

# ENTREPRENEUR'S RESOURCE GUIDE 2.0

**H**ow do you stay on the growth track during an economic slump? How do you dive into the entrepreneurial waters when they feel rather icy lately? The wisest of businesspeople will tell you: Some of the best results come from simply asking for help.

That's where this guide is like gold. Fully updated with more contacts and additional categories, the minds that brought you the Entrepreneur's Resource Guide last summer are back at it again. Inside you'll find the people in Arizona (and some out-of-state) who can help the entrepreneur with just about any need—from securing capital, to business planning to a new brand identity, it's all in here.

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BY RICK GIBSON AND ROB MOSS

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Entrepreneurial University: Spring 2003	azventurecapitalconf.com	Terree Wasley	602-495-6470	twasley@phoenixchamber.com
Investing in Innovation Venture Capital Conference	azsoft.net	Kay Denison	480-941-8100	kdenison@aztechcouncil.org
Los Angeles Venture Capital Conference	lava.org	David Fogelsong	310-450-9544	info@lava.org
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The Partnership Connection	thepartnershipconnection.com	Marilyn Teplitz	480-451-8429	mgteplitz@thepartnershipconnection.com

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ASU Office of Tech Transfer	techtransfer.asu.edu	Julia Rosen	480-965-5670	julia.rosen@asu.edu
Maricopa Community Colleges-SBDC	dist.maricopa.edu/mccdsbdc	John Snodgrass	480-784-0590	john.snodgrass@domail.maricopa.edu
Northern Arizona University	nau.edu/web/research.shtml	Carl Fox	928-523-4340	carl.fox@nau.edu
U of A, Eller School	eller.arizona.edu/info	Trina Callie	520-621-4008	tcallie@bpa.arizona.edu

## Venture Capital

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Baton Ventures	batonventures.com	Gary Peterson	480-585-8570	
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Ingenium Capital Group	ingeniumcapital.com	Bill Mentis	480-922-7062	
Inventor	inventor.com	Debra Guerin	650-854-0116	debra@inventor.com
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## Venture Debt/Leasing

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Convergent Capital	cvcap.com	Keith Bares	952-595-8102	kbares@cvcap.com
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One last thought until next time: Please forgive us if we made any mistakes—the minds behind the Entrepreneur's Resource Guide pulled many an all-nighter to perfect the list. If you think we forgot to list someone, put someone in the wrong category, or would like to offer deletions, suggestions or comments about this guide, e-mail [azguide@hotventures.com](mailto:azguide@hotventures.com).

*Rick Gibson, managing director of Tucson-based HOTventures LLC, a "mentor capitalist fund" for the Southwest U.S. (hotventures.com) and Rob Moss of Business Development Partnership (bdpalliance.com) created the Entrepreneur's Resource Guide expressly for bizAZ.*