agriculture, natural resources, food and nutrition, fundamental biological sciences, rural development and social sciences. The site features links to CALS departments, including the Dairy Science Department, and selected publications.

Department of Agricultural and Applied Economics

University of Wisconsin-Madison
427 Lorch Street
Madison, WI 53706-1513
Pam Starr, Department Administrator
608.262.0312, starr@aae.wisc.edu,
<http://www.aae.wisc.edu/www/index.html>
Centers and programs associated with the department, research areas, publications and events. Centers include Center for Cooperatives, Center for Dairy Profitability, Center for Dairy Research, Food System Research Group, and the Dairy Marketing and Risk Management Program. Staff research papers are available, including the Rethinking Dairyland series, which examines aspects of the competitive environment facing Wisconsin dairy farmers and processors.

Department of Animal Science

101 Animal Science Building
Oklahoma State University
Stillwater, OK 74078
405.744.6062, wagner@okstate.edu,
<http://www.ansi.okstate.edu/>
The Breeds of Livestock resource on this site offers detailed descriptions of hundreds of different breeds, including the major dairy breeds of North America.

Food and Agricultural Policy Research Institute FAPRI

Iowa State University
578 Heady Hall
Ames, IA 50011-1070
515.294.7519, fapri@iastate.edu, <http://www.fapri.org/>
FAPRI provides economic analysis for policy makers, opinion leaders, and stakeholders in agriculture. FAPRI uses comprehensive data and computer modeling systems to analyze the economic interrelationships of agricultural production, food, and agribusiness industries. Publishes the Agricultural Outlook, which forecasts supply and utilization for a number of commodities, most notably cheese and other dairy products.

Northwest Wisconsin Manufacturing Outreach Center (NWMOC)

University of Wisconsin - Stout
278 Jarvis Hall
Menomonie, WI 54751-0790
Located on the University of Wisconsin-Stout campus, the NWMOC delivers an integrated manufacturing modernization service to small and medium sized manufacturers in Northwest Wisconsin.
715.232.2397 or 1.866.880.2262 <http://nwmoc.uwstout.edu/>

Program on Agricultural Technology Studies (PATS)

Nancy Carlisle
Program on Agricultural Technology Studies
University of Wisconsin - Madison
Henry Taylor Hall
427 Lorch Street, Room 202
Madison, WI 53706
Phone: 608.265.2908, nlcarlis@facstaff.wisc.edu,
<http://www.wisc.edu/pats/>
PATS conducts innovative research and outreach programs on the social and economic impacts of new agricultural technologies and public policies on family farming in Wisconsin, with the goal of ensuring that the future of Wisconsin includes a strong agricultural economy that is supportive of family farming, of the role of farm families in strengthening rural communities, and of land stewardship.

Resources For Wisconsin Businesses

Total Dairy Management

Mike Baker
Cornell University
130 Morrison Hall
Ithaca, NY 14853
607.255.5923, mjb28@cornell.edu,
<http://www.ansci.cornell.edu/dm/dm.html>

This program is designed for students, dairy farmers, agribusiness people and others who have a sincere interest in dairy farm management. Objectives are to gain further understanding of the integration and application of dairy farm management principles and programs with respect to progressive dairying and related industries. Available publications cover nutrition, herd health, genetics, business management, and more.

UW Center for Cooperatives

230 Taylor Hall, 427 Lorch St.
Madison, WI 53706
608.263.4775, danz-hale@ae.wisc.edu,
<http://www.wisc.edu/uwcc/>

A leading source for information and publications on cooperatives, the goals of the UW Center for Cooperatives include developing and implementing inter-disciplinary outreach and extension programs on cooperation, cooperative movements internationally and in partnership with the U.S. and international donor organizations and cooperatives, foreign government agencies and overseas organizations. Includes current news about cooperatives, a calendar of events, and full-text articles from several cooperative-related publications.

UW Center for Dairy Profitability

University of Wisconsin - Madison
1675 Observatory Drive
277 Animal Science Building
Madison, WI 53706
608.263.5665, Dairyprofit@calshp.cals.wisc.edu,
<http://cdp.wisc.edu>

The University of Wisconsin Center for Dairy Profitability develops, coordinates, and conducts effective interdisciplinary educational and applied research programs emphasizing business management, human resource management, production systems, finance and marketing systems that enhance dairy profitability.

UW-Cooperative Extension

Your first step to finding assistance.
Find a local county resource person to help you at:
<http://www.uwex.edu/ces/cty/>
UW-Extension extends the knowledge and resources of the University of Wisconsin to people where they live and work.

UW Dept of Entomology

Bryan Jensen, IPM Coordinator
1630 Linden Dr.
Madison, WI 53706
Pest Management Program
608.263.4073, bmjense1@facstaff.wisc.edu

UW Food System Research Group

University of Wisconsin - Madison
427 Lorch Street
221 Taylor Hall
Madison WI 53706
608.263.4176, stiebert@ae.wisc.edu,
<http://www.aae.wisc.edu/fsrgu>

The University of Wisconsin Food System Research Group's mission is to support and conduct research on emerging issues regarding the economic performance of U.S. and global food and agricultural markets.

UW-Madison, Extension Weed Scientist

Jerry Doll
1575 Linden Drive
Madison, WI 53706
Focuses on Perennial weeds
608.263.7437, jddoll@facstaff.wisc.edu

UW-Madison SBDC Business Answer Line

Provides information about opening and expanding a business to individuals throughout Wisconsin
800.940.7232, sdbcanswerline@bus.wisc.edu
<http://www.uwsbdc.org>

UW River Falls Food and Environmental Science

University of Wisconsin-River Falls
410 South 3rd Street
River Falls, WI 54022
Recipe and product development, cheese makers licensing course
715.425.3704, anfdsci@uwrf.edu

UW Soil & Plant Analysis Lab

Sherry Combs, Director
5711 Mineral Point Road
Madison, WI 53705
Responsible for administration of agricultural diagnostic services for State and UW System. Also responsible for research and extension programming on soil testing, soil fertility, plant nutrition and manure management
608.262.4364, smcombs@dfacstaff.wisc.edu

Wisconsin Center for Dairy Research (CDR)

1605 Linden Drive
Madison, Wisconsin 53706-1565
608.262.5970, jrbishop@cdr.wisc.edu, <http://cdr.wisc.edu>
Serve as a national leader in strategic research to improve the competitive position of the dairy industry by linking Center/University faculty, staff, students and the dairy/food industries in order to address key issues resulting in the transfer of technology and communication of information.
Objectives - Conduct applied research program:

- The functional properties of cheese and cheese products
- Improve the value and expand use of milkfat.
- Recover and/or modify nonfat solids, to enhance value.
- Developing technologies strengthening dairy food safety
- Provide marketing information and management
- Undertake R&D programs in traditional and novel areas.

Private Consultants

Resources For Wisconsin Businesses

AgStat

Jon Baldock
6394 Grandview Rd
Verona, WI 53593
Contract research, crop, statistical analysis
608.845.7993, agstat@aol.com

Adler-Weiner Research

Chicago
Focus Group Moderators
847.675.5011, <http://awres.com>, andi@awres.com

Ag Star Consulting

Jeff Peissig
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Baldwin, WI 54002
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American Small Farm Magazine

PO Box 1059
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Greenbook, MN Dept. of Agriculture Sustainable Agriculture Program

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Organic Broadcaster Newspaper

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Heartland Agdeavor Assoc.
Columbus, OH
614.249.8321

Jody Treter
Food For Thought
Leland, MI
231.326.5444

Michael Utter
Rural Community Innovations
Bozeman, MT
406.587.5779

Kitch Walker
Ripple Marketing
Bozeman, MT
406.585.8168

Mark Wall
Sage Advisors LLC
St. Louis, MO
314.727.7417

Kyle Wetzel
K. Wetzel & Company, Inc.
Lawrence, KS
785.838.3771

Ann Wilkinson, Ph.D.
Wilkinson Financial
Kansas City, MO
816.547.7438

Chris Williams
21st Century Producers, Inc.
Manhattan, KS
785.587.8798

William Zweigbaum
First Pioneer Farm Credit
Claverack, NY
518.851.3313

Federal and State Resources

Resources For Wisconsin Businesses

Federal Resources

Tax Publications or Small Business Resource Guide

This site contains tax forms, instructions, and other useful information for small Business. Go to <http://www.irs.gov> , select Businesses, then Forms and Publications

Exporting

US Foreign Commercial Service
Department of Commerce
414.297.3473, <http://www.commerce.state.wi.us>

Economic Data

US Department of Commerce
Bureau of Economic Analysis
202.606.9900, <http://www.bea.gov>

Census Data

US Department of Commerce
Customer Services Center
301.457.4100, <http://www.census.gov>

Importing

Department of Treasury
US Customs Service
414.571.2860, <http://www.ustreas.gov>

Wage and Hour Laws

US Department of Labor
Wage and Hour Division
608.264.5221, 414.297.3585, <http://www.dwd.state.wi.us>

Workplace Safety Regulations

OSHA Publications
US Department of Labor
608.264.5221, 414.297.3585, <http://www.dwd.state.wi.us>

Market Statistics

For data on consumer spending and demographics
Division of Industry Productivity Studies
Bureau of Labor Statistics
202.691.5624, <http://www.bls.gov>

Industry Forecasts

US Chamber of Commerce
International Division
202.463.5460, <http://www.uschamber.com>

Science and Technology References

Library of Congress
Science and Technology Division
202.707.5522, <http://www.loc.gov>

Immigration Law

800.375.5283

Procurement Information

Federal Government Contracts
SBA - 414.297.3941

State Resources

EX-IM Bank

Assistance for small business selling overseas
312.353.8081, <http://www.exim.gov>

State Bar of Wisconsin

Business Assistance Program
An opportunity to receive up to two hours of legal counseling from a business lawyer at no cost
608.250.6006, <http://www.wisbar.org>

Wisconsin Child Care Improvement Project (WCCIP)

Free technical assistance to persons interested in becoming licensed for day care services
Jane Whitacre 715.634.3905, <http://www.wccip.org>

Wisconsin Department of Financial Institutions (WDFI)

Corporate Registration Information System
Information on legal entities
608.261.7577, <http://www.wdfi.org>

Small Business Development Centers (SBDC)

Provides no-cost counseling to help businesses in four general categories: pre-venture, start-up, established and growth
608.263.7794, <http://www.wisconsinsbdc.org>

Wisconsin Innovations Service Center (WISC)

Specializes in new product feasibility and market expansion opportunities for small manufacturers and entrepreneurs
262.472.1365, <http://academics.uw.edu/business/innovate>

Service Corps of Retired Executives (SCORE)

Helps small businesses solve their operating problems at through one-on-one counseling no charge
<http://www.score.org>

Help Business Line

Department of Commerce
For basic resource/contact information
608.266.3447

Census/Demographics and Population Estimates

Demographics Services Center
608-266-1927, <http://www.wisstats.wisc.edu>
Applied Population Laboratory
608.262.1515

State Purchasing (Procurement)

Department of Administration
Bureau of Procurement
Information on state government purchasing
608.266.2605

Wisconsin Procurement Institute

756 N. Milwaukee St., Milwaukee, 53202
Assists companies in doing business with federal, state and local government agencies and prime contractors
414.270.3600, <http://www.wispro.org>

Resources For Wisconsin Businesses

Science and Technology References/Resources

Wisconsin Tech Search
Access to published scientific, technical, marketing information, patents and trademarks, standards and specifications
608.262.5913, <http://www.wisc.edu/techsearch>

Job Service

Department of Workforce Development
608.266.0327, 888.258.9966

Tourism Information

Wisconsin Department of Tourism
608.266.2147, <http://www.travelwisconsin.com>

Corporation/Tradenname/Trademark Registration

Department of Financial Institutions
For information on the incorporation of a business, registration of a business name or limited partnership, and information on the process and records of business collateral
608.261.7577, <http://www.wdfi.org>

Franchise and Securities Registrations

Department of Financial Institutions
Franchise and securities offerings in the state
608.266.1064, <http://www.wdfi.org>

Wage and Hour Laws

Department of Workforce Development
Rules on minimum wage, overtime pay, child labor laws, compensatory time and wage payments
608.266.6860, <http://www.dwd.state.wi.us>

State Tax Information

Department of Revenue, Compliance Bureau
Sales Tax/Sellers Permit, Consumer Use Tax Permit, Withholding Tax ID Number, Excise Compliance, and Wisconsin tax forms
608.266.2772, 414.227.4000, <http://www.dor.state.wi.us>

Workplace/Safety Regulations

Department Of Commerce
Requires all employers to inform workers about toxic substances, infectious agents and pesticides in the workplace
608.266.2780, <http://www.commerce.state.wi.us>

Occupational Safety and Health Administration

Requires a workplace free from safety and health hazards
920.734.4521, 715.832.9019, 608.441.5388, 414.297.3315
<http://www.osha.gov>

Environmental Regulations

Department of Natural Resources
Information on water, air, or water regulations
608.264.6266, <http://www.dnr.state.wi.us>

Building Permits and Zoning Codes

Department of Commerce
Division of Safety and Buildings
608.266.3151, <http://www.commerce.state.wi.us>

Motor Vehicle Licensing

Department of Transportation
Division of Motor Vehicles
608.266.1466, <http://www.dot.state.wi.us>

Economic and Business Development

UW-Extension
Cooperative Extension
<http://www1.uwex.edu>

Technology Transfer Institute

UW-Stout
Center for Innovation & Development, Stout Advanced Manufacturing Assistance, Packaging Research & Development Center
715.232.5266, 866.880.2262, <http://stti.uwstout.edu>

Wisconsin Utility Services Contacts

Alliant Energy 800.937.0177, <http://www.midwestsites.com>
Dairyland Power Craig Harmes,
608.787.1310, <http://www.dairynet.com>
Madison Gas & Electric (MG&E) Phyllis Wilhelm,
608.252.5647,
<http://www.madison.com/communities/mge/index.php>
Wisconsin Public Service Corporation – Green Bay Ted Penn
920.433.1627, <http://www.wisconsinpublicservice.com>
Xcel Energy Vern Kenas,
715.839.2570, 800.895.4999 <http://www.xcelenergy.com>

Regional Planning Commissions

See map on Web site for contacts,
<http://www.commerce.state.wi.us/MT/MT-RPC-map.html>

Business Start/Plan Resources

Resources For Wisconsin Businesses

Publications:

- **Life Sciences Technology Transfer and Commercialization: A New Frontier in Entrepreneurship**
<http://www.kauffman.org/pages/406.cfm>
- **Entrepreneur's Search Engine**
The Kauffman Foundation
<http://www.entreworld.org/Channel/SYB.cfm>
- **Small Business Administration – Start Up Guide**
http://www.sba.gov/starting_business/startup/guide.html
- **Small Business Administration Library**
Over 200 free publications
<http://www.sba.gov/library/pubs.html>

Business Wizard:

- Helps entrepreneurs identify the necessary permits, licenses and registration requirements
<http://www.wisconsin.gov/state/app/wizard/LoadIntro>

Business Plan:

- **Building a Strong Business Plan Section by Section**
http://www.inc.com/guides/start_biz/20660.html
- **Business Resource Finder and Sample Plans**
<http://www.bizplanuk.biz/>
- **Business Plan Software** Free Guides, Templates
<http://www.planware.org/>
- **Interactive Business Planner**
http://www.cbsc.org/ibp/doc/intro_bp.cfm
- **Business Plan Assistance** from Business.com
http://www.business.com/popular/business_plan_assistance
- **Center for Business Planning** Software, Sample Plans and Strategy
<http://www.businessplan.org>
- **Short Course in Business Plan Writing** includes high tech
http://www.users.cloud9.net/~kvivian/html/business_plans.html
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- **Entrepreneur Magazine Business Plan Assistance**
http://www.entrepreneur.com/Your_Business/YB_No/0,4507,109,00.html
- **Biotechnology Business Development**
http://biotech.about.com/library/weekly/aa_managing_biotechnology.htm
- **Agricultural Innovation & Commercialization Center** A self-assessment tool will guide you, page-by-page, through the business planning process by asking simple questions, then compiling the answers into a business plan
<http://www.emba-agbus.purdue.edu/planner/>

Choosing a Business Structure

- **Primer on Selection of a Business Entity**
<http://www.wdfi.org/resources/indexed/site/corporations/primerselectionbusentity.pdf>
- **Available Types of Business Entities** (WI Dept. of Financial Institution document)
http://www.wdfi.org/resources/indexed/site/corporations/types_bus_entities.pdf
- **Creating a Limited Liability Corporation Online in WI**
http://www.wdfi.org/corporations/whats_llc.htm
- **Small Business Legal Structures from NOLO – Law For All**
<http://nolo.com/>
- **Registering Your Business in Wisconsin – See WDFI**

Resources For Wisconsin Businesses

Business Incubators

Business incubators are facilities that provide small businesses with affordable space, and shared support and business development services. Most have an entry and “tenant graduation” policy. Most increase rent over time.

Virtual Business Incubator

For a complete list of all incubators in WI and other useful business information, see:

[http://virtualincubate.com/cgi/vbi.cgi?\"home](http://virtualincubate.com/cgi/vbi.cgi?\)

The Faraday Center

2800 South Fish Hatchery Road
Fitchburg, WI 53711

Preference for tenants with science, research or high-technology orientation
608.277.2606

Genesis Enterprise Center

313 W. Beltline
Madison, WI

Start-up and expanding small businesses
608.327.8000, <http://www.gecmadison.com>

Laboratory Associated Business, Ltd.

1202 Ann St.
Madison, WI 53713

Preference for high-technology or technology-based firms, especially biotechnology
608.251.1501

MGE Enterprise Center

100 S. Baldwin St. Fish Hatchery Road
Madison, WI 53703

Preference for tenants with science, research or high-technology orientation
608.256.6565, <http://www.cwd.org>

Madison Incubator for Technology Development

3802 Packers Ave.
Madison, WI 53704

Preference for technology and biotechnology-focused firms, or companies that support tenant firms.
608.277.2606

MainStreet Industries

931 E. Main St.
Madison, WI

Preference for high tech and light industrial businesses
608.286.6246, <http://www.cwd.org>

T.E.C. Incubator Center

3591 Anderson St., Suite 100
Madison, WI 53704

Preference for technology and biotechnology-focused firms
608.243.4478

Urban Tech Catalyst at Network 222

222 W. Washington Ave.
Madison, WI 53703

Product or service related to high-technology. In seed- or early-stage development.
608.255.5060, <http://www.urbantechcatalyst.com>