

# **APPENDIX B**

## **BUSINESS ASSISTANCE SERVICES IN THE FORT MCCOY AND VOLK FIELD REGION**



## BUSINESS ASSISTANCE SERVICES

### Federal Services

Agency Name/Description	Telephone No.	Web Site
Small Business Administration (SBA): offers multiple resources, partners and programs to assist businesses.	1-800-U-ASK-SBA	<a href="http://www.sba.gov">www.sba.gov</a>
Small Business Innovative Research (SBIR) and Small Business Technology Transfer (STTR): programs are highly competitive federal programs that provide financial assistance to small businesses engaged in new product development utilizing innovative technologies.	1-800-940-SBDC	<a href="http://www.sba.gov">www.sba.gov</a>
SBA HUBZone Empowerment Contracting Program: provides sole-source contracting preferences to small businesses that are located in a HUBZone and that hire employees who live in a HUBZone.	414-297-3941	<a href="http://www.sba.gov">www.sba.gov</a>
United States Department of Commerce (DOC) – Bureau of the Census: provides federal information on business locations, population characteristics, Standard Industrial Classification Codes (SIC), North American Industrial Classification System (NAICS), and census data.	301-763-3030	<a href="http://www.census.gov">www.census.gov</a>
Bureau of Economic Analysis – provides regional, national and int'l statistics.	202-606-9208	<a href="http://www.bea.doc.gov">www.bea.doc.gov</a>
Int'l Trade Association: For trends on specific industries	202-482-4356	<a href="http://www.ita.doc.gov">www.ita.doc.gov</a>
United States Department of Agriculture (USDA) - Business and Industry (B&I) Guaranteed Loan Program: Provides financial backing for rural businesses to help create jobs and stimulate rural economies.	715-284-4515	<a href="http://www.rurdev.usda.gov">www.rurdev.usda.gov</a>
United States Department of Agriculture (USDA) - Rural Business Opportunity Grants: Designed to promote economic development in rural communities by making grants to pay the costs of providing economic planning, technical assistance or training.	715-284-4515	<a href="http://www.rurdev.usda.gov">www.rurdev.usda.gov</a>
United States Department of Agriculture (USDA) - Rural Business Enterprise Grants: The Rural Business-Cooperative Service makes grants to facilitate development of small and emerging business enterprises in rural areas.	715-284-4515	<a href="http://www.rurdev.usda.gov">www.rurdev.usda.gov</a>
United States Department of Agriculture (USDA) - Intermediary Relending Program: The purpose of the Intermediary Relending Program (IRP) is to finance business facilities and community development projects in rural areas through loans made by the Rural Business-Cooperative Service (RBS) to intermediaries.	715-284-4515	<a href="http://www.rurdev.usda.gov">www.rurdev.usda.gov</a>

## BUSINESS ASSISTANCE SERVICES

### State Services

Agency Name/Description	Telephone No.	Web Site
Small Business Administration (SBA): provides economic statistics and research. SBA provides loan guarantees that are used in conjunction with bank financing to improve loan terms.	608-441-5263	<a href="http://www.sba.gov">www.sba.gov</a>
Small Business Development Centers (SBDC): offer one-on-one counseling and business education courses.	1-800-940-SBDC	<a href="http://www.wisconsinsbdc.org">www.wisconsinsbdc.org</a>
Service Corps of Retired Executives (SCORE): active and/or retired business executives offer assistance to new or expanding businesses		<a href="http://www.score.org">www.score.org</a>
Wisconsin Women's Business Initiative Corporation (WWBIC): provides business education and access to capital for entrepreneurs	608-257-5450	<a href="http://www.wwbic.com">www.wwbic.com</a>
Wisconsin Technical College System: offers training and technical assistance to businesses		<a href="http://www.witechcolleges.com">www.witechcolleges.com</a>
Wisconsin Community Action Program Assoc. (WISCAP): help low income people create new businesses	608-244-4422	<a href="http://www.wiscap.org">www.wiscap.org</a>
Wisconsin Department of Administration (DOA) -Demographic Services Ctr: provides state information on census, demographics, and population estimates.	608-266-1927	<a href="http://www.doa.state.wi.us">www.doa.state.wi.us</a>
Wisconsin Department of Commerce WI DOC: provides business statistics and data, community information and profiles, and other information.	608-267-5100	<a href="http://www.commerce.state.wi.us">www.commerce.state.wi.us</a>
WI DOC - Area Development Managers (ADM) assist business expansions, promote business retention, and help local development organizations in their respective territories.	715-836-2630	<a href="http://www.commerce.state.wi.us">www.commerce.state.wi.us</a>
WI DOC Customized Labor Training Fund: provides training grants to businesses implementing new technology or production processes	1-800-HELP-BUSINESS	<a href="http://www.commerce.state.wi.us">www.commerce.state.wi.us</a>
WI DOC Community Development Block Grant (CDBG-ED) Economic Development Program: provides grants to communities to loan to businesses for startup, retention, and expansion based on jobs created or retained.	715-836-2630	<a href="http://www.commerce.state.wi.us">www.commerce.state.wi.us</a>
WI DOC Dairy 2020 Early Planning Grant Program: awards grants to encourage and stimulate the start up, modernization, and expansion of Wisconsin dairy farms.	608-266-7370	<a href="http://www.commerce.state.wi.us">www.commerce.state.wi.us</a>
WI DOC Milk Volume Production Program: can assist dairy producers that are undertaking capital improvement projects that will result in a significant increase in milk production	608-266-7370	<a href="http://www.commerce.state.wi.us">www.commerce.state.wi.us</a>
WI DOC Employee Ownership Assistance Loan Program: help a group of employees purchase a business.	715-836-2630	<a href="http://www.commerce.state.wi.us">www.commerce.state.wi.us</a>
WI DOC Community Development Zone: promotes a business relocating or expanding to Wisconsin on a particular site in any area of the state that suffers from high unemployment, declining income and property values, and other indicators of economic distress.	608-266-2688	<a href="http://www.commerce.state.wi.us">www.commerce.state.wi.us</a>
WI DOC Enterprise Development Zone Program: provides site specific tax incentives to new or expanding businesses whose projects will affect distressed areas.	608-266-2688	<a href="http://www.commerce.state.wi.us">www.commerce.state.wi.us</a>
WIDOC Major Economic Development (MED) Program: offers low interest loans for business development projects.	715-836-2630	<a href="http://www.commerce.state.wi.us">www.commerce.state.wi.us</a>
WI DOC Early Planning Grant (EPG) Program: assistance to individual entrepreneurs and small business to obtain professional services to evaluate feasibility of business startup/expansion.	1-800-HELP-BUS	<a href="http://www.commerce.state.wi.us">www.commerce.state.wi.us</a>
WI DOC Economic Diversification Loan (EDL): provides low interest loans to existing businesses interested in establishing or expanding operations in Wisconsin. A goal is diversifying a local community's economy such that it is less dependant upon revenue from Gaming.	715-836-2630	<a href="http://www.commerce.state.wi.us">www.commerce.state.wi.us</a>

### State Services

Agency Name/Description	Telephone No.	Web Site
WI DOC Economic Impact Loan (EIL) – provides low interest loans to businesses interested in modernizing or improving their operations. Program's goal is to help Wisconsin businesses that have been negatively impacted by Gaming.	715-836-2630	<a href="http://www.commerce.state.wi.us">www.commerce.state.wi.us</a>
WI DOC Entrepreneurial Training Grant (ETG) Program - can provide applicants with a grant to help cover a portion of the cost of attending Small Business Development Center's (SBDC) new Entrepreneurial Training Course.	608-785-8782	<a href="http://www.commerce.state.wi.us">www.commerce.state.wi.us</a>
WI DOC Industrial Revenue Bonds (IRB): provide means of financing construction/equipping of mfg plants and a limited no. of non-mfg facilities.	608-267-0762	<a href="http://www.commerce.state.wi.us">www.commerce.state.wi.us</a>
WI DOC Minority Business Development Fund: offers low-interest loans for start-up, expansion or acquisition projects. To qualify for the fund, a business must be 51-percent controlled, owned, and actively managed by minority-group members, and the project must retain or increase employment.	608-267-9550	<a href="http://www.commerce.state.wi.us">www.commerce.state.wi.us</a>
WI DOC Rural Economic Development (RDL) Program: provides working capital or fixed asset financing for rural businesses (less than 50 employees). La Crosse County is not eligible.	715-836-2630	<a href="http://www.commerce.state.wi.us">www.commerce.state.wi.us</a>
WI DOC Technology Development Fund (TDF) Program: helps businesses research & develop technological innovations.	715-836-2630	<a href="http://www.commerce.state.wi.us">www.commerce.state.wi.us</a>
WI DOC Technology Development Loan (TDL) Program: help businesses develop technological innovations and help business commercialize new technology.	715-836-2630	<a href="http://www.commerce.state.wi.us">www.commerce.state.wi.us</a>
WI DOC Technology Zone Program: provides tax incentives to new or expanding businesses involved in Wisconsin's high-technology sectors.	608-266-2688	<a href="http://www.commerce.state.wi.us">www.commerce.state.wi.us</a>
WI DOC Tax Incremental Financing (TIF): helps cities in Wisconsin attract industrial and commercial growth in underdeveloped & blighted areas.	715-836-2630	<a href="http://www.commerce.state.wi.us">www.commerce.state.wi.us</a>
WI DOC Wisconsin Trade Project Program: can help small export-ready firms participate in international trade shows.	608-266-0393	<a href="http://www.commerce.state.wi.us">www.commerce.state.wi.us</a>
WI DOC Wisconsin CAPCO Program: intended to increase investment of venture capital funds into small businesses.	608-441-2700 414-906-1702 262-241-5497	<a href="http://www.commerce.state.wi.us">www.commerce.state.wi.us</a>
WI DOC Brownfields Program: provides information and assistance related to brownfields redevelopment.	608-261-7714	<a href="http://www.commerce.state.wi.us">www.commerce.state.wi.us</a>
WI DOC Business Development Initiative (BDI) Micro-loan: helps entrepreneurs with permanent disabilities and rehabilitation agencies finance business startups or expansions.	608-266-8380	<a href="http://www.commerce.state.wi.us">www.commerce.state.wi.us</a>
Wisconsin Department of Revenue (DOR): provide economic data	608-266-2772	<a href="http://www.dor.state.wi.us">www.dor.state.wi.us</a>
Wisconsin Housing and Economic Development Authority (WHEDA): Agribusiness Guarantee Program: provides loan guarantees for projects development projects, markets, method of processing or marketing for a Wisconsin-grown commodity.	1-800-334-6873	
Wisconsin Housing and Economic Development Authority (WHEDA): offers women and minority owned and operated businesses a two-year interest rate subsidy on the portion of a new bank loan of \$10,000 to \$99,000 that covers land, building and equipment.	1-800-334-6873	
Wisconsin Housing and Economic Development Authority (WHEDA) Small Business Guarantee: can be used for expenses of land, bldgs, equipment and inventory assoc. with expansion or acquisition of a small business.	1-800-334-6873	
Business Employees' Skills Training (BEST) Program: helps small businesses facing severe labor shortages upgrade skills of their workforce.	1-800-435-7287	
Business Assistance Program - Sponsored by the State Bar of Wisconsin, the Business Assistance Program offers up to two free hours of legal counseling with a business lawyer for small and emerging businesses.	608/250-6006	

### State Services

Agency Name/Description	Telephone No.	Web Site
Business Procurement Assistance Center helps WI businesses sell to all branches of the government: local, state, federal, and international. For more information on the free service and educational opportunities.	608-258-2330	
Freight Railroad Infrastructure Improvement Program: awards loans to businesses or communities wishing to rehabilitate rail lines, advance economic development, connect an industry to the national railroad system, or to make improvements to enhance transportation efficiency, safety, and intermodal freight movement. Contact is Wis. DOT.	608-267-9284	
Wisconsin Transportation Economic Assistance Program: provides funds for transportation facilities improvements (road, rail, harbor, airport) that are part of an economic development project.	608-266-9910	
Petroleum Environmental Clean-up Fund: reimburses property owners for eligible clean-up costs related to discharges for petroleum tank systems.	608-266-7605	
Recycling Demonstration Grant Program: helps businesses and local governing units fund waste reduction, reuse, and recycling pilot projects. Contact is Wis. DNR.	608-266-9426	
Forward Wisconsin: compile business studies and research data.		<a href="http://www.forwardwi.com/wisc">www.forwardwi.com/wisc</a>
Wisconsin Fund: provides grants to help small commercial businesses rehabilitate or replace their privately-owned sewage systems.	608-267-7113	
Wisconsin Woman's Business Initiative Corporation (WWBIC): offers micro loans to businesses owned by women, minorities, and low-income individuals.	608-257-5450	
Wisconsin Health Consultation Program: provides free assistance to employers to establish and maintain a safe and healthful workplace.	608-266-8579	
Wisconsin Innovation Service Center (WISC): helps small manufacturers, technology businesses, entrepreneurs, and independent inventors make new product and market development decisions.	262-472-1365	
Wisconsin Youth Apprenticeship Program: helps businesses prepare future workers and is an integral part of the State Department of Workforce Development's workforce training strategy.	608-267-7210	

### Local Services

Agency Name Address	Description	Telephone Number Web Site
<b>Jackson County</b>		
Jackson County Incubator 715 Red Iron Road, Black River Falls, WI 54615	Assist with business plans, evaluation of finances and cash flow.	(715) 284-7070
Black River Area Chamber of Commerce 120 North Water St, Black River Falls, WI 54615	Membership organization that promotes business	(715) 284-4658 <a href="http://www.blackrivercountry.com">www.blackrivercountry.com</a>
Black River Falls Downtown Assoc. 221 Main St. Suite L120 Black River Falls, WI 54615	Community downtown development group	(715) 284-2503
Black River Falls Industrial Park Commission 119 Harrison St., P.O. Box 546 Black River Falls, WI 54615	Community business development group which deals mostly with the industrial park and Jackson county economic development.	(715) 284-7143
Western Wisconsin Technical College Black River Falls Campus, 808 Red Iron Rd., Black River Falls, WI 54615	Technical college which offers many classes which may be beneficial to you in your search for better business skills.	(715) 284-2253 <a href="http://www.western.tec.wi.us">www.western.tec.wi.us</a>
Ho Chunk Nation/Planning and Develop. Office PO Box 667 Black River Falls, WI 54615	Small business loans available, business information, workshops, networking, and business plan assistance is all available to tribal members.	(800) 294-9343 <a href="http://www.ho-chunk.com">www.ho-chunk.com</a>
Eau Claire SCORE Federal Bldg., Room B11", 510 S. Barstow Eau Claire, WI 54701		715) 834-1573 <a href="http://www.score.org">www.score.org</a>
Western Dairy land Women's Business Center 418 Wisconsin Street, P.O. Box 540 Eau Claire, WI 54701	Provides loan options, business plan prep. Assistance, training and help finding training, and workshops to women who want to or already have their own business.	(715) 836-7511 <a href="http://www.successfulbusiness.org">www.successfulbusiness.org</a>
Western Dairyland Business Enterprise Center P.O. Box 45 Independence, WI 54747	Provides technical assistance for low- to moderate-income individuals who wish to open or expand their own businesses.	(715) 985-2391 ext. 210 <a href="http://www.westerndairyland.org">www.westerndairyland.org</a>
<b>La Crosse County</b>		
Coulee Region Business Center 1100 Kane St La Crosse, WI 54603	Business Incubator for small businesses and light industry, Space Rental, Management Advice, Select office support services.	(608) 782-8022 <a href="http://www.la-crosse.wi.us/crbc.htm">www.la-crosse.wi.us/crbc.htm</a>
Greater La Crosse Area Chamber of Commerce 712 Main St. La Crosse, WI 54601	Membership group that promotes business by providing a wide range of programs like business plan assistances (most available only to chamber members)	(608) 784-4880 <a href="http://www.lacrossechamber.com">www.lacrossechamber.com</a>
La Crosse Area Development Corporation 712 Main St. La Crosse, WI 54602-0219	Source for export information, demographic and economic data, labor force information, or access to Wisconsin's JobNet, business and industrial park maps, available facility data, an overview of state and local financial programs, and links to various other business resources.	608-784-5488 <a href="http://www.ladcoweb.org">www.ladcoweb.org</a>
La Crosse Public Library 800 Main Street, La Crosse, WI 54601-4122	Information for the start up business	(608) 789-7124
Western Wisconsin Technical College 304 6th St. North, La Crosse, WI 54601	Center for business education and development	(608) 785-9200 <a href="http://www.western.tec.wi.us">www.western.tec.wi.us</a>
Business Development Center UW-La Crosse, 120 Wimberly La Crosse, WI 54601	The BDC provides businesses with information and guidance concerning the following: business plans, exports and imports, cash flow management, accounting, bank financing, personnel inventory, marketing, production, and product innovation.	(608) 785-8782
La Crosse SCORE 712 Main St. La Crosse, WI 54602-0219	SCORE is a volunteer group of retired men and women that provides the small business community with high-quality mgt information and assistance by means of seminars, workshops, and free one-on-one counseling.	(608) 784-4880
Mississippi River Reg. Plan. Commission 1707 Main St., Suite 240, La Crosse, WI 54601	Technology zone tax credits, economic data, grant writing and planning and development services, community profiles, revolving loan funds. Serves Jackson, La Crosse & Monroe counties.	608-785-9396 <a href="http://www.mrrpc.com">www.mrrpc.com</a>

### Local Services

Agency Name Address	Description	Telephone Number Web Site
Onalaska Center for Commerce and Tourism 800 Oak Forest Dr., Onalaska, WI 54650	Community development group	(608) 781-9570 <a href="http://www.tourism.onalaska.wi.us">www.tourism.onalaska.wi.us</a>
West Salem Area Growth, Inc P.O. Box 845, West Salem, WI 54669	Membership group that fosters small business.	(608) 786-1794
Coulee Cap, Inc. 201 Melby St, Westby, WI 54667	Technical assistance and business plan development for low-income individuals starting their own business.	608-634-3104 <a href="http://www.couleecap.org">www.couleecap.org</a>
<b>Monroe County</b>		
Cashton Area Development Corporation 723 Main St., P.O. Box 1 Cashton, WI 54619	Community business development organization	(608) 654-5121
Forward Tomah Development Corporation P.O. Box 625, Tomah, WI 54660	Development Corporation which coordinates the Industrial/Business Park	(608) 372-2166 <a href="http://www.tomahwisconsin.com">www.tomahwisconsin.com</a>
Sparta Area Chamber of Commerce 111 Milwaukee St, Sparta, WI -54656	Business organization which promotes the development, expansion and retention of business in their community.	(608) 269-4123 <a href="http://www.spartasupermall.com">www.spartasupermall.com</a>
WI Job Center - Monroe County Community Services Ctr, Bldg B", 14305 Hwy B Sparta, WI 54656-4509	Resource center for business owners, they specialize in the employment aspects of business and can help you find and recruit workers for your business.	(608) 269-8900 <a href="http://www.wjjobcenter.org">www.wjjobcenter.org</a>
City of Tomah Community Development 819 Superior Ave, Tomah, WI 54660	Municipal business development division	608) 374-7455 <a href="http://www.tomahwisconsin.com">www.tomahwisconsin.com</a>
Greater Tomah Area Chamber of Commerce & Conv. & Visitors Bureau 805 Superior Ave, Tomah, WI 54660-0625	Membership organization that promotes the development, retention and expansion, of business in their area.	(608) 372-2166 <a href="http://www.tomahwisconsin.com">www.tomahwisconsin.com</a>
Western Wis. Tech. College- Tomah Campus P.O. Box 847, 1310 Townline Rd. Tomah, WI 54660-0847	The Tomah campus of WWTC offers a wide variety of classes to help you find the training and education you need to run your business	(608) 374-7700 <a href="http://www.western.tec.wi.us">www.western.tec.wi.us</a>
<b>Juneau County</b>		
Greater Mauston Area Chamber of Commerce Box 171; 503 State Road 82 Mauston, WI 53948 - 0171	Business organization which promotes the development, expansion and retention of business in their community.	(608) 847 – 4142 <a href="http://www.juneaucounty.com/1mauston.html">www.juneaucounty.com/1mauston.html</a>
Greater Mauston Area Development Corp 103 Division Street Mauston, WI 53948	Community business development organization	(608) 847 – 7483 <a href="http://www.juneaucounty.com/1mauston.html">www.juneaucounty.com/1mauston.html</a>
Juneau County Economic Development Corp. 119 South Adams, Suite 3 Post Office Box 145 New Lisbon, WI 53950	JCEDC is comprised of area business persons, citizens, local government, utility company representatives, state agencies and elected officials, educational institutions and other organizations prepared to serve the needs of new businesses coming to our area as well as assist existing companies.	(608) 562 – 5850 <a href="http://www.juneaucounty.com/juno-ed.html">www.juneaucounty.com/juno-ed.html</a>
North Central Wisconsin Regional Planning 210 McClellan Street, Suite 210 Wausau, WI 54403 - 4783	Economic data, grant writing and planning and development services, community profiles, revolving loan funds. Serves Juneau County.	(715) 849-5510 <a href="http://members.aol.com/ncwrpc/ncwrpc.htm">members.aol.com/ncwrpc/ncwrpc.htm</a>
Wonewoc Development Corporation 403 N. East Street Post Office Box 305 Wonewoc, WI 53968-0305	Community business development organization	Telephone: (608) 464 – 5558 <a href="http://wonewocdevelopment.com">wonewocdevelopment.com</a>
Western Wis. Tech. College-Mauston Campus 1000 College Avenue Mauston, WI 53948	Mauston industry leaders arrange training for employees at the Regional Training Facility in partnership with WWTC.	(608) 847-7364 <a href="http://www.western.tec.wi.us">www.western.tec.wi.us</a>