



DANE COUNTY WISCONSIN ECONOMIC DEVELOPMENT RESOURCE GUIDE

Friends of the Business Community,

*Dane County, in partnership with Alliant Energy and Madison Gas and Electric Company, is pleased to offer this comprehensive resource guide to economic development. The purpose of the Guide is to provide new and existing businesses, organizations, entrepreneurs, and communities a means to connect with the resources, people, and information they need to participate in our vital, growing economy. It is my hope that the **Dane County Economic Development Resource Guide** will help facilitate our work together as we continue to build a strong and sustainable economy for Dane County, now and into the future.*



*Sincerely,
Dane County Executive
Kathleen Falk*



Dane County Planning & Development Department
City County Building, Room 116
210 Martin Luther King Jr. Blvd. Madison WI 53703
608.266.4251 • www.dane-econdev.org

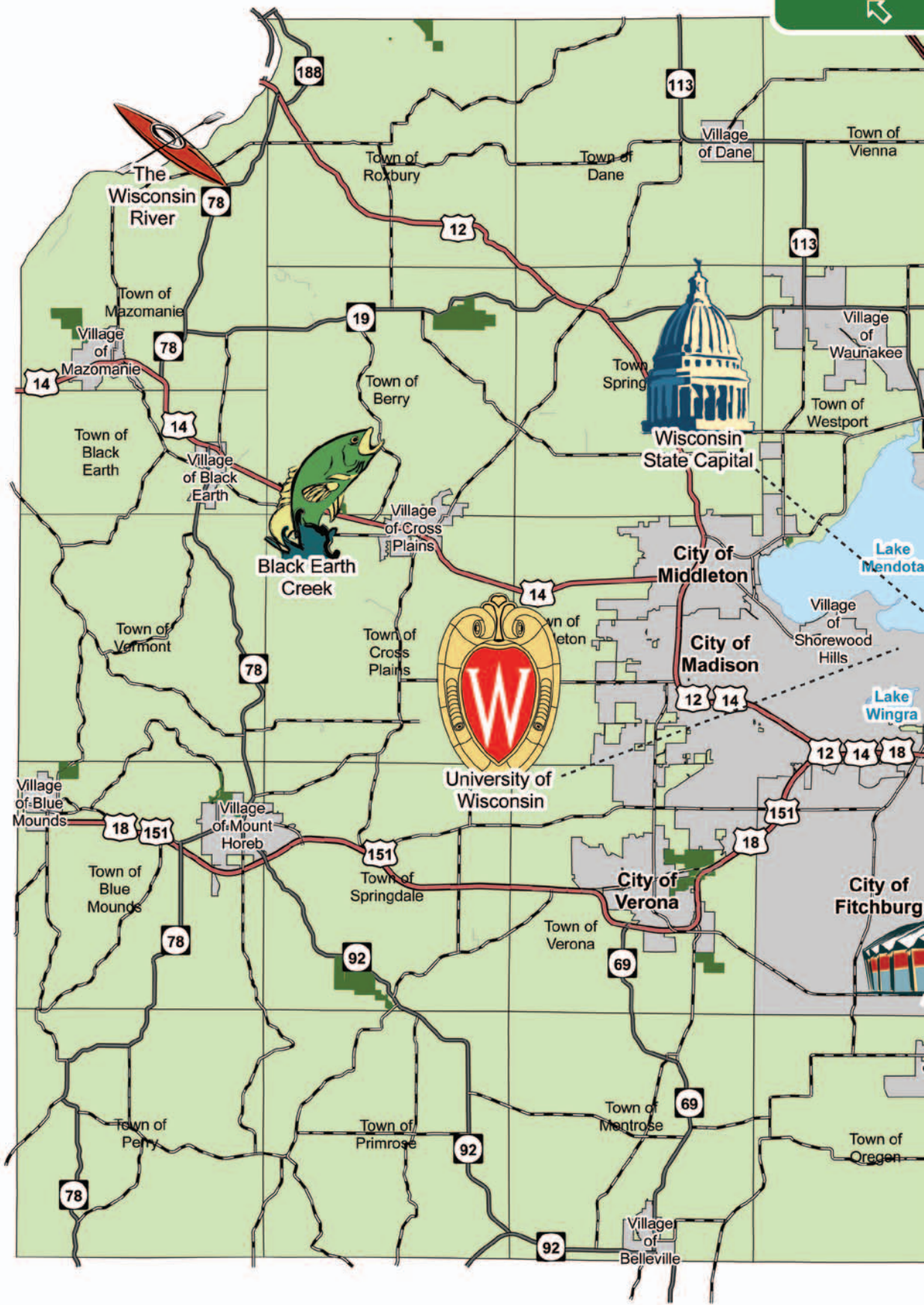
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In addition to agricultural enterprise, other industry clusters include: biotechnology/ life sciences, educational services, health care and financial services.

MAP OF DANE COUNTY

To Minneapolis
270 miles 4.5 H





BUSINESS RESOURCES

BUSINESS ATTRACTION AND RETENTION

Alliant Energy Economic Development

4902 N. Biltmore Lane,
P.O. Box 77007
Madison, WI 53718
Contact: Bruce F. Kepner
(608) 458-5753
brucekepner@alliantenergy.com
www.midwestsites.com

City of Madison, Office of Business Resources

Dept. of Planning & Development
215 Martin Luther King, Jr. Blvd.
Rm. LL100
P.O. Box 2985
Madison, WI 53701-2985
Contact: Michael P. Gay
(608) 267-4933, ext. 104
mgay@cityofmadison.com
www.businessmadison.com

Dane County Capital Ideas Technology Zone

Madison Development Corp.
550 W. Washington Ave.
Madison, WI 53703
Contact: Frank Staniszewski
(608) 256-1560
fstan@mdcorp.org
www.mdcorp.org

Dane County Planning and Development Department

City-County Building, Rm. 116
210 Martin Luther King, Jr. Blvd.
Madison, WI 53703
Contact: Steve Steinhoff,
Olivia Parry
(608) 266-4270, (608) 261-9957
steinhoff@co.dane.wi.us,
parry@co.dane.wi.us
www.countyofdane.com/plandev

Forward Wisconsin

201 W. Washington Ave., Ste. 500
Madison, WI 53703
Contact: Jan Alf
(262) 691-7873
jalf@execpc.com
www.forwardwi.com

Greater Madison Chamber of Commerce

P.O. Box 71
Madison, WI 53701-0071
Contact: Jennifer Alexander
(608) 256-8348
info@greatermadisonchamber.com
www.greatermadisonchamber.com

Madison Gas and Electric (MGE)

P.O. Box 1231
Madison, WI 53701-1231
Contact: Phyllis Wilhelm,
John Drury, Jim Mohrbacher
(608) 252-7081, 252-7116
jdrury@mge.com,
jmohrbacher@mge.com
www.mge.com

University of Wisconsin (UW), Madison

Office of Corporate Relations
455 Science Drive, Ste. 230
Madison, WI 53711-1077
Contact: Charles B. Hoslet
(608) 263-2840 or 1-877-627-9472
hoslet@ocr.wisc.edu
www.correlations.wisc.edu

Wisconsin Dept. of Commerce

201 W. Washington Ave.
Madison, WI 53703
Contact: Kathy Heady
(608) 266-9944
kheady@commerce.state.wi.us
www.commerce.wi.gov

BUSINESS INCUBATORS

New Venture Center

120 E. Lakeside St.
Madison, WI 53715
Contact: Chris Armstrong
(608) 294-4086
carmstrong@fitchburgtech.com
www.newventurecenter.com

Faraday Center

2800 S. Fish Hatchery Road
Madison, WI 53711
Contact: Bill Dalrymple
(608) 277-2606
www.fitchburgcenter.com

Genesis Enterprise Center

313 W. Beltline Highway
Madison, WI 53713
Contact: Richard Brown Sr.
(608) 327-8000
info@gecmadison.com
www.gecmadison.com

Laboratory Associated Businesses

1202 Ann St.
Madison, WI 53713
Contact: Dale Frederickson
(608) 251-1501
labdale@hotmail.com



Greater Madison Convention and Visitors Bureau

Madison Enterprise Center

100 S. Baldwin St.
Madison, WI 53703
Contact: Sarah Hole
(608) 256-6565
sarah@cwd.org
www.cwd.org

Main Street Industries

931 E. Main St.
Madison, WI 53703
Contact: Sarah Hole
(608) 286-6246
sarah@cwd.org
www.cwd.org

**MGE Innovation Center/
UW Research Park**

510 Charmany Drive
Madison, WI 53719
Contact: Lisa Humphrey
(608) 441-2701
ljhumphr@wisc.edu
www.universityresearchpark.org

Middleton Innovation Center

3510 W. Beltline Highway
Middleton, WI 53562
Contact: Dennis Bahr
(608) 831-2310
bahr@inxpress.net

Network 222/**Urban Tech Catalyst**

222 W. Washington Ave.
Madison, WI 53703
Contact: Jody Schimek
(608) 255-5060
info@fioreco.com
www.network222.com

T.E.C. Center, Inc.

3591 Anderson St., Ste. 100
Madison, WI 53704
Contact: Ed Clarke
(608) 246-6073
eclarke@matcmadison.edu
www.teccenterinc.org

**BUSINESS TRAINING
AND DEVELOPMENT****Edgewood College Corporate
Learning Center**

1255 Deming Way
Madison, WI 53717-1955
Contact: Joseph Hahn
(608) 663-6742
jhahn@edgewood.edu
eclarke@matcmadison.edu
www.edgewood.edu

Family Business Center

UW School of Business
601 University Ave., Ste. 338
Madison, WI 53715-1035
Contact: Ann Kinkade
(608) 441-7338
fbc@execed.bus.wisc.edu
www.uwexeced.com/fbc

**MATC Business, Industry,
and Community Services**

3591 Anderson St.
Madison, WI 53704
Contact: Marla Gamoran
(608) 243-4480
mgamoran@matcmadison.edu
www.matcmadison.edu/bics

**MATC Business Procurement
Assistance Center**

3591 Anderson St., Ste. 100
Madison, WI 53704
Contact: Denise Kornetzke
(608) 243-4484
dkornetzke@matcmadison.edu
www.matcmadison.edu/bpac

Office of Corporate Relations

University of Wisconsin
455 Science Drive, Ste. 230
Madison, WI 53711-1077
Contact: Charles B. Hoslet
(608) 263-2840 or 1-877-627-9472
hoslet@ocr.wisc.edu
www.corprelations.wisc.edu

**SCORE (Service Core of Retired
Executives) — Counselors
to America's Small Business**

MGE Innovation Center
505 S. Rosa Rd.
Madison, WI 53719
Contact: Bill Arthur
(608) 441-2820
chair@scoremadison145.org
www.scoremadison145.org

**US Small Business
Administration Resources**

740 Regent St., Ste. 100
Madison, WI 53715
Contact: John Mirenda
(608) 441-5263
john.mirenda@sba.gov
www.sbaonline.sba.gov

**UW School of Business Small
Business Development Center
& Technology Business Institute**

975 University Ave., Ste. 3260
Madison, WI 53706
Contact: Neil Lerner
(608) 263-0221
1(800) 940-7232 (toll free)
nslerner@wisc.edu
www.uwsbdc.org

**Weinert Center for
Entrepreneurship**

UW School of Business
5252 Grainger Hall,
975 University Ave.
Madison, WI 53706
Contact: Dan Olszewski
(608) 262-8640
www.bus.wisc.edu/weinertcenter

Wisconsin Dept. of Commerce

201 W. Washington Ave.
Madison, WI 53703
Contact: Kathy Heady
(608) 266-9944
kheady@commerce.state.wi.us
www.commerce.wi.gov

**Wisconsin Entrepreneurs
Network (WEN)**

423 Extension Building
432 N. Lake St.
Madison, WI 53706
Contact: Ayla Annac
1(800) 940-7232 (toll free)
ayla.annac@uwex.edu
www.wenportal.org

Wisconsin Technology Council

455 Science Drive, Ste. 240
Madison, WI
Contact: Gina Leahy
(608) 442-7557
www.wisconsintechology
council.com
gleahy@wisconsintechology
council.com

**Wisconsin Manufacturing
Extension Partnership (WMEP)**

2601 Crossroads Drive, Ste. 145
Madison, WI 53718
(608) 252-9393
wisbiomed@dewittross.com
www.wisbiomed.org

**Wisconsin Women's Business
Initiative Corporation (WWBIC)**

2300 S. Park St., Ste. 21
Madison, WI 53713
Contact: Julann Jatczak
(608) 257-5450
info@wwbic.com

COMIENZOS**Bi-lingual Business Education**

2300 S. Park St., Ste. 21
Madison, WI 53713
Contact: Arelene Bollig
(608) 257-5450
comienzos@wwbic.com
www.wwbic.com

COMMUNITY & ECONOMIC DEVELOPMENT ORGANIZATIONS

Alliant Energy Economic Development

4902 N. Biltmore Lane
P.O. Box 77007
Madison, WI 53718
Contact: Bruce F. Kepner
(608) 458-5753
brucekepner@alliantenergy.com
www.midwestsites.com

Common Wealth Development

1501 Williamson St.
Madison, WI 53703
Contact: Marianne Morton
(608) 256-3527
marianne@cwd.org
www.cwd.org

Cottage Grove Economic Development Corp.

624 Crawford Drive, P.O. Box 419
Cottage Grove, WI 53572-0306
Contact: Ken Dahl
(608) 839-4213
kndhl@netscape.com
www.cottagegroveonline.com

Downtown Madison, Inc.

P.O. Box 71
Madison, WI 53701
Contact: Susan Schmitz
(608) 443-1970
sschmitz@downtownmadison.org
www.downtownmadison.org

Madison Development Corp.

550 W. Washington Ave.
Madison, WI 53703
Contact: Frank Staniszewski
(608) 256-2799
stan@mdcorp.org
www.mdcorp.org

Madison Gas and Electric (MGE)

P.O. Box 1231
Madison, WI 53701-1231
Contact: John Drury,
Jim Mohrbacher, Phyllis Wilhelm
1 (800) 245-1125 (toll free)
mge@mge.com
www.mge.com

Middleton Area Development Corporation

7780 Elmwood Ave., Ste. 102
Middleton, WI 53562
Contact: Mike Petta
(608) 836-4320
mike.petta@capitolbank.com

National Association for the Advancement of Colored People (NAACP) — Madison

P.O. Box 45
Madison, WI 53701
Contact: Linda F. Hoskins
(608) 256-1942
naacpmadison@voyager.net
www.naacpmadison.org

Wisconsin Women's Business Initiative Corp. (WWBIC)

2300 S. Park St., Ste. 21
Madison, WI 53713
Contact: Julann Jatczak
(608) 257-5450
info@wwbic.com
www.wwbic.com

CHAMBERS OF COMMERCE

American Indian Chamber of Commerce of Wisconsin (AICCW)

10809 W. Lincoln Ave., Ste. 102
West Allis, WI 53227
Contact: Craig Anderson
(414) 604-2044
craig@aiccw.org

Belleville Chamber of Commerce

P.O. Box 392
Belleville, WI 53508
Contact: Brad K. Freitag
(608) 424-3232
bvillechiroctr@tds.net
www.belleville-wi.com

Black Earth Chamber of Commerce

P.O. Box 65
Black Earth, WI 53515-0065
Contact: John Bird
(608) 767-2322
johnfbird@tds.net
www.blackearth.org

Brooklyn Area Chamber of Commerce

P.O. Box 33
Brooklyn, WI 53521
Contact: LaVorn Dvorak
(608) 455-1627
brooklyn@quicksitemaker.com
www.quicksitemaker.com/
members/brooklyn/index.html

Cambridge Chamber of Commerce

102 W. Main St., P.O. Box 572
Cambridge, WI 53523
Contact: Craig Carpenter
(608) 423-3780
chamber@smallbytes.net
www.cambridgewi.com



Cottage Grove Chamber of Commerce

P.O. Box 211
Cottage Grove, WI 53572
Contact: Laurie Hughes
(608) 839-3165
lauriehughes1@verizon.net

Deerfield Chamber of Commerce

P.O. Box 102
Deerfield, WI 53531
Contact: Randle Toepfer
(608) 764-1531
randle@randle-allen.com
www.deerfield-chamber.com

DeForest Area Chamber of Commerce

201 DeForest St.
DeForest, WI 53532
Contact: Rhonda Gilbertson
(608) 846-2922
dacc1@centurytel.net
www.deforestarea.com

Edgerton Area Chamber of Commerce

P.O. Box 5
Edgerton, WI 53534
Contact: Diane Everson
(608) 884-4408
edgerton@ticon.net
www.edgertonwisconsin.com

Fitchburg Chamber of Commerce

2918 Marketplace Drive, Ste. 115
Fitchburg, WI 53711
Contact: Angela Kinderman
(608) 288-8284
akinderman@fitchburgchamber.com
www.fitchburgchamber.com

Greater Madison Chamber of Commerce

P.O. Box 71
Madison, WI 53701-0071
Contact: Jennifer Alexander
(608) 256-8348
info@greatermadisonchamber.com
www.greatermadisonchamber.com

Hmong Wisconsin Chamber of Commerce (HWCC)

Contact: Charles Vang
(414) 899-5014
cvang@amfam.com
www.hmongchamber.org

Latino Chamber of Commerce

702 Lois Drive
Sun Prairie, WI 53590
Contact: Jesus Caravjal
(608) 628-1601
jcarvajal@farmersagent.com

Mazomanie Chamber of Commerce

11 Broadhead St.
Mazomanie, WI 53560
Contact: Dan Viste
(608) 795-2117

McFarland Chamber of Commerce

Box 372, 5124 Farwell St.
McFarland, WI 53558-0033
Contact: Dawn DeFoer
(608) 838-4011
m.mcfarlandchamber@verizon.net
www.mcfarlandchamber.com

Middleton Chamber of Commerce

7507 Hubbard Ave.
P.O. Box 620553
Middleton, WI 53562-0553
Contact: Van Nutt
(608) 827-5797 or
(800) 688-5694 (toll free)
nutt@middletonchamber.com
www.middletonchamber.com

Monona Chamber of Commerce

6320 Monona Drive
Monona, WI 53716
Contact: Terri Groves
(608) 222-8565
chamber@monona.com
www.monona.com

Mt. Horeb Area Chamber of Commerce

100 S. First St., P.O. Box 84
Mt. Horeb, WI 53572
Contact: Melissa Theisen
(608) 437-5914
1(888) 765-5929 (toll free)
info@trollway.com
www.trollway.com

Oregon Area Chamber of Commerce

117 Spring St., P.O. Box 123
Oregon, WI 53575
Contact: Linda Pollock
(608) 835-3697
director@oregonwi.com
www.oregonwi.com

Stoughton Chamber of Commerce

532 E. Main St.
Stoughton, WI 53589
Contact: Ed Bieno
(608) 873-7912
info@stoughtonwi.com
www.stoughtonwi.com

Sun Prairie Chamber of Commerce

109 E. Main St.
Sun Prairie, WI 53590
Contact: Ann Smith
(608) 837-4547
sprairie@merr.com
www.sunprairiechamber.com

Verona Area Chamber of Commerce

205 S. Main St.
Verona, WI 53593
Contact: Karl Curtis
(608) 845-5777
kcurtis@veronawi.com
www.veronawi.com

Waunakee/Westport Area Chamber of Commerce

100 E. Main St., P.O. Box 41
Waunakee, WI 53597
Contact: Lisa Pertzborn-Whiting
(608) 849-5977
wchamber@tds.net
www.waunakee.com

NETWORKING AND BUSINESS ASSOCIATIONS**Accelerate Madison, Inc.**

P.O. Box 5117
Madison, WI 53705
Contact: Jan Moen
(608) 213-3939
info@acceleratmadison.org
www.acceleratemadison.org

African American Black Business Association

P.O. Box 302
Sun Prairie, WI 53590-0302
Contact: Nedra Bobo
(608) 825-7014
beip@charter.net

Biomedical Associations of WI

123 Northridge Street
Marshfield, WI 54449
Contact: Jay Olson
olsonje@stjosephs-marshfield.org
www.baw.org

Business and Professional Women (BPW), Madison

P.O. Box 628373
Middleton, WI 53562
bpwmadison@yahoo.com
www.madisonbpw.com

Cross Plains Business Association

P.O. Box 271
Cross Plains, WI 53528
Contact: Lynn Ann Meyer
(608) 798-3373
cpbaexecdir@hotmail.com
www.cpba.hm

Downtown Madison, Inc.

P.O. Box 71
Madison, WI 53701
Contact: Susan Schmitz
(608) 443-1970
sschmitz@downtownmadison.org
www.downtownmadison.org

BUSINESS RESOURCES, CONTINUED...

Eastside Businessmen's Association

3737 Monona Drive
Madison, WI 53714
Contact: James Veloff
(608) 222-9131
office@esbma.com
www.esbma.com

East Johnson Business Association

855 East Johnson St.
Madison, WI 53703
Contact: Teena Browder
(608) 256-3620
kellhopman@yahoo.com

Far Eastside Business Association

4801 S. Biltmore Lane
Madison, WI 53718
Contact: Dan Bullock
(608) 259-0757 ext. 508
dbullock@wcgpr.com
www.febamadison.com

Greater State Street Business Association

PO Box 1001
Madison, WI 53701
Contact: Stephanie LaBella-Luke
(608) 294-3039
slabella@concoursehotel.com

Greater Williamson Area Business Association

1221 Williamson St.
Madison, WI 53703
Contact: Bryan Brosamle
(608) 252-7056
bbrosamle@mge.com
www.williamsonst.com

Growth by Referral

2421 Parmenter St.
Middleton, WI 53562
Contact: Scott Petersburg
(608) 824-7267
scott@petersburgins.com
www.gbrinc.org

Hilldale Merchants Association

702 N. Midvale Blvd., Ste. LL-003
Madison, WI 53705
Contact: Carrie Skille
(608) 238-6353 ext. 1
cskille@hilldale.com

Information Technology Association of Wisconsin

222 W. Washington Ave., Ste. 439
Madison, WI 53703
Contact: Jim Rice
(608) 215-9885
ceo@itawi.org
www.itawi.org

Independent Business Association of Wisconsin

1400 E. Washington Ave., Ste. 282
Madison, WI 53703
Contact: Robert Collison
(608) 251-5546
iba@ibaw.com
www.ibaw.com

Madison Area Business Consultants

5818 Piping Rock Rd.
P.O. Box 44635
Madison, WI 53711
Contact: Eric Brown
(608) 274-3055
esbrown@sbcglobal.net
www.madisonconsultants.com

Metropolitan Neighborhood Business Council

615 E. Washington Ave.
Madison, WI 53703
Contact: Jim Garner
(608) 256-8348

Monroe Street Merchants Association

1721 Monroe St.
Madison, WI 53711
Contact: Carol Schroeder
(608) 255-8211

National Association of Women Business Owners

Greater Madison Chapter
4230 E. Towne Blvd. Ste. 317
Madison, WI 53704
Contact: Lori Payne
(608) 442-1924
info@nawbomadison.org
www.nawbomadison.org

Northside Business Association

PMB 131, 1213 N. Sherman Ave.
Madison, WI 53704
Contact: Stacy Schultz
(608) 441-6755
nbamadison@yahoo.com
www.madisonnba.com

Realtors Association of South Central Wisconsin

4801 Forest Run Rd., Ste. 101
Madison, WI 53704
Contact: Kevin King
(608) 240-2800
kking@wisre.com
www.rascw.org

Small Business Advisory Council

615 E. Washington Ave.
Madison, WI 53703
Contact: Jim Garner
(608) 256-8348
www.smallbusinessmadison.com

South Metropolitan Business Association

P.O. Box 259893
Madison, WI 53725
Contact: Rob Waterman
(608) 663-2560
smba@charter.net
www.smba-madison.org

The Business Forum

2810 Crossroads Drive, Ste. 3800
Madison, WI 53718
Contact: Julie Hedlund
(608) 443-2486, ext. 146
tbf@thebusinessforum.org
www.thebusinessforum.org

Wisconsin Hospital Association

5510 Research Park Drive
PO Box 259038
Madison, WI 53725-9038
Contact: Steve Brenton
www.wha.org
(608) 271-1820

Wisconsin Biotechnology and Medical Device Association

Manchester Place – Capitol Square
2 E. Mifflin St.
Madison, WI 53703
(608) 252-9393
wisbiomed@dewittross.com
www.wisbiomed.org

Wisconsin Financial Services Assn.

22 East Mifflin Street, Ste. 1010
Madison, WI 53703
(608) 256-6413
wfsa@charterinternet.com
www.wisconsinfsa.org

Wisconsin Innovation Network, (WIN) Madison

Wisconsin Technology Council
Madison, WI
Contact: Andrea Johnson
608-442-7557
ajohnson@wisconsintechcouncil.com
www.wisconsintechcouncil.com

ADDITIONAL RESOURCES FOR MINORITIES AND WOMEN

African American Black Business Association

P.O. Box 302
Sun Prairie, WI 53590-0302
Contact: Nedra Bobo
(608) 825-7014
beip@charter.net

American Indian Chamber of Commerce of Wisconsin (AICCW)
10809 W. Lincoln Ave., Ste. 102
West Allis, WI 53227
Contact: Craig Anderson
(414) 604-2044
craig@aiccw.org, www.aiccw.org

Dane County Minority Business Network
210 Martin Luther King Jr., Blvd.,
Room 410
Madison, WI 53703
Contact: Aracelli Esparza
(608) 266-3022
esparza@co.dane.wi.us

Hmong Wisconsin Chamber of Commerce (HWCC)
Contact: Charles Vang
(414) 899-5014
cvang@amfam.com
www.hmongchamber.org

Latino Chamber of Commerce
702 Lois Drive
Sun Prairie, WI 53590
Contact: Jesus Caravjal
(608) 628-1601
jcarvajal@farmersagent.com

MCW Productions Network News
5409 E. Buckeye Rd.
Madison, WI 53716
Contact: Marian Walluks
(608) 221-1374
marianwalluks@sbcglobal.net

Urban League of Greater Madison
151 E. Gorham St.
Madison, WI 53703
Contact: Edward Lee
(608) 251-8551 tty: (608) 251-9042
elee@ulgm.org, www.ulgm.org

Wisconsin Housing & Economic Development Association
201 W. Washington Ave., Ste. 700
Madison, WI 53703
Contact: Jeff McAlister
(414) 227-3218
(800) 628-4833 (toll free)
jeff.mcalister@wheda.com

Asian Community
Contact: Yee Moua
(414) 227-3227
(800) 628-4833 (toll free)
yee.moua@wheda.com

Hispanic Community
Contact: Maria Watts
(414) 227-4706
(800) 628-4833 (toll free)
maria.watts@wheda.com
www.wheda.com



Wisconsin Minority Business Opportunity Committee (WI-MBOC)
2711 W. Wells St., Rm. 151
Milwaukee, WI 53208
Contact: Leni Siker
(414) 223-8130
information@wmboc.org
www.wmboc.org

Wisconsin Women's Business Initiative Corporation (WWBIC)
2300 S. Park St., Ste. 21
Madison, WI 53713
Contact: Julann Jatczak
(608) 257-5450
info@wwbic.com
www.wwbic.com

INTERNATIONAL TRADE

Madison International Trade Association
P.O. Box 14564
Madison, WI 53708
Contact: Mark Rhoda Reis
(608) 836-6258
mark.rhoda@springs.com
www.mitaweb.org

Wisconsin Department of Commerce, Division of International Development
201 W. Washington Ave.
P.O. Box 7970
Madison, WI 53707
Contact: Mary Regel
(608) 266-1767
mregel@commerce.state.wi.us
www.commerce.wi.gov

YOUNG PROFESSIONALS

Madison Magnet
P.O. Box 71
Madison, WI 53701
Contact: Jennifer Leavitt-Moy
(608) 443-1948
coordinator@madisonmagnet.org
www.madisonmagnet.org

STARTING A BUSINESS

In addition to the resources listed under Business Training and Finance and Capital, the following information can help you find out more about planning and starting your own business.

UW School of Business Small Business Development Center & Technology Business Institute
975 University Ave., Ste. 3260
Madison, WI 53706
(800) 940-7232 (toll free)
www.uwsbdc.org

Wisconsin Business Wizard
An electronic business resource center that provides extensive information regarding all aspects of starting and building a business. For information, visit:
www.wisconsin.gov/state/byb

Wisconsin Entrepreneurs Network
423 Extension Building
432 Lake St.
Madison, WI 53706-1496
(608) 263-0398
info@wenportal.org
www.wenportal.org

Wisconsin Women's Business Initiative Corporation (WWBIC)
2300 S. Park St., Ste. 21
Madison, WI 53713
Contact: Julann Jatczak
(608) 257-5450
info@wwbic.com
www.wwbic.com

WORKFORCE DEVELOPMENT & TRAINING

Dane County Job Center

1819 Aberg Ave., Ste. C
Madison, WI 53704
www.danejobs.com

Labor market information

Contact: Dan Barroilhet
(608) 242-4885
dan.barroilhet@dwd.state.wi.us

Programs and services

Contact: Julie Enloe
(608)-242-4919
jenloe@eata.org

eTechCollege.org

Contact: Brent Nelson
(608) 849-3835
bnelson@etechcollege.org
www.etechcollege.com

Herzing College

5218 E. Terrace Drive
Madison, WI 53718
Contact: Jeff Westra
(608) 663-0808
careers@msn.herzing.edu
www.herzing.edu/campus.php?id=8

Jobs With a Future

University of Wisconsin–Madison
1180 Observatory Drive
7122 Social Science Building
Madison, WI 53706
(608) 262-5176
Contact: Kira Dahlk
kdahlk@cow.s.org
www.jobswithafuture.org

Madison Area Technical College

Apprenticeship Program
2125 Commercial Ave.
Madison, WI 53704
Contact: Don Linstroth
(608) 246-5201
dlinstroth@madison.edu
matcmadison.edu/madc/offerings/apprenticeships

Madison Area Technical College

3550 Anderson St.
Madison, WI 53704
General Information
(800) 322-6282 (toll-free)
www.matcmadison.edu/madc

Madison Area Technical College

Customized Training Division
3591 Anderson St., Ste. 100
Madison, WI 53704
Contact: Marla Gamoran
(608) 243-4480
matcmadison.edu/madc/BusinessCommunity

Omega School

835 W. Badger Rd.
Madison, WI 53713
Contact: Oscar Mireles
(608) 256-4650
oscarmireles@yahoo.com
www.omegaschool.org

Urban League of Greater Madison

151 E. Gorham St.
Madison, WI 53703
Contact: Scott Gray
(608) 251-8551 tty:(608) 251-9040
ulgm@ulgm.org
www.ulgm.org

Workforce Development Board of South Central WI

3591 Anderson St., Ste 203
Madison, WI 53704
Contact: Pat Schramm
(608) 249-9001
pschramm@wdbscw.org
www.wdbscw.org

WOMEN AND MINORITY PROGRAMS

100 Black Men of Madison, Inc.

P.O. Box 787
Madison, WI 53701
Contact: Darrell Bazzell
(608) 833-8544
www.100blackmenofmadison.org

Asset Builders of America Inc.

1213 N. Sherman Ave.
P.O. Box 195
Madison, WI 53704
Contact: Richard Entenmann
(608) 663-6332
rentenmann@tds.net
www.assetbuilders.org



Workforce Development Board of South Central Wisconsin

**Centro Hispano of
Dane County**

810 W. Badger Rd.
Madison, WI 53713
Contact: Kent Craig
(608) 255-3018
kent@chdc.us
www.chdc.us

**National Association of
Women Business Owners
Greater Madison Chapter**

4230 E. Towne Blvd., Ste. 317
Madison, WI 53704
Contact: Lori Payne
(608) 442-1924
info@nawbomadison.org
www.nawbomadison.org

**Nehemiah Community
Development**

655 W. Badger Rd.
Madison, WI 53713
Contact: Jim Huff
(608) 257-2453
jhuff@nehemiah.org
www.nehemiah.org

United Asian Services of WI, Inc.

312 N. 3rd St.
Madison, WI 53704
Contact: Debbie Stenjem
(608) 256-6400 or (888) 404-8779
ddstenjem@tds.net
www.ursw.org

**United Migrant
Opportunity Services**

2317 International Ln.
Madison, WI 53704
Contact: Carmen Rodriguez
(608) 249-1180
www.umos.org

**Wisconsin Women
of Color Network**

P.O. Box 2337
Madison, WI 53701-2337
contact@womenofcolornetwork-wis.org
www.womenofcolornetwork-wis.org



Common Wealth Development

YOUTH PROGRAMS

Business & Education Partnership

P.O. Box 71
Madison, WI 53704
Contact: Don Madelung
(608) 257-2828
info@greatmadisonchamber.com
www.bepmadison.com

Common Wealth Development

1501 Williamson St.
Madison, WI 53703
Contact: Tariq Pasha
(608) 256-3527
tariq@cwd.org
www.cwd.org

Dane County School-To-Work

4513 Vernon Blvd., Ste. 12
Madison, WI 53705
Contact: Dianne Kraus
(608) 232-2863
dkraus@dcsc.org
www.dcsc.org

Dane County Job Center

1819 Aberg Ave.
Madison, WI 53704
Contact: Dena Constantineau
(608) 242-4547
denac@eata.org
www.danejobs.com

Forward Service Corp.

1819 Aberg Ave.
Madison, WI 53704
Contact: Chris Brockel
(608) 242-7422
chris.brockel@fsc-dane.org

MATC Youth Programing

3550 Anderson St.
Madison, WI 53704
Contact: Juanita Comeau
(608) 246-6596
jcomeau@matcmadison.edu
www.matcmadison.edu/matc/
offerings/youthprograms

Operation Fresh Start

1925 Winnebago St.
Madison, WI 53704
Contact: Connie Ferris-Bailey
(608) 244-4721
cferrisbailey@operationfreshstart.org

**Urban League
of Greater Madison**

151 E. Gorham St.
Madison, WI 53703
Contact: Jamie Ramirez
(608) 251-8550
jramirez@ulgm.org
www.ulgm.org

**UW SBDC Youth
Entrepreneur Camp**

975 University Ave., Ste. 3260
Madison, WI 53706-1323
Contact: Barry Roberts
(608) 263-7680
broberts@bus.wisc.edu
www.uwsbdc.org/specialYEC.htm

**Youth Services
of Southern Wisconsin**

512 E. Washington Ave.
Madison, WI 53703
Contact: Aaron Backer
(608) 251-1126
aaron.backer@youthsos.org
www.youthsos.org

TECHNICAL ASSISTANCE

The following entities provide support to communities and organizations in Dane County that are currently pursuing, or interested in pursuing economic development opportunities.



Dane County Planning and Development Department

Alliant Energy Economic Development

4902 N. Biltmore Lane
P.O. Box 77007
Madison, WI 53718
Contact: Bruce F. Kepner
(608) 458-5753
brucekepner@alliantenergy.com
www.midwestsites.com

Madison Gas and Electric (MGE)

P.O. Box 1231
Madison, WI 53701-1231
Contact: John Drury,
Jim Mohrbacher
(608) 252-7081, 252-7116
jdrury@mge.com, jmohrbacher@mge.com
www.mge.com

Dane County Planning and Development Department

City-County Building, Rm. 116
210 Martin Luther King, Jr. Blvd.
Madison, WI 53703
Contact: Olivia Parry,
Steve Steinhoff
(608) 261-9957, 266-4270
parry@co.dane.wi.us, steinhoff@co.dane.wi.us
www.countyofdane.com/plandev

UW Extension Dane County

1 Fen Oak Ct., Rm. 138
Madison, WI 53718
Contact: Bill Rizzo
(608) 224-3719
rizzo@co.dane.wi.us
www.uwex.edu/ces/cty/dane

TRANSPORTATION AND INFRASTRUCTURE

AIR TRANSPORTATION

Dane County Regional Airport

The Dane County Regional Airport has non-stop service to 14 cities around the United States, including Atlanta, New York, Denver, Washington, D.C., Dallas/Fort Worth, Cleveland, Cincinnati, Newark, St. Louis, Detroit, Chicago, Minneapolis, Memphis, and Milwaukee. More than 100 commercial flights arrive and depart daily. Three runways handle commercial passenger and air freight traffic, as well as general aviation aircraft. Wi-Fi internet service is available in the airport terminal, as are conference rooms and catering for business meetings. A \$68 million renovation, completed in 2006 and featuring a Prairie Style architecture, doubled the size of the terminal. The airport has also established a Foreign Trade Zone. Please visit the airport website at www.msnaairport.com to find out more, or contact:

Dane County Regional Airport

4000 International Lane
Madison, WI 53704
Contact: Bradley Livingston or
Sharyn Wisniewski
(608) 246-3380
info@msnaairport.com
www.msnaairport.com
(see page 33)

Madison Area Metropolitan Planning Organization

121 S. Pickney St., Ste. 400
Madison, WI 53703
Contact: Robert McDonald
(608) 266-4336
rmcdonald@cityofmadison.com
www.ci.madison.wi.us/mpo

Madison Metro Transit

(608) 266-4466
mymetrobus@cityofmadison.com
www.ci.madison.wi.us/metro



GROUND TRANSPORTATION

Dane County Bike Trails Map

Dane County has 151 miles of bike trails, and another 210 planned for development. To find out where the trails are, please visit: www.madisonareampo.org

City of Madison Bike Map

The City of Madison has 42.5 miles of bike trails and another 50 miles planned for development. To find out where the trails are, visit: www.ci.madison.wi.us

Bicycle Federation of Wisconsin

106 E. Doty St., Ste. 400
Madison, WI 53703
Contact: Dar Ward
(608) 251-4456
marjorie@bfw.org
www.bfw.org

Transport 2020

This report is a study of transportation improvement alternatives for Dane County and the Greater Madison Metropolitan Area. The focus of the study is dedicated to initiating the startup of a light rail system connecting various communities in the metro area. The report also analyzes innovative transportation options in important regional corridors. For more information, visit: www.transport2020.net

Wisconsin State Vanpool

Department of Administration
101 E. Wilson St.
Madison, WI 53702
1 (800) 884-VANS (toll free)
vanpool@doa.state.wi.us
www.doa.state.wi.us

HIGHWAY CORRIDORS

Interstate 94 Westbound

Madison to Minneapolis/Twin Cities, MN
270 Miles (4.5 hours)

Interstate 94 Eastbound

Madison to Milwaukee, WI
80 Miles (1.5 hours)

Interstate 90 Eastbound

Madison to Chicago, IL
150 Miles (2.75 hours)

Interstate 39 Southbound

Madison to St. Louis, MO
360 Miles (6 hours)



RAIL CORRIDORS

Wisconsin and Southern provides direct access for shippers via the Chicago, IL gateway, connecting with all major railroads via the Belt Railway of Chicago; Burlington Northern at Prairie Du Chien, WI; Union Pacific; Canadian Pacific, and Canadian National at various points on the system. Access to barge facilities is available at Prairie Du Chien, WI. Rail to truck, bulk transload terminals are located in Madison, N. Milwaukee, Janesville and Oshkosh, WI.

Wisconsin Southern Railroad Co. (WSOR)

P.O. Box 90229
Milwaukee, WI 53209
Contact: Jim Lombard
(414) 438-8820 ext. 213
www.wsorrailroad.com

TELECOMMUNICATIONS

The City of Madison and Dane County have partnered with Mad City Broadband to provide WI-FI internet service. WI-FI coverage is currently available throughout downtown Madison, extending from the Capitol Square east to the Yahara River, west to Highland Avenue and south to the Beltline, and also includes the Dane County Airport. Future plans include expansion throughout the City of Madison and into neighboring Dane County communities. Mad City Broadband is unique nationwide in that the customers have a choice of local Internet Service Providers (ISP). In addition, for a small monthly fee, customers of Charter, SBC, and TDS can add the ability to roam anywhere in the coverage area and stay connected. To gain access to the greater Madison WI-FI network, or to see a map of the current coverage area, visit [Mad City Broadband](http://MadCityBroadband.com) at: www.madcitybroadband.com, or contact:

Mad City Broadband

10 E. Doty St., Ste. 201
Madison, WI 53703
Contact: Todd Anderson
(608) 237-6152
www.madcitybroadband.com

FIBER OPTICS:

Dane county area has enjoyed Metro Ethernet service since 1999. Current capacity includes 500 miles of fiber optics as well as a SONET fiber ring around Lake Mendota, another SONET ring south through Janesville, and spurs as far west as Dodgeville and as far east as Oconomowoc. In addition, this fiber is completely diverse from any telephone company fiber. For these reasons, Dane county businesses with multiple business locations have discovered that they have better options for high-speed connectivity than similar companies in larger metropolitan areas around the United States. For more information regarding fiber optics, please contact:

Charter Business

2701 Daniels St.
Madison, WI 53718
Contact: Douglas Alexander
608-280-8875
douglas.alexander@chartercom.com
charter-business.com



MGE Innovation Center

UTILITIES INFRASTRUCTURE

GAS AND ELECTRIC:

Alliant Energy

Alliant Energy offers free site location and project assistance services to companies interested in expanding or relocating in our utility service territory which includes Dane County. Our team of economic development professionals offers site and building evaluations, research and information services, site visit coordination, liaison with local communities and cost-saving energy-related programs and services. The Economic and Community Development Department also offers Partnership Programs that include grants to communities for marketing materials, workforce development projects, professional development and regional partnership support.

Alliant Energy Economic Development

4902 N. Biltmore Lane, P.O. Box 77007
Madison, WI 53718
Contact: Bruce F. Kepner
(608) 458-5753
brucekepner@alliantenergy.com
www.midwestsites.com

Madison Gas and Electric (MGE)

MGE Energy is an investor-owned public utility holding company headquartered in Madison, WI. MGE Energy is the parent company of Madison Gas and Electric Co. The utility provides highly reliable natural gas to 137,000 customers in Columbia, Crawford, Dane, Iowa, Juneau, Monroe and Vernon counties, electric service to 136,000 customers in Cross Plains, Fitchburg, Madison, Maple Bluff, Middleton, Monona and Shorewood Hills.

As your community energy company, MGE partners with business, education and community leaders to ensure and promote well-planned economic growth in the communities we serve.

Madison Gas and Electric (MGE)

P.O. Box 1231
Madison, WI 53701-1231
Contact: John Drury, Jim Mohrbacher,
Phyllis Wilhelm
(608) 252-7116, 252-7081
mge@mge.com
www.mge.com

WATER:

City of Madison Water Utility

119 E. Olin Ave.
Madison, WI 53703
(608) 266-9129
www.cityofmadison.com/water

FINANCE AND CAPITAL

The following programs will provide interested businesses, communities, and organizations with a variety of funding options, as well as other resources for you to explore further.

ANGEL NETWORKS AND VENTURE CAPITAL

Wisconsin has dozens of angel networks and venture capital funds with a wide variety of investment options. Please visit the following resources for a comprehensive listing:

Greater Madison Wisconsin Area Directory of High-Tech Companies

Madison Gas and Electric publishes a comprehensive listing of high-tech businesses and business resources that includes extensive information about public and private funding sources, as well as a list of venture capital funds. To download or order a copy, visit: www.mge.com/ecodev/business/htd.htm

The NorthStar Guide to Growth & Venture Capital

This resource manual compiles key information for Wisconsin companies seeking risk capital to start or expand a business. The Guide covers the complete range of risk capital needed by fast growing companies. For each type of capital, the Guide provides an educational primer and a directory of the sources for risk capital in Wisconsin. For more information, or to order a copy, visit: www.northstareconomics.com/angel_investing.htm

Wisconsin Angel Network (WAN)

The WAN mission is to increase the number and amount of early-stage equity investments in Wisconsin start-up businesses. WAN offers services to create and strengthen angel networks and to enhance cooperation among early-stage investors. For more information, visit: www.wisconsinangelnetwork.com

BROWNFIELD REDEVELOPMENT

The Blight Elimination and Brownfield Redevelopment Program (BEBR)

Grant funding to assist local governments, businesses and individuals with assessment and remediation of environmental contamination on abandoned, idle, or underused industrial or commercial facilities or sites. For more information, visit: www.commerce.wi.gov

Brownfield, Green Space & Public Facilities Grant

For local governments to clean up brownfield sites intended for long term public uses, also covers remedial action planning and remedial actions. For more information, visit: www.dnr.wi.gov/org/aw/rr/rbrownfields/greenspace_grant.htm

Brownfield Site Assessment Grant (SAG)

For local governments to use for environmental assessments, site investigations, demolition, and removal of abandoned containers and underground tanks. For more information, visit: www.dnr.wi.gov/org/aw/rr/rbrownfields/sag.htm

Land Recycling Loans

For local governments, 0% loans for up to 20 years may be used at landfills and other brownfield sites. For more information visit: www.dnr.wi.gov/org/caer/cfa/EL/Section/brownfield.html

Stewardship Grants

Funding is available to local governments and non-profit groups for brownfield sites for the development of parks, urban river projects and urban green space projects. For more information, visit the Wisconsin Department of Natural Resources at: www.dnr.state.wi.us/org/caer/cfa/LR/stewardship/stewardship.html

Monona Terrace Convention Center



Greater Madison Convention & Visitors Bureau



COMMUNITY AND BUSINESS DEVELOPMENT PROGRAMS

DANE COUNTY PROGRAMS

Dane County Planning and Development Dept.

American Dream Downpayment Initiative (ADDI)

The ADDI program provides assistance for first time homebuyers interested in purchasing single-family housing with incomes that do not exceed 80% of the area median income. Visit: www.co.dane.wi.us/plandev/community/cdbg, for more information.

Better Urban Infill Land Development (B.U.I.L.D.)

BUILD is a program that partners with Dane County communities to identify and promote infill development opportunities through planning grants, education, and code reform. Visit: www.co.dane.wi.us/plandev/community/build, for more information.

Commercial Revitalization Loan Funds

The Dane County Commercial Revitalization Loan Fund (CRLF) provides financing to businesses and real estate development projects that help revitalize downtown and other traditional commercial districts. For more information, visit: www.countyofdane.com/plandev/community/cdbg/pdf/200403_crlf_fct_sht.pdf

Dane County Community Development Block Grant (CDBG)

The CDBG program uses Housing and Urban Development (HUD) funds to promote housing, economic development and community service initiatives for people with low to moderate incomes. Visit: www.co.dane.wi.us/plandev/community/cdbg, for more information.

Economic Development Revolving Loan Funds

The Dane County Revolving Loan Fund (RLF) provides financing to businesses in distressed communities as well as to agricultural businesses. For more information, visit: www.countyofdane.com/plandev/community/cdbg/pdf/200408_rlf_fct_sht.pdf

HOME Program

The HOME program utilizes HUD funds to establish an Investment Trust Fund for construction loans, rental assistance, down payment assistance, and land acquisitions that benefit low-income families. For more information, visit: www.co.dane.wi.us/plandev/community/cdbg

To learn more about Dane County programs, please visit: www.countyofdane.com/plandev, or contact Steve Steinhoff at (608) 266-4270, steinhoff@co.dane.wi.us, or Olivia Parry at (608) 261-9957, or parry@co.dane.wi.us

TOURISM AND RECREATION

Joint Effort Marketing Grant (JEM)

JEM provides partnership funding to help non-profit Wisconsin organizations promote tourism in their area. To find out more, visit: www.agency.travelwisconsin.com

Ready, Set, Go!

Assists destinations in securing competition related events that require an upfront cash or financial commitment. To find out more, visit: www.agency.travelwisconsin.com

Recreational Boating Facilities Grant

Counties, towns, cities, villages, tribes, sanitary districts, public inland lake protection and rehabilitation districts, and qualified lake associations are eligible to apply for funds to develop safe boating facilities. For more info, visit: www.dnr.wi.gov/org/caer/cfa/cfindex.html

Recreational Trails Grant Program

Towns, villages, cities, counties, tribal governing bodies, school districts, state agencies, federal agencies and incorporated organizations are eligible to receive reimbursement for development and maintenance of recreational trails and trail-related facilities for both motorized and non-motorized recreational trail uses. For more information, visit: www.dnr.wi.gov/org/caer/cfa/cfindex.html

Tourism Oriented Directional Sign Program

Provides signs with directional information for qualifying tourist-related businesses, services or activities. For more information, visit: www.dot.wisconsin.gov/localgov/index.htm

ADDITIONAL PROGRAMS

Business Retention & Expansion Survey Program

The Wisconsin Department of Commerce works with communities to implement a survey that creates a confidential, comprehensive data profile on businesses in communities in an effort to develop a systematic approach to retention. Follow-up studies indicate how economic changes have affected the business community, help determine current needs and plans, and verify improvements made in the local business climate. This information enables the community to develop a targeted retention program. For more information, visit: www.commerce.wi.gov, or call Kathy Heady at (608) 266-9944.

Community Development Partnership Programs at Alliant Energy

Program funding options range from community and workforce development, to marketing and professional development. Visit: www.midwestsites.com to find out more, or contact Bruce Kepner at (608) 458-5753, or brucekepner@alliantenergy.com

Community Based Economic Development Program (CBED)

Provides assistance to local governments and community-based organizations that undertake planning or development projects, or that provide technical assistance services that support business, community and incubator development. For more information, visit: www.commerce.wi.gov

Customized Labor Training (CLT) Program

The CLT program is designed to assist companies that are investing in new technologies or manufacturing processes by providing a grant of up to 50 percent of the cost of training employees on the new technologies. The primary goal of CLT is to help Wisconsin manufacturers maintain a workforce that is on the cutting edge of technological innovation. For more information, visit: www.commerce.wi.gov

Forward Community Investments (FCI) *formerly known as the Dane Fund*

FCI is a community development loan fund that provides financial and technical resources to organizations that serve to enhance the lives of low-wealth persons and communities in Wisconsin. FCI works as a bridge between investors and nonprofits, helping both sides maximize their impact. For more information, visit FCI at: www.danefund.com

The Madison Community Foundation (MCF)

MCF is committed to building and maintaining community assets. In addition to allocating financial resources to the organizations specified by the fund holders, MCF collaborates with nonprofit organizations and community leaders to identify areas that can benefit most from community giving. Visit www.madisoncommunityfoundation.org to find out more, or contact Kathleen Woit at (608) 232-1763, or frontdesk@madisoncommunityfoundation.org

Madison Development Corporation (MDC)

MDC's mission is to help provide quality employment opportunities by making loans to hard to finance small businesses, and to provide quality, affordable housing for Madison and Dane County residents. MDC also has grant funds available to help Madison businesses improve their capacity for growth. For more information visit mdcorp.org, or contact Frank Staniszewski at (608) 256-2799, or stan@mdcorp.org

Neighborhood Business Revitalization Guarantee

Helps experienced developers or existing business owners obtain financing on favorable terms to stimulate economic development in urban neighborhoods. To find out more, visit: www.wheda.com/cat_sb/nbr_product.asp

Workforce Advancement Training (WAT) Grants

WAT grants enable Wisconsin's for profit businesses increased access to training opportunities through the Wisconsin Technical College System (WTCS). The grants promote increased investment in the development of incumbent workers in order to improve Wisconsin businesses' productivity and competitiveness. Applications for WAT funding are facilitated through the local Technical College. Applications for the 2007-08 year will be due on April 20, 2007. For more information contact Marla N. Gamoran, Business, Industry & Community Services, Madison Area Technical College, 3591 Anderson St. Madison, WI 53704, call (608) 243-4480, or email mgamoran@matcmadison.edu

SMALL BUSINESS

Business Employees' Skills Training (BEST)

Provides applicants with a tuition reimbursement grant to help cover a portion of the costs associated with training employees. For more information, visit: www.commerce.wi.gov

Early Planning Grant (EPG) Program

Grant program designed to help individual entrepreneurs and small businesses throughout Wisconsin obtain the professional services necessary to develop a comprehensive business plan. For more information, visit: www.wenportal.org

Entrepreneurial Training Grant (ETG) Program

Provide applicants with a grant to help cover a portion of the cost of attending the Small Business Development Center's new Entrepreneurial Training Course, providing prospective and expert business owners with expert guidance in business plan development. For more information, visit: www.wenportal.org



UW Small Business Development Center

Madison Community Foundation (MCF)

MCF is committed to building and maintaining community assets. In addition to allocating financial resources to the organizations specified by the fund holders, MCF collaborates with nonprofit organizations and community leaders to identify areas that can benefit most from community giving. Visit www.madisoncommunityfoundation.org to find out more, or contact Kathleen Woit at (608) 232-1763, or frontdesk@madisoncommunityfoundation.org

Madison Development Corporation (MDC)

MDC's mission is to help provide quality employment opportunities by making loans to hard to finance small businesses, and to provide quality, affordable housing for Madison and Dane County residents. MDC also has grant funds available to help Madison businesses improve their capacity for growth. For more information visit: mdcorp.org, or contact Frank Staniszewski at (608) 256-2799, or stan@mdcorp.org

Small Business Administration (SBA)

Has numerous loan programs available to small businesses through pre-qualified lenders. For more information, please visit www.sba.gov/wi/WI_FINANCING

Small Business Guarantee

Helps borrowers obtain financing on favorable terms to start-up, acquire, or expand a small business. For more information, visit: www.wheda.com/cat_sb/g_product.asp

Wisconsin Women's Business Initiative Corporation Micro-Loan Program

Micro-Loan program provides small loans up to a maximum of \$50,000, to new or expanding women and minority owned businesses or other eligible entrepreneurs. For more information, visit: www.wwbic.com

MINORITY & WOMEN-OWNED OR MANAGED BUSINESSES

Disadvantaged Business Enterprise Program

Attempts to increase participation of firms owned by disadvantaged individuals in all federal aid and state transportation facility contracts. Program offers loan guarantees for working capital to facilitate WisDOT contracts or subcontracts. For more information, visit: www.dot.wisconsin.gov/business/engrserv/dbe-main.htm

Emerging Business Program

Encourages the development of small businesses owned, operated, and controlled by persons who are at an economic disadvantage. For more information, visit www.wheda.com, or call 1 (800) 334-6873.

Linked Deposit Loan Subsidy (LiDL)

Reduced interest rate loan subsidy for small businesses that are more than 50% owned and controlled by women or minority group members. For more information, visit: www.wheda.com/cat_sb/ldl_product.asp, or call 1(800) 334-6873.

Minority Business Certification

This program is meant to increase the opportunity for minority firms to sell their products and services to the State of Wisconsin. Wisconsin Act 390 says that a certified minority business is eligible for a five percent bid preference — this means that the certified bidder must be within five percent of the lowest qualified responsible bidder. For more information, visit: www.commerce.wi.gov

Minority Business Development (MBD) Loan Program

Loan program designed to provide financial assistance for the start-up and expansion of minority-owned businesses in Wisconsin. This program provides low-interest loans to assist in the development of minority-owned companies. To find out more, visit: www.commerce.wi.gov

Minority Business Development Agency (MBDA)

The MBDA helps minority entrepreneurs grow and compete in the global economy by developing programs that provide access to financing, the marketplace, education, and technology. For more information, visit: www.mbda.gov

Minority Business Enterprise (MBE) Program

Designed to increase the opportunity for Wisconsin certified minority owned companies to sell their products or services to the State of Wisconsin and its agencies. For more information, visit: www.doa.state.wi.us

National Minority Supplier Development Council (NMSDC)

Provides a direct link between corporate America and minority-owned businesses. The Business Consortium Fund, Inc. (BCF), a minority business development company created by NMSDC, provides contract financing to NMSDC certified minority businesses across America through a network of local participating banks and NMSDC affiliates. For more information, visit: www.nmsdc.org

Phenomenelle Angels Fund I, LP

This is a new, early stage fund that invests in women and minority owned or managed businesses in Wisconsin and the Midwest. Qualifying businesses must have at least one woman or an ethnic minority holding substantial ownership or in an executive (C-level) position. Investors are limited to women who are accredited investors, and select entities. For more information, visit: www.phenomenelleangels.com

Women-Owned Business Certification

The Department of Commerce is developing a new program to certify women-owned businesses. For more information, visit: www.commerce.wi.gov in Spring 2007.

Small Business Administration (SBA) Pre-Qualification Loan Program (Pre-Qual) and Intermediaries

Loan guarantee program designed to allow businesses owned by women, veterans, or minorities to apply for a loan guarantee for loans provided by a certified lender. For more information, visit: www.sba.gov/wi

Wisconsin Minority Business Opportunity Committee (Wisconsin-MBOC)

Fosters economic growth for WI's minority businesses by facilitating access to capital and access to contract opportunities in the public and private sectors. For more information, visit: www.wmboc.org

Wisconsin Women's Business Initiative Corporation Micro-Loan Program

Micro-loan program provides small loans up to a maximum of \$50,000, to new or expanding women and minority owned businesses, or other eligible entrepreneurs. For more information, please visit: www.wwbic.com

TECHNOLOGY INNOVATION

Capital Ideas Technology Zone

The Zone encompasses a three county region in southern Wisconsin that offers tax credits to growing high technology firms. The Zone has \$5 million in tax credits - the credit is taken against Wisconsin income taxes. For more information, contact Frank Staniszewski at (608) 256-1560, or fstan@mdcorp.org

Early Stage Investment Tax Credits

Angel Investment and Venture Capital Tax Credit programs are designed to encourage investment in small, high-technology businesses that have high growth potential. Early-stage businesses conducting pre-commercialization activities related to proprietary technology may be designated as Qualified New Business Ventures. Angel investors, angel investment networks and venture capital seed funds may qualify for Wisconsin tax credits by investing in these designated companies. For more information, visit: www.commerce.wi.gov



Small Business Innovation Research (SBIR)

A highly competitive program that encourages small businesses to explore their technological potential. For Wisconsin SBIR Resources, visit www.wenportal.org, or contact Dr. Philip Sobocinski at the Wisconsin Entrepreneurs Network, at (608) 441-8005, or email psoboci@wisc.edu

Technology Assistance Grant (TAG)

This program aids small Wisconsin high-technology businesses in their efforts to obtain seed, early-stage or research and development funding. For more information, visit: www.wenportal.org

Technology Commercialization Programs

Wisconsin has tax credit, grant and loan programs to assist high-potential technology businesses. For more information, visit: www.commerce.wi.gov

ADDITIONAL RESOURCES

Contractors Loan Guarantee

Assists contractors in obtaining financing with favorable terms to pay the expenses necessary to complete a contract. For more information, please visit: www.wheda.com

Employee Ownership Assistance (EOP)

The EOP program is designed to assist the employees of a distressed business obtain the professional services necessary to evaluate the feasibility of purchasing the business and operating as an employee-owned business. For more information, visit: www.commerce.wi.gov

Industrial Revenue Bonds (IRB)

The Department of Commerce's IRB Program allows all Wisconsin cities, villages and towns to support industrial development through the sale of tax-exempt bonds. The proceeds from the bond sale are loaned to businesses to finance capital investment projects, primarily manufacturing facilities. Even though IRBs are municipal bonds, they are not general obligations of the municipality. To find out more, visit: www.commerce.wi.gov

Major Economic Development (MED) Program

The MED program is designed to assist businesses that will invest private funds and create jobs as they expand in, or relocate to, Wisconsin. To find out more, visit: www.commerce.wi.gov

Transportation Economic Assistance Grants (TEA)

For public or private entities with road, rail, harbor and airport projects that promote development and attract and retain businesses. For more information, visit: www.dot.wisconsin.gov/localgov/aid/tea.htm



UW Small Business Development Center

Wisconsin Focus on Energy Business and Industry Programs

You can reduce operating costs by installing energy efficient equipment - from updating the lighting in your office or barn with more efficient fixtures, to upgrading to a variable-speed drive on your vacuum pump. Focus on Energy helps you seek solutions and understands the needs and concerns of our state's businesses and industry, and can help you increase profits, reduce energy use and improve productivity. For more information, visit: www.focusonenergy.com

Wisconsin Business Development Finance Corporation (WBDFC)

WBDFC is a private, not-for-profit corporation created in 1981 to assist Wisconsin businesses to gain access to capital, create jobs and promote community development. WBD is one of the largest Certified Development Corporations in the nation with a loan portfolio in excess of \$300 million, a staff of 28 experienced professionals and five offices serving Wisconsin businesses. For more information, visit: www.wbd.org/index.cfm

Wisconsin Trade Project Program

The Wisconsin Trade Project Program offers individual matching grants of up to \$5,000 to help small export-ready firms participate in international trade shows. For more information, visit: www.commerce.wi.gov

AGRICULTURAL AND BIO-AG ENTERPRISE

The following information is a general listing of resources for new and existing businesses, communities, investors, and organizations interested in agricultural enterprise.

ATTRACTION & RETENTION

Agricultural Innovation Center

216 Agriculture Hall
1450 Linden Drive
Madison, WI 53706
Contact: Greg Lawless
(608) 265-2903
glawless@wisc.edu
<http://aic.uwex.edu/index.cfm>

Dairy Business Innovation Center

P.O. Box 14
Delavan, WI 53115
1 (888) 623-2269 (toll free)
info@dbicusa.org
www.dbicusa.org

Grow Wisconsin Dairy Team (DATCP)

2811 Agriculture Drive
Madison, WI 53718
Contact: Roger James
1 (800) 942-2474 (toll free)
roger.james@datcp.state.wi.us
www.datcp.state.wi.us/index.html

Wisconsin BioAg Gateway Campus

(also see page 24)
Office of Business Resources (OBR)
City of Madison
215 Martin Luther King, Jr. Blvd.
Room LL-100, MMB
P.O. Box 2985
Madison, WI 53701-2985
Contact: Michael P. Gay, CECD
(608) 267-4933 ext.104

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

2811 Agriculture Drive
P.O. Box 8911
Madison, WI 53708-8911
Farm Center 1
(800) 942-2474 (toll free)
7:30-4:30 office hours
center@datcp.state.wi.us
www.datcp.state.wi.us

Wisconsin Department of Commerce

201 W. Washington Ave.
Madison, WI 53703
Area Development Manager
Contact: Kathy Heady
(608) 266-9944
kheady@commerce.state.wi.us
Technology Development Specialist
Contact: Cheryl Gain
(608) 261-7721
Cheryl.gain@wisconsin.gov
www.commerce.wi.gov

BUSINESS ASSOCIATIONS

Association of Women in Agriculture

1909 University Ave.
Madison, WI 53705
Contact: Kristina Duwe
(608) 231-3702
awa-news@hotmail.com

Dane County Farm Bureau

2193 Hwy 73
Cambridge, WI 53523
Contact: Tom Jelinek
(608) 423-9860
jel-ellahol@smallbytes.net
www.wfbf.com/county

Madison Area Community Supported Agriculture Coalition

P.O. Box 7814
Madison, WI 53707-7814
Contact: Laura Brown
(608) 226-0300
info@macsac.org
www.macsac.org

Midwest Food Processors Association, Inc.

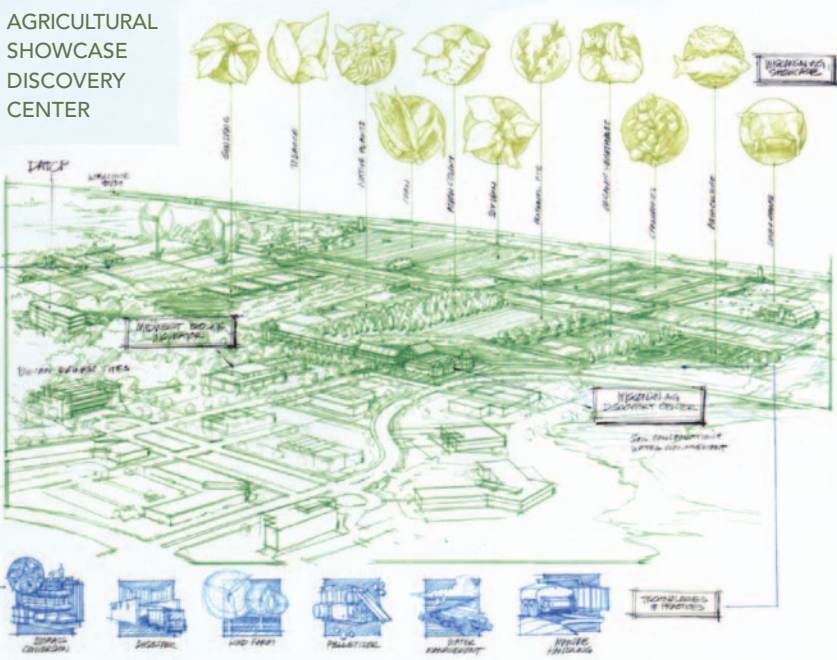
P.O. Box 1297
Madison, WI 53701-1297
(608) 255-9946
info@mwfpa.org
www.mwfpa.org

Professional Dairy Producers of WI

P.O. Box 2, Fox Lake
WI 53933-0002
1 (800) 947-7379 (toll free)
mail@pdpw.org
www.pdpw.org

Wisconsin BioAg Gateway

AGRICULTURAL SHOWCASE DISCOVERY CENTER





World Dairy Expo, 2006

Regional Food Strategy Group

120 E. Lakeside St.
Madison, WI 53715
Contact: Jim Bower
(608) 256-9797
jbower@blueplanetpartners.org
www.blueplanetpartners.org

Wisconsin Corn Growers Assn.

Wisconsin Corn Promotion Board
W1360 Highway 106
Palmyra, WI 53156
(262) 495-2232
wicorn@idcnet.com
www.wicorn.org

Wisconsin Farmers Union

117 W. Spring St.
Chippewa Falls, WI 54729
(715) 723-5561
info@wisconsinfarmersunion.com
www.wisconsinfarmersunion.com

Wisconsin Farm Bureau Federation

1241 John Q. Hammons Drive
Madison, WI 53717
Contact: Bob Leege
(608) 828-5710
info.demingway@wfbf.com
www.wfbf.com

Wisconsin Federation of Cooperatives

131 W. Wilson St.
Madison, WI 53703
Contact: Bill Oemichen
(608) 258-4400
david.erickson@wfcmac.coop
www.wfcmac.coop

Wisconsin Soybean Association

2976 Triverton Pike Rd.
Madison, WI 53711
Contact: Bob Karls
(608) 274-7522
karls@wisoybean.org
www.wisoybean.org

BUSINESS DEVELOPMENT AND TRAINING

Agricultural Innovation Center

216 Agriculture Hall
1450 Linden Drive
Madison, WI 53706
Contact: Greg Lawless
(608) 265-2903
glawless@wisc.edu
www.aic.uwex.edu

Center for Integrated Agricultural Systems

University of Wisconsin-Madison
College of Agricultural & Life Sciences
1535 Observatory Drive
Madison, WI 53706

School for Beginning Dairy and Livestock Producers

Contact: Dick Cates
(608) 588-2836, or rlcates@wisc.edu

School for Beginning Farm Market Growers

Contact: John Hendrickson
(608) 265-3704
jhendric@wisc.edu
www.cias.wisc.edu

Dairy Business Innovation Center

P.O. Box 14
Delavan, WI 53115
1 (888) 623-2269 (toll free)
info@dbicusa.org
www.dbicusa.org

Dane County Farm Service Agency

1 Fen Oak Ct.
Madison, WI 53718
Contact: Roger Johnson
(608) 224-3767
roger.johnson@wi.usda.gov
www.fsa.usda.gov/wi

Farm Center (DATCP)

Bureau of Agri-Business Development, Division of Agricultural Development
2811 Agriculture Drive
Madison, WI 53718
1 (800) 942-2474 (toll free)
7:30-4:30 office hours
Contact: Perry Brown
perry.brown@datcp.state.wi.us
www.datcp.state.wi.us/datcp/core/agriculture/agriculture

Michael Fields Agricultural Institute Garden Student Program

W2493 County Rd. ES
P.O. Box 990, East Troy, WI
Contact: Janet Gamble
(262) 642-3303 ext.127
jgamble@michaelfieldsagainst.org

Farm Systems

Contact: John Hall
(262) 642-3303 ext. 14
jhall@michaelfieldsagainst.org
www.michaelfieldsagainst.org

Midwest Organic and Sustainable Education Services (MOSES)

P.O. Box 339, Spring Valley, WI 54767
(715) 772-3153
info@mosesorganic.org
www.mosesorganic.org

UW Center for Cooperatives

222 Taylor Hall, 427 Lorch St.
Madison, WI 53706
Contact: Anne Reynolds
(608) 263-4775
reynolds@aae.wisc.edu
www.uwcc.wisc.edu

UW Extension – Dane County

1 Fen Oak Court, Rm. 138
Madison, WI 53718-8812

Dairy and Livestock

Contact: Nolan Anderson
(608) 224-3717
nolan.anderson.ces.uwex.edu

Crops and Soils

Contact: David Fischer
(608) 224-3716
david.fischer.ces.uwex.edu

Commercial Horticulture

Contact: Lisa Johnson
lisa.johnson.ces.uwex.edu
(608) 224-3715

General Information

(608) 224-3700
www.uwex.edu/ces/cty/dane

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

University of Wisconsin Biotechnology Center

425 Henry Mall
Madison, WI 53706
Contact: Sandra Austin-Philips
3120 Biotechnology Center
(608) 262-7293
sandra@biotech.wisc.edu
www.biotech.wisc.edu

UW School of Business Small Business Development Center & Technology Business Institute

975 University Ave., Ste. 3260
Madison, WI 53706
Contact: Neil Lerner (608) 263-0221
1(800) 940-7232 (hotline)
nslerner@wisc.edu, www.uwsbdc.org

Service Core of Retired Executives (SCORE) Counselors to America's Small Business

MG&E Innovation Center
505 S. Rosa Rd.
Madison, WI 53719
Contact: Bill Arthur (608) 441-2820
chair@scoremadison145.org
www.scoremadison145.org

Wisconsin Potato and Vegetable Growers Association (WPVGA)

P.O. Box 327, Antigo, WI
Contact: Mike Carter (715) 623-7683
mcarter@potatowis.org
www.wisconsinpotatoes.com

Wisconsin BioAg Gateway Campus

Madison's new high-technology campus was established to advance the state of BioAg manufacturing technologies and protocols for pharmaceuticals, nutraceuticals, bioenergy, and industrial products. Organic crop research and development opportunities also exist. The site will accommodate 180 acres of field testing capacity; 27 acres of R&D office and production facilities; and, the Midwest BioLink Incubator — a 20,000 SF controlled habitat and biosecure plant manufacturing incubator and greenhouse that is USDA Class II certified. For more information, contact the following project partners:

Real Estate and Business Development, and Bio-Ag Campus Marketing

Office of Business Resources (OBR)
City of Madison
215 Martin Luther King Jr., Blvd.
Room LL-100, MMB
P.O. Box 2985
Madison, WI 53701-2985
Contact: Michael P. Gay, CECD
608.267.4933, ext 104 (voice)
mgay@cityofmadison.com

Midwest BioLink – Controlled Environment Agricultural (CEA) and Greenhouse Production Facility and Technology

Planet LLC
1212 Fourier Drive
Madison, WI 53717
Contact: Tom Crabb, President
(608) 827-5555
crabbt@orbitec.com
www.planet-llc.com

MARKET DEVELOPMENT

Dane County Planning and Development Department

City-County Building, Rm. 116
210 Martin Luther King, Jr. Blvd.
Madison, WI 53703
Contact: Olivia Parry
(608) 261-9957
parry@co.dane.wi.us

Dane County Food Council

Contact: Majid Allan
(608) 267-2536
allan@co.dane.wi.us
www.countyofdane.com/foodcouncil
www.countyofdane.com/plandev

University of Wisconsin-Madison



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

2811 Agriculture Drive
P.O. Box 8911
Madison, WI 53708-8911
Farm Center 1
(800) 942-2474 (toll free)
7:30-4:30 office hours
center@datcp.state.wi.us
www.datcp.state.wi.us

REAP Food Group

P.O. Box 5632
Madison, WI 53705
Buy Fresh Buy Local Program
Contact: Rachel Armstrong
(608) 217-2987
rarmstrong1@gmail.com
Farm-to-School Program
Contact: Doug Wubben
(608) 294-1114
info@reapfoodgroup.org

SavorWisconsin.com

P.O. Box 8911
Madison, WI 53708
Contact: Amy Bruner
info@savorwisconsin.com
www.savorwisconsin.com

**Wisconsin Corn
Growers Association**

Wisconsin Corn Promotion Board
W1360 Highway 106
Palmyra, WI 53156
(262) 495-2232
wicorn@idcnet.com
www.wicorn.org

**Wisconsin Potato and Vegetable
Growers Association (WPVGA)**

P.O. Box 327
Antigo, WI
Contact: Mike Carter
(715) 623-7683
mcarter@potatowis.org
www.wisconsinpotatoes.com

**Wisconsin State Cranberry
Growers Association**

P.O. Box 365
Wisconsin Rapids, WI 54495
Contact: Tom Lochner
(715) 423-2070
tlochner@wctc.net
www.wiscran.org

Wisconsin Soybean Association

2976 Triverton Pike Rd.
Madison, WI 53711
Contact: Bob Karls
(608) 274-7522
karls@wisoybean.org
www.wisoybean.org



FINANCING & CAPITAL

**The Wisconsin Department
of Agriculture, Dairy, and
Consumer Protection (DATCP)**

has numerous grant and loan
programs available to Dane County
agricultural enterprises including:

ADD Grant Program
Alternative Fuels
Biobased Industry Opportunity
(BIO) Grant Program
Grow Wisconsin Dairy Team Grants
Farmers Markets
New Uses
Organic Agriculture
Value-Added Dairy Initiative

For more information on these
programs, please visit Wisconsin
Department of Agriculture, Dairy,
and Consumer Protection at
www.datcp.state.wi.us.

In addition, DATCP produces a
listing of business assistance
programs in their publication, *Got
Moola: Where to Go for Business
Assistance in Wisconsin*. To down-
load a copy of this resource, visit
DATCP at www.datcp.state.wi.us,
and click on publications.

Agribusiness Guarantee

This program aids new or existing
businesses in obtaining financing
on favorable terms to develop or
expand production of products
using Wisconsin's raw agricultural
commodities. For more informa-
tion, visit www.wheda.com

Badger AgVest

The mission of Badger AgVest is
to promote the development of
successful agricultural businesses
that directly benefit Wisconsin
producers and our rural economy
through job creation and the
application of innovative technolo-
gies in agriculture production.
As Wisconsin's premiere investor
alliance for agriculture, Badger
AgVest was formed to provide
support and assistance to early-
stage, high-growth potential
companies that add value to
Wisconsin's agriculture sector.
For more information, visit
www.badgeragvest.com, or call
James Hanke at (715) 849-5510
ext. 306.

**Badgerland Farm
Credit Association**

is dedicated to serving the agricul-
tural credit and financial needs of
farmers and homeowners in the
southern half of Wisconsin. We are
part of the Farm Credit System,
a nationwide agricultural banking
network providing Credit and
Financial Services to farmers,
ranchers, homeowners and their
cooperatives across the United
States. For more information,
call 608-241-1586, or
1 (800) 324-5766 (toll free).

Beginning Farmer Bond Program

Gives beginning farmers below-market interest rates on financing to start an operation. For more information, visit www.wheda.com/cat_ag/bfb_product.asp

City of Madison

Has numerous financial resources for industrial, production, and major bio-ag projects. For more information, contact Michael P. Gay at (608) 267-4933, or mgay@cityofmadison.com

Credit Relief Outreach Program

Provides guarantees on agricultural production loans to farmers. For more information, visit www.wheda.com

Dairy 2020 Planning Grant Program

Encourages and stimulates the startup, modernization, and expansion of Wisconsin dairy farms. For more information, visit www.commerce.state.wi.us

Dane County Agricultural Enterprise Grant Program

Grants are for developing a business plan, or for the purpose of starting a business enterprise. Contact UW Extension Dane County at (608) 224-3705, or visit www.uwex.edu/ces/cty/dane

Economic Development Revolving Loan Funds

The Dane County Revolving Loan Fund (RLF) provides financing to businesses in distressed communities as well as to agricultural businesses. For more information, visit www.countyofdane.com/plandev/community/cdbg/pdf/200408_rlf_ct_sht.pdf, or call (608) 266-4270.

Farm Asset Reinvestment Management

Provides loan guarantees for agricultural expansion and modernization. For more information, visit www.wheda.com

Grow WI Dairy/Value Added Dairy Initiative

This joint state-federal initiative focuses on the modernization and growth of the dairy sector. The goal of the program is to retain and grow farm businesses, dairy plants and create good jobs for rural areas. For more information, visit www.datcp.state.wi.us/mktg/business/marketing/val-add/initiative

Local Dairy Development

Grants of up to \$25,000 may be awarded to local organizations, co-ops, non-profits, chambers of commerce, etc... that enhance the development of modernized dairy farming in the area through unique, innovative projects. Types of projects include creation of agricultural development zones to promote dairy farm development, or programs that identify, promote and create specific supply chains for producers and processors that result in value added products or cost savings. For more information, visit www.growwisconsinidairy.org/apply_grants

Milk Volume Production Program

The Milk Volume Production (MVP) program is designed to assist dairy producers undertaking capital improvement projects that will result in a significant increase in Wisconsin's milk production. For more information, visit www.commerce.state.wi.us

Renewable Energy Systems & Energy Efficiency Improvement Program

Provides grants and loan guarantees to agricultural producers and rural small businesses to promote energy efficiency and renewable energy. For more information, visit www.rurdev.usda.gov/wi/programs/rbs/energy.htm

Upper Midwest Collaborative Regional Alliance for Farmer Training (CRAFT)

Stateline Farm Beginnings™ is an educational training and support program designed to help people plan and begin sustainable farm enterprises. For more information, visit www.cslearningcenter.org/farmbeginnings.html

Wisconsin Focus on Energy – Business and Industry Programs

You can reduce operating costs by installing energy efficient equipment — from updating the lighting in your office or barn with more efficient fixtures, to upgrading to a variable-speed drive on your vacuum pump. Focus on Energy helps you seek solutions and understands the needs and concerns of our state's businesses and industry, and can help you increase profits, reduce energy use and improve productivity. For more information, visit www.focusonenergy.com

Wisconsin Women's Business Initiative Corporation Micro-Loan Program

Micro-loan program provides small loans up to a maximum of \$50,000, to new or expanding women and minority owned businesses, or other eligible entrepreneurs. For more information, please visit www.wwbic.com

UW Small Business Development Center





SITES & BUILDINGS

INDUSTRIAL PARKS

More than 2,300 acres are available within Dane County's thriving business parks. Varying in price and parcel size, many options are available to meet an assortment of business needs. Contact MGE for a comprehensive list of business parks, or visit: www.mge.com/images/PDF/BusParks/BusParks_2006.pdf

Madison Gas and Electric (MGE)

P.O. Box 1231
Madison, WI 53701-1231
Contact: Jim Mohrbacher
(608) 252-7116
jmohrbacher@mge.com
www.mge.com

BROWNFIELD REDEVELOPMENT

Brownfields are abandoned, idle or underused commercial or industrial properties, where expansion or redevelopment is hindered by real or perceived contamination. The State of Wisconsin's Department of Natural Resources (DNR) Remediation and Redevelopment program oversees the investigation and cleanup of contaminated properties. Many brownfield properties are located within Dane County.

Bureau for Remediation and Redevelopment Tracking System (BRRTS)

A searchable database that allows you to find site-specific information on activities that resulted in contaminated soil or groundwater. For more information, please visit the Wisconsin Department of Natural Resources at <http://botw.dnr.state.wi.us/botw/welcome.do>

Remediation & Redevelopment Sites Map

A searchable GIS map-based system that allows you to locate any property in Dane County that is contaminated, or was previously contaminated, and in need of cleanup. For more information, visit maps.dnr.state.wi.us/imf/dnrimf.jsp?site=brrts.rsitesmap

DANE COUNTY INFILL INVENTORY LISTING

Dane County's Department of Planning and Development staff is currently developing an inventory of buildings and sites for infill development or redevelopment located throughout Dane County. To find out more, visit www.countyofdane.com/plandev, or call (608) 261-9957.

SITE AND BUILDING RESOURCES

Location One Information System (LOIS) Forward Wisconsin

Forward Wisconsin is a unique public-private state marketing and business recruitment organization dedicated to promoting Wisconsin in order to attract new businesses, jobs and economic activity to the state. The Forward Wisconsin website includes a searchable database that contains community profile information as well as available buildings and sites at the state, county, or municipality level. For Dane County sites and buildings, visit: www.forwardwi.com/section2/Find-a-Site-or-Building or contact:

Forward Wisconsin

201 Washington Ave., Ste. 500
Madison, WI 53703
Contact: Sharon Seffrood
(608) 261-2501
Sharon.Seffrood@wisconsin.gov
www.forwardwi.com

PropertyDrive

PropertyDrive is a Commercial Real Estate Listing Service serving Wisconsin and beyond. The public is welcome to search for commercial properties by using the Quick Search function on the front page of the website. Commercial listings include sites and buildings for sale or lease. Members may access additional features and information by logging in and registering. To learn more about the benefits of a PropertyDrive visit: www.propertydrive.com, or contact:

Property Drive, LLC

P.O. Box 8691, Madison, WI 53708
Contact: Jay Blevins
(608) 442-0511
jblevins@propertydrive.com
www.propertydrive.com

DANE COUNTY COMMUNITIES AND RESOURCES

Dane County is host to over 60 cities, villages and towns. Each of the following listings includes local contact information for economic development inquiries. In addition, each jurisdiction is followed by a list of some of the economic development tools currently available in their community.

BID - Business Improvement District

CDA - Community Development Authority

CRA - Community Redevelopment Authority

Grant - Grant Funding

TIF - Tax increment financing

Loan - Loan Funding

CITIES

City of Edgerton

12 Albion St.

Edgerton, WI 53534

Contact: Ramona Flanigan
(608) 884-3341

rflanigan@charter.net

www.cityofedgerton.com

TIF, Grant, Loan, CRA

City of Fitchburg

5520 Lacy Rd.

Fitchburg, WI 53711

Contact: Michael Zimmerman
(608) 270-4245

michael.zimmerman@

city.fitchburg.wi.us

www.city.fitchburg.wi.us

TIF, Loan, CDA

City of Madison

Office of Business Resources

Department of Planning & Development

215 Martin Luther King, Jr. Blvd.
Rm. LL100

P.O. Box 2985

Madison, WI 53701-2985

Contact: Michael P. Gay

(608) 267-4933, ext. 104

mgay@cityofmadison.com

www.businessmadison.com/

TIF, Grant, Loan, CDA, CRA, BID

City of Madison

The Community Development Block Grant (CDBG) Office

215 Martin Luther King, Jr. Blvd.

P.O. Box 2985

Madison, WI 53701-2985

Contact: Barb Constans

(608) 267-1983, ext. 208

bconstans@cityofmadison.com

www.ci.madison.wi.us/cdbg

City of Middleton and Middleton CDA

7426 Hubbard Ave.

Middleton, WI 53562

Contact: Mike Davis

(608) 827-1058

mdavis@ci.middleton.wi.us

www.ci.middleton.wi.us

TIF, Loan, CDA

City of Monona & Monona CDA

5211 Schluter Rd.

Monona, WI 53716

Contact: Paul A. Kachelmeier
(608) 222-2525

cityplanner@ci.monona.wi.us

www.monona.wi.us

TIF, Grant, CDA

City of Stoughton

381 E. Main St.

Stoughton, WI 53589

Contact: John Neal

(608) 873-6677

jneal@ci.stoughton.wi.us

www.ci.stoughton.wi.us

TIF, Grant

City of Sun Prairie

300 E. Main St.

Sun Prairie, WI 53590

Contact: Neil Stechschulte

(608) 825-1107

skugler@cityofsunprairie.com

www.cityofsunprairie.com

TIF, Grant, Loan, CDA, BID

City of Verona

111 Lincoln St.

Verona, WI 53593

Contact: Bruce Sylvester

(608) 848-9941

bruce.sylvester@ci.verona.wi.us

www.ci.verona.wi.us

TIF, Grant, Loan, CDA

VILLAGES

Village of Belleville

24 W. Main St., P.O. Box 79

Belleville, WI 53508

Contact: Paul Ziehli

(608) 424-3341

villageofbelleville@

charterinternet.com

www.bellevillewi.org

TIF

Village of Black Earth

1210 Mills St., P.O. Box 347

Black Earth, WI 53515

Contact: Vern Wendt

(608) 767-2563

www.blackearthwisconsin.com

TIF

Overture Center for the Arts



Village of Blue Mounds

11011 Brigham Ave., P.O. Box 189
Blue Mounds, WI 53517-0189
Contact: Linda Cory
(608) 437-5197
villbluemounds@charter.net
www.mybluemounds.com
TIF, CDA

Village of Brooklyn

P.O. Box 189
Brooklyn, WI 53521
Contact: Nadine Walston
(608) 455-4201
vbrook@charter.net

Village of Cambridge

P.O. Box 99
Cambridge, WI 53523
Contact: Donn Trieloff
(608) 423-3712
dtrielloff@ci.cambridge.wi.us
www.ci.cambridge.wi.us
TIF

Village of Cottage Grove

221 E. Cottage Grove Rd.
Cottage Grove, WI 53527
Contact: Ken Dahl
(608) 839-4704
vhall@village.cottage-grove.wi.us
www.village.cottage-grove.wi.us
TIF

Village of Cross Plains

2417 Brewery Rd.
Cross Plains, WI 53528
Contact: Janet Klock
(608) 798-3241
act112@charter.net
www.cross-plains.wi.us

Village of Dane

102 W. Main St., P.O. Box 168
Dane, WI 53529
Contact: David Wipperfurth
(608) 849-5422
villageofdane@charter.net

Village of Deerfield

4 N. Main St., P.O. Box 66
Deerfield, WI 53531
Contact: Dean Otte
(608) 764-5404
dotte@deerfieldwi.com
www.deerfieldwi.com
TIF, Loan, BID



Village of DeForest

306 DeForest St.
DeForest, WI 53532
Contact: Jo Anne Miller
(608) 846-6751
millerj@vi.deforest.wi.us
www.vi.deforest.wi.us
TIF, CRA

Village of Maple Bluff

18 Oxford Pl.
Madison, WI 53704
Contact: Tim Krueger
(608) 244-3048
tjkrueger67@hotmail.com
www.villageofmaplebluff.com

Village of Marshall

130 S. Pardee St., P.O. Box 45
Marshall, WI 53559-0045
Contact: Susan Peck
(608) 655-4017 ext. 2
speck@marshall-wi.com
www.marshall-wi.com
TIF

Village of Mazomanie

P.O. Box 26
Mazomanie, WI 53560
Contact: Jeff Wirth
(608) 795-2100
sdietzen@villageofmazomanie.com
www.villageofmazomanie.com
TIF

Village of McFarland

5915 Milwaukee St., P.O. Box 110
McFarland, WI 53588
Contact: Pauline Boness
(608) 838-3154
community.development.dept@
mcfarland.wi.us
www.mcfarland.wi.us
TIF, Loan, CDA

Village of Mt Horeb

138 E. Main St.
Mt Horeb, WI 53572
Contact: Larry Bierke
(608) 437-6884
lbierke@mhtc.net
www.mounthorebwi.info
TIF, CDA

Village of Oregon

117 Spring St.
Oregon, WI 53575
Contact: Gerry Lubke
(608) 835-6280
mgracz@vil.oregon.wi.us
www.vil.oregon.wi.us
TIF, CDA

Village of Rockdale

148 Water St.
Cambridge, WI 53523
Contact: Carrie Andersen
(608) 423-1497
anderson@matcmadison.edu

Village of Shorewood Hills

810 Shorewood Blvd.
Madison, WI 53705
Contact: Peter Hans
(608) 267-2680
kpfrantz@shorewood-hills.org
www.shorewood-hills.org
TIF

Village of Waunakee

500 W. Main St., P.O. Box 100
Waunakee, WI 53597
Contact: Kim Wilde
(608) 850-8500
kimwilde@tds.net
www.vil.waunakee.wi.us
TIF, Grant, CDA

TOWNS

Town of Albion

624 Albion Rd.
Edgerton, WI 53534
Contact: Roger Olson
(608) 884-8974
albion@milwpc.com

Town of Berry

9046 State Rd. 19
Mazomanie, WI 53560
Contact: Melvern Banks
(608) 767-4152
townberry@chorus.net
www.townofberry.org

Town of Black Earth

1704 Blue Mounds St.
Black Earth, WI 53515
Contact: Ken Olson
(608) 767-2447

Town of Blooming Grove

1880 S. Stoughton Rd.
Madison, WI 53716
Contact: Dwight Johnson
(608) 223-1104
bgadmin@blmgrove.com
www.blmgrove.com

Town of Blue Mounds

2110 Bus. 18-151 East
Mt. Horeb, WI 53572
Contact: Dennis Jelle
(608) 437-8722
helentobm@mhtc.net

Town of Bristol

7747 County Rd. N
Sun Prairie, WI 53590
Contact: Jerry Derr
(608) 837-6494
bristolclerk@spwl.net
www.tn.bristol.wi.gov

Town of Burke

5365 Reiner Rd.
Madison, WI 53718
Contact: Kevin Viney
(608) 825-8420
townofburke@gdinet.com
www.townofburke.com

Town of Christiana

773 Koshkonong Rd.
Cambridge, WI 53523
Contact: Dennis Lund
(608) 423-3816
townofchristiana@smallbytes.net
www.twp.christiana.wi.us

Town of Cottage Grove

4058 County Rd. N
Cottage Grove, WI 53527
Contact: Kristopher Hampton
(608) 839-5021
officecgtown@verizon.net
www.tn.cottagegrove.wi.gov

Town of Cross Plains

3419 County Rd. P
Mt. Horeb, WI 53572
Contact: Harold Krantz
(608) 798-0189
clerk@townofcrossplains.org
www.townofcrossplains.org

Town of Dane

7202 Black Hill Rd.
Lodi, WI 53555
Contact: Robert Lee
(608) 849-7235
jerilawrenz@hotmail.com

Town of Deerfield

3611 County Rd. O
Cambridge, WI 53523
Contact: Bob Riege
(608) 764-8054

Town of Dunkirk

654 County Rd. N
Stoughton, WI 53589
Contact: Jerry Sellers
(608) 873-9177
dunkirk@chorus.net

Town of Dunn

4156 County Rd. B
McFarland WI 53558
Contact: Edmond Minihan
(608) 255-4219
townhall@town.dunn.wi.us
www.town.dunn.wi.us

Town of Madison

2120 Fish Hatchery Rd.
Madison, WI 53713
Contact: James A. Campbell
(608) 210-7260
schwassr@town.madison.wi.us
www.town.madison.wi.us
Grant, Loan, TIF

Town of Mazomanie

711 W. Hudson St., P.O. Box 396
Mazomanie, WI 53560
Contact: Ron Adler
(608) 795-2920
townmazo@gmail.com
www.townofmazomanie.org

Town of Medina

50 E. Waterloo Rd.
Waterloo, WI 53594
Contact: Steve Schulz
(608) 655-3030

Town of Middleton

7555 W. Old Sauk Rd.
Verona, WI 53593
Contact: Milo J. Breunig
(608) 833-5887
tnmid@chorus.net
www.town.middleton.wi.us

Village of Mazomanie



Town of Montrose

1341 Diane Ave.
Belleville, WI 53508
Contact: Roger Hodel
(608) 424-3848
montrose@chorus.net

Town of Oregon

1138 Union Rd.
Oregon, WI 53575
Contact: Gerald Jensen
(608) 835-3200
townoforegon@mailbag.com
www.town.oregon.wi.us

Town of Perry

1004 State Rd. 78
Mount Horeb, WI 53572
Contact: Patrick Downing
(608) 437-4553
mlprice@mhtc.net
www.Perry-WI.gov

Town of Pleasant Springs

2354 County Rd. N
Stoughton, WI 53589
Contact: Kenneth Schuck
(608) 873-3063
cttops@tds.net
www.pleasantssprings.org

Town of Primrose

8468 County Rd. A
Verona, WI 53593
Contact: Dale Judd
(608) 832-8056
twprim@chorus.net
www.tn.primrose.wi.gov

Town of Roxbury

9203 County Rd. Y
Sauk City, WI 53583
Contact: Ervin Breunig
(608) 643-8281
pings@chorus.net

Town of Rutland

4177 Old Stage Rd.
Brooklyn, WI 53521
Contact: Dale Beske
(608) 455-3925
dgeo4177@aol.com
www.town.rutland.wi.us

Town of Springdale

2379 Town Hall Rd.
Mount Horeb, WI 53572
Contact: Ed Eloranta
(608) 437-6230
townofspringdale@mhtc.net
www.springdalewi.com



Governor Nelson State Park

Town of Springfield

6157 County Rd. P
Dane, WI 53529
Contact: James H. Ripp
(608) 849-7887
jhr_mer@yahoo.com,
thspring@chorus.net
www.town.springfield.wi.us

Town of Sun Prairie

5556 Twin Lane Rd.
Marshall, WI 53559
Contact: Lyle Updike
(608) 837-6688
tspclerk@spwl.net
www.townofsunprairie.info

Town of Vermont

4017 County Rd. JJ
Black Earth, WI 53515
Contact: Steve Cowan
(608) 767-2457
vermontclerk@mhtc.net
www.townofvermont.com

Town of Verona

335 N. Nine Mound Rd.
Verona, WI 53593
Contact: David K. Combs
(608) 845-7187
rmjohnson@town.verona.wi.us
www.town.verona.wi.us

Town of Vienna

7161 County Rd. I
DeForest, WI 53532
Contact: Carlton Hamre
(608) 846-3800
rpulverm@execpc.com
www.vienna-wis.com

Town of Westport

5387 Mary Lake Rd.
Waunakee, WI 53597
Contact: John A. Van Dinter
(608) 849-4372
twilson@townofwestport.org
www.townofwestport.org

Town of Windsor

4084 Mueller Rd.
DeForest, WI 53532
Contact: Alan Harvey
(608) 846-3854
kfrawley@chorus.net
www.ci.windsor.wi.us

Town of York

185 Hoene Rd.
Columbus, WI 53925
Contact: John Prosser
(920) 623-2989

LINKS AND RESOURCES

Community Analysis and Planning Division

formerly Dane County Regional Planning Commission
City-County Building, Rm. 362
210 Martin Luther King, Jr. Blvd.
Madison, WI 53703
Contact: Chris Gjestson
(608) 266-4137
chris@danecorpc.org
www.danecorpc.org

Center on Wisconsin Strategy

COWS is a think-tank dedicated to improving economic performance and living standards in the state of Wisconsin and nationally. Research areas include job quality and income, budget and tax issues, economic development, and workforce development.

Center on Wisconsin Strategy (COWS)
University of Wisconsin
7122 Social Science Building
1180 Observatory Drive
Madison, WI 53706
Contact: Laura Dresser (608) 262-6944
ldresser@cow.s.org, www.cow.s.org

Dane County Annual Construction Activity Report

To download a copy visit the Madison Gas and Electric website at:
www.mge.com/ecodev/business/construction.htm

Dane County Job Center

1819 Aberg Ave., Ste. C, Madison, WI 53704
Contact: Dan Barroilhet (labor market information)
(608) 242-4885
dan.barroilhet@dwd.state.wi.us

Dane County Economic Data

Wisconsin Department of Workforce Development provides extensive data, information and a variety of tools to better understand the regional labor market and business climate. For more information, please visit the Wisconsin Worknet at <http://worknet.wisconsin.gov/worknet>

Greater Madison Wisconsin Area Directory of High-Tech Companies

Madison Gas and Electric publishes a comprehensive listing of high-tech businesses and business resources that includes extensive information about public and private funding sources, as well as a list of venture capital funds. To download or order a copy, please visit www.mge.com/ecodev/business/htd.htm

In Business Magazine

200 River Place, Ste. 250, Madison, WI 53716
Contact: Jody Glynn Patrick
(608) 204-9655 ext. 32
jody@magnapubs.com
www.inbusinessmagazine.com

Using Labor Market Information to Understand Your Local Economy

Published by the WI Department of Workforce Development. To view or download a copy, visit <http://worknet.wisconsin.gov/worknet>

University of Wisconsin-Madison

Office of the Chancellor, Community Partnerships
94 Bascom, 500 Lincoln Drive, Madison, WI 53706
Contact: Lori M. Kay
(608)263-6693
lkay@bascom.wisc.edu
www.chancellor.wisc.edu

Wisconsin Bankers Association

Economic Development Manual: 2006 Edition –
A reference guide of creative financing programs provided by federal, state and local organizations. For more information, contact the Wisconsin Bankers Association
4721 S. Biltmore Lane, Madison, WI 53718
(608) 441-1200, or visit www.wisbank.com

WI Business Tax Credits

The Wisconsin Department of Revenue provides comprehensive information at on business tax credits at www.dor.state.wi.us/pubs/pb123.pdf

Wisconsin Financial Services Association

22 East Mifflin Street, Ste. 1010, Madison, WI 53703
(608) 256-6413
wfsa@charterinternet.com
www.wisconsinfsa.org

Wisconsin Hospital Association

5510 Research Park Drive
PO Box 259038, Madison, WI 53725-9038
Contact: Steve Brenton
www.wha.org
(608) 271-1820

Wisconsin Woman and Business Resource Directory

Wisconsin Women
2984 Triverton Pike Rd., Madison, WI 53711
Contact: Pat O’Gara
(608) 274-5200
1 (800) 332-4424 (toll free)
www.wisconsinwomanmagazine.com

THE DANE COUNTY REGIONAL AIRPORT

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Dallas/Fort Worth
Cleveland
Cincinnati
Newark
St. Louis
Detroit
Chicago
Minneapolis
Memphis
Milwaukee



More than 100 commercial flights arrive and depart daily. A \$68 million renovation, completed in 2006 and featuring a Prairie Style architecture, doubled the size of the terminal. Wi-Fi internet service is available in the airport terminal, as are conference rooms and catering for business meetings. The airport has also established a Foreign Trade Zone.

Dane County Planning and Development Department
City County Building, Room 116
210 Martin Luther King Jr, Blvd.
Madison, WI 53703
608.266.4251
www.dane-econdev.org

For further information, or to view the Dane County
Economic Development Resource Guide online,
please visit www.dane-econdev.org. To update
contact information, or be included in the Resource
Guide, send an email to parry@co.dane.wi.us

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