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](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:

Carl Rainey
608-224-5139
[carl.rainey@datcp.state.wi.us](mailto:carl.rainey@datcp.state.wi.us)

or write him at:
DATCP
PO Box 8911
Madison, WI 53708-8911

**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 for 2005-2006*. 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 [http://www.sba.gov/advo/research/sbl_06study.pdf](http://www.sba.gov/advo/research/sbl_06study.pdf)

*Published in February 2008*

*Note: For a complete list of county/city banks: [http://locallender.info/banks/wisconsin-banks/](http://locallender.info/banks/wisconsin-banks/)*

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<th>Rank</th>
<th>Bank</th>
<th>Location</th>
<th>Phone</th>
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<td>1</td>
<td>Northern State Bank</td>
<td>Ashland</td>
<td>715.682.2772</td>
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<tr>
<td>2</td>
<td>First National Bank</td>
<td>Manitowoc</td>
<td>920.684.6611</td>
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<td>3</td>
<td>Shell Lake State Bank</td>
<td>Shell Lake</td>
<td>715.468.7858</td>
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<td>3</td>
<td>Laona State Bank</td>
<td>Laona</td>
<td>877.909.2911</td>
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<td>3</td>
<td>Peshtigo National Bank</td>
<td>Peshtigo</td>
<td>888.550.4512</td>
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<td>3</td>
<td>Peoples State Bank</td>
<td>Bloomer</td>
<td>715.568.1100</td>
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<td>3</td>
<td>Oak Bank</td>
<td>Fitchburg</td>
<td>608.441.6000</td>
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<td>3</td>
<td>Community Bank of Cameron</td>
<td>Cameron</td>
<td>715.458.2513</td>
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<tr>
<td>4</td>
<td>First National Bank of Park Falls</td>
<td>Park Falls</td>
<td>714.762.2411</td>
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<td>4</td>
<td>Farmers Exchange Bank</td>
<td>Neshkoro</td>
<td>920.293.4319</td>
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<td>4</td>
<td>Brill State Bank</td>
<td>Rice Lake</td>
<td>715.234.5665</td>
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<tr>
<td>4</td>
<td>State Bank of Gilman</td>
<td>Gilman</td>
<td>800.715.2265</td>
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<td>4</td>
<td>River Falls State Bank</td>
<td>River Falls</td>
<td>715.425.6782</td>
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Debt and Equity Capital

Capital entities included:

- Wisconsin Housing and Economic Development Authority (WHEDA)
- WI Dept of Commerce
- Small Business Administration (SBA)
- National Sheep Industry Improvement Center
- U.S. Department of Energy (DOE)
- Whole Foods Market
- Farm Service Agency (FSA)
- Commercial Finance Companies
- Board of Commissioners of Public Lands (BCPL)
- Wisconsin Rural Water Association
- Count-Me-In
- Wisconsin Department of Natural Resources (DNR)
- Wisconsin Department of Transportation (DOT)
- Rural Development (USDA)
- Isidore Community Development Loan Fund
- Impact Seven
- Wisconsin Women’s Business Initiative Corporation (WWBIC)
- Local Communities/Counties
- Madison Development Corporation
- Momentum Advantage Partners, LLC
- Sierra Capital Services
- Venture Capital/Private Equity
- Angel Investors
Credit Relief Outreach Program (CROP) Guarantee:
Purpose: Provides guarantees on agricultural production loans. Fund expenses related to production
Amounts: $2,000 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: < $40,000 is $300, > $40,000 is $500
Misc: 40% Debt-to-Asset, Unable to obtain conventional financing, no prior WHEDA default, and child support current
1.800.334.6873, http://www.wheda.com

Small Business Guarantee:
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.
Amounts: 80% or $200,000 for assets or inventory. 80% or $80,000 on loans up to $250,000 for working capital.
Fees: 1.5% up to $150,000 or 2.5% > $150,000. Annual .25%
Misc: Will retain or create jobs. Unable to obtain conventional financing at reasonable terms.
1.800.334.6873, http://www.wheda.com

Farm Asset Reinvestment Management (FARM) Guarantee:
Purpose: To expand or modernize existing farm operation
Amounts: Minimum loan $10,000
• Maximum guarantee is the lesser of:
  1. 25% of the FARM loan; or
  2. the farmer's net worth, including assets and liabilities incurred with the FARM loan; or
  3. $200,000*
Terms: Interest rate set by lender-approved by WHEDA, 10 years for land/buildings, 5 years for other and improvements
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.
1.800.334.6873, http://www.wheda.com

Linked Deposit Loan (LiDL) Subsidy:
Purpose: Provides an interest rate subsidy on lender financing to women or minorities business. To purchase/improve land/buildings, improvements, machinery and equip
Amounts: Minimum $10,000 and maximum $99,000
Terms: Prime minus 1% for 2 years
Fees: $100
Misc: Less than $500,000 in sales, equals or greater than 50% owned/controlled by a woman or ethnic minority, <25 FTE
1.800.334.6873, http://www.wheda.com

Agribusiness Guarantee:
Purpose: To start or expand production of products using Wisconsin's raw agricultural commodities. Equipment, land, buildings, working capital, inventory, refinancing and marketing
Amounts: 80% of Loans or $600,000
Fees: 1.5% up to $150,000 or 2.5% > $150,000. Annual .25%
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
1.800.334.6873, http://www.wheda.com

Contractors Loan Guarantee (CLG):
Purpose: To help existing contractors obtain new loans or lines of credit. Employee salaries, wages and benefits inventory, supplies and specific equipment needed
Amounts: 80% of loan or $200,000
Fees: 1.5% up to $150,000 or 2.5% > $150,000. Annual .25%
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
1.800.334.6873, http://www.wheda.com

Neighborhood Business Revitalization Guarantee
Purpose: To bring or expand business, or develop or rehabilitate commercial real estate in an urban area.
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%
Fees: 2.5% of guarantee. Servicing fee of 0.25% due annually
Misc: Population > 35,000. For permanent and revolving working capital.
1.800.334.6873, http://www.wheda.com

Credit Relief Outreach Program (CROP) Guarantee:
Purpose: Provides guarantees on agricultural production loans. Fund expenses related to production
Amounts: $2,000 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: < $40,000 is $300, > $40,000 is $500
Misc: 40% Debt-to-Asset, Unable to obtain conventional financing, no prior WHEDA default, and child support current
1.800.334.6873, http://www.wheda.com
Economic Impact Loan (EIL) Program and Economic Diversification Program (EDL) programs:
Purpose: To help Wisconsin businesses that have been negatively impacted by Gaming. For fixed asset financing: land, construction, remodeling, furniture & fixtures, and equipment. Amounts: 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. http://commerce.wi.gov/BD/BD-FAX-0823.html Contact your Area Development Manager, http://commerce.wi.gov/BD/BD-FAX-0901.html

Industrial Revenue Bond Programs (IRB):
Purpose: IRBs may be used to finance the entire project: land, construction, equipment, and costs of issuing bonds. Amounts: Up to $10 million per company. Terms: negotiable, fixed or variable rates and tend to be below market rates. 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. Steven Sabatke 608.267.0762, http://commerce.wi.gov/BD/BD-IRB.html

Rural Economic Development (RED) Program:
Purpose: To provide working capital or fixed asset financing for small rural businesses. Amounts: Up to 50% of eligible costs-or $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 and Area Development Manager, http://commerce.wi.gov/BD/BD-FAX-0822.html

Minority Business Development (MBD) Loan Program:
Purpose: Provides low interest loans to assist minority-owned companies. Used for land, construction, equipment, acquisition, working capital. Amounts: 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 608.267.9550, MBD@commerce.state.wi.us http://commerce.wi.gov/BD/BD-FAX-0807.html

The Technology Venture Loan:
Purpose: 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/BD-FAX-0901.html

Technology Development Loan (TDL) Program:
Purpose: To provide low interest loan to assist the business in bringing the new technology to commercialization. For land, buildings, equipment, working capital, and new construction. Amounts: Provides gap financing. Terms: Fixed (typically 4%) Misc: Actual amount of participation is dependent upon commercial potential, economic impact, business viability, fund availability, collateral position available, amount of private funds leveraged http://commerce.wi.gov/BD/BD-TechDevLoanFund.html Contact: Local your Area Development Manager http://commerce.wi.gov/BD/BD-FAX-0901.html

Milk Volume Production (MVP):
Purpose: To assist dairy producers increase milk production. For the purchase of dairy cattle. Amounts: Max $500 per additional cow, award level is 40 to 400 cows. Terms: 4%, 1st year payments deferred, 2nd year interest only payments, years 3 –7 principal and interest repaid Irv Possin 608.266.7370, http://www.commerce.state.wi.us/BD/BD-AG-MilkVolumeProduction.html

Major Economic Development (MED) Program:
Purpose: Provides low interest loans to assist businesses expand or relocate to WI. Funds used for land, construction, equipment, acquisition, working capital. 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: 12 year term amortized over 20 years, Equipment: 5-10, Capital: 5-7 Misc: Refinancing is not an eligible activity. http://commerce.wi.gov/BD/BD-FAX-0801.html Contact: Local Area Development Manager http://commerce.wi.gov/BD/BD-FAX-0901.html
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 $1.5 million. Guaranty is 75%.
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: 2% to $150,000, 3% $150,000 to $700,000, 3.5% $750,000-$1M, 3.75% >$1M.
Misc: 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.
608.441.5261, [http://www.sba.gov/services/financialassistance/7alenderprograms/index.html](http://www.sba.gov/services/financialassistance/7alenderprograms/index.html)

Patriot Express:
Loan Purpose: Proceeds may be used for most business purposes; see for 7(a) loans.
Loan Amounts: To $500,000 and unsecured loans up to $25,000.
Terms: 2.25 percent over Prime for loans of less than 7 years and 2.75 percent over Prime for loans greater than 7 years; lenders may charge 1 percent more for loans of $50,000 or less and 2 percent more for loans of $25,000 or less.
Misc: 51 percent or more owned/controlled by: Veteran, Active Duty Military, Reservist and National Guard, and Current spouse of above or spouse of service member or veteran who died of a service-connected disability.
[http://www.sba.gov/services/financialassistance/7alenderprograms/pe/index.html](http://www.sba.gov/services/financialassistance/7alenderprograms/pe/index.html)

Pollution Control:
Purpose: to provide financing to eligible small businesses for the planning, design, or installation of a pollution control facility. This facility must prevent, reduce, abate, or control any form of pollution, including recycling.
Terms: See 7a

Micro-Loans:
Purpose: Start-up, newly established, or growing small business.
Loan Amounts: Up to $35,000.
Terms: 6 years with rates generally between 8 and 13%.
Misc: To find one of WI micro-lenders, see:

Export Working Capital Program:
Purpose: To provide short-term working capital to exporters.
Loan Amounts up to $1.5 million or 90 percent of a loan amount, whichever is less.

Export Express:
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: may not exceed SBA rates, see 7a
Fees: see 7a

Disaster Loans:
Purpose: for permanent rebuilding and replacement of uninsured or underinsured disaster- damaged business/privately-owned real and/or personal property.
Loan Amounts: up to $1.5M for businesses, to $40K (personal property) and homeowners up to $200K (repair home), 4 - 8%.
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.
608.441.5261 or 1-800-659-2955,

504 Certified Development Company:
Purpose: Purchase fixed asset: i.e. land, improvements, buildings, construction, machinery, equipment, fixtures.
Loan Amounts: Max $1.5 million. Up to 40% of the project cost, Create or retain 1 job for every $50,000.
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: Size limit-$7.5mil (net worth) $2.5 mil (net income)
608.441.5261 or 414.297.3941,

DELTA Defense Loan and Technical Assistance Program:
Purpose: Designed to help eligible small business contractors to transition from defense to civilian markets.
Misc: must derive at least 25% of its revenues from DoD or defense-related DOE contracts or subcontracts in support of defense prime contracts in any one of five prior operating years.
CAPlines Loan Program:
Purpose: To meet short-term and cyclical working-capital needs.
The 5 short-term programs:
  • Seasonal Line
  • Contract Line
  • Builders Line
  • Standard Asset-Based Line
  • Small Asset-Based Line
Loan Amounts: Maximum exposure is $1.5 million. Small Asset-base maximum is $200,000
Terms/Fees: Same as 7(a), for up to 5 years.
http://www.sba.gov/services/financialassistance/SpecialPurposeLoans/caplines/index.html

Defense Loan and Technical Assistance Program:
Purpose: Designed to help eligible small business contractors to transition from defense to civilian markets.
http://www.sba.gov/services/financialassistance/SpecialPurposeLoans/military/index.html

Employee Trusts
To provide financial assistance to Employee Stock Ownership Plans.
Loan Amounts: maximum loan amount of $2 million
http://www.sba.gov/services/financialassistance/SpecialPurposeLoans/trusts/index.html

CAIP
U.S. Community Adjustment And Investment Program:
Purpose: Assist U.S. companies that have been negatively affected by NAFTA.
http://www.sba.gov/services/financialassistance/SpecialPurposeLoans/caip/index.html

Loan Guarantee Program
To encourage early commercial use in the United States of new or significantly improved technologies in energy projects.
In the first round, the Department will evaluate loan guarantee pre-applications for projects that employ technologies in the following areas:

1. Biomass
2. Hydrogen
3. Solar
4. Wind and Hydropower
5. Advanced Fossil Energy Coal
6. Carbon Sequestration practices and technologies
7. Electricity Delivery and Energy Reliability
8. Alternative Fuel Vehicles
9. Industry Energy Efficiency Projects
10. Pollution Control Equipment

Director
DOE Loan Guarantee Program Office
1000 Independence Avenue, S.W.
Washington, D.C. 20585-0121
Pre-applications are available through http://e-center.doe.gov/iips/faopor.nsf/a62beb2f6e6159ac852566c0075270a/d230e80d10f4aad4852571e50048a1749?OpenDocument

Local Producer Loan Program:
Work with local producers to expand the availability of quality, local, differentiated products for our customers. Strengthen the partnership between Whole Foods Market and local producers.
Terms: between $1,000 and $100,000, not greater than 80% of total project cost, Interest rate based on Prime Rate with current range of 5% to 9%, fixed or variable with annual re-sets, term and repayment of loan tied to life of asset financed.
Contact: Whole Foods Markets Regional representative or 512.542.0895, lplp@wholefoods.com,
Guaranteed Farm Ownership:
Purpose: Purchase land, buildings or improvements, soil and water conservation, debt refinance, closing costs
Amounts: Max $949,000 adjusted annually for inflation
Terms: Rate < lenders’ average customers, 40 year maximum
Fees: 1% of guaranteed amount paid by lender
To find an office: [link]

Direct Farm Operating:
Loan Purpose: Purchase livestock, equipment, supplies, limited debt refinancing, annual operating expenses, loan closing costs
Loan Amounts: Max $200,000
Terms: Interest varies based on agency borrowing cost 4.375%, temporary limited resource interest rates are available for those unable to repay at regular rates, 1 to 7 years
Fees: 1% of guaranteed amount paid by lender
To find an office: [link]

Direct Farm Ownership:
Purpose: Purchase land, buildings or improvements, soil and water conservation, closing costs
Amounts: Max $200,000
Terms: Interest varies, 5.125% if 50% of loan amount provided by other lender, 40 year maximum term.
608.662.4422, [link]

Downpayment Farm Ownership Loans for Beginning Farmers:
Purpose: Purchase farm or ranch.
Amounts: Lesser of 40% of purchase or appraised value. The purchase price/appraised value may not exceed $250,000.
Terms: 4%, 15 Years
Misc: Junior lien to participating lender, 608.662.4422, [link]

Beginning Farmer and Rancher Loans:
Purpose: For beginning farmers and ranchers unable to obtain financing from commercial credit sources
Amounts: Direct loan $200,000, Guaranteed $949,000
Misc: For an individual who (1) has operated on a farm for more than 3 years, but not more than 10 years; (2) does not own a farm greater than 30% of the average size farm in the county.
608.662.4422, [link]

Guaranteed Farm Operating Loan Program:
Purpose: To purchase livestock, equipment, feed, seed, fuel, chemicals, insurance, and other operating expenses.
Amounts: Max $949,000 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
To find an office: [link]

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, collateral normally consists of crops for sale, livestock, equipment, and other items purchased. May buy livestock, equipment, supplies, and pay operating expenses for the project. 608.662.4422, [link]

Loans for Socially Disadvantaged Persons:
Loan Purpose: To buy or enlarge farm/ranch, erect or improve buildings or operate farms and ranches. Some refinancing available.
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. 608.662.4422, [link]
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
- Corporate Financial Solutions - http://www.cfgroup.net/
- Wells Fargo - http://www.wellsfargo.com/

A nationwide micro-lender for women-owned businesses. Loans from $500 to $10,000 to women who are starting or growing their businesses. Your first loan must be $5,000 or less. Each time you repay a loan in full, you are eligible to borrow again. http://www.count-me-in.org

Clean Water Fund Program (CWFP)
For local governments to modify municipal wastewater systems and to construct urban storm water best management practices
Terms: a subsidized interest rate of either 55%, 65%, or 70% of the EIF market interest rate
Bob Ramharter 608.266.3915
http://www.dnr.wi.gov/org/caer/cfa/EL/Section/clean.html

Safe Drinking Water Loan Program (SDWLP)
To public water systems to build, upgrade, or replace water supply infrastructure to protect public health and address federal and state safe drinking water requirements
For local governments with population < 10,000 to construct/modify public water system
Deb Olson 608.266.5889, debra.olson@wisconsin.gov
http://www.dnr.wi.gov/org/caer/cfa/EL/Section/drinkingwater.html

Small Loan Program
Provides municipalities a more streamlined, less costly approach to financing wastewater treatment or storm water projects that have total estimated project costs of $1,000,000 or less
Dave Calhoon 608.264.8844, david.calhoon@dnr.state.wi.us
http://www.dnr.wi.gov/org/caer/cfa/EL/Section/small.html

Freight Railroad Infrastructure Improvement Program (FRIIP)
To private industries, railroads, and local governments to improve rail infrastructure and to construct new rail-served facilities. The overall goal is to boost economic development and jobs, and increase the use of rail service.
Funding Level: $8.5 million for the biennium
Terms: low interest or no-interest
Frank Huntington 608.267.3710,
Resources For Wisconsin Businesses

**Business and Industry Guaranteed Loan:**
Purpose: To purchase of land, equipment, buildings, working capital, aquaculture, commercial nurseries, tourist and recreation facilities, hotels, motels, community facility projects, housing development sites, apartment buildings and the purchase of stock in a cooperative where commodities are being produced by the members for processing by the cooperative.
Amounts: Maximum guarantee is generally 80% for loans up to $5 m, 70% for $5-10 m, and 60% for $10-25 m
Terms: 20 years for real estate, 7-10 years for machinery and equipment, and 5-7 years for working capital.
Misc: Must be located in an area with population < 50,000.
Jeff Hudson at 715.345.7610 ext.132, jeff.hudson@wi.usda.gov, http://www.rurdev.usda.gov/wi/programs/rbs/biguartd.htm

**Water and Waste Disposal Loan and Grant:**
Public bodies, Indian Tribes, cooperatives, or other non-profit organizations. Funding for community water, sewer, storm sewer and solid waste systems.
Amounts: 100% of project,
Terms: Dependant on the median household income of the borrower. The lowest current interest rate is 4.25%.
Loan term is up to 40 years.
Misc: Service area must be under 10,000 in population. Grants may be available if the median household income of the borrower is at or below $46,632
Contact Business & Community Programs 715.345.7610, rd.bcp.so@wi.usda.gov, http://www.rurdev.usda.gov/wi/programs/rus/wwdispos.htm

**Isidore Community Development Loan Fund**
Purpose: Small loans to farm families and rural businesses. Funds can be used as capital to start or expand small or farm-related businesses in rural areas of Wisconsin. Priority is given to those enterprises that produce goods and services needed by the local community.
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. Nancy Ross, 715.343.7136, NancyRoss@vbi.biz

**Microloan Program:**
Purpose: Working capital, equipment, inventory, supplies, furniture and fixtures. Real estate purchase is not allowed.
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.
Almena 715.357.3334, http://www.impactseven.org

**Greater Wisconsin Fund:**
Purpose: Designed to assist growing companies to start-up or expand in Wisconsin communities. Typical clients are small- to mid-sized manufacturing firms, while high-tech firms are a priority. Used for land and building purchase or improvement, working capital, inventory, supplies, machinery and equipment.
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.
Almena 715.357.3334, http://www.impactseven.org

**Venture Capital Fund:**
Purpose: Venture Capital available for businesses that have high growth potential and will consider sharing equity.
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: This fund can be also be used for debt financing or a combination of debt and equity when appropriate. Due to the higher risk involved, 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.
Almena 715.357.3334, http://www.impactseven.org

**SBA 504 Program:**
See SBA 504 for details. A long-term, fixed-rate guaranteed-loan program for large fixed asset projects. Interest on the SBA-guaranteed debenture is fixed at near long-term U.S. Treasury bond rates. Can be used for plant construction, conversion, expansion, renovation or restoration, the purchase of land and the purchase of machinery and equipment. Job creation is important. The proceeds cannot be used to finance working capital or for debt refinancing (with certain exceptions).
Almena 715.357.3334, http://www.impactseven.org
Microloan Program:
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.
Amounts: Up to $100,000. Businesses located within the city of Milwaukee may qualify for larger loans.
Terms: The interest rate is 9% - 12%. Rates in some geographic locations may be lower. From 12 months to 6 years.
Fees: A non-refundable $50 or greater charge for 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.

West Allis Small Business Development Program:
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.
Amounts: Up to $25,000

ADVOCAP Business Development Loan Fund:
Purpose: Provide low-income people funding to start a business. Used for working capital, inventory, and equipment
Amounts: $2,000 to $15,000

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

Business Loan Program:
Purpose: Up to $200,000 for growing or start-up businesses that cannot 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.

Momentum Advantage Partners, LLC
Purpose: For commercial solutions to environmental problems. One priority concern: renewable energy
Amounts: $2M - $25M
Terms: Repayment matches project cash flows

Sierra Capital Services
Specialists in Distributed Generation Financing
Purpose: For commercial, not-for-profit and government enterprises both large and small, financing solutions for cogeneration, biomass, solar, wind and geothermal systems
775-852-8826, solutions@sierracapitalservices.com, http://www.sierracapitalservices.com
Resources For Wisconsin Businesses

Venture Capital/Private Equity

**National Venture Capital Association (NVCA):**
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.
703.524.2549,  http://www.nvca.org

**Peak Ridge Capital Group**
Avolte Venture Partners, Midwest LP
While life sciences and information technology are the underlying focuses, all unique opportunities will be reviewed.
Typical initial investments range from $1 million to $3 million.
3591 Anderson Street, Suite 211B
Madison, Wisconsin 53704

**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
http://www.commerce.state.wi.us/MT/MT-FAX-0811.html

**CleanTech Partners’**
Investing money and business resources in:
- Debt and equity financing, grant-writing, business mentoring and intellectual property advice.
- To implement new energy efficient technologies that can lower their operating costs.
Providing up to $350,000 per client. Capital provided in the form of loans or equity. Assistance can take a number of forms:
  - Equity investment
  - Convertible loan
  - Bridge loan
  - Unsecured loan or Secured loan
  - Matching funds for grants
8309 Greenway Boulevard, Suite 220
Middleton, Wisconsin 53562
608.203.0110, info@cleantechpartners.org,
http://www.cleantechpartners.org/financing.php

**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.
601 Union, Two Union Square, Suite 3200
Seattle, WA 98101 206.621.0055,  
http://www.fraziertechnology.com

**Lakeview Equity Partners**
Invests in middle-market businesses based in Wisconsin and the Midwest. The fund will provide either equity or mezzanine financing for firms valued at between $5 m and $50 m. Each investment will be between $1 m and $5 m
700 N. Water Street, Suite 630
Milwaukee, WI 53202
414.732.2040, info@lakeviewequity.com,  
http://www.lakeviewequity.com

**Mason Wells**
Invest in early-stage companies in the biomedical industry, with a geographic preference for the Midwestern United States. We have a preference for investing in the biotechnology, pharmaceuticals, medical devices and biomedical information technology sectors
411 East Wisconsin Avenue, Suite 1280,
Milwaukee, WI 53202
414-727-6400, ventures@masonwells.com,
http://www.masonwells.com/

**Platinum Venture Group, Inc.**
Target investments are in traditional economy or niche manufacturing, technology, distribution, business-to-business services and business-to-consumer. A private equity investment firm established to acquire, operate and grow small to lower middle market companies. Its focuses on the small market (primarily between $1 million to $10 million in revenue).
http://www.platinumventuregroup.com

**Baird Venture Partners/Capital Partners**
Typically invests up to $8 million in Early-to-growth stage, U.S.-based companies with an established or innovative business model that can support rapid, scalable growth.
777 East Wisconsin Avenue
P.O. Box 0672
Milwaukee, WI 53201-0672
800.792.2473, http://www.rwbaird.com

**Venture Investors**
Manager of seed and early-stage venture capital funds primarily serving Wisconsin and the Midwest. 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 $7.5 million over time.
University Research Park
505 S Rosa Road Suite 201
Madison, WI 53719
Angel Investors

The Angel Capital Electronic Network (ACE-Net):  
Internet linking "accredited" investors to "qualified" entrepreneurs.  
http://www.ace-net.org

Angel Capital Resource Center:  
A DFI sponsored portal by providing entrepreneurs and angel investors a "yellow pages" directory of resources.  
608.261.9555  
http://www.wisconsinangelcapital.org/

Appletree Capital Ltd.:  
Focused on early stage, expansion, and buy-out/ins in: consumer products, foods, financial services, communications, healthcare products & services, and life sciences.  
Francis P. Manzo III  
847.441.1822, mailto:info@appletreecapital.com

Badger AgVest, LLC:  
To support and assistance to early-stage, high-growth potential companies that add value to WI agriculture sector.  

Capvest Venture Fund:  
Industry sectors include niche manufacturing, distribution, healthcare, business services, or enabling technology with revenues greater than $5 million.  
Range is $250,000 - $1.2 million.  
Christopher Zuzick  
414.719.4304, chrisz@spirellc.net

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

Chippewa Valley Angel Investors Network:  
Serving Chippewa, Dunn, and Eau Claire counties.  
Financing for early stage and start-up entrepreneurial ventures.  

Continuum Investment L.P.:  
A Middleton based investment organization.  
Athena Bayne  
athena@continuumip.com, 608.821.1100.

Daycholah Capital LLC:  
A financial advisory and investment management firm focused on the Cleantech/Renewable Resources industry sector.  
Mark Worley at 847.295.5900, mark@daycholahcapital.com

DaneVest:  
For early stage growth businesses with special technology and other advantages in the life science, information technology, and consumer goods/service industries that are primarily based in WI.  
DaneVest 608.661.1000, techfund@danevesttechfund.com

The Golden Angels:  
Interested in supporting new venture development by Marquette University alumni, students, faculty, and friends.  

Investors' Circle:  
Commercial solutions to social and environmental problems.  

IQ Corridor Angel Network:  
Focus on investments leading to development of high-wage jobs in the Waukesha, WI area.  
Bill Mitchell, 262.695.7900

Marshfield Investment Partners, LLC:  
Equity commitments in early-stage, high growth potential companies in the greater Marshfield region and WI.  
715.849.5510 Ext. 306 James Hanke,  

New Capital Fund:  
Predominantly life sciences, information technology, agriculture, and manufacturing sectors.  
920-731-5777 Charlie Goft,  
http://www.newcapitalfund.com/

Origin Investment Group, LLC:  
To invest in high-potential businesses that seeks equity funding for growth and expansion.  
608.785.8782 Jan Gallagher

Pennies From Heaven:  
Focuses on manufacturing technology, information technology, and medical technology in the Racine / Kenosha / Metro Milwaukee area.  
262.657.6000 David Barnes,  
dbarnes@vonbriesen.com

Phenomenelle Angels:  
Women’s fund invests in women and minority owned or managed businesses in Wisconsin and the Midwest.  
608.441.8315, Dedee Wojtal, dedee@charter.net,  
http://www.phenomenelleangels.com/

Silicon Pastures:  
Emphasis on high-technology and Internet ventures.  
414-771-4350, Teresa Esser,  
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.  
715.425.3398, Steven DeWald  
http://www.stcroixedc.com/services.htm#StCroixValleyAngelNetwork

Venture Investors, LLC:  
Early and seed stage venture capital firm.  
Provides private equity financing to high-growth companies in the Health Care and Information Technology sectors.  
John Neis 608.441.2700, viweb@ventureinvestors.com

Wisconsin Investment Partners, LLC:  
A life science-oriented angel investment network with a Wisconsin-focused investment strategy.  
608.832.6365 Richard Leazer,  
http://www.wisinvpartners.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

Free Internet Literature Resources

Many topic specific start points exist on the Web, but following are good general starting points for technical information to evaluate or support the status of a biopower, biofuel or bioproduct project proposal.

Broad and general federal index collection can be accessed at
http://www.science.gov

U.S. Department of Energy; Office of Scientific & Technical Information
http://www.osit.gov

United States Department of Agriculture; National Agriculture Library
http://www.osti.gov

The American Chemical Society
Publications index, search site:
http://pubs.acs.org
ACS is the leading publisher of peer-reviewed research journals in the chemical and related sciences, serving scientific communities worldwide through an unparalleled commitment to quality, reliability, and innovation. The Free ACS provides searchable access to over 130 years of original research in chemistry, including more than 750,000 articles contained in 3 million plus pages of chemistry findings, dating back to the introduction of the Journal of the American Chemical Society in 1879.

Pay Service

WI TechSearch:
Service of UW-Madison Wendt Engineering Library
http://wts.wisc.edu/
Wisconsin TechSearch (WTS) provides document delivery and research assistance services. WTS research assistance includes on-line literature, patent, and trademark searches. We have access to over 500 subject-specific databases and can provide you with a list of articles or patents on a research subject of interest.

Patent and Trademark Services
http://wendt.library.wisc.edu/help_with_research/patents
The U.S. Patent and Trademark Office have designated Wendt Library as a Patent and Trademark Depository Library (PTDL). The library maintains all U.S. utility, design, and plant patents in various formats, and provides reference tools and searching assistance for both the general public and the UW-Madison community.

How We Can Help You
Patent searching and providing general information about the application process. Respond to short, specific patent or trademark-related questions in person, by phone, or by email. We urge you to contact a registered patent attorney for help with specific legal questions about patentability and your application. The completeness and accuracy of a patent or trademark search rests entirely with the individual conducting the search.
Resources For Wisconsin Businesses

The Corporation for Public Broadcasting
Grant Writing Guidelines

Preparation
You are likely to find preliminary grant writing steps to be the most time consuming, yet most vital aspect of the process.

1. Define your project
   • Clarify the purpose of your project and write a concise mission statement.
   • Define the scope of work to focus your funding search.
   • Determine the broad project goals, then identify the specific objectives that define how you will focus the work to accomplish those goals. Example:
     o Goal: To improve production quality.
     o Objective 1: Recruit advanced production talent.
     o Objective 2: Train mid-level producers.
     o Objective 3: Upgrade production equipment.
   • Decide who will benefit.
   • Draft expected project outcomes in specific measurable terms.
   • Draft a timeline including the planning phase, the searching for funds, proposal writing, and the intended start date

2. Identify the right funding sources
   ▪ Foundation centers, computerized databases, station development offices, publications, and public libraries are resources available to assist your funding search.
   ▪ Do not limit your funding search to one source.
   ▪ Look for a match between your project and the grants.
   ▪ Pinpoint specific funding priorities.
   ▪ Make direct contact with funders to support projects like yours.
   ▪ Request proposal guidelines. Also request a list of projects previously.
   ▪ Ask about the maximum amount available and the award average size and funding range.
   ▪ Determine if funding levels of the grants you select are appropriate for your project.
   ▪ Find out whether the funder has other grant sources for which your project is eligible.

3. Contact the funders
   ▪ Think of the funder as a resource.
   ▪ Identify a project officer who will address your questions.
   ▪ Some funders offer technical assistance. Ask for assistance, including a review of proposal drafts.
   ▪ Inquire about how proposals are reviewed and how decisions are made.
   ▪ Inquire about budgetary requirements and preferences. Are matching funds required? Is in-kind acceptable as a portion of applicants’ share? Learn about payment processes, including cash flow.
   ▪ Remember, the contacts you make may prove invaluable, even if not for now.

4. Acquire proposal guidelines
   ▪ Read the guidelines carefully, then read them again. Ask clarification questions.
   ▪ Guidelines usually tell you about:
     o submission deadlines
     o eligibility
     o proposal format: award levels forms, margins, spacing, evaluation

5. Know the submission deadline
   ▪ Plan to submit your proposal on or preferably before the deadline.
   ▪ Determine what format the funder requires for submission.
   ▪ Be realistic about whether you have time to prepare a competitive proposal.
   ▪ Know the funder’s policies on late submissions, exceptions, and mail delays.
   ▪ Find out how the funder will notify you about the receipt and status of your proposal.
   ▪ Determine personnel needs
   ▪ Identify required personnel both by function and, if possible, by name.

6. Update your timeline
   ▪ Factor into your schedule time to write multiple drafts, solicit project officer for review of draft, gather materials, and prepare an impartial critique of your proposal for clarity, substance, and form.

Writing the Proposal
Structure, attention to specifications, concise persuasive writing, and a reasonable budget are the critical elements of the writing stage. Read the guidelines for specifications about required information and how it should be arranged.

1. Narratives
   ▪ Statement of need
   ▪ Purpose, goals, measurable objectives, and a compelling reason why to support the proposal
   ▪ Approach
   ▪ Method of accomplishing goals/objectives, description of scope of work with expected outcomes, outline of activities, description of personnel functions with names of key staff and consultants
   ▪ Method of evaluation
   ▪ Some require very technical measurements of results. Inquire about expectations.
   ▪ Project timeline
   ▪ Paints a picture that includes start and end dates, schedule of activities, and projected outcomes.
   ▪ Credentials
   ▪ Information about the applicant that certifies ability to successfully undertake the effort.
   ▪ Tips on Writing the Narrative:
     ▪ Questions narratives typically satisfy:
       o What do we want?
       o What concern will be addressed and why it is important?
       o Who will benefit and how?
       o What specific objectives can be accomplished and how?
       o How will results be measured?
       o How does this request relate to the funders purpose, objects, and priorities?
       o Who are we and how do we qualify to meet this need?
The HOOK:
There are many ways to represent the same idea. However, the HOOK tailors the description of the idea to the interest of a particular funder. The HOOK aligns the project with the purpose, and goals of the funding source. This is a critical aspect of any proposal narrative because it determines how compelling reviewers will perceive your proposal to be.

1. Budget
   - Budgets are cost projections. Be sure to only include those things the funder is willing to support.
   - Funders use these factors to assess budgets:
     - Can the job be accomplished with this budget?
     - Are costs reasonable for the market - or too high or low?
     - Is the budget consistent with proposed activities?
     - Is there sufficient budget detail and explanation?
   - Many funders provide mandatory budget forms that must be submitted with the proposal.
   - Don't forget to list in-kind and matching revenue, where appropriate.

2. Supporting materials
   - Often arranged in an appendix. These materials may endorse the project and the applicant, provide certifications, add information about project personnel and consultants, exhibit tables and charts, etc.
   - Policies about the inclusion of supporting materials differ widely among funders.
   - Find out if supporting materials are desired or even allowed.

3. Authorized Signatures
   - Authorized signatures are required.

4. Specifications
   - Tailor proposal writing to specifications found in the guidelines. Include only the number of pages allowed. Observe the format. Is there a form to complete? Are cover pages allowed or desired? Elaborations should add depth and scope.

5. Submission checklist
   - The complete proposal must be submitted on time in the requested format.
   - Address the proposal as directed in the guidelines.
   - Be sure to include required documentation.

Follow-up
   - Contact the funding source about the status and evaluation of your proposal. Request feedback-strengths and weaknesses.
   - Reference information may also be useful if you choose to approach the same funder again.
Resources For Wisconsin Businesses

Dairy 2020 Early Planning Grant Program:
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

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
Misc: Contact local development zone coordinator to obtain assistance with application
608.266.3074 Todd Jensen, http://commerce.wi.gov/BD/BD-CDZ.html

Wisconsin Trade Project Program:
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.

Early Planning Grant Program (EPG):
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: Must be filed electronically at http://wenportal.org/grant_applications
http://www.wenportal.org/uploads/Grant_Application_Forms/EPG_Details.pdf

Wisconsin Community Development Block Grant
Purpose- Economic Development Program – provides grants to communities to loan to businesses for start-up or expansion.
Contact: Area Development Manager.
http://commerce.wi.gov/BD/BD-FAX-0806.html

Entrepreneurial Training Grant Program (ETG):
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
http://www.wenportal.org/uploads/Grant_Application_Forms/ETP_details.pdf

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
Tax credits can be earned through:
- Capital investments for real & personal property of 3%
- Job creation and retention
- Environmental remediation – 50% of eligible expenses
Four identified zones:
- 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

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
- One-fourth of job credit must be filled by target group
- Environmental remediation tax credit – 50% of remediation costs in a Brownfield.

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
Tax credits can be earned through:
- Capital investments for real and personal property
- Job Creation
- Any increase in property taxes
608.266.3074 Todd Jensen, http://commerce.wi.gov/BD/BD-TZ.html

Private Sewage System Replacement or Rehabilitation Program:
Purpose: To fund replacement or rehabilitation of failing private sewage systems serving a small commercial establishment.
Amounts: Up to $7,000
Jean Joyce, 608.267.7113, http://commerce.wi.gov/SBdocs/SB-WisFundBroch9320.pdf

Employee Ownership Assistance Grant Program
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.
Amounts: Up to 75% of eligible costs, up to a max of $15,000.
Must work with Area Development Manager.
http://commerce.wi.gov/BD/BD-FAX-0804.html
Resources For Wisconsin Businesses

Business Employees Skills Training (BEST) Program
Tuition reimbursement to help cover cost of training employees
Amount: Up to 75% of eligible project costs, not to exceed
$1,000 per employee and $5,000 per business
Contact local SBDC, http://commerce.wi.gov/BD/BD-FAX-0819.html

Customized Labor Training Program (CLT):
Provides training grants to businesses that are implementing
new technology or production processes. 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.
Contact Area Development Manager
http://commerce.wi.gov/BD/BD-FAX-0802.html

Tax Incremental Financing Program:
A mechanism for financing local economic development project
in underdeveloped and blighted areas.
Contact Area Development Manager
http://commerce.wi.gov/BD/BD-FAX-0815.html

Brownfields Initiative:
Provides grants to persons, businesses, local development
organizations, and municipalities for environmental remediation
Contact Dennis Legler, 608/267-7642
http://commerce.wi.gov/BD/BD-FAX-0815.html

State Technology Business Financing
Contact: Cheryl Gain 608.261.7721, Area Development
Manager: http://commerce.wi.gov/BD/MT-FAX-0901.html
- The Technology Assistance Grant (TAG)
  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
  To fund expenses to keep a research team intact between
  SBIR/STTR Phase I and Phase II funding awards.
- The Technology Matching Grant
  To provide state dollars to supplement and help Wisconsin
  companies secure federal R&D awards (e.g., SBIR Phase II
  or FastTrack).

For 501(c)3s to reduce carbon emissions through energy
efficiency and renewable energy. State and regional projects.
Todd Foland 415.561.6700, energyfund@ef.org,
http://www.ef.org/app_guidelines.cfm

Forestry Research and Development Grants Program:
For R&D or commercialization of technologies that use forestry
biomass as an energy or biochemical source. $500,000 available
Brent English 608.203.0113, benglish@cleantechpartners.org
http://www.cleantechpartners.org/financing.php

Dairy Processor Innovation Grant:
For entities that introduce new dairy products or improve
existing dairy products and demonstrate that the new product or
improved product has potential for increased profitability; or
implement innovation or engineering efficiencies in their supply
chain that have potential to significantly reduce costs; or enter
new markets or create a market strategy for a viable dairy
product.
Ineligible Expenses:
- Land, buildings or equipment (purchases over $5000
  and with a useful life over one year.)
- Indirect (administrative support) costs
- Paying off existing debt
- Tuition
- Lobbying activities
- Advertising
- Entertainment and alcohol.
Grant Amounts: Up to $35,000

Wisconsin Tourism Joint Effort Marketing Grant
(JEM)
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.
608.266.2147, http://www.travelwisconsin.com
Value Added Ag Product Market Development:
Help producers and producer organizations in value-added
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:
For establishing and operating centers for cooperative

10.206 Agricultural Research (NRI): 12-1500-0-1-352
Research, education and extension that address key problems in
sustaining agriculture. $5M in 2007. 202-401-5022

Solid Waste Management Grant Program
Reduce or eliminate pollution of water resources or improve
planning and management of solid waste sites.
$180K, Oct 1 – Dec 31 yearly, LaVonda Pernell 202-720-9635

Small Minority Producer Grant Program:
Cooperatives and associations of cooperatives to assist small
minority producers. Maximum award is $175K. 715.345.7610,
http://www.rurdev.usda.gov/rbs/coops/SMPG/SMPG.htm

USDA Farm Bill Section 9006 (Grant):
5-year program to help farmers and rural businesses purchase
renewable energy systems/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 conditions in rural areas/cities/villages
http://www.rurdev.usda.gov/wi/

Rural Business Enterprise Grants:
Private businesses with <$1 million in revenues/<50 employees.
Funds can be used for technical assistance, revolving loan
program, incubator/industrial buildings.
http://www.rurdev.usda.gov/wi/

Forest Service Economic Recovery Program:
To build capacity and diversify the economies of rural
communities dependent upon forest resources.
Amounts: To $30,000. Must be a local government/tribe/a place
represented by a non-profit. 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 > $2,500 < $500,000. Contact
Diane Berger at 202.720.2383; Diane.berger@usda.gov

Emergency Conservation Program:
To share the cost of rehabilitating eligible farmlands damaged
by natural disaster. Up to 64% is available. Contact local county

10.862 Emergency Household Water Well System:
Provide low-interest loans to eligible individuals who own a
private well system. Deadline: Cheryl Francis, 202.720.1937
http://www.grants.gov/search/search.do;jsessionid=HVPGrG37XYs37IBRdtG16VgNDLVM
1i588201212?oppId=16674&flag2006=true&mode=VIEW

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

For a complete listing of USDA/Federal grants and programs -
www.grants.gov.

Dairy Indemnity Program:
To protect dairy farmers and manufacturers of dairy products
who are directed to remove their milk or dairy products from
commercial markets because of contamination from pesticides

Transportation Economic Assistance (TEA)
To governing bodies/private businesses/consortiums for road,
rail, harbor and airport projects that retain/attract employers.
Grants of up to $1 million for essential improvements.
Gati Grundmanis 608.266.3488
gati.grundmanis@dot.state.wi.us
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.

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

All-Terrain Vehicle (ATV) Trails Grant, contact Larry Freidig, DNR 608.264.5897

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 http://www.dnr.state.wi.us/org/caer/cfa/bureau/region

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

Agricultural Development and Diversification (ADD):
For projects that create new opportunities within agriculture through new value-added products, market research, production or marketing techniques, or alternative crops or enterprises.
Maximum grant of $50,000. Submitted by March 15.
608.224.5136 Mike Bandli, http://www.datcp.state.wi.us

The Buy Local Buy Wisconsin Program:
For projects that stimulate Wisconsin's agricultural economy by increasing the purchasing of Wisconsin grown or produced food by local food buyers. Grant is not more than $50,000 for planning and implementation. Proposals must be received by April 14.

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. Requires a risk assessment and herd plan.
608.224.4839, Deb Elliott/Darlene Konkle, http://www.datcp.state.wi.us

Grazing Lands Conservation Initiative:
- Grazing grants for technical assistance and education
- Grazing grants for research
608.224.5120, Laura Paine, http://www.datcp.state.wi.us/arm/protect/land-water/grazergrant/index.jsp

Community Action For A Renewed Environment (CARE) Program
(1). To support studies, conferences, and projects to reduce risks from exposures to toxic pollutants through collaborative action at the local level; (2). Understanding of all sources of risk from toxics and set priorities for action; (3). Create community-based partnerships to improve environments.
Financial Assistance $75K to $350K.
Contact Regional office or Larry Weinstock, 202.564.9226, http://epa.gov/ogd/
Cash-Back Rewards:
For installing/expanding renewable energy systems for business.
Amounts: $35,000 or 25/35% of project cost
800.762.7077, http://www.focusonenergy.com

Implementation Grant:
Installing/expanding available renewable energy systems. For Bioenergy, Solar, Wind, or Hydroelectric
Amounts: $50,000 or 25% to 35% of project cost.
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: to $10,000 or up to 50% of project cost

Demonstration Grant:
For activities that inform about how a renewable system works. Bioenergy, Solar, Geothermal pumps, Wind, or Hydroelectric
$15,000 or 50%, 888.476.9534, http://www.focusonenergy.com

Biogas Digester/Non-residential Biomass Combustion:
For installing/expanding renewable energy systems for business. Amounts: grants up to $250,000.
608.249.0339, Larry Krom http://www.focusonenergy.com

Feasibility Study Grant:
For complex, customer-sited renewable energy systems.
Amounts: 50% of cost of the feasibility activities up to $10,000
800.762.7077, http://www.focusonenergy.com

Site Assessment:
To analyze renewable energy potential. Amounts: $300
800.762.7077, http://www.focusonenergy.com

The Sustainable Agriculture Research and Education (SARE) Program
Contact: North Central Region SARE 13-A
402.472.7081 ncrsare@unl.edu

Research and Education Grants:
For sustainable agriculture research and education. $30,000 to $200,000, projects involving scientists, producers and others in a team approach. Include economic analysis and outreach.

Professional Development Program:
Education/outreach strategies for Cooperative Extension System agents, NRCS staff and others working with farmers/ranchers.

Producer Grant Program:
To explore and apply economically profitable, environmentally sound and socially supporting farming systems.
Grants: <$15,000. Annually, application due fall/early winter.
06/20/08

81.086 Collaborative Energy Efficiency and Carbon Footprint Research and Demonstration for the U.S. Manufacturing Industry
To develop transformational industrial processes and equipment to reduce the energy intensity and carbon footprint of the U.S. manufacturing industry. Max grant - $7M., Deadline: 05/07/08
http://www.grants.gov/search/search.do?oppId=17108&flag2006=true&m
ode=VIEW

81.049 Systems Biology, Model Organism Development, and Enzyme Discovery for Biological Hydrogen Production
for: i.) research to improve understanding of microbial regulatory and metabolic networks, ii.) development of new model organisms, and iii.) targeted approaches for the identification and characterization of enzymes and biochemical pathways in genome and metagenome sequences.
Deb.Greenawalt@science.doe.gov , Deadline: 04/09/08,
http://www.grants.gov/search/search.do?oppId=16651&flag2006=true&m
ode=VIEW

81.087 Hydrogen Storage Engineering Center of Excellence
Researching and developing onboard vehicular hydrogen storage systems and components that will allow for a driving range of greater than 300 miles. Deadline: 06/04/08, James Damm
http://www.grants.gov/search/search.do?oppId=16974&flag2006=true&m
ode=VIEW

81.117 Wind Powering America State Outreach
Focus on state level technical assistance and outreach initiatives to stimulate wind development by helping to remove market barriers, improve the knowledge of modern wind systems and benefits to the numerous stakeholder groups. Grant: $25K
Deadline: 04/03/08, Sara Wilson
http://www.grants.gov/search/search.do?oppId=17083&flag2006=true&m
ode=VIEW

USDA
United States Department of Agriculture

Farmers' Market Promotion Program
To increase consumption of agricultural commodities by developing, improving and expanding farmers markets, roadside stands, CSA programs, and other direct producer-to-consumer market opportunities; and other direct producer-to-consumer infrastructures. Amount: Up to $75K, 202.720.8317,
http://www.ams.usda.gov/tmd/MSB/index.ht
Resources For Wisconsin Businesses


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


- **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](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.


- **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_sbir/](http://patapsco.nist.gov/ts_sbir/) 301.975.3085.

  - **Small Business Technology Transfer**
    Cooperative R&D projects involving a small business and a research university, federally-funded R&D center or nonprofit research institution. 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. Tanya Burke, 301.975.4711.

- **47.041 Energy for Sustainability-PD 07-7644**
  Supports research and education in energy production, conversion, and storage (renewable). Cindy Lee, 703.292.5356, cmlww@nsf.gov

- **47.041 Environmental Sustainability-PD 07-7643**
  Research to advance next generation of water and waste water treatment decreasing material/energy use ($900K). Cindy Lee, 703.292.5356, cmlww@nsf.gov

- **Additional grant programs**:
  - Electronics and Electrical Engineering Laboratory
  - Manufacturing Engineering Laboratory Program
  - Chemical Science and Technology Laboratory Physics
  - Materials Science and Engineering Laboratory
  - Building Research Grants and Cooperative Agreements Program

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**Environmental Quality Incentives Program (EQIP)**
To install or implement structural and management practices on eligible agricultural land. EQIP may cost-share up to 75% of certain conservation practices. Limited resource producers and beginning farmers and ranchers may be eligible for cost-sharing up to 90%. Steve Mozley 202.720.1840

**Wetlands Reserve Program**
Help with 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). Leslie Deavers 202.720.1067

**Conservation Reserve Program (CRP) & Conservation Reserve Enhancement Program (CREP)**
Landowner or operator sets aside cropland (or pasture adjacent to surface water) with annual rental payments through the contract period. Malcolm Henning 202.720.1872

**Conservation Security Program (CSP)**
To promote the conservation/improvement of soil, water, air, energy, plant and animal life on Tribal/private working lands. Craig Derickson 202.720.3524

**Wildlife Habitat Incentive Program (WHIP)**
To develop or improve fish & wildlife habitat on private land. Cost share (up to 75%, max $10,000) Contact NRCS

**Renewable Energy Interest Rate Buy Down Program**
Purpose: To fund a reduction in the interest rate for borrowed capital to install renewable energy equipment – (by 4%) Amounts: $20,000 to $500,000. Terms: >5% private equity 608.266.8234 Alex DePillis
Agricultural Professional Organizations and Resources
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 information on 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.org/
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
http://www.ilovecheese.com/

American Dairy Association & Dairy Council—Mid East
5950 Sharon Woods Blvd
Columbus, OH 43229
614.890.1800, Fax: 614.890.1636
http://www.adadcmideast.com/home/

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
Elmhurst, IL 60126
630.530.8700, info@adpi.org, http://www.adpi.org
Membership includes manufacturers of evaporated and dry milks, cheese and whey products; and suppliers and services

American Dairy Science Association (ADSA)
1111 N. Dunlap Avenue
Savoy, IL 61874
217.356.5146, adsa@assochq.org, http://www.adsa.org/
An organization of educators, scientists and industrialists who are committed to advancing the dairy industry.

Commercial Goat Milk Producers Association
Bill Kolasky
3831 Landstead Road
Bonduel, WI 54494
715.424.4538

Dairy Business Association
Laurie Fischer
4039 Ponce De Leon Blvd
Oneida, WI 54155
An organization of producers, vendors, industry partners

Dairy Business Innovation Center (DBIC):
Kathy Brown
P.O. Box 14, Delavan, WI 53115
1.888.623.2269, info@dbicusa.org, www.dbicusa.org
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 Council of Wisconsin
Laura Wilford, Director
175 Patrick Blvd., Suite 200
Brookfield, WI 53045
262.432.0686, lwilford@wmmb.org, www.dairycouncilofwisconsin.org

Dairy Management Association
10255 W. Higgins Rd, Ste. 900
Rosemont, IL 60018-5616
847.803.2000, Fax: 847.803.2077
Conducts dairy product nutrition research and education

Dairy Management, Inc.
10255 West Higgins Road, Suite 900
Rosemont, IL 60018-5616
DMI is an umbrella group overseing the American Dairy Association, National Dairy Council, and the U.S. Dairy Export Council. This page provides links to several related Web sites.

Dairy Marketing Association
WI Cheese Makers Assn.
John Umhoefer, Executive Director
8030 Excelsior Dr. #305
Madison, WI 53717-1950
608.828.4550, office@wischeesemakersassn.org, http://www.wischeesemakersassn.org/
Dairy Sheep Association of North America (DSANA)
Larry Curtis, Secretary
Shepherd's Dairy
HC 69 Box 149
Anselmo, Nebraska 68813
308-749-2349, ewemilk@nebnet.net, http://www.dsana.org/
Promotes effective dairy sheep management by educating, supporting and encouraging new and established sheep milk dairies, farmstead and artisanal sheep milk cheese-makers.

Extraordinary Dairy
SB/DMI Inquiry Department
233 N. Michigan Ave., Suite 3050
Chicago, IL 60601
1.800.248.8829, http://www.extraordinarydairy.com
Publications, news releases, and program descriptions relating to dairy research and technology.

Family Dairies USA
Norbert Hardtke, Director of Milk Marketing
3225 East Washington Ave.
Madison, WI 53704-1073
608.244.3373, nhardtke@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)
636 Science Drive
Madison, WI 53711-1073
608.310.5000, 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@fidf.org, http://www.fidf.org/
Promotes scientific, technical and economic progress in dairying world-wide. 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
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

Midwest Dairy Foods Association
1429 King Ave., Ste. 210
Columbus, OH 43212
614.326.6433

National Dairy Council (NDC)
10255 W. Higgins Rd., Suite 900
Rosemont, IL 60018
ndc@dairyinformation.com, http://www.nationaldairycouncil.org
The nutrition marketing arm of Dairy Management Inc. 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

Professional Dairy Producers of WI
Shelly Mayer
N5776 U.S. Hwy. 51, Suite 1
Fond du Lac, WI 54937
800.947.7379, mail@pdpw.org, http://www.pdpw.org/

Real Seal
2060 Glacier Circle
Cross Plains, WI 53528
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
http://64.29.173.72/home/default.asp

Southern Association of Dairy Food Manufacturers Inc.
PO Box 10
Tazelwell, TN 37879-0010
423.626.5855
http://www.taxexemptworld.com/organization.asp?tn=586066

Southwestern Dairy Products Cooperative
505 Diagonal St, PO Box 103
Mt. Sterling, WI 54645
608.734.3151, mtsterlingcoop@centurytel.net, http://www.buygoatcheese.com
Resources For Wisconsin Businesses

U.S. Dairy Export Council
2101 Wilson Blvd., Ste. 400
Arlington, VA 22201-3061
703.528.3049
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.
http://www.usdec.org/

Wisconsin Dairy Goat Association (WDGA)
Larry Hedrich
7253 Hwy 45N
Three Lakes, WI 54562
715.546.3735, 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 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
http://www.wdpa.net/

Wisconsin Sheep Dairy Cooperative
Dan Guertin - President
Shepherd's Pride Farm, LLC
6380 Lake Elmo Ave. N
Stillwater, MN 55082
651-430-3732
dpguertin@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
612.624.1764, jwarthesen@che2.che.umn.edu, http://mbbnet.umn.edu/labs/msddfrc.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.
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
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@mwt.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, Member Services Coordinator
P.O. Box 15
Delavan, WI 53115-0015
262.740.2180, 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  
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](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](http://www.aea-emu.org)

**American Fisheries Society**  
5410 Grosvenor Lane  
Bethesda, Maryland 20814  
301.897.8616, [http://www.fisheries.org](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](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](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](http://www.meatami.com)  
Represents packers and processors of meat products and their suppliers throughout North America.

**American Pastured Poultry Producers Association (APPPA)**  
36475 Norton Creek Rd  
Blodgett, OR 97326  
541.453.4557, grrt@apppa.org, [www.apppa.org](http://www.apppa.org)  
Resources, information and networking for pastured birds

**American Sheep Industry Association (ASI)**  
6911 S. Yosemite St., Suite 200  
Englewood, CO 80112-1414  
303.771.3500, [http://www.sheepusa.org](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](http://www.americanshrimpprocessorsassociation.org)  
Educates members and the public about shrimp and shrimp processing in hopes of increasing public awareness and sales.

**Appaloosa Horse Club**  
2720 West Pullman Road  
Moscow, ID 83843  
208.882.5578, [http://www.appaloosa.com/association/association.htm](http://www.appaloosa.com/association/association.htm)  
The international breed registry serving ApHC members and Appaloosa

**At-Sea Processors Association (APA)**  
431 West Seventh Avenue, Suite 103  
Anchorage, Alaska 99501  
907.276.8252, [http://www.atsea.org](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@caats.edu

**Eastern Perishable Products Association (EPPA)**  
411 Route 17 South, Suite 320  
Hasbrouck Heights, NJ 07604-3016  
201.288.5454, [http://www.eppainc.org](http://www.eppainc.org)  
The association’s goal is to increase awareness and sales of dairy, deli, bakery, seafood, and meat products.
Resources For Wisconsin Businesses

National Aquaculture Association (NAA)
111 West Washington Street
Charles Town, West Virginia 25414-1529
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
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
1015 15th Street NW
Suite 930
Washington D.C. 2005-2605
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 Check off funds

National Pork Producers Council (NPPC)
122 C St. NW, Suite. 875
Washington, D.C. 20001
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
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
Represents meat packers, processors, slaughterers, and jobbers, co-ordinating group purchasing and group insurance programs.

The National Turkey Federation
1225 New York Avenue NW, Suite 400
Washington D.C. 20005
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)
1111 N. Dunlap Avenue
Savoy, IL 61874
An 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
USPEA is dedicated to 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, marda2@verizon.net

Wisconsin Arabian Horse Association
Sunde Nelson
W2908 Long Crossing Rd

WI Association of Meat Processors
Ken Bisarek, Executive Secretary
PO Box 505
Bloomington, WI 53804
608.994.3173

Wisconsin Ayrshire Breeders Association
Bill Kolaske, President
N1021 Lawn Rd.
Seymour, WI 54165, info@brownswissusa.com

WI Beef Council Inc
John Freitag, Executive Director
623 Grand Canyon Drive
Madison, WI 53719-1044
608.833.7177, jwf@beeftips.com, www.beeftips.com

WI Beef Improvement Association
PO Box 955
New Glarus, WI 53574

Wisconsin Bison Producers Association, Inc. (WBPA)
Georgia Derrick, President
W4749 Golf Course Road
Mt. Calvary, WI 53057
920.921.8889, rr1047@thesurf.com, http://www.wibison.com
Resources For Wisconsin Businesses

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
Greg May, President
PO Box 527
Sun Prairie, WI 53590-0527
608.825.2544

WI Commercial Deer & Elk Farmers Association
Gwen Gilbertson, Secretary
3591 High Point Rd.
Spring Green, WI 53588-8935
1.888.233.1667, info@wcdefa.org, http://www.wcdefa.org

WI Donkey & Mule Society
Wes Stigen, President
E2340 Aasen Road
Iola, WI 54945

Wisconsin Emu Association
Joylene Reavis, Sugar Maple Emu Farm
W805 Pedee Rd.
Brodhead, WI 53520,
608.897.2255, emujoy@tds.net, www.wiea-emu.org

WI Guernsey Breeders Association
Deb Lakey
W23375 11th St
Trempealeau, WI 54661-9227
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 Breeders Association
Marv Espenscheid, Executive Director
PO Box 296
Argyle, WI 53504
608.543.3778, wlbaosf@mhtc.net

WI Milking Shorthorn Association
Jessica Wehler
E7250A Ochsner
Plain, WI 53577
608.544.3306

Wisconsin Pork Producers Association
Tami Vaassen, Director of Operations
P.O. Box 327
Lancaster, WI 53813
608.723.7551, vaassen@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 53029

Wisconsin Quarter Horse Association
http://www.wqha.com/index.html

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

WI State Horse Council
Jana Tauber, Executive Assistant
132A South Ludington
Columbus, WI 53925
920.623.0393, info@wisconsinstatehorsecouncil.org
http://www.wisconsinstatehorsecouncil.org

Wisconsin Turkey Federation
Steve Meier, President
1675 Observatory Dr #260
Madison, WI 53706
608.262.5157

Wisconsin Veal Growers Association
Pegi Erdmann, Secretary
W7104 Cty KW
Juneau, WI 53039
920.386.4600, wvga@aol.com
Resources For Wisconsin Businesses

**Other/Special Organizations**

**Agricultural Utilization Research Institute (AURI)**
PO Box 599
Crookston, MN 56716-0599
800.279.5010, www.auri.org

**Alliant Energy**
Bill Harvey
4902 N. Biltmore Lane
Madison, WI 53718
800.255.4268, www.alliantenergy.com

**American Bagel Association (ABgA)**
111 West First Street
Dayton, Ohio 45405
800.844.8493, Fax: 937.222.3354
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

**American Beverage Association**
1101 16th Street NW
Washington D.C. 20036-4803
Mainly soft drink makers and their suppliers. Membership 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
Educates the public about beneficial herbs and plants

**American Butter Institute**
2101 Wilson Blvd., Suite 400
Arlington, VA 22201
Marketing/regulatory interests of butter manufacturers.

**American Council on Science and Health (ACSH)**
1995 Broadway, Second Floor
New York, NY 10023-5860
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
Promotion of nutrition, health and wellbeing. Interest are: obesity/overweight; complementary care/dietary supplements; safe/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 Honey Producers Association**
Lyle Johnston
104 Cottonwood Lane
Rocky Ford, CO 81067

**American Institute of Food Distribution**
1 Broadway, Second Floor
Elmwood Park, NJ 07407
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.americannutra.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 Agronomy**
677 South Segoe Rd
Madison, WI 53711
608.273.8080, https://www.agronomy.org/

**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 Woodcress 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 check off 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
An international trade association of salad dressing, mayonnaise, mustard, and other condiment manufacturers and their suppliers.
Resources For Wisconsin Businesses

American Malting Barley Association, Inc.
740 Plankington Ave., Suite 830
Milwaukee, WI 53203
To help ensure an adequate supply of high quality malting barley for the malting and brewing industry.

Association of Home Appliance Manufacturers
Suite 402
1111 19th Street, NW
Washington D.C. 20036
AHAM focuses on five main areas of business, which include government representation, business data compilation, self-regulation, technical standards development and public information.

Association of Women in Agriculture
1909 University Ave.
Madison, WI 53705
Kristina Duwe 608.231.3702, awa-news@hotmail.com

Baking Equipment Manufacturer’s Association (BEMA)
825 Green Bay Road
Suite 120
Wilmette, Illinois 60091
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
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 Vegetable Council Inc
Gene Kroupa, Executive Director
PO Box 5258
Madison, WI 53705
608.231.2250, gene@genekroupa.com
http://www.cannedveggies.com

Center for Food Safety
660 Pennsylvania Ave, SE Suite 302
Washington D.C. 20003
202.547.9359, office@centerforfoodsafety.org, www.centerforfoodsafety.org
To curb the proliferation of harmful food production technologies and promote sustainable alternatives

Consumer Healthcare Products Association (CHPA)
1150 Connecticut Ave., NW, 12th Floor
Washington D.C. 20036
The association represents manufacturers and distributors of nonprescription OTC drugs.

Council for Responsible Nutrition
1875 Eye St. NW
Washington, D.C. 20006
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, kastel@cornucopia.org, http://www.cornucopia.org
Research and educational activities supporting the principles underlying sustainable and organic agriculture

Dane County Farm Bureau
Tom Jelinek
2193 Hwy 73
Cambridge, WI 53525
608.423.9860, jel-ellahol@mallbytes.net, http://www.wfbf.com/county

Dane County Farm Service Agency
Roger Johnson
1 Fen Oak Ct.
Madison, WI 53718
608.224.3767, roger.johnson@wi.usda.gov, www.fsa.usda.gov/wi

Downtown Madison, Inc.
Susan Schmitz
615 E. Washington Ave.
Madison, WI 53703
608.255.1008, www.downtownmadison.org
Resources For Wisconsin Businesses

Distilled Spirits Council of the United States
Dr. Peter H. Cressy, President
1250 Eye Street, NW, Suite 400
Washington, D.C. 20005

Focus on Energy
Kathy Kuntz
Energy Programs
431 Charmany Drive
Madison, WI 53719
800.762.7077, http://www.focusonenergy.com
Effective energy efficiency and renewable energy projects

Food Institute
28-12 Broadway
P.O. Box 972
Fair Lawn, New Jersey 07410
201.791.5570, http://www.foodinstitute.com
Information/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
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.

Forward Wisconsin
Jan Alf
201 W. Washington Ave., Suite 500
Madison, WI 53703
Markets Wisconsin outside of the state

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 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
Promotes the hearth products industry in North America. Includes manufacturers, retailers, distributors, representatives, service/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
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.

Independent Organic Inspectors Association
PO Box 6
Broadus, MT 59317-0006
406.436.2031, ioia@ioia.net, www.ioia.net
Trains organic industry certification inspectors

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 to advance the science and technology of food.

Institute for Agriculture and Trade Policy, IATP
2105 First Ave S
Minneapolis, MN 55404
612.870.3400, iatp@iatp.org, www.iatp.org
Promotes rural communities and ecosystems

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. 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
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
Resources For Wisconsin Businesses

**International Food Information Council (IFIC)**  
1100 Connecticut Avenue NW, Suite 430  
Washington D.C. 20036  
202.296.6540, [http://www.ific.org](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](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  
N252 County A  
New Holstein, WI 53061  
920.894.3779

**Madison Area CSA Coalition (MACSAC)**  
PO Box 7814  
Madison, WI 53707-7814  
Laura Brown, 608.226.0300, info@macsac.org, [http://www.macassc.org](http://www.macassc.org)  
Research and educational activities-sustainable/organic ag

**Michael Fields Agricultural Institute (MFAI)**  
Janet Gamble  
W2493 County Road ES, PO Box 990  
East Troy, WI 53120  
262.642.3303 ext. 127, jgamble@michaelfieldsaginst.org, [http://www.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 60610-4041  
312.944.3030, [http://www.miatco.org](http://www.miatco.org)

**Midwest BioLink**  
Controlled Environment Agricultural (CES) and Greenhouse Production Facility and Technology  
Planet LLC, Tom Crabb  
1212 Fourier Drive  
Madison, WI 53717  
608.827.5555, crabb@orbitec.com, [http://www.planet-llc.com](http://www.planet-llc.com)

**Midwest Equipment Dealers Association**  
Gary Manke, Executive Vice-President  
5330 Wall St #100  
Madison, WI 53718-7929  
608.240.4700, gmanke@medaassn.com, www.meda-online.com

**Midwest Food Processors Association**  
Nick George, Executive Director  
502 E. Main St., PO Box 1297  
Madison, WI 53701-1297  
608.255.9946, nick.george@mwfpa.org, [http://www.mwfpa.org](http://www.mwfpa.org)

**Midwest Organic Services Association (MOSA)**  
Bonnie Wideman, Executive Director  
PO Box 821  
Viroqua, Wisconsin 54665  
608.637.2526, mos@mosaorganic.org, [http://www.mosaorganic.org/index.html](http://www.mosaorganic.org/index.html)  
Independent, third-party certification services

**Midwest Organic & Sustainable Education Services (MOSES)**  
PO Box 339  
Spring Valley, WI 54767  
715.772.3162, info@mosesorganic.org, [www.mosesorganic.org](http://www.mosesorganic.org)

**National Association of Beverage Retailers (NABR)**  
501 River Road, Suite 108  
Bethesda, MD 20816-1508  
301.656.1494, [http://www.nabronline.org](http://www.nabronline.org)  
The NABR represents the “off premises” retail establishments. The organization represents nearly 15,000 individual operators.

**National Association of Chain Drug Stores (NACDS)**  
413 North Lee Street  
Alexandria, VA 22314  
703.549.3001, [http://www.nacds.org](http://www.nacds.org)

**National Association of Convenience Stores (NACS)**  
1605 King Street  
Alexandria, VA  
703.684.3600, [http://www.cstorecentral.com](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](http://www.margarine.org)  
Represents margarine manufacturers and distributors.

**National Association of State Organic Programs**  
PO Box 146500  
Salt Lake City, UT. 84114-6500  
801.538.7141, sethwinterton@utah.gov, www.nasda.org

**National Center for Complementary and Alternative Medicine (NCCAM)**  
NCCAM Clearinghouse  
NCCAM P.O. Box 8218  
Silver Spring, MD 20907-8218  
888.444.6226, [http://nccam.nih.gov](http://nccam.nih.gov)  
Complementary and alternative healing practices in the context of rigorous science 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](http://www.ncausa.org)

**National Farmers Org-WI (NFO)**  
Ron Statz, Executive Director  
955 17th St  
Prairie du Sac, WI, 53578  
608.643.3341
Resources For Wisconsin Businesses

National Federation of Independent Business
10 E. Doty St., Suite 201
Madison, WI, 53703

National Food Processors Association (NFPA)
1350 I St. NW, Ste. 300
Washington D.C. 20005
Scientific and public policy issues.

National Gardening Association (NGA)
1100 Dorset Street
South Burlington, VT 05403
802.863.5251, http://www.gardenresearch.com
Helps 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
Promotes uniform standards in advertising and labeling

National Nutritional Foods Association (NNFA)
Newport Beach, CA
Represents manufacturers, suppliers, and distributors of health foods, dietary supplements, cosmetics, and other products.

National Soft Drink Association
1101 16th Street, N.W.
Washington D.C. 20036
Companies that manufacture/distribute nonalcoholic beverages

National Yogurt Association (NYA)
Leslie G. Sarasin,
2000 Corporate Ridge, Suite 1000
McLean, VA 22102
703.821.0770, http://www.aboutyogurt.com/aboutNYA/

Northern Wisconsin Co-op Tobacco Pool
George Nettum, Manager
PO Box 47
Viroqua, WI, 54665
608.637.2526

Organic Ag Info
www.organicaginfo.org
Provides information about organic agriculture

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
Provides research, education and certification services to thousands of organic growers, processors and handlers

Organic Crop Improvement Association
Wisconsin Chapter #1
Peggy Linzmeier, Program Director
5381 Norway Drive
Pulaski, WI 54162
920.822.2629; mmmgang@netnet.net

Organic Farming Research Foundation (OFRF)
PO Box 440
Santa Cruz, CA 95061
831.426.6606, research@ofrf.org, www.ofrf.org
Sponsors research related to organic farming practices

Organic Trade Association (OTA)
60 Wells St, P.O. Box 547
Greenfield MA 01302
413.774.7511, info@ota.com, http://www.ota.com
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.

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.

Organic Valley™ Family of Farms
George Siemon, Jerry McGeorge
CROPP Cooperative
507 West Main Street
LaFarge, WI 54639
888.444.6455/608.625.2602, organic@organicvalley.com, http://www.organicvalley.com

OK Kosher Certification
391 Troy Avenue
Brooklyn, New York 11213
718.756.7500, http://www.ok.org
Second-largest kosher certification agency in the U.S.

Private-label Manufacturers Association
369 Lexington Ave.
New York, NY 10017
212.972.3131, Fax: 212.983.1382
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
Serves over 2,400 members who market fresh fruits, vegetables, and floral products worldwide involved in the production, distribution, retail, and foodservice sectors of the industry.

06/20/08
Resources For Wisconsin Businesses

Research Education Action & Policy on Food Group (REAP)
Rachel Armstrong
PO Box 5632
Madison, WI 53705
608.294.1114, info@reapfoodgroup.org, www.reapfoodgroup.org

Regional Food Strategy Group
Jim Bower
120 E. Lakeside St.
Madison, WI 53715
608.256.9797, jbower@blueplanetpartners.org
http://www.blueplanetpartners.org

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.

SavorWisconsin
Amy Bruner
PO Box 8911
Madison, WI 53708
608.224.5017, info@savorwisconsin.com
www.savorwisconsin.com

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
Have 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
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 SCAA promotes specialty coffees and is a forum for the development and promotion of high-quality coffees.

Sustainable Agriculture Network (SAN)
210 Hills Building, University of Vermont
Burlington, VT 05405-0082
802.656.0484, sanpubs@uvm.edu, www.sare.org
SAN is the national outreach arm of SARE.

Tea Association of the USA, Inc.
230 Park Avenue, Suite 1460
New York, NY 10169
It represents the interests of the U.S. tea market along with providing public education about tea.

Thrive
Jennifer Alexander
615 E. Washington Ave.
Madison, WI 53703
Not-for-profit economic development supporting the eight-county Madison region

Timber Producers Association
Gene Grancisco, Executive Director
PO Box 1278
Rhinelander, 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

United Fresh Fruit & Vegetable Association
727 North Washington Street
Alexandria, VA 22314
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
Dedicated to spreading knowledge and understanding of the soybean. It is comprised of 63 volunteer soybean farmers representing the interests of fellow growers nationwide.
Resources For Wisconsin Businesses

**The Vegetarian Resource Group (VRG)**
PO Box 1463
Baltimore, MD 21203
410.366.8343, [http://www.vrg.org](http://www.vrg.org)

**Wheat Foods Council (WFC)**
10841 South Crossroads Drive, Suite 105
Parker, Colorado 80138
303.840.8787, [http://www.wheatfoods.org](http://www.wheatfoods.org)

**WI Aglime Association**
Dick Marino, Secretary
PO Box 286
Plain, WI 53577-0256
608.546.2255, dickm@tkcllc.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, acminc@gdinet.com, [http://www.visitdairyland.com](http://www.visitdairyland.com), info@visitdairyland.com

**WI Agri-Service Assn**
Tom Stehr, President
6000 Gisholt Dr #208
Madison, WI 53713-4816
608.223.1111, john@wasa.org, www.wasa.org

**Wisconsin Aquaculture Association**
David Gollon, President
5117 Hwy 191
Dodgeville, WI 53533
608.935.2098, gollon@chorus.net [http://www.WIaquaculture.com](http://www.WIaquaculture.com)

**Wisconsin Apple Growers Association**
Anna M. Maenner, Executive Director
211 Canal Road
Waterloo, WI 53594
920.478.4277, info@waga.org, [http://www.waga.org](http://www.waga.org)

**Wisconsin Arborist Association, Inc.**
Dave Graham, President
PO Box 8244
Janesville, WI 53547
608.756.5561, dwgeo@sbcglobal.net, [http://www.waa-isa.org](http://www.waa-isa.org)

**WI Association of Fairs**
Jyme Buttke, Secretary-Treasurer
6097 Pinion Pine Way
Fitchburg, WI 53719
608.274.6228, wifairs@sbcglobal.net, www.wifairs.org

**Wisconsin Association of Professional Agricultural Consultants**
Judy Brannstrom
7310 Farmington Way
Madison, WI 53717

**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
920.478.3852, info@wiberries.org, [http://www.wiberries.org](http://www.wiberries.org)

**Wisconsin BioAg Gateway Campus**
Office of Business Resources
Michael P. Gay
215 Martin Luther King, Jr. Blvd., PO Box 2985
Madison, WI 53701-2985
608.267.4933

**WI Biotechnology Association**
James Leonhart, Executive Vice President
2E Mifflin St #600
Madison, WI 53703-2865
608.252.9393, wisbiomed@dewittross.net, www.wisbiomed.org

**Wisconsin Bird & Game Breeders Association**
H. Don Smith
17182 CTH T
Tomah, WI 54660-6755

**Wisconsin Builders Association**
Bill Wendle
4868 High Crossing Blvd.
Madison, WI. 53704
608.242.5151, [http://www.wisbuild.org](http://www.wisbuild.org)

**Wisconsin Carrot Growers Association**
Rod Gumz
N570 6th Ct.
Endeavor, WI 53930
608.981.2488

**WI Cherry Board Inc**
Danny Krowas, Secretary-Treasurer
PO Box 8911
Madison, WI 53708-8911
920.823.2051

**Wisconsin Christmas Tree Producers Association**
Cheryl Nicholson, Executive Director
W9833 Hogan Road,
Portage, WI 53901-9279
608.742.8663, info@christmastrees-wi.org, [http://www.christmastrees-wi.org](http://www.christmastrees-wi.org)
Resources For Wisconsin Businesses

Wisconsin Corn Growers Association
Bob Oleson, Executive Director
W1360 Hwy 106
Palmyra, WI 53156
262.495.2232, wicorn@idcnet.com, www.wicorn.org

Wisconsin Crop Improvement Association (WCIA)
Jack Kaltenberg, President
1575 Linden Dr.
Madison, WI 53706
608.849.5021, wcia@mailplus.wisc.edu, http://www.wisc.edu/wcia/

Wisconsin Cranberry Board Inc
Tom Lochner, Executive Director
PO Box 1351
WI Rapids, WI 54495-1351
715.423.2070

Wisconsin Crop Producers Association
Mike Turner, Executive Director
2317 International Ln #102
Madison, WI 53704
608.249.4070, wfca@tds.net, http://www.wicrops.org

Wisconsin Department of Commerce
Jack Fischer
201 W. Washington Ave.
Madison, WI 53703
608.266.1018, http://commerce.wi.gov

Wisconsin Economic Development Association
Dan Schwartz
4600 American Parkway, Suite 208
Madison, WI 53718
608.255.5666, http://www.weda.org

Wisconsin Egg Producers Association
Scott Schneider, President
N6680 Hwy O
Marshall, WI 53559
920.648.8015

WI Farm Bureau Federation
Bob Legee
1241 John Q. Hammons Drive
Madison, WI 53717
608.828.5710, info.demingway@wfbf.com, www.wfbf.com

WI Farmers Union
Susan Beitlich, President
117 W Spring St
Chippewa Falls, WI 54729
715.723.5561, info@wiscosinfarmersunion.ncom, www.wiscosinfarmersunion.com

WI Federation of Cooperatives
131 W Wilson St #400
Madison, WI 53703
608.258.4400, david.erickson@wfcmac.coop, www.wfcmac.coop

Wisconsin Fresh Market, Vegetable Growers Assn
Anna Maenner, Administrative Secretary
211 Canal Rd.
Waterloo, WI 54594
920.478.3852, info@wisconsinfreshproduce.org, http://www.wisconsinfreshproduce.org

WI Fur Breeders Association
Harry Erickson, President
W3331 US Hwy 10
Granton, WI 54436

Wisconsin Ginseng Growers Association
Butch Weege, Executive Director
555 N 72nd Avenue, Suite 2
Wausau, WI 54401
715.845.7300, ginseng@ginsengboard.com, www.ginsengboard.com

Wisconsin Green Industry Federation
Brian Swingle, Executive Director
12342 West Layton Ave
Greenfield, WI 53228
414.529.4705, bswingle@toriiphillips.com, www.wislf.org

WI Grocers Association, Inc
Brandon Scholz, President
One South Pinckney, Suite 504
Madison, WI 53703
608.244.7150, brandon@wisconsingrocers.com, www.wisconsingrocers.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
715.457.2265

Wisconsin Honey Producers Association
Andy Hemken, President
W229 S7120 Guthrie School Road
Big Bend, WI 53103
262.662.2843, andy@hemkenhoney.com

Wisconsin Independent Businesses
122 W. Washington Ave., Suite 100
Madison, WI 53703
608.255.0373, http://www.wibiz.org

WI Land & Water Conservation Assn
Julian Zelazny, Executive Director
One Point Place #101
Madison, WI 53719
608.833.1833, julian@wlwca.org, http://www.wlwca.org
Resources For Wisconsin Businesses

**WI Manufacturers & Commerce**
James Haney, President
501 E. Washington Ave.
Madison, WI 53703
608.258.3400, jhaney@wmc.org, www.wmc.org

**Wisconsin Maple Syrup Producers Association**
Gretchen Grape, Executive Director
33186 County Hwy W
Holcombe, WI 54745-4430
715.447.5758, gretchen_grape@yahoo.com
http://www.wissmaple.com

**Wisconsin Milk Marketing Board**
8418 Excelsior Dr
Madison, WI 53717
608.836.8820/800.373.9662, www.wisdairy.com

**Wisconsin Muck Farmers Association**
Nicole Kubiaczyk, Administrative Coordinator
PO Box 327
Antigo, WI 54409-0327
715.623.7683, nkubiaczyk@wisconsinpotatoes.com

**WI Natural Foods Associates**
910 W Grand Ave
Wisconsin Rapids, WI 54494
715.421.2061, info@wisconsinnaturalfoods.org,
www.wisconsinnaturalfoods.org

**WI Natural Foods Association, Inc.**
Ester Horsted, Executive Secretary
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, hswingle@toriiphillips.com, www.wgif.net

**WI Pest Control Assn**
Jerry Batzner, President
16700 W Victor Rd.
New Berlin, WI 53151
262.797.4160, www.Batzner.com

**Wisconsin Potato & Vegetable Growers Association**
Mike Carter, Executive Director
PO Box 327
Antigo, WI 54409-0327
715.623.7683, mcartert@potatoewis.org
http://www.wisconsinpotatoes.com

**Wisconsin Potato Growers Auxiliary**
Lynn Isherwood, President
PO Box 327
Antigo, WI 54409-0327
715.623.7683

**Wisconsin Poultry & Egg Industries Association**
Ben Lawton, MacFarlane Pheasants Inc
2821 South U.S. Hwy 51
Janesville, WI 53546
608.757.7881

**WI Restaurant Association**
Ed Lump, Executive Vice President
2801 Fish Hatchery Rd
Madison, WI 53713
608.270.9950/800.589.3211

**Wisconsin Red Cherry Growers Association**
David Schartner, President
6476 State Hwy 42
Egg Harbor, WI 54209-9801
920.743.8617

**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 54495-0365
715.423.2070, tlochner@wctc.net, www.wiscran.org

**WI State Grange**
Duane Scott, Master
N2552 Strunk Rd
Ft Atkinson, WI 53538
920.563.6669

**WI Seed Potato Improvement**
Mike Baginski, President
PO Box 173
Antigo, WI 54409

**Wisconsin Sod Producers Association**
Gina Holter, Executive Secretary
22920 Hanson Rd.
Union Grove, WI 53182
262.895.6820

**Wisconsin Soybean Association**
Robert Karls, Executive Director
2976 Triverton Pike Rd
Madison, WI 53711
608.274.7522, karls@wisoybean.org, http://www.wisoybean.org

**Wisconsin Soybean Marketing Board**
Keith Ripp, President
2976 Triverton Pike Rd
Madison, WI 53711-5840
608.274.7522, http://www.wisoybean.org
Resources For Wisconsin Businesses

**WI Tobacco Dealers & Growers**  
Shelly Shield, President  
552 Cty Hwy X  
Edgerton, WI 53534, Fax – 608.873.4071

**WI Turkey Federation**  
Steven Meier, President  
1675 Observatory Dr #260  
Madison, WI 53706  
608.262.5157

**WI Women for Agriculture**  
Rosemary Echardt, President  
N901 Welsh Rd  
Watertown, WI 53509, 715.536.5423

**WI Woodland Owners Association**  
Dale Zaug, President  
PO Box 285  
Stevens Point, WI 54481  
715.346.4798, wwoa@uwsp.edu,  
http://www.wisconsinwoodlands.org

**Wisconsin Women's Business Initiative Corporation**  
Julann Jatczak  
2300 S. Park St., #21  
Middleton, WI 53713  
608.257.5450, http://www.wwbic.com

**Wisconsin Winery Association**  
Susan Rees, Executive Director  
2810 Crossroads Drive, Suite 3800  
Middleton, WI 53718  
608.443.2465 or 1.866.947.9463, info@wiswine.com,  
http://www.wiswine.com/

**World Beef Expo**  
Brian Bolan, General Manager  
640 S 84th Street  
West Allis, WI 53214  
414.266.7050, brian.bolan@sfp.state.wi.us,  
http://worldbeefexpo.com

**World Dairy Expo Inc**  
Roger Ripley, President  
3310 Latham Drive  
Madison, WI 53713  
608.224.6455, wde@wdexpo.com,  
http://www.worlddairyexpo.com
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
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, 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.

Agriculture Innovation Center
Greg Lawless
216 Agriculture Hall
1450 Linden Drive
Madison, WI 53706
608.265.2903, glawless@wisc.edu, www.aic.uwex.edu

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

Center for Integrated Agricultural Systems (CIAS)
1535 Observatory Drive
Madison, WI 53706
608.262.8018, cecarusi@wisc.edu, www.cias.wisc.edu

College of Agricultural and Life Sciences (CALS)
140 Agricultural Hall
608.262.4930, eaberle@cals.wisc.edu, http://www.cals.wisc.edu/
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 include Center for Cooperatives, Center for Dairy Profitability, Center for Dairy Research, Food System Research Group, and the Dairy Marketing and Risk Management Program.

Department of Animal Science
101 Animal Science Building
Oklahoma State University
Stillwater, OK 74078
405.744.6062, wagner@okstate.edu, http://www.ans.okstate.edu/
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/
Provides economic analysis for policy makers, opinion leaders, and stakeholders in agriculture. Publishes the Agricultural Outlook, which forecasts supply and utilization for a number of commodities, most notably cheese and other dairy products.

Leopold Center for Sustainable Agriculture
209 Curtiss Hall – Iowa State University
Ames, IA 50011
515.294.7069, kdelate@iastate.edu, http://extension.agron.iastate.edu/organicag/

Northwest Wisconsin Manufacturing Outreach Center (NWMOC)
University of Wisconsin - Stout
278 Jarvis Hall
Menomonie, WI 54751-0790
NWMOC delivers an integrated manufacturing modernization service to small and medium sized manufacturers in NW WI 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/
Conducts research and outreach programs on the social and economic impacts of new agricultural technologies and public policies on family farming in WI, with the goal of ensuring that the future of WI 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.

School for Beginning Dairy and Livestock Producers
Dick Cates
608.588.2836, rlckates@wisc.edu

School for Beginning Farm Market Growers
John Hendrickson
608.265.3704, jhendric@wisc.edu, www.cias.wisc.edu

06/20/08
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.ansei.cornell.edu/dm/dm.html
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
dairy farm management principles and programs with respect
to progressive dairying and related industries.

Upper Midwest Collaborative Regional Alliance for
Farmer Training (CRAFT)
CSA Learning Center @ Angelic Organics
1547 Rockton Rd.
Caledonia, IL 61011
815.389.8455, learn@csalearningcenter.org,
www.csalearningcenter.org/farmbeginnings.html

UW Center for Cooperatives
Anne Reynolds
230 Taylor Hall, 427 Lorch St.
Madison, WI 53706
608.263.4775, reynolds@aae.wisc.edu,
www.uwcc.wisc.edu/
A leading source for information and publications on
cooperatives, their goals include developing and implementing
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.

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
Develops, coordinates, and conducts 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, stiegert@aae.wisc.edu,
http://www.aae.wisc.edu/fsrgu
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, sbdcanswerline@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 & product development, cheese makers licensing course
715.425.3704, amfdsci@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, 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
National leader in research to improve the competitive position
of the dairy industry by linking Center/University and the
dairy/food industries in order to address key issues resulting in
the technology transfer and information communication.
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

Accent Business Communication
Sarah Gibson
332 W Wilson St
Stoughton WI 53589-1449
Business writing, time management
608.205.9319 http://www.accentbusinesscommunication.com

Action Marketing
Carol Goedke
1305 Burning Wood Way
Madison, WI 53704
Product evaluation, marketing, sales, pricing
608.249.1031 http://www.action-marketing.biz/

Adler-Weiner Research
Chicago
Focus Group Moderators
847.675.5011, http://awres.com, andi@awres.com

Allen Austin TranSearch
Michael Noack
6314 Odana Road, Suite D
Madison, WI 53719
executive search firm
608.819.0537 http://www.allenaustinssearch.com/

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

Ag Site Crop Consulting, Inc
Eric Birschbach
2276 Dahlk Circle
Verona, WI 53593
Crop input planning, crop scouting, soil sampling
608.848.3742

Ag Star Consulting
Jeff Peissig
540 Baldwin Plaza Drive, PO Box 360
Baldwin, WI 54002
Business Planning
800.584.6475

Agri-Business Consultants, LLC
Rod Wautlet
325 South Street
De Forest, WI 53532
Business Planning
608.225.3526

Agri-Management Group, LTD Alton Block
Middleton, WI
Value-Added Ag – Bus Development
1.800.551.9230, agriman@charter.net, http://www.agri-man.com

Agri-Pest Consulting, Inc
902 E. Stark Road
Milton, WI 53563
Crop & pest management, disease forecasting
608.758.1957

Agri Systems International
Thomas Tooley
Clintonville & Lodi
Facility Design
715.823.3242, 608.592.4392

Agri-Tech Consulting
Timothy Maloney
6417 E. Highway A
Janesville, WI 53546
Crop consulting, contract research, soil sampling
608.754.4500, tsmaloney@jvinet.com

AgriVisions Consulting
Jim LeCureux
Ubly, MI
Value-Added Go/No Go Assessment
989.658.8909, agvision@avci.net

American Choice Water
Don Snow
Fairfield, IA
Water enhancement system
641.472.5809, dsnow@vortexhms.com

Applied Biotechnologies, Inc
Blain Ellison
225 Clifton St.
Evansville, WI 53536
Dairy nutrition
608.882.4906, bnellison@aol.com

Ardex All American Mineral Co. Inc
Robert Beyer
PO Box 421
Shawano, WI 54166
Custom blending & packaging of minerals/vitamins
715.524.4059

Aventis Crop Science
Timothy Bender
5437 N. Cypress Dr.
Milton, WI 53563
Crop protection materials
608.741.7844, tim.bender@Aventis.com

Axion Compensation LLC
Ronald Schell
310 N. Hillside Terrace
Madison, WI 53705
Human Resources, marketing & sales
Resources For Wisconsin Businesses

**B2B CFO**
Richard Perrin
Madison, WI
Accounting & finance, organizational development & planning
608.576.3773
http://www.b2bcfo.com/component/option,com_b2bbio/bioid,43

**Budner Agronomy Consulting, LLC**
Carl Budner
7520 Rockwood Rd
Whitelaw, WI 54247
Crop and nutrient management
920.686.1811, cbudner@isol.net

**Barodine Marketing Communications/Research/Design**
Stephen Barone
3106 Nottingham Way
Madison, WI 53713
Web strategy, market research & analysis
608.277.0138 http://www.ebarodine.com/

**Business Development Services, Inc.**
Alison A. Benkoski & Thomas A. Avery
Ripon, WI
Business plans, feasibility studies, strategic plans
920.748.6336

**Bessa Associates**
Sharon Bessa Morey
8300 Airport Road #3
Middleton, WI 53562
Industrial hygiene, biotech/biosafety services
608.831.8004 http://bessaworkplacehealth.com/

**Business Edge Resources**
Todd Boehm
5737 Meadowood Drive
Madison, WI 53711
Business support services, accounting & finance
608.225.2550 tboehm@bizedgeresources.com

**Bill Montei, LLC**
Bill Montei
Organizational development & planning, human resources
608.770.2832 http://www.billmontei.com/

**Career Momentum**
Clara Nydam
49 Kessel Court, Suite 214
Madison, WI 53711
Career change coaching/outplacement, leadership coaching
608.274.2430 http://www.careermomentum.com/

**Blended Learning Specialist**
Patti Coan
711 Moygara Road
Monona, WI 53716
Learning strategy, coaching
608.221.3518
http://chapters.astd.org/SiteDirectory/SouthCentralWisconsin

**Career Success Strategies**
Donna Beestman
9 Southwick Circle
Madison, WI 53717
Career transition/outplacement, executive career coaching
608.831.5226 http://www.careersuccessstrategies.com/

**Bratney Companies**
Larry Groce
Des Moines, IA
Feasibility Studies
515.270.2417, larryg@bratney.com

**Cartographic Solutions, Inc.**
Kithy Elliott
PO Box 45264
Madison, WI 53744
Strategic planning, market analysis
608.277.9979 http://www.csimaps.com/

**Brenda Brady Design**
Brenda Brady
4852 Goodland Park Road
Fitchburg WI 53575
Project coordination, signage, remodeling consultant
608.770.9844 http://www.brendabradysdesign.com/

**Cedar Creek Web Design**
Bruce Wachholz
2631 County Road J
Verona, WI 53593
Web design, web marketing strategy
608.845.7077 http://www.cedarcreekwebdesign.com/

**Brown Management Consultant**
Eric Brown
5818 Piping Rock Road
Madison, WI 53711
608.274.3055 esbrown@sbcglobal.net

**Celebrus Coaching & Consulting**
Cay Villars
6202 Rivercrest Dr
McFarland, WI 53558
Executive and entrepreneur coach, Interim program management/execution
608.838.6533 http://www.biotactics.com/celebrus/

**Brenda Brady Design**
Brenda Brady
4852 Goodland Park Road
Fitchburg, WI 53575
Project coordination, signage, remodeling consultant
608.770.9844 http://www.brendabradysdesign.com/

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Ripon, WI
Business plans, feasibility studies, strategic plans
920.748.6336

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Sharon Bessa Morey
8300 Airport Road #3
Middleton, WI 53562
Industrial hygiene, biotech/biosafety services
608.831.8004 http://bessaworkplacehealth.com/

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Todd Boehm
5737 Meadowood Drive
Madison, WI 53711
Business support services, accounting & finance
608.225.2550 tboehm@bizedgeresources.com

**Bill Montei, LLC**
Bill Montei
Organizational development & planning, human resources
608.770.2832 http://www.billmontei.com/

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Clara Nydam
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Madison, WI 53711
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608.274.2430 http://www.careermomentum.com/

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Monona, WI 53716
Learning strategy, coaching
608.221.3518
http://chapters.astd.org/SiteDirectory/SouthCentralWisconsin

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Madison, WI 53717
Career transition/outplacement, executive career coaching
608.831.5226 http://www.careersuccessstrategies.com/

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Larry Groce
Des Moines, IA
Feasibility Studies
515.270.2417, larryg@bratney.com

**Cartographic Solutions, Inc.**
Kithy Elliott
PO Box 45264
Madison, WI 53744
Strategic planning, market analysis
608.277.9979 http://www.csimaps.com/

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4852 Goodland Park Road
Fitchburg, WI 53575
Project coordination, signage, remodeling consultant
608.770.9844 http://www.brendabradysdesign.com/

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Bruce Wachholz
2631 County Road J
Verona, WI 53593
Web design, web marketing strategy
608.845.7077 http://www.cedarcreekwebdesign.com/

**Brown Management Consultant**
Eric Brown
5818 Piping Rock Road
Madison, WI 53711
608.274.3055 esbrown@sbcglobal.net

**Celebrus Coaching & Consulting**
Cay Villars
6202 Rivercrest Dr
McFarland, WI 53558
Executive and entrepreneur coach, Interim program management/execution
608.838.6533 http://www.biotactics.com/celebrus/

**CEO Consulting Services**
Patrick Below - 608-239-3622
Bernie Verrill - 608-513-2876
715 Hill Street - Suite 160, Quarry Arts Building
Madison, WI 53705
Create a CEO-level system of management
http://www.ceoconsultingservices.com/
Resources For Wisconsin Businesses

Change Directions
Charles Royal
2840 Marledge St.
Madison, WI 53711
Focus on small changes, training all employees
608-273-9559

Christina Trombley
LaCrosse, WI
Focus groups
608.785.8783, Trombley.chri@uw lax.edu

Citizen's Financial Services
Travis Holt
400 N. Main Street, PO Box 218
Loyal, WI 53072
Business Plans
715.255.8256

CJ Olson Market Research
Gayle Belkengren
Minneapolis, MN
Focus groups/market research/surveys
800.788.0085, gbelkrengren@cjolson.com

Collective Intelligence
Brian Curry
533 Greenwood Court
Pewaukee, WI 53072
414.232.1325, bdcurry@mac.com

Converging Communications, LLC
Janet Staker Woerner
1626 Pond View Court
Middleton, WI 53562
Strategy Development, Change Management
608.692.7131 http://www.convergingcomm.com/

Cooperative Development Services
Kevin Edberg
131 West Wilson St., Suite 400
Madison, WI 53703
Cooperative business development
608.258.4396, www.co-opdevelopmentservices.com

Computerized Dairy Service, Inc.
Robert Johnson
2208 N. Peach Ave.
Marshfield, WI 54449
Dairy nutrition balancing, least cost
715.389.2730, cdsinc@tznet.com

The Context Network
Tray Thomas
West Des Moines IA
Feasibility Studies Market Research
515.225.2204, twthomas@contextnet.com,
http://www.context.com

Critereon Company LLC
Willard Grande
Pleasant IA
Food, production, processing
319.385.8802, bill.grande@critereon.com,
http://www.critereon.com

Crop Care
Andy Merry
N4137 Co. Hwy H
Antigo, WI 54409
Seed & table stock potato crop management
715.627.4630, merry@newnorth.net

CT Consulting
Reg Clause
Jefferson, IA
Feasibility/Market Research/Analysis
515.386.8423, rclause@netins.net

Cummins Power Generation
John Waldron
Des Moines, IA
Energy - Power Generators
515.202.5200, john.waldron@cummins.com,
http://www.cummins.com

Dahlen Company, LLC (The)
Gretchen M. Dahlen
1952 N. Kollath Road
Verona, WI 53593-8806
Strategic plan analysis and facilitation, business plan development
608.832.6609 http://www.dahlencompany.com/

db Associates of Wisconsin, LLC
Deborah DeNure
Madison WI and Milwaukee WI
Leadership development, performance management
608.345.5435 & 262.806.2911
http://www.dbassociatescom.com/

Dairy Business Consulting, Inc.
Dave Becker
W18111 Prairie Road E
Osseo, WI 54758
Business Planning
715.695.2775

Dairy Consultant Associates of WI
Ron Helms
Broadhead
Facility Design
608.897.4361
Resources For Wisconsin Businesses

Dairyland Laboratories, Inc.
Tim Meltz
W21691 Coyote Lane
Trempealeau, WI 54661
Analyzing feed, forage, soil, water, plants, etc
608.323.2123, dairyland@win.bright.net

Dairy Production Services
David Ohman
N5157 Kettle Moraine Drive
Glenbeulah, WI 53023
Milk quality, de-bottlenecking systems, troubleshooting
920.526.3985, cowdoc@excel.net

Dairy Strategies, LLC
Terry Smith 608.245.3245
Richard Wiegand 608.245.3245
John Young 608.245.3245
Madison, WI
Bus Development and Plans, Value-Added Ag, Financials

Datawise
David Buss
203 W. Cottage Grove Rd.
Cottage Grove, WI 53527
Fields Mapping, soil sampling, spatial analysis
608.251.9010, dbuss@edatawise.com

Design Building Systems
Jerry McEssey
Fond du Lac
Facility Design
414.923.6260

Dettloff Veterinary Service
20384 State Road 95
Arcadia, WI 54612
Organic medicine
608.797.0781, jmrdettloff@hotmail.com

Direct Networks, Inc.
Catherine Barrance
1017 Applegate Rd, Suite 100
Madison, WI 53713
IT solutions & services, computer data networks
608.270.9980 http://www.directnetworksinc.com/

Einhorn Associates – Mergers & Acquisitions
Daniel Einhorn
2675 North Mayfair Rd, Suite 410
Milwaukee, WI
Chemical industry/Biotech focus
414.453.4488, deinhorn@einhornassociates.com

E. M. Wasylik Associates, LLP
Ken Wasylik – 608.850.5643
Mark Rhoda-Reis – 608.236.4065
P.O. Box 333
Waunakee, WI 53597
Financial planning, sales & marketing
http://www.emwasylik.com/

Economic Modeling Solutions
Peter Gascoyne
1605 Monroe St., Suite 104
Madison, WI 53711
Develop analytical models, deliver innovative and imaginative perspectives
608.256.9680 http://www.trunumbers.com/

Entrepreneur Sales & Marketing LLC
William McHenry
3 Normandy Court
Oakwood Hills, IL 60013
Products to market
866.396.4363, bmchenry@entrepreneursales.com

Equity Financial Resources, Inc.
6317 N.E. Antioch Rd., Suite 104
Kansas City, MO 64119
Business plans, risk management resources
816.455.4548, http://www.equityfinancialres.com

Eric Brown – Management Consultant
Madison, WI
Market research, business plans, strategies
608.274.3055, esbrown@sbcglobal.net

Eriksson Research, LLC
Larry J. Eriksson, Ph.D.
6105 Fairfax Lane
Madison, WI 53718-8262
Management consulting activities, technical consulting
608.222.1815 http://www.quartersectionpress.com/

Executive Business Solutions
JoAnn Dettman
Human Resources, Business Support Services
608.862.3388

FCS Financial Services
Gary Wagner
Wausau, WI
Financial Feasibility, production management
1.800.324.5751, gwagner@farmcredit.com, http://www.fcsfinancialsservices.com

Fiscal Fitness, LLC
Kathy Hankard
211 E. Verona Ave. Suite 4
Verona, WI 53593
Tax strategies, debt management, cash flow analysis
608.345.4248 http://www.fiscalfitnessmadison.com/

FMC Corporation
Robert Perry
4874 Enchanted Valley Road
Middleton, WI 53562
Product development & technical service
608.798.4954, rsperry@chorus.net
<table>
<thead>
<tr>
<th>Resources For Wisconsin Businesses</th>
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</thead>
<tbody>
<tr>
<td><strong>Forest Agriculture Enterprises</strong></td>
</tr>
<tr>
<td>Mark Shepad</td>
</tr>
<tr>
<td>PO Box 24</td>
</tr>
<tr>
<td>Viola, WI 54664</td>
</tr>
<tr>
<td>Agroforestry and permaculture farm design</td>
</tr>
<tr>
<td>608.627.8733, <a href="mailto:forestag@mwt.net">forestag@mwt.net</a></td>
</tr>
<tr>
<td><strong>ForteCEO Group</strong></td>
</tr>
<tr>
<td>Sam Keller</td>
</tr>
<tr>
<td>1424 Starr School Road</td>
</tr>
<tr>
<td>Stoughton, WI 53589</td>
</tr>
<tr>
<td>Guidance, ideas and action for serious business matters</td>
</tr>
<tr>
<td>608.877.1176 <a href="http://www.forteceo.com/">http://www.forteceo.com/</a></td>
</tr>
<tr>
<td><strong>Gary Henderson</strong></td>
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<tr>
<td>Bio-Engineered corn Pharmaceuticals</td>
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<tr>
<td>Slater, IA</td>
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<tr>
<td>515.228.3432, <a href="mailto:ghlb@luxcomm.net">ghlb@luxcomm.net</a></td>
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<tr>
<td><strong>GHD, Inc.</strong></td>
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<tr>
<td>Steve Dvorak</td>
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<tr>
<td>Chilton, WI</td>
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<tr>
<td>Digester, engineering, Water quality/manure storage</td>
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<tr>
<td>920.849.9797, <a href="mailto:dgdhd@tds.net">dgdhd@tds.net</a>, <a href="http://www.gdhinc.net">http://www.gdhinc.net</a></td>
</tr>
<tr>
<td><strong>Global Manufacturing Resources, LLC</strong></td>
</tr>
<tr>
<td>Roy Prestage</td>
</tr>
<tr>
<td>6 La Pointe Terrace</td>
</tr>
<tr>
<td>Madison, WI 53719</td>
</tr>
<tr>
<td>Assist USA companies in researching and negotiating alliances with Chinese companies</td>
</tr>
<tr>
<td>608.829.3932 <a href="http://www.globalmfgresources.com/">http://www.globalmfgresources.com/</a></td>
</tr>
<tr>
<td><strong>Goode Solutions LLC</strong></td>
</tr>
<tr>
<td>Eileen Goode</td>
</tr>
<tr>
<td>21 Southwick Circle</td>
</tr>
<tr>
<td>Madison, WI 53717</td>
</tr>
<tr>
<td>HR staff, key person search</td>
</tr>
<tr>
<td>608.438.8906 <a href="http://www.goodesolutions.com/">http://www.goodesolutions.com/</a></td>
</tr>
<tr>
<td><strong>Graziers Supply &amp; Management</strong></td>
</tr>
<tr>
<td>25303 461 Ave. PO Box 1112</td>
</tr>
<tr>
<td>Gaylord, MN 55334</td>
</tr>
<tr>
<td>Organic production improvement and profitability</td>
</tr>
<tr>
<td>507.237.5162, <a href="mailto:dgummink@prairielakes.com">dgummink@prairielakes.com</a>, <a href="http://www.grassfedishbest.com">www.grassfedishbest.com</a></td>
</tr>
<tr>
<td><strong>Great Lakes Ag Research Service</strong></td>
</tr>
<tr>
<td>Susan Bellman</td>
</tr>
<tr>
<td>N 6084 Johnson Road</td>
</tr>
<tr>
<td>Delavan, WI 53115</td>
</tr>
<tr>
<td>Contract research, GLP residue, APHIS, GMOs</td>
</tr>
<tr>
<td>608.883.6990, <a href="mailto:sbellman@idcnet.com">sbellman@idcnet.com</a></td>
</tr>
<tr>
<td><strong>H Cubed Group, LLC</strong></td>
</tr>
<tr>
<td>Hollie Hollister</td>
</tr>
<tr>
<td>1108 Moline Street</td>
</tr>
<tr>
<td>Stoughton, WI 53589</td>
</tr>
<tr>
<td>Clarify business passion, vision and objectives</td>
</tr>
<tr>
<td>608.873.7981 <a href="http://www.hcubedgroup.com/">http://www.hcubedgroup.com/</a></td>
</tr>
<tr>
<td><strong>Hilltop Agronomics</strong></td>
</tr>
<tr>
<td>Daniel Peterson</td>
</tr>
<tr>
<td>4894 Highway 33 West</td>
</tr>
<tr>
<td>West Bend, WI 53095</td>
</tr>
<tr>
<td>Farm economics &amp; planning, herbicides &amp; fertility</td>
</tr>
<tr>
<td>262.629.5564</td>
</tr>
<tr>
<td><strong>Hoffman Crop Consulting, Inc</strong></td>
</tr>
<tr>
<td>Steve Hoffman</td>
</tr>
<tr>
<td>8426 Borgwardt Lane</td>
</tr>
<tr>
<td>Manitowoc, WI 54220</td>
</tr>
<tr>
<td>Soil sampling, input planning, nutrient budgeting</td>
</tr>
<tr>
<td>920.758.2988, <a href="mailto:shoffman@lakefield.net">shoffman@lakefield.net</a></td>
</tr>
<tr>
<td><strong>Terry Howard</strong></td>
</tr>
<tr>
<td>442 Agnes Drive</td>
</tr>
<tr>
<td>Madison, WI 53711</td>
</tr>
<tr>
<td>Dairy nutrition and management</td>
</tr>
<tr>
<td>608.231.3162, <a href="mailto:howard@calshp.cals.wisc.edu">howard@calshp.cals.wisc.edu</a></td>
</tr>
<tr>
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</tr>
<tr>
<td>Kate Schieldt</td>
</tr>
<tr>
<td>P.O. Box 394</td>
</tr>
<tr>
<td>Stoughton, WI 53589</td>
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<tr>
<td>Human resources, compliance</td>
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<tr>
<td>608.205.2244 <a href="http://www.hrpartnerllc.com/">http://www.hrpartnerllc.com/</a></td>
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<tr>
<td>Dan Stahl</td>
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<tr>
<td>2912 Marketplace Drive, Suite 105</td>
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<td>608.233.5491 <a href="http://www.hrgroup.com/">http://www.hrgroup.com/</a></td>
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<td><strong>Hurley &amp; Associates</strong></td>
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<tr>
<td>James Hurley III</td>
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<tr>
<td>W 6140 Meadow Valley Road</td>
</tr>
<tr>
<td>New Glarus, WI 53574</td>
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<td>Business development, finance</td>
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<td>847.903.8282</td>
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<tr>
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<tr>
<td>James Just</td>
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<td>3600 Swoboda Road</td>
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<td>Verona, WI 53593</td>
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<td>Business process analysis, technology consulting</td>
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<tr>
<td>608-829-0222 <a href="http://www.imergeconsult.com/">http://www.imergeconsult.com/</a></td>
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<td>Paul Terpstra</td>
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<td>A. D. Cole</td>
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<tr>
<td>N 1418 Hwy 188</td>
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<td>Prairie du Sac, WI 53578</td>
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<tr>
<td>Deep nitrate sampling, soil &amp; plant testing &amp; mapping</td>
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<td>608.643.3712</td>
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Paul Knutzen
N3549 Pamela Lane
New London, WI 54961
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920.982.9815, pbknutzen@pitnet.net

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**Locken Information**
Sharon Locken  
Madison, WI  
Research, sales, marketing  
608.256.0091, slocken@terracom.net

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4218 Savannah Court  
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Berlin, WI 54923
Proteins and fat, 920.361.2092

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West Lafayette, IN
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Waupun, WI
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Northern Environmental Technologies, Inc.
Clint Wendt
Waupun, WI
Environmental Engineering
920.324.8600, cwendt@northernenvironmental.com

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Rick Schulte
Engineering & manufacturing support
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Thomas Aitchison, 715.386.1261 aitchiso@spacestar.net
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Operations Excellence
Nicholas Cray
9030 Settlers Rd.
Madison, WI 53717
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847.606.6594

1Ricci LLC
Laura Ricci
315 Johnathan Suite B
Pewaukee, WI 53072
414.807.3669 lricci@lricci.com, www.1ricci.com

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Laura V. Page
P.O. Box 5283
Madison, WI 53705
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608.231.1979 http://www.lauravpage.com/

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Anne Rizzo
Iowa City, IA
Feasibility/Market Research/Analysis
319.351.0011, info@parkerconsultinggroup.com

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501 Windmill Road
Brooklyn, WI 53521
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608.455.8391 http://www.patseidel.com/

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W 10581 Bell Road
Camp Douglas, WI 54618
Organic Consultant and Accountant
608.427.2201, mcdonald@mwt.net

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Mark Haynes & Alec Linde
PO Box 188
Plainfield, WI 54966
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715.335.4046, pestpros@uniontel.net

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3037 Bosshard Drive
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Dennis Podoll
PO Box 123
Grand Marsh, WI 53936, Potato production & management
608.339.9661, dpodoll@wecon.com

ProFiSeed International, Inc.
Gary Bogenrief
Hampton, IA
Soy bean processing & marketing
641.456.5955, gray@profiseed.com

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Matt Crouse
Eldora, IA
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641.939.2511 crouse@adiis.net http://persoal.adiis.net/provision

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Dennis Hinrichsen
307 S. 7th St.
Abbotsford, WI 54405
Commodity procurement & forward contracting
715.223.6581, DENREJJJ@PCPROS.COM

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Jim Barney
Sum Prairie, WI
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608.947.9768, jbarney@gabc.com, http://www.powertrainer.com

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Sauk City, WI
Water quality/manure storage design
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Linda Penaloza
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Real World Quality Solutions
Jeanne Virosco
1709 Redwood Lane
Madison, WI 53711
608.274.3067 rwquality@charter.net

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1206 Chapel Hill Road
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315 E. Decker St.
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John Roach
856 N. Main Street
Seymour, WI 54165
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3324 Prairie Glade Road
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Des Moines, IA
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515.255.6376, RobinLKline@msn.com
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6808 University Avenue, Suite 200
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Marvin Schiedermayer
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515.707.5855, nlskinner@aol.com

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Madison, WI
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608.661.0584, tguppy@home.com

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13 Mark Twain St.
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1403 Pinewood Ct,
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Dan Lemke 507.835.8990 dlemke@auri.org Waseca, MN
Feasibility, Market Research, Analysis

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Madison
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Mt. Pleasant, MI
Feasibility, Market Research
989.774.3270, charles.fitzpatrick@cmich.edu,
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Marsha Laux 515.294.9511 mlaux@iastate.edu
Ames, IA
Ag - Value-Added
http://www.agmrc.org

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**WI Dept. Ag, Trade, & Consumer Protection.**
Sue Porter
PO Box 8911
Madison, WI 53708
Conservation planning, watershed program
608.224.4605, sue.porter@datcp.state.wi.us

**Wisconsin Innovation Service Center**
Melissa Rick
Whitewater, WI
New Product, Invention assessment, Market expansion
262.472.1365, rickm@uwu.edu,
http://academics.uww.edu/business/innovate/

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**Organic Publications**

**Acres USA**
PO Box 91299
Austin, TX 78709-1299
Monthly journal of sustainable agriculture
800.355.5313, info@acresusa.com, http://www.acresusa.com

**American Small Farm Magazine**
560 Sunbury Road, Suite 6
Delaware, OH 43015
Focuses on small farms, operations and marketing
740.363.2395

**Greenbook, MN Dept. of Ag Sustainable Ag Program**
625 Robert St. N
St. Paul, MN 55155
Annual reports sustainable research and demonstrations
651.201.6673, www.mda.state.mn.us/esap/greenbook

**Organic Business News**
PO Box 1203
Plymouth, FL 32768
Monthly organic industry newsletter

**Organic Broadcaster Newspaper**
PO Box 339
Spring Valley, WI 54767
Bimonthly newspaper published by MOSES
715.772.3153, broadcaster@mwt.net,
http://www.mosesorganic.org/ob/intro.htm
Grant Writing Consultants
for
Value-Added Projects
Resources For Wisconsin Businesses

Roger Allbee  
Advisors in Food and Agriculture  
Townshend, VT  
802.365.7213

Don Ault  
Sparks Companies, Inc  
New Brighton, MN  
651.635.9157

Laura Baranowski  
Baranowski Associates  
1118 Winston Drive  
Madison, WI 53711  
608.277.8305 baranassoc@yahoo.com

Richard Barber  
1318 Melrose Avenue  
Minneapolis, MN  
952.546.5326

Alison A. Benkoski  
Thomas A. Avery  
Business Development Services, Inc  
Ripon, WI  
920.748.6336

Alton Block  
Agri-Management Group  
Middleton, WI  
800.551.9230

Patrick Booth  
Productive Trade Resources  
Vashon, WA  
206.463.2537

Eric Brown  
Brown Management Consultant  
5818 Piping Rock Road  
Madison, WI 53711  
608.274.3055 esbrown@sbcglobal.net

Tim Bryan  
+MAgNet-(tm)  
Mahtomedi, MN  
651.490.0806

Duane Cariveau  
Cariveau Consulting Services  
Grand Forks, ND  
701.795.1509

Reg Clause  
CT Consulting  
Jefferson, IA  
515.386.8423

Robert Denman  
Phoenix Business Ventures  
Chippewa Falls, WI  
715.720.7943

Philip Dunshee  
Enterprise MidAmerica  
Johnston, IA  
515.309.0140

Eric Ferrell  
Alliance for Technology Commercialization, Inc.  
Pittsburg, KS  
620.235.4927

Carmen Fike  
Ripple Marketing  
Bozeman, MT  
406.585.8168

Charles Fitzpatrick  
Central Michigan University  
Mt. Pleasant, MI  
989.774.3270

Rodney Fraizer  
Frazier, Barnes & Associates  
Memphis, TN  
901.172.7258

Michael Frankenberger  
Alliance Information Management  
Fargo, ND  
701.235.8600

Steven Goodman  
10H Inc  
13 Mark Twain St.  
Madison, WI  
608.236.0627 sgoodman@10Htech.com, www.10Htech.com

Willard Grande  
Critereon Company LLC  
Mount Pleasant, IA  
319.385.8802

Donald Hill  
Heartland Information Research Corp  
6434 West North Avenue  
Wauwatosa, WI 53213  
414.727.2095 dhill@hirservices.com, www.hirservices.com

Darrell Holaday  
Advanced Market Concepts, Inc.  
Manhattan, KS  
785.537.8900

Mark Hutchison  
Food Processing Center UNL  
Lincoln, NE  
402.472.0381

Kathi Kamm  
UW-Milwaukee-Cozzens & Cudahy Research Center  
9100 N. Swan Road,  
Milwaukee, WI 53201  
414.243.3454 kkamm@uwm.edu

06/20/08
Resources For Wisconsin Businesses

Karen Karp
Karp Resources
Southold, NY
631.765.9406

Mark Kastel
M.A. Kastel and Associates, Inc.
La Farge, WI
608.625.2042

Catherine Kolkmeier
Plain English
PO Box 1641
La Crosse, WI 54602
608.796.9090 www.plainenglishwriting.com

Larry Krehbiel
Agri-Business Consulting
Pratt, KS
620.672.9331

Jean C. Kresse
Hartsook Companies, Inc.
Ames, IA
316.630.9992

Jim LeCureux
AgriVisions Consulting
Ubly, MI
989.658.8909

Sarah Hamlen
Ripple Marketing
Bozeman, MT
406.585.8168

Jennifer Harte
Management Excellence
Olympia, WA
360.701.9217

Gary Henderson
Slater, IA
515.228.3432

Kafryn Lieder
The Well-Tempered Word
6906 Tottenham Road
Madison, WI 53711
608.661.7414 wtword@chardter.net

Daniel Little
DairyNet2000
Brookings, SD
888.937.8387

Edward Maltby
The Maltby Company
Deerfield, MA
413.772.0444
Resources For Wisconsin Businesses

Laura Ricci
1Ricci LLC
315 Johathan Suite B
Pewaukee, WI 53072
414.807.3669 iricci@1ricci.com, www.1ricci.com

Anne Rizzo
Parker Consulting Group
Iowa City, IA
319.351.0011

Guy Rusche
Rural Community Innovations
Huron, SD
605.352.6761

Jack Ryan
Jack Ryan Consulting
Underwood, IA
712.566.2386

Del Schuh
Indiana Business Modernization and Technology Corp
Indianapolis, IN
317.635.3058

Don Senechal
The Hale Group, Ltd.
Danvers, MA
800.229.4253

Andy Shafer
Premier Group LLC
Pleasant Hill, CA
925.676.9554

Eric Simons
Distributed Generation Systems, Inc.
Lakewood, CO
303.531.5523

Ned Skinner
Skinner Agri-Products Inc.
Johnston, IA
515.707.5855

Greg Sullivan
Advanced Marketing Systems
Delta, CO
979.874.0376

Larry Thompson
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

Cheryl Vickroy
The Bachner Vickroy Group
7202 East Pass
Madison, WI 53719
608.575.2378 www.bachnervickroy.com

Jeanne Viroso
Real World Quality Solutions
1709 Redwood Lane
Madison, WI 53711
608.274.3067 rwquality@charter.net

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**

**Census Data**
US Department of Commerce, Customer Services Center
301.457.4100, [http://www.census.gov](http://www.census.gov)

**Consumer Product Safety Commission**
[http://www.cpsc.gov](http://www.cpsc.gov)

**Economic Data**
US Department of Commerce, Bureau of Economic Analysis

**Environmental Protection Agency**
800.368.5888, [http://www.epa.gov/sbo](http://www.epa.gov/sbo)

**Exporting**
US Foreign Commercial Service, Department of Commerce
414.297.3473, [http://www.commerce.state.wi.us](http://www.commerce.state.wi.us)

**Immigration Law** - 800.375.5283

**Importing** - Department of Treasury, US Customs Service

**Industry Forecasts**
US Chamber of Commerce, International Division

**International Trade Administration**

**Market Statistics**
Consumer spending data/demographics, Bureau of Labor Stats

**Procurement Information**
SBA - 414.297.3941

**Science and Technology References**
Library of Congress, Science and Technology Division

**Tax Publications or Small Business Resource Guide**

**U.S. Patent and Trade Office (USPTO)**

**Wage and Hour Laws**
608.264.5221, 414.297.3585, [http://www.dwd.state.wi.us](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](http://www.dwd.state.wi.us)

**Tax ID Numbers (FEIN SS-4 form)**

**State Resources**

**Building Permits and Zoning Codes**
Department of Commerce
Division of Safety and Buildings
608.266.3151, [http://www.commerce.state.wi.us](http://www.commerce.state.wi.us)

**Census/Demographics and Population Estimates**
Demographics Services Center
608-266-1927, [http://www.wisstats.wisc.edu](http://www.wisstats.wisc.edu)
Applied Population Laboratory
608.262.1515

**Corporation/Tradename/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](http://www.wdfi.org)

**Economic and Business Development**
UW-Extension
Cooperative Extension
[http://www1.uwex.edu](http://www1.uwex.edu)

**Environmental Regulations**
Department of Natural Resources
Information on water, air, or water regulations
608.264.6266, [http://www.dnr.state.wi.us/permitprimer](http://www.dnr.state.wi.us/permitprimer)

**EX-IM Bank**
Assistance for small business selling overseas

**Franchise and Securities Registrations**
Department of Financial Institutions
Franchise and securities offerings in the state
608.266.1064, [http://www.wdfi.org](http://www.wdfi.org)

**Help Business Line**
Department of Commerce
For basic resource/contact information
608.266.3447

**Immigration Laws**
Employment Eligibility Verification (Form I-9)

**Job Service**
Department of Workforce Development
608.266.0327, 888.258.9966

**Motor Vehicle Licensing**
Department of Transportation
Division of Motor Vehicles
608.266.1466, [http://www.dot.state.wi.us](http://www.dot.state.wi.us)
Resources For Wisconsin Businesses

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

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

Regional Planning Commissions
See map on Web site for contacts
http://www.commerce.state.wi.us/MT/MT-RPC-map.html

Worker’s Compensation
608.266.1340, http://www.dwd.state.wi.us/wc/default.htm

Register of Deeds
Voluntary registration of firm name process for sole proprietorships and general partnerships business names
http://www.wrdaonline.org

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

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

Wisconsin Child Care Improvement Project (WCCIP)
Free technical assistance to persons interested in becoming licensed for day care services

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

Wisconsin Department of Financial Intuitions (WDFI)
Corporate Registration Information System
Information on legal entities

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 Department of Revenue (DOR)
Business tax registration, Seller’s Permit, Tax ID, etc.
608.266.2776, http://www.dor.state.wi.us

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 Tax Forms and Publications

State Purchasing (Procurement)
Department of Administration
Bureau of Procurement
Information on state government purchasing
608.266.2605

Wisconsin Innovations Service Center (WISC)
Specializes in new product feasibility and market expansion opportunities for small manufacturers and entrepreneurs
262.472.1365, http://academics.uww.edu/business/innovate

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

Wisconsin Office of the Commissioner of Insurance (OCI)
800.236.8517, http://www.oci.wi.org/
Small Business Insurance http://www.oci.wi.gov/smempins.htm

Technology Transfer Institute
UW-Stout
Center for Innovation & Development, Stout Advanced Manufacturing Assistance, Packaging Research & Development Center

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

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

Wisconsin Utility Services Contacts

Unemployment Insurance
800.247.1744, http://www.dwd.state.wi.us/ui
Business Start/Plan Resources
Resources For Wisconsin Businesses

Publications:

- Research & Policy
  http://www.kauffman.org/research.cfm
- Dairy Goat Management Best Practices
  http://www.wdga.org/widairygoatassoc/resources+for+farmers/publications.asp
- Entrepreneur’s Search Engine
  http://www.entrepreneur.org
- Small Business Administration – Start Up Guide
- Self Evaluation Test for Going Into Business
  http://www.score-manchester.org/bus_test.htm
- 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

Farm/Produce Profitability:

- Helps producers create scenarios to help make decisions about what and how much to plant as well as sales decisions such as how, where, when and setting a price.
  http://www.extension.iastate.edu/hrim/localfoods/calc/lander/index.cfm?fa=calc.loan
  http://www.extension.iastate.edu/agdm/html/c5-65.html

Business Plan:

- Agricultural Innovation & Commercialization Center
  A tool guiding you through the business planning process by asking simple questions, then compiling the answers into a business plan
  https://www.agecon.purdue.edu/planner/
- Sample Business Plan & Financial Reports
  Our tools will help you create a personalized business plan and financial statements. Free for everyone!
  http://dev.vafairs.com/vafairs/
- Biotechnology Business Development
  http://biotech.about.com/library/weekly/aa_managingbiotechnology.htm
- Building a Strong Business Plan by Sections
  http://www.inc.com/guides/start_biz/20660.html
- Business Resource Finder and Sample Plans
  http://www.bizplans.com/
- Business Plan Assistance from Business.com
  http://www.business.com/popular/business_plan_assistance
- Business Plan Software Free Guides, Templates
  http://www.planware.org/
- Center for Business Planning Software, Sample Plans and Strategy
  http://www.businessplan.org
- Entrepreneur Magazine Business Plan Assistance
  http://www.entrepreneur.com/Your_Business/YP_New/0,4507,109,00.html
- Interactive Business Planner
  http://www.cbse.org/ibp/doc/intro_bp.cfm
- Short Course in Business Plan Writing
- Wisconsin Entrepreneurs’ Network (WEN)
  Integrated statewide support in all industries and development stages
  http://www.wenportal.org

Choosing a Business Structure:

- Available Types of Business Entities (WIDFI)
  http://www.wdfi.org/resources/indexed/site/corporations/types_bus_entities.pdf
- Creating a Limited Liability Company Online
  http://www.wdfi.org/corporations/whats_llc.htm
- Internet Corporation for Assigned Names (ICANN) – one registrar of domain names
  310.823.9358
  http://www.icann.org
- Primer on Selection of a Business Entity
  http://www.wdfi.org/resources/indexed/site/corporations/primerselectionbusentity.pdf
- Registering Your Business in WI – See WDFI
- Small Business Legal Structures from NOLO – Law For All
  http://nolo.com/
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

The Faraday Center
2800 South Fish Hatchery Road
Fitchburg, WI 53711
Tenants with science, research or high-technology orientation

Farm Market Kitchen
520 Parkway St.
P.O. Box 35
Algoma, WI 54201-0035
A regional shared-use food processing business incubator. Anyone wishing to produce and market a food product can find everything they need to get started

Fondy Farmers Market
2242 North 17th Street
Milwaukee, WI 53205

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://bmee.wisc.edu/support_UW incubator.html

Madison Incubator for Technology Development
3802 Packers Ave.
Madison, WI 53704
Preference for technology and biotechnology-focused firms, or companies that support tenant firms.

MainStreet Industries
931 E. Main St.
Madison, WI
Preference for high tech and light industrial businesses
608.286.6246, http://www.cwd.org

Milwaukee County Research Park
Bob Richter
10700 Research Drive, Suite One
Milwaukee, WI 53226
414.443.2528, richter@irgensllc.com

NanoRite Center for Innovation
Pam Owen
2322 Alpine Road.
Eau Claire, WI 54703

Superior Business Center Inc
1423 North 8th Street.
Superior, Wisconsin 54880
Phone (715) 392-4749
The provision of leased space and/or other resources to both existing and start-up businesses http://www.superbus.com/

T.E.C. Incubator Center
Dr. John Lalor
3591 Anderson St., Suite 100
Madison, WI 53704
Preference for technology and biotechnology-focused firms

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.