



MICROENTERPRISE FUND SOURCES

Abilities Fund

The Abilities Fund offers micro loan guarantees for entrepreneurs with disabilities in 45 states. The Abilities Fund also offers grants to women business owners with disabilities.
<http://www.abilitiesfund.org/>

Agricultural Diversification

The Wisconsin Department of Agriculture, Trade and Consumer Protection operates the Agricultural Development and Diversification (ADD) Grant Program. These annual grants (up to \$50,000) fund projects that are likely to stimulate Wisconsin's farm economy with new production or marketing techniques, alternative crops or enterprises, new value-added products, or new market research. Visit <http://www.datcp.state.wi.us/mktg/business/marketing/val-add/add/index.jsp>

Catalog of Federal Domestic Assistance

The Catalog of Federal Domestic Assistance gives a complete listing of federal grant programs for individuals and businesses. To access this catalog, go to <http://www.cfda.gov>

Count-Me-In

Count-Me-In is a nationwide micro-lender for women-owned businesses seeking their first business loan. Visit the web site, which also provides access to financial networks, consultation, and education for women-owned businesses. <http://www.count-me-in.org>

Impact Seven

Impact Seven, a statewide community development corporation, has assembled a group of revolving loan funds to create the Greater Wisconsin Fund. This fund is designed to assist business start-ups or expansion in Wisconsin communities. For more information, call 608-251-8450 or go to the Impact Seven web site. <http://www.impactseven.org/>

Information on Regional Angel Networks

"Angels" are individuals of high net worth who invest in privately held companies. Along with family and friends, angels often participate in the early rounds of financing a growth business—typically preceding venture capital. Angels tend to invest smaller dollar amounts than venture capitalists, often prefer to invest "close to home", and are generally approached through social contacts and gatekeepers such as attorneys and CPAs. "Angel networks" bring together private investors in a geographical area to evaluate business deals and make investments. Angel networks vary in their organizational structures, due diligence and deal-making procedures. Some angel networks focus their investments in specific technology areas or industry sectors because of investor expertise. Angel networks require submission of a current business plan for investor review. For information on regional angel networks, visit: http://northstareconomics.com/angel_investing.htm

Jackson County Business Revolving Loan Fund

The Jackson County Business Revolving Loan Fund loans funds to small businesses to encourage and promote economic development in the County. The primary goals of the program are to reduce unemployment and create new jobs. To be eligible, the business must be located in Jackson County. The owner must also provide at least 10 percent equity into the project. The business must create one full time job for each \$20,000 of revolving loan requested. Loans range from \$10,000 to \$100,000, and are below the prime rate. Applications can be obtained from Jackson County Business RLF, C/O County Clerk at 307 Main Street in Black River Falls, WI 54615. 715-284-0201
kyle.deno@co.jackson.wi.us

Mississippi Regional Planning Commissions

The Mississippi River Regional Planning Commission provides administrative and technical to several community, county or multi-county revolving loan funds (RLF). Please call 608-785-9396 or email plan@mrppc.com about funding availability or eligibility prior to preparing an application.

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

The following is a list of revolving loan funds administered by the MRPPC.

Business Capital Fund: The Business Capital Fund is a revolving loan fund (RLF) designed to address a gap in private capital markets for long-term, fixed rate, low down payment, low-interest financing. The fund is targeted to manufacturers, tourism and selected service industries which create jobs and are located in Buffalo, Jackson, Pepin, Pierce and Trempealeau Counties

La Crosse County Revolving Loan Fund: The La Crosse County Revolving Loan Fund (RLF) was formed to provide affordable financing to new business start-ups and business expansions that create jobs and contribute to economic growth in La Crosse County.

CMV Growth Development Fund: The CMV Growth Development Revolving Fund is designed to foster growth in economic base activities that are the dominant force in affecting economic growth or decline in the Tri-county area of Crawford, Monroe and Vernon counties. The fund is targeted to manufacturers, tourism and selected service industries that create jobs.

The Monroe County Revolving Loan Fund (RLF) Program is designed to promote local economic development by providing a source of long-term, fixed rate, low interest financing for new and existing business projects that are located in Monroe County.

Money Tree Survey

PricewaterhouseCoopers, Thomson Venture Economics, and the National Venture Capital Association publish the quarterly Money Tree Survey on venture capital investing trends nationwide.

<http://www.pwcmoneytree.com/moneytree/index.jsp>

National Venture Capital Association

The National Venture Capital Association sponsors training and matchmaking events for investors and entrepreneurs, and posts information on the venture capital industry. [http:// www.nvca.org](http://www.nvca.org)

Revolving Loan Funds (RLFs)

Many communities and counties throughout Wisconsin operate revolving loan funds for businesses starting or expanding within their boundaries. For a statewide list of RLFs, open this document:

<http://toolkit.wi.gov/Finding%20Money/RLF%20Contact%20by%20County.pdf>

Riverland Energy Economic Development Program The funds for the Riverland Energy Economic Development Program can be used by new, expanding, and start-up businesses for real property, infrastructure, machinery and equipment. The loan has a 10 year maximum term and cannot exceed 50% of the total project. Client equity must be at least 25% for start-up businesses. Loan amount is determined by Riverland Energy Cooperative Board of Directors.

Rural Economic Development Loans and Grants (REDLG)

The REDLG program provides funding to rural economic development and job creation projects through local utility organizations. Under the REDLoan program, USDA provides zero interest loans to local utilities which they, in turn, pass through to local businesses (ultimate recipients) for projects that will create and retain employment in rural areas. The ultimate recipients repay the lending utility directly. The utility is responsible for repayment to the Agency. Under the REDGrant program, USDA provides grant funds to local utility organizations which use the funding to establish revolving loan funds. Loans are made from the revolving loan fund to projects that will create or retain rural jobs. When the revolving loan fund is terminated, the grant is repaid to the Agency.

Small Business Administration (SBA)

The SBA does not directly provide grants or loans, but does guarantee business loans made by banks. These loan guarantees assure that, if the borrower defaults, the government will reimburse the lender for the guaranteed portion of the loan. The SBA loan guarantee programs enable banks to extend financing that might not otherwise be available. The SBA also oversees a 504 Loan Program, administered through Certified Development Companies, that funds the purchase of land, building, and equipment in business expansion. For more information and a list of Wisconsin Certified Development Companies, go to the SBA web site (click on <Financing>) or talk to your bank about using an SBA loan guarantee to reduce the risk of a business loan. <http://www.sba.gov/wi/>

Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR)

These programs are operated by select federal agencies to provide R&D funding for U.S. small businesses. More than \$1.5 billion is available annually to fund the development of innovations and technologies of designated national interest. To find out more, open the SBIR fact sheet: <http://toolkit.wi.gov/Finding%20Money/SBIRfactsheetcomlogo.pdf>

State Rural Funding

The Wisconsin Department of Commerce operates two programs for rural entrepreneurs. The Agriculture Development Zone (ADZ) Program provides tax incentives to new or expanding businesses involved in Wisconsin's agricultural sector. The Rural Economic Development Program provides working capital or fixed asset financing for businesses with less than 50 employees located in a city, town or village with 6,000 people or less, or located in a county with a population density of less than 150 persons per square mile. For more information, visit the Commerce web site <http://www.commerce.state.wi.us/MT/MT-COM-2000.html>

State Technology Business Financing

The Wisconsin Department of Commerce operates an array of tax credit and financing programs for technology business development, including the new Technology Venture Loan, SBIR-assistance grants, and early-stage investor tax credits created by Wisconsin Act 255.

- **The Technology Development Fund (TDF)** provides low-interest loans to finance R&D activities that will have economic impact in Wisconsin. Contact Kathy Collins at 608-267-0769 or Kathy.collins@wisconsin.gov
- **The Technology Development Loan (TDL)** provides low-interest loans to finance eligible costs of technology commercialization. Contact Kathy Collins at 608-267-0769 or Kathy.collins@wisconsin.gov
- **The Technology Venture Loan** provides up to \$250,000 to supplement third-party investor (equity) financing. Contact Kathy Collins at 608-267-0769 or Kathy.collins@wisconsin.gov
- **The Technology Assistance Grant (TAG)** provides up to \$15,000 to hire professional services to write a federal R&D grant or business plan designed to attract outside investor financing. Contact the Wisconsin Entrepreneurs Network (WEN) at <http://www.wenportal.org>
- **The Technology Bridge Grant** funds eligible expenses necessary to keep a research team intact between SBIR/STTR Phase I and Phase II funding awards. Contact Kathy Collins at 608-267-0769 or Kathy.collins@wisconsin.gov
- **The Technology Matching Grant** provides state dollars to supplement and help Wisconsin companies secure federal R&D awards (e.g., SBIR Phase II or FastTrack). Contact Kathy Collins at 608-267-0769 or Kathy.collins@wisconsin.gov

Thomson Venture Economics

Thomson Venture Economics publishes benchmark reports on venture capital investment globally, and provides access to ordering investment publications and national directories, including Pratts Guide to

Private Equity Sources and Directory of Limited Partners.

http://www.thomson.com/content/financial/other_brand_overviews/Publications

West Central Regional Planning Commission

The West Central Wisconsin Regional Planning Commission is statutorily charged with the responsibility of planning for the physical, social, and economic development of the region. To accomplish this mission, the Commission conducts area wide planning and provides technical assistance to local governments. <http://www.wcwrpc.org/>

Wisconsin Angel Network (WAN)

WAN provides a deal-flow pipeline for entrepreneurs of growth companies seeking investor capital. The WAN website offers a secure page for posting a company's executive summary, where only qualified Wisconsin angel and venture investors have passwords to view the summaries. WAN also has services to video-record a capital-raising presentation to help companies reach a broad range of investors. For more information and to post an executive summary, visit <http://www.wisconsinangelnetwork.com>

Wisconsin Business Innovation Corporation

The Wisconsin Business Innovation Corporation (WBIC), created in 1996, encourages the development of technology-based companies in rural Wisconsin. WBIC provides access to both debt and equity financing. Contact Mark Mueller at mueller@wbic-newventures.com.

Wisconsin Community Action Program Association (WISCAP)

WISCAP offers Individual Development Accounts (IDAs) which are dedicated savings accounts opened at participating financial institutions by eligible, working, low-income persons. Deposits made into the IDA are matched on a 2:1 basis. Persons may deposit up to \$1,000 of their earnings to their IDA within a two-year period and receive a maximum match of \$2,000. Starting a small business is an eligible investment. <http://www.wiscap.org>

Wisconsin Department of Veterans Affairs Personal Loan Program (WDVA)

WDVA offers personal loans for veterans of up to \$25,000 at low interest rates and 10-year terms, which may be used to finance the purchase of a business or business property. Visit the WDVA web site or call 1-800-947-8387. http://dva.state.wi.us/Ben_education.asp

WI Division of Vocational Rehabilitation

DVR offers training and business start-up grants. On the DVR website under "Resources," click "Training Grants," to view instructions and forms. The Exception Request/Process is available for requests beyond a local office's limit of \$3,000. <http://www.dwd.state.wi.us/dvr/>

Wisconsin Focus on Energy

Focus on Energy works with eligible Wisconsin businesses to install cost effective energy efficiency and renewable energy projects. For more information, visit: <http://www.focusonenergy.com>

Wisconsin Housing & Economic Development Authority (WHEDA)

WHEDA operates three programs of particular interest to entrepreneurs. The Agribusiness Loan helps new or existing businesses obtain financing on favorable terms to produce products using Wisconsin's raw agricultural commodities. The Link Deposit Loan provides an interest rate subsidy on lender financing to women or minorities for business start-up or expansion. The Small Business Guarantee helps borrowers obtain financing on favorable terms for rural start-up and daycare businesses. For more information, go to the web site, email WHEDA at info@wheda.com, or call 1-800-334-6873. <http://www.wheda.com/>

Wisconsin Life Sciences Venture Conference

This annual capital matchmaking event for life science growth companies is held each autumn.

Companies apply to make investor presentations in late summer. For more information, visit <http://www.wisconsintechcouncil.com> or contact Tom Still, phone: 608-442-7557.

Wisconsin Venture Capital Companies, Capcos, and Investment Banks

Venture capital companies are pools of capital managed by professional fund managers who invest in growth companies expected to earn a desired (usually high) rate of return and achieve multi-million-dollar sales goals. Certified Capital Companies (Capcos) make investments in qualified Wisconsin growth businesses. Investment Banks provide a range of equity capital services. For more information and contacts to venture capital companies, Capcos, and investment banks with operations in Wisconsin, open: Guide to Wisconsin's Venture Capital Marketplace : <http://toolkit.wi.gov/Finding%20Money/VC.investbanklistforCD.pdf>

Wisconsin Women's Business Initiative Corporation (WWBIC)

WWBIC, with offices in Madison and Milwaukee, offers pre-loan business assistance and micro-loans to small businesses having difficulty obtaining bank financing. This financing is not limited to women-owned businesses. The maximum loan amount is \$35,000. For more information, visit the web site <http://www.wwbic.com> or contact info@wwbic.com

Other Funding Sources:

Visit the State of Wisconsin Department of Commerce website for other financial assistance programs available to help businesses and communities undertake economic development. <http://commerce.wi.gov/BD/>

All Wisconsin Department of Commerce funding applications are submitted through the agency's Area Development Managers who operate in designated regions. To locate your Area Development Manager, go to: <http://commerce.wi.gov/BD/MT-FAX-0901.html>

- **The state's Technology Zone Program** provides tax incentives to expanding technology-driven businesses located in regional technology zones. For information on your region's Technology Zone Program, visit <http://commerce.wi.gov/bd/BD-TZ.html>
- **Early-Stage Investment Tax Credits.** The Qualified New Business Venture (QNBV) program provides Wisconsin income tax credits to accredited investors and certified venture funds making early-stage investments in businesses designated QNBVs. To find out more about how businesses and investors obtain certification, and how the investor tax-credit program works, go to <http://commerce.wi.gov/Act255/> or contact Kathy Collins at 608-267-0769 or Kathy.collins@wisconsin.gov

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