

## **HOME-BASED & MICRO BUSINESSES RESOURCE DIRECTORY**

The Home-Based & Micro Businesses Resource Directory is designed to assist professionals who work with entrepreneurs by providing information on proven programming materials developed and used by Cooperative Extension Service field faculty and specialists. The Directory is divided into two major sections, Resources and Research. The Resources section contains listings of bulletins, newsletters, fact sheets, workshop handbooks, overhead masters, videotapes, notebooks, and computerware --- along with complete availability and ordering information. The Research section contains a comprehensive bibliography on home-based and family businesses. It includes references to magazines, newspapers, scholarly journals, periodicals, and books --- the classics to copyright 1996.

The Home-Based & Micro Businesses Resource Directory was developed by the Home-Based & Micro Businesses Design Team as part of the CSREES/USDA, Communities In Economic Transition National Initiative. Letters and forms were sent to Extension Directors and Program Leaders in all states requesting information for inclusion in the Directory. If you have information that you would like to see included in the next edition, please use the blank form at the back of the Directory.

**COOPERATIVE EXTENSION SERVICE  
COMMUNITIES IN ECONOMIC TRANSITION NATIONAL INITIATIVE**

**Home-Based & Micro Businesses National Design Team**

Beth Duncan - CO-CHAIR  
Home-Based Business Specialist  
Mississippi Cooperative Extension Service  
Box 9745  
Mississippi State, MS 39762  
601/325-3081  
bethd@mces.msstate.edu  
FAX 601/325-8407

Gregory Passewitz - CO-CHAIR  
Leader, Small Business  
Ohio State University Extension  
2120 Fyffe Rd.  
Columbus, OH 43210-1010  
614/292-6470  
passewitz.1@osu.edu  
FAX 614/292-7341

Doss Brodnax/Bonnie Teater  
Director  
Southern Rural Development Center  
Box 9656  
Mississippi State, MS 39762  
601/325-3207  
bonniet@mces.msstate.edu  
FAX 601/325-8915

Ann Lastovica  
Extension Specialist  
Family Management  
Virginia State University  
P.O. Box 9081  
Petersburg, VA 23806  
804/524-5253 or 5966  
lastovic@vtvm1.cc.vt.edu  
FAX 804/524-5967

Myrna Miller  
SW Area Home Economist  
11104 149th St.  
Brush Prairie, WA 98606  
206/254-8436  
millerm@coopext.cahe.wsu.edu  
FAX 206/260-6161

Ray Prigge

District IV Director  
Idaho Falls R&E Center  
1776 Science Center Dr.  
Idaho Falls, ID 83402-1575  
208/529-8376  
distiv@ag.uidaho.edu  
FAX 208/522-2954

Barbara Rowe  
1262 Mathews Hall, Room 314  
Purdue University  
West Lafayette, IN 47907  
317/494-8316  
browe@mace.cc.purdue.edu  
FAX 317/494-0869

Patty Rai Smith  
Home-Based Business Specialist  
205 Scovell Hall  
U of K  
Lexington, KY 40546  
606/257-3888  
psmith@ca.uky.edu  
FAX 606/257-7565

Randy Williams  
National Program Leader, Economic Development  
Cooperative State Research and Extension Service  
Room 3869 South Building, MDC 0915  
Washington, DC 20250-0900  
202/720-2602  
rwilliams@esusda.gov  
FAX 202/690-4869

## **HOME-BASED & MICRO BUSINESSES RESOURCE DIRECTORY**

## Coding System

A	Home Business General
B	Sewing/Clothing/Textiles
C	Bed and Breakfast
D	Arts and Crafts
E	Entrepreneurship
F	Foods/Catering
G	Child Care/Day Care
H	Youth
I	Community Development
-----	
1	General
2	Self Evaluation/Is A Business For You And Your Family
3	Records/Record Keeping
4	Taxes (Local, State, Federal)
5	Licenses, Permits, Zoning, Insurance
6	Financing - Loans, Grants, etc.
7	Marketing/Advertising/Selling/Customer Service/Merchandising
8	Pricing
9	Assistance Available
10	Business Plan
11	Business Ownership
12	Evaluation/Research
13	Copyrights/Trademarks/Patents
14	Other

# RESOURCES

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Isreal, Glenn D.

**Title:** Home-Based Business Development

**Publisher:** University of Florida Cooperative Extension Service

**Date:** January 1993

**Type of Publication:** fact sheet

**Brief Description:** Developing a better understanding of the local economy and of the advantages and disadvantages of various economic development strategies.

**Keywords:** economic development strategies

**Order from:** University of Florida, Cooperative Extension Service, 31 Rolfs Hall, Gainesville, FL 32611-0550, (904) 392-0386

**Cost:**

**Information provided by:** Patty R. Smith, Home-Based Business Specialist, 205 Scovell Hall, University of Kentucky, Lexington, KY 40546-0064, (606) 257-3888

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Torres, Nayda I., Isreal, Glenn D., Walker, Katey, and Mitchell, Vervil

**Title:** Making Money at Home

**Publisher:** University of Florida - Cooperative Extension Service

**Date:** May 1991

**Type of Publication:** fact sheet

**Brief Description:** Home-based business-making money at home.

**Keywords:** making money at home

**Order from:** University of Florida, Cooperative Extension Service, 311 Rolfs Hall, Gainesville, FL 32611-0550, (904) 392-0386

**Cost:**

**Information provided by:** Patty R. Smith, Home-Based Business Specialist, 205 Scovell Hall, University of Kentucky, Lexington, KY 40546-0064, (606) 257-3888

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** unknown

**Title:** Home-Based Business - Is It For Me? #EB-4

**Publisher:** Montana State University

**Date:** 1987

**Type of Publication:** fact sheet

**Brief Description:**

**Keywords:**

**Order from:** Montana State University Extension

**Cost:**

**Information provided by:**

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Duffy, Margaret

**Title:** Turn Talent Into Dollars

**Publisher:** University of Massachusetts Extension

**Date:**

**Type of Publication:** manual

**Brief Description:**

**Keywords:** home-based business

**Order from:** University of Massachusetts Extension

**Cost:**

**Information provided by:**



# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Smith, Patty R.

**Title:** Business Dress for Men

**Publisher:** Kentucky Coop Extension - Univ of Kentucky

**Date:** 1994

**Type of Publication:** fact sheet, 4 pages (unit publication)

**Brief Description:** Importance of appearance in business communication; steps in developing a business wardrobe for men.

**Keywords:** business communication; business dress - men

**Order from:** Patty Rai Smith, Home-Based Business Specialist, 205 Scovell Hall, Univ of Kentucky, Lexington, KY 40546-0064 (606)257-3888

**Cost:** 1 free copy

**Information provided by:** Patty Rai Smith, Home-Based Business Specialist, 205 Scovell Hall, Univ of Kentucky, Lexington, KY 40546-0064 (606)257-3888

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Smith, Patty R.

**Title:** Putting Your Best Look Forward: Business Dress (HE 2-821)

**Publisher:** Kentucky Cooperative Extension - Univ of Kentucky

**Date:** 1991

**Type of Publication:** fact sheet (unit publication)

**Brief Description:** The importance of appearance in business communication; steps in planning a business wardrobe of women.

**Keywords:** business wardrobe; business communication

**Order from:** Billy Minton/Jim Rader, College of Ag Distribution Center, Univ of Kentucky, Lexington, KY 40546-0291 (606)257-7571

**Cost:**

**Information provided by:** Patty R. Smith, Home-Based Business Specialist, 205 Scovell Hall, Univ of Kentucky, Lexington, KY 40546-0064 (606)257-3888

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Heidingsfelder, Sharon; et al

**Title:** Home-Based Business Notebook

**Publisher:** Univ of Arkansas CES Print Shop

**Date:** 1990

**Type of Publication:** notebook

**Brief Description:** Contains resource info in following sections: general info; adult care; business related to: clothing; craft; family day care; food; housing; fruit/vegetable; natural resources; ornamental horticulture.

**Keywords:** home-based business

**Order from:** Sharon Heidingsfelder, P.O. Box 391, Little Rock, AR 72203 (501)671-2102

**Cost:** \$20.00

**Information provided by:** Sharon Heidingsfelder, P.O. Box 391, Little Rock, AR 72203 (501)671-2102

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Northwest Missouri Home-Based Business Task Force

**Title:** Resource Packets

**Publisher:** University of Missouri

**Date:** 1993

**Type of Publication:** series of guidesheets

**Brief Description:** Introductory packet for those interested in being self-employed or individuals wanting to expand.

**Keywords:** home-based business; resource packet

**Order from:** Mary Beth Carr, University Extension, Courthouse Basement, Bethany, MO 64424

**Cost:** \$2.00

**Information provided by:** Mary Beth Carr, University Extension, Courthouse Basement, Bethany, MO 64424

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Western Rural Development Center (editor)

**Title:** Getting Down To Business

**Publisher:** Western Rural Development Center

**Date:** Sep 1988

**Type of Publication:** workbook

**Brief Description:** 2-volume set of teaching outlines and visual aids for training programs in community economic analysis, organizing and sustaining economic development groups, developing entrepreneurs, goal setting, business plan, marketing, record keeping, and other aspects of starting and operating a small business.

**Keywords:** home-based business; entrepreneurial business

**Order from:** Western Rural Development Center, 307 Ballard Extension Hall, Oregon State Univ, Corvallis OR 97331 (503)737-3621

**Cost:**

**Information provided by:** Barbara Baldwin, Editor WRDC, 307 Ballard Hall, Oregon State Univ, Corvallis, OR 97331 (503)737-3621

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Meister, Gwen K & Swain, Larry B.

**Title:** Guide to Employee Relations

**Publisher:** Nebraska Cooperative Extension

**Date:** 1990

**Type of Publication:** extension circular

**Brief Description:** Explores the benefits and pitfalls involved in employing people to help in a business.

**Keywords:** employees; relations; contract labor

**Order from:** Computing & Communication Services, Ag  
Communications Bldg 108, Lincoln, NE 68583  
(402)472-2821

**Cost:** \$.50

**Information provided by:** Carol Thayer, Extension Specialist,  
3180 W Hwy 34, Grand Island, NE  
68801 (308)385-6420

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Various Specialists w/Clemson Univ Coop Ext

**Title:** Home-Based Business Packet - Do You Have What It Takes?

**Publisher:** Clemson University Cooperative Extension Service

**Date:**

**Type of Publication:** 1 of 9 leaflets

**Brief Description:**

**Keywords:** home-based business

**Order from:** Bulletin Room, Clemson University, Rm 82  
P&AS Bldg, Clemson, SC 29634-0311

**Cost:** \$8.00 set of

**Information provided by:** Judy Kline, 243 P&AS Bldg, Family & Youth Development, Box 340315, Clemson, SC 29634-0315

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Various Specialists w/Clemson Univ Coop Ext

**Title:** Home-Based Business Packet - Designing a Successful Home-based Business

**Publisher:** Clemson University Cooperative Extension Service

**Date:**

**Type of Publication:** 2 of 9 leaflets

**Brief Description:**

**Keywords:** home-based business

**Order from:** Bulletin Room, Clemson University, Rm 82  
P&AS Bldg, Clemson, SC 29634-0311

**Cost:** \$8.00 set of

**Information provided by:** Judy Kline, 243 P&AS Bldg, Family Youth & Development, Box 340315, Clemson, SC 29634-0315



# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Hammett, Wilma

**Title:** Interior Design (HE-341-4)

**Publisher:** N.C. Cooperative Extension Service

**Date:** Sep 1989

**Type of Publication:** fact sheet

**Brief Description:** Interior designing requires artistic, business and people skills.

**Keywords:** interior designing; skills

**Order from:** Publications Office, N.C. State Univ, N.C.  
Coop Ext. Service, NCSU Box 7603, Raleigh,  
NC 27695-7603 (919)515-3173

**Cost:**

**Information provided by:** Janice Lloyd, Extension Specialist in  
Family Resource Mgmt, N.C. Coop Ext.  
Service, Raleigh, NC 27695-7605  
(919)515-2770

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Dellinger, Sandra & Herman, Glenda

**Title:** Simple Home Repairs (HE-361-8)

**Publisher:** N.C. Cooperative Extension Service

**Date:** May 1989

**Type of Publication:** fact sheet

**Brief Description:** Helps you decide if you want to start a home repair business of your own.

**Keywords:** skills; surveying; supplies

**Order from:** Publication Office, N.C. State Univ, N.C. Coop Ext. Service, NCSU Box 7603, Raleigh NC 27695-7603 (919)515-3173

**Cost:**

**Information provided by:** Janice Lloyd, Extension Specialist in Family Resource Mgmt, Extension Home Economics, N.C. Coop. Extension Svc, Raleigh NC 27965-7605 (919)515-2770

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Williams, Karen

**Title:** Effective Time Management

**Publisher:** Ohio State University Extension

**Date:** 1994;1995

**Type of Publication:** fact sheet

**Brief Description:** Discusses major concepts of time management.

**Keywords:** time management

**Order from:** Section of Communication & Technology,  
O.S.U. Ext., 216 Kottman Hall, 2021 Coffey  
Rd, Columbus OH 43210 (614)292-2011

**Cost:**

**Information provided by:** Gregory Passewitz, Leader, Small  
Business, O.S.U. Ext., 14 Ag Admin,  
2120 Fyffe Rd, Columbus, OH 43210

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Passewitz, Gregory

**Title:** Franchising - Pros and Cons

**Publisher:** Ohio State University Extension

**Date:** 1994;1995

**Type of Publication:** fact sheet

**Brief Description:** Selection of franchise.

**Keywords:** business selection; franchising

**Order from:** Section of Communication & Technology,  
O.S.U. Ext., 216 Kottman Hall, 2021 Coffey  
Rd, Columbus, OH 43210 (614)292-2011

**Cost:**

**Information provided by:** Gregory Passewitz, Leader, Small  
Business, O.S.U. Ext., 14 Ag Admin,  
2120 Fyffe Rd, Columbus, OH 43210

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Hammett, Wilma & Lloyd, Janice H.

**Title:** Planning Your Home Office (HE-361-10)

**Publisher:** N.C. Cooperative Extension Service

**Date:** Jun 1980

**Type of Publication:** fact sheet

**Brief Description:** Planning home office space.

**Keywords:** office space; home office

**Order from:** Publications Office, NCSU Box 7603, N.C.  
State Univ, Raleigh, NC 27965-7603  
(919)515-3173

**Cost:** contact office

**Information provided by:** Janice Lloyd, Ext. Specialist in Family  
Resource Mgmt, NCSU Box 7605,  
Raleigh, NC 27965-7605 (919)515-2770

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Hathaway, Irene S. & Marks, Judy

**Title:** Guide to Starting a Home-Based Business

**Publisher:** Michigan State University Extension

**Date:** Feb 1995

**Type of Publication:** notebook

**Brief Description:** Chapters on: Planning; Procedures; Systems & Records; Marketing; Advertising & Promotion; Pricing; Time & Family Mgmt.; Employees; specific businesses including bed & breakfasts; child care; adult care; wholesalers; mail order; housekeeping; catering; food production.

**Keywords:** home-based business

**Order from:** MSU Bulletin Office, 10-B Agriculture Hall,  
Michigan State University, East Lansing MI  
48824-1039

**Cost:** \$25.00

**Information provided by:** Irene Hathaway, 6 Kellogg Center,  
Michigan State University, East  
Lansing, MI 48824

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

<b>Author:</b>	Passewitz, Gregory & Smith, Joyce Ann-editor
<b>Title:</b>	Home Business Digest
<b>Publisher:</b>	Ohio State University Extension
<b>Date:</b>	Quarterly
<b>Type of Publication:</b>	newsletter, quarterly
<b>Brief Description:</b>	Features information applicable to general home and small business audience including tax information, record keeping, customer relations, marketing, advertising, resources, etc.
<b>Keywords:</b>	newsletter; entrepreneurship; small business
<b>Order from:</b>	Dr. Gregory Passewitz, O.S.U. Ext., 2120 Fyffe Rd, The Ohio State University, Columbus OH 43210 (614)292-4350
<b>Cost:</b>	\$5.00/year
<b>Information provided by:</b>	Dr. Joyce Smith, Extension Specialist-Clothing, 1787 Neil Ave, The Ohio State University, Columbus OH 43210 (614)292-4350

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Enevoldsen, Bernadine & Manikowske, Linda

**Title:** Home Business Basics: Making Decisions

**Publisher:** South Dakota Cooperative Extension Service

**Date:** Mar 1991

**Type of Publication:** publication series (1 of 5)

**Brief Description:** This series of publications was written to assist potential and existing home-based businesses on various topics of importance. Some publications are localized for South Dakota clientele.

**Keywords:** home-based business; marketing; business planning

**Order from:** Bulletin Room, LMH 112, SDSU, Brookings SD 57007

**Cost:** \$.50 each

**Information provided by:** Linda Manikowske, Ph.D., SDSU, NHE  
239, Box 2275-A, Brookings, SD 57007



# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Parliament, Claudia

**Title:** Home-Based Business...Is It For Me?

**Publisher:** Minnesota Extension Service

**Date:** 1987

**Type of Publication:** publication

**Brief Description:** Covers the factors to consider in setting up a home-based business. Contains forms and charts to record data for tax purposes. For those individuals considering starting a home-based business for supplemental or alternative income.

**Keywords:** start-up factors; taxes; deciding whether to stay

**Order from:** Minnesota Extension Service, Distribution Center, 20 Coffey Hall, St. Paul, MN 55108

**Cost:**

**Information provided by:** Sharon N. Danes, University of Minnesota, 2751 McNeal Hall, St. Paul, MN 55108

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Burns, Marilyn

**Title:** Directory of Oklahoma Home-Based Businesses

**Publisher:** Oklahoma State University

**Date:** 1994;1995

**Type of Publication:** book, 135 pages; revised annually

**Brief Description:** Lists Oklahoma home-based business owners; promotes Oklahoma products & services.

**Keywords:** directory; marketing

**Order from:** Central Office for Home-Based Entrepreneurship, HES 135, Oklahoma State Univ, Stillwater OK 74078 (405)744-5776 FAX (405)744-7113

**Cost:** \$7.50

**Information provided by:** Central Office for Home-Based Entrepreneurship, HES 135, Oklahoma State Univ, Stillwater OK 74078 (405)744-5776 FAX (405)744-7113

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Burns, Marilyn; et al

**Title:** Home-Based Business: Putting it All Together

**Publisher:** Oklahoma State University

**Date:** Apr 1989

**Type of Publication:** book, 35 pages

**Brief Description:** A reference for business start-up and basic management skills.

**Keywords:** business start-up; management; promotion

**Order from:** Central Office for Home-Based  
Entrepreneurship, HES 135, Oklahoma State  
Univ, Stillwater OK 74078 (405)744-5776 FAX  
(405)744-7113

**Cost:** \$5.00

**Information provided by:** Central Office for Home-Based  
Entrepreneurship, HES 135, Oklahoma  
State Univ, Stillwater OK 74078  
(405)744-5776 FAX (405)744-7113

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Burns, Marilyn

**Title:** Guide to Organizing a Professional Home-Based Business Association

**Publisher:** Oklahoma State University

**Date:** 1992

**Type of Publication:** notebook

**Brief Description:** The guide outlines the process developed in Oklahoma to organize a statewide association. Copies of supporting documents include Association Bylaw, Brochures, Surveys, etc.

**Keywords:** association; networking

**Order from:** Central Office for Home-Based Entrepreneurship, HES 135, Oklahoma State Univ, Stillwater OK 74078 (405)744-5776 FAX (405)744-7113

**Cost:** \$50.00

**Information provided by:** Central Office for Home-Based Entrepreneurship, HES 135, Oklahoma State Univ, Stillwater OK 74078 (405)744-5776 FAX (405)744-7113

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Burns, Marilyn

**Title:** HBB Current Update - 1994: U.S. and Oklahoma

**Publisher:** Oklahoma State University

**Date:** 1994

**Type of Publication:** presentation guide for Home Economists

**Brief Description:** Script for presentation to community service groups & others on statistics on Nat'l & Oklahoma home-based business owners, gross income generation, Oklahoma State Univ HBB program, and Oklahoma Home-Based Business Association; supporting handouts a transparencies.

**Keywords:** statistics; programs

**Order from:** Central Office for Home-Based Entrepreneurship, HES 135, Oklahoma State Univ, Stillwater OK 74078 (405)744-5776 FAX (405)744-7113

**Cost:** free

**Information provided by:** Central Office for Home-Based Entrepreneurship, HES 135, Oklahoma State Univ, Stillwater OK 74078 (405)744-5776 FAX (405)744-7113

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

<b>Author:</b>	Burns, Marilyn; Kirby, Sarah
<b>Title:</b>	Home-Based Business Basics
<b>Publisher:</b>	Oklahoma State University
<b>Date:</b>	1987
<b>Type of Publication:</b>	presentation guide for Home Economists (slide set)
<b>Brief Description:</b>	Script for presentation to home-based and potential home-based business owners on basic start-up questions - Should I start,How do I set up my workspace? What business should I choose How much money do I need?; supporting handouts and transparencies.
<b>Keywords:</b>	financing; options; start-up
<b>Order from:</b>	Central Office for Home-Based Entrepreneurship, HES 135, Oklahoma State Univ, Stillwater OK 74078 (405)744-5776 FAX (405)744-7113
<b>Cost:</b>	\$1.00
<b>Information provided by:</b>	Central Office for Home-Based Entrepreneurship, HES 135, Oklahoma State Univ, Stillwater OK 74078 (405)744-5776 FAX (405)744-7113

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

<b>Author:</b>	Burns, Marilyn; Biers, Karen
<b>Title:</b>	Guide for Developing a Directory of Home-Based Businesses
<b>Publisher:</b>	Oklahoma State University
<b>Date:</b>	1994
<b>Type of Publication:</b>	booklet
<b>Brief Description:</b>	How to guide discusses directory organization, application process, publishing, and marketing of a directory of home-based businesses. Samples and a checklist are included.
<b>Keywords:</b>	directory; marketing
<b>Order from:</b>	Central Office for Home-Based Entrepreneurship, HES 135, Oklahoma State Univ, Stillwater OK 74078 (405)744-5776 FAX (405)744-7113
<b>Cost:</b>	\$3.00
<b>Information provided by:</b>	Central Office for Home-Based Entrepreneurship, HES 135, Oklahoma State Univ, Stillwater OK 74078 (405)744-5776 FAX (405)744-7113

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Oklahoma State University

**Title:** Home-Based Business Basics

**Publisher:** Oklahoma State University

**Date:** 1987

**Type of Publication:** video, 30 minutes

**Brief Description:** Information on researching your market, legal considerations, promoting your business, and family relationships.

**Keywords:** market research; legal; promotion

**Order from:** Central Office for Home-Based  
Entrepreneurship, HES 135, Oklahoma State  
Univ, Stillwater OK 74078 (405)744-5776 FAX  
(405)744-7113

**Cost:** \$30.00

**Information provided by:** Central Office for Home-Based  
Entrepreneurship, HES 135, Oklahoma  
State Univ, Stillwater OK 74078  
(405)744-5776 FAX (405)744-7113



# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Biers, Karen S.

**Title:** Oklahoma Home-Based Business: Representative Characteristics, Economic Impact, Educational Needs

**Publisher:** Oklahoma State University

**Date:** Jul 1993

**Type of Publication:** thesis, 99 pages

**Brief Description:** Descriptive research to profile Oklahoma home-based business owners.

**Keywords:** home-based business; economic impact; educ. need

**Order from:** Central Office for Home-Based Entrepreneurship, HES 135, Oklahoma State Univ, Stillwater OK 74078 (405)744-5776 FAX (405)744-7113

**Cost:** none for loan

**Information provided by:** Central Office for Home-Based Entrepreneurship, HES 135, Oklahoma State Univ, Stillwater OK 74078 (405)744-5776 FAX (405)744-7113

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Bell, Marilyn

**Title:** Home-Based Business Bulletin

**Publisher:** Marilyn Bell

**Date:**

**Type of Publication:** newsletter, published bi-monthly

**Brief Description:** Newsletter for Oklahoma Home-Based Business Association containing up to date information concerning home-based business owners and featuring home-based business success stories; bi-monthly publication.

**Keywords:** newsletter; publications; associations

**Order from:** The Oklahoma Home-Based Business Association, P.O. Box 1934, Lawton, OK 73502

**Cost:** \$15.00/year

**Information provided by:** Central Office for Home-Based Entrepreneurship, HES 135, Oklahoma State Univ, Stillwater OK 74078  
(405)744-5776 FAX (405)744-7113

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Beem, Marley

**Title:** Aquaculture: Realities and Potentials When Getting Started (SRAC Pub No. 441)

**Publisher:** Kentucky Cooperative Extension - Univ of Kentucky

**Date:** Nov 1991

**Type of Publication:** bulletin (unit publication)

**Brief Description:** Information on traditional freshwater aquaculture, marine culture systems & specialty type aquaculture for individuals interested in aquacultures.

**Keywords:** aquaculture - gen. info, types, glossary

**Order from:** Kentucky State Univ, Michael Rupered, Family Financial Ed. Specialist, P.O. Box 196, Frankfurt KY 40601 (502)227-6175

**Cost:**

**Information provided by:** Patty R. Smith, Home-Based Business Specialist, 205 Scovell Hall, Univ of Kentucky, Lexington KY 40546-0064 (606)257-3888

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Smith, Patty R.

**Title:** Ideas for Starting a Home-Based Business

**Publisher:** Kentucky Cooperative Extension - Univ of Kentucky

**Date:** 1994

**Type of Publication:** fact sheet, 3 pages

**Brief Description:** Ideas on what to do for home-based business start-up, jobs you can do at home.

**Keywords:** home-based business; types of businesses

**Order from:** Patty R. Smith, Home-Based Business Specialist, 205 Scovell Hall, Univ of Kentucky, Lexington KY 40546-0064 (606)257-3888

**Cost:**

**Information provided by:** Patty R. Smith, Home-Based Business Specialist, 205 Scovell Hall, Univ of Kentucky, Lexington KY 40546-0064 (606)257-3888

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Hill, Deborah B & Appleton, Bonnie L.

**Title:** Kentucky Christmas Tree Production  
Workbook: Planning & Site Selection  
(FOR-16)

**Publisher:** Kentucky Cooperative Extension - Univ of  
Kentucky

**Date:** Aug 1991

**Type of Publication:** bulletin

**Brief Description:** Planning Christmas tree plantation and  
information of site selection.

**Keywords:** planning christmas tree crop - site selection

**Order from:** Billy Minton/Jim Rader, College of Ag  
Distribution Center, Univ of Kentucky,  
Lexington KY 40546-0291 (606)257-7571

**Cost:**

**Information provided by:** Patty R. Smith, Home-Based Business  
Specialist, 205 Scovell Hall, Univ of  
Kentucky, Lexington KY 40546-0064  
(606)257-3888

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Alexander, Harrold

**Title:** Analyzing Interior Spaces for a Home-Based Business

**Publisher:** Minnesota Public Extension

**Date:** 1988

**Type of Publication:** publication

**Brief Description:** Explores through a logical series of important questions, whether there is adequate and functional space in a home or its outbuildings for the products and services of a projected business. Also explores the effect consumer/business activity may be on family life.

**Keywords:** space planning; activity conflict

**Order from:** Sharon M. Danes, University of Minnesota, 275 F McNeal Hall, St Paul, MN 55108

**Cost:**

**Information provided by:** Sharon M. Danes, University of Minnesota, 275 F McNeal Hall, St Paul, MN 55108

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Alexander, Harrold

**Title:** Low-cost Improvement for Home, Resort, and Business Furnishings

**Publisher:** Minnesota Extension Service

**Date:** 1988

**Type of Publication:** publication

**Brief Description:** Describes methods to inexpensively, easily, and quickly improve furniture function and appearance. Includes both ideas and how-to instructions.

**Keywords:** renovations; low-cost improvements; furnishings

**Order from:** Sharon M. Danes, University of Minnesota, 275 F McNeal Hall, St Paul, MN 55108

**Cost:**

**Information provided by:** Sharon M. Danes, University of Minnesota, 275 F McNeal Hall, St Paul, MN 55108

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Rosenblatt, Paul

**Title:** Family-Based Business: Why Have a Home-Based Business? Advantages and Disadvantages.

**Publisher:** Minnesota Extension Service

**Date:** 1987

**Type of Publication:** publication

**Brief Description:** Provides general information on the advantages and disadvantages one might consider when starting a home-based business.

**Keywords:** start-up; advantages; disadvantages

**Order from:** Sharon M. Danes, University of Minnesota, 275 F McNeal Hall, St Paul, MN 55108

**Cost:**

**Information provided by:** Sharon M. Danes, University of Minnesota, 275 F McNeal Hall, St Paul, MN 55108



# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Texas Agricultural Extension Service

**Title:** Starting a Home-Based Business in Texas:  
Housecleaning

**Publisher:** Texas Agricultural Extension Service

**Date:** 1989;1990

**Type of Publication:** pamphlet publication #L-2351

**Brief Description:** Gives a brief introduction to setting up you home-based business in housecleaning. Provides general guidelines on business and equipment considerations.

**Keywords:** housecleaning

**Order from:** Texas Ag Extension Service, Distribution & Supply Center, 104 Admin Bldg, The Texas A&M University System, College Station,

**Cost:**

**Information provided by:** Theresa Wier, 201 Special Services Bldg, College Station, TX 77843-2251 (409)845-1953

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Texas Agricultural Extension Service

**Title:** Starting a Home-Based Business in Texas:  
General Business Tips

**Publisher:** Texas Agricultural Extension Service

**Date:** 1989;1990

**Type of Publication:** pamphlet publication #B-1634

**Brief Description:** Gives general business tips on setting up your home-based business. Provides general guidelines on business and equipment considerations.

**Keywords:** general business tips

**Order from:** Texas Ag Extension Service, Distribution & Supply Center, 104 Admin Bldg, The Texas A&M University System, College Station,

**Cost:**

**Information provided by:** Theresa Wier, 201 Special Services Bldg, College Station, TX 77843-2251 (409)845-1953

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Walter, Gerry; Settle, Mark E.

**Title:** Starting a Home Business Pm-1149b

**Publisher:** Iowa State Univ Cooperative Extension Service

**Date:** Apr 1988

**Type of Publication:** publication

**Brief Description:** One of a series of publications designed for the person entering or considering a new small business operation. Contains checklist for starting a business.

**Keywords:** home-based business; location; market

**Order from:** Extension Distribution, 112 Printing & Publications, Iowa State Univ, Ames IA 50011 (515)294-5247

**Cost:** \$.50

**Information provided by:** Mark Settle, Public Policy Education Specialist, ISU Outreach Center, P.O. Box 2068, Cedar Rapids IA 52406

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Carr, M.; Oesterling, C. - editors

**Title:** Made In Missouri

**Publisher:** University of Missouri Cooperative Extension

**Date:** current

**Type of Publication:** newsletter

**Brief Description:** Made In Missouri -- Marketing and Management news for home-based entrepreneurs. It is a state-wide newsletter designed to assist home-based business owners to learn how to develop the competitive edge, how to develop their marketing strategy, and to learn valuable business and legal aspects of operating a home-based business.

**Keywords:** entrepreneurial; marketing; products; service

**Order from:** Mary Beth Carr, Human Environmental Sciences Specialist, Courthouse Basement, Bethany, MO 64424 Bi-monthly publication

**Cost:** \$10/one year

**Information provided by:** Cathy Oesterling, Human Environmental Specialist, University Extension, Grundy County Courthouse, 700 Main, Trenton MO 64843 (816)359-5643

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Zetocha, Dale

**Title:** Home-Based Business...Is It For Me?

**Publisher:** North Dakota State Univ Extension Service

**Date:** Mar 1986

**Type of Publication:** publication

**Brief Description:** 25 page publication targeted to youth and adults. Deals with types of home-based businesses, decision to enter a home-based business, family environment, financing, legal forms, marketing, pricing, recordkeeping, tax considerations, licenses, permits, zoning, time management, and employee relations.

**Keywords:** home-based business; business; profit

**Order from:** Center for Leadership & Community Development,  
Morrill Hall 301, NDSU, Fargo ND 58105-5437  
(701)237-7394

**Cost:** \$.35

**Information provided by:** Dale Zetocha, 1712 Main Ave, Ste 202,  
Fargo ND 58103-1528 (701)298-1001

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Stephenson, Mary J.

**Title:** Starting a Home-Based Business (fact sheet 372)

**Publisher:** University of Maryland Cooperative Extension Service

**Date:** 1984;1985

**Type of Publication:** fact sheet

**Brief Description:** What you need to make it, personal skills and abilities, getting advice and experience, researching your market, problems unique to operating a business at home, the business plan, resources.

**Keywords:** home-based business

**Order from:** Cooperative Extension Service, Ag Duplicating Services, 6200 Sheridan St, Riverdale MD 20737

**Cost:**

**Information provided by:** Dr. Mary J. Stephensen, Extension Home Economics, 2309 Computer Sciences Bldg, University of Maryland, College Park, MD 20742

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

<b>Author:</b>	Carr, Mary Beth (editor)
<b>Title:</b>	Made in Missouri Marketing & Management News for Home-Based Entrepreneurs
<b>Publisher:</b>	University of Missouri Extension
<b>Date:</b>	ongoing
<b>Type of Publication:</b>	bi-monthly newsletter
<b>Brief Description:</b>	Provides marketing and management information to those wanting to become home-based & for those wishing to expand their home-based business.
<b>Keywords:</b>	home-based business, Missouri
<b>Order from:</b>	Mary Beth Carr, University Extension, Courthouse, Bethany, MO 64424
<b>Cost:</b>	\$10.00/year
<b>Information provided by:</b>	Mary Beth Carr, University Extension, Courthouse, Bethany, MO 64424

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Biaggi, Ana M.

**Title:** How to Start a Home-based Business (Como iniciar un negocio desde el hogar)

**Publisher:** Puerto Rico Agricultural Extension Service

**Date:** 1994

**Type of Publication:** publication (Spanish)

**Brief Description:** Contains information about forms of business organization, obtaining a business license, business records, and stimulate business development.

**Keywords:** home-based business

**Order from:** M.E.I. Dept, Agricultural Extension Service, Call Box 21120, Rio Piedras, Puerto Rico, 00928

**Cost:** no cost

**Information provided by:** Mrs. Ana Biaggi, Univ of Puerto Rico, Mayaguez Campus, Ag Ext. Svc, Bldg C Office 115, College Station, Mayaguez, PR 00680



# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Kays, Jonathan S.

**Title:** Natural Resources Income Opportunities

**Publisher:** Maryland Cooperative Extension Service

**Date:** Aug 1994

**Type of Publication:** video

**Brief Description:** Interviews w/small enterprises in fee fishing, sporting clays, firewood, custom sawmilling, shiitake mushrooms and more. Concentrates on business, financial, and marketing challenges facing enterprise development. Applies to many enterprises in addition to those mentioned.

**Keywords:** natural resources; income enterprise

**Order from:** Univ of Maryland, Natural Resources Income Opportunities, 18330 Keedysville Rd, Keedysville MD 21756

**Cost:** \$18.00

**Information provided by:** Jonathan Kays, Maryland Coop Ext. Service, 18330 Keedysville Rd, Keedysville, MD 21756 (301)432-2735

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

<b>Author:</b>	Hathaway, Irene; and Marks, Judy
<b>Title:</b>	Starting a Home-based Business
<b>Publisher:</b>	Michigan State University Extension
<b>Date:</b>	May 1995
<b>Type of Publication:</b>	notebook
<b>Brief Description:</b>	A planning notebook for starting a home-based business. The notebook includes sections on planning a home-based business, using professional help, record keeping, marketing, advertising and promotion and pricing. May be used by individual customers and/or in educational settings for teaching home-based business classes. MSU Extension Bulletin E2562, The Checklist for Starting a Home-Based Business, can be used as a supplement to the notebook.
<b>Keywords:</b>	Home-based business; economic development, business
<b>Order from:</b>	Michigan State University Bulletin Office 10B Agriculture Hall East Lansing, MI 48824-1039 (517) 355-0240
<b>Cost:</b>	\$15 each
<b>Information provided by:</b>	Irene Hathaway, Coordinator Extension Community & Development Michigan State University 6 Kellogg Center East Lansing, MI 48824-1022

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A1

**Author:** Barbara R. Rowe, Alma J. Owen

**Title:** Getting Started

**Publisher:** Purdue University

**Date:** 1996

**Type of Publication:** workbook

**Brief Description:** Worksheet-format: the decision to enter a home-based business, family and business goals, types of businesses, do-it-yourself market research, entrepreneur interview, preliminary budget for forecasting start-up financing needs.

**Keywords:** start-ups; beginning home-based businesses

**Order from:** Barbara R. Rowe  
1262 Matthews Hall, Rm 314  
Purdue University  
West Lafayette, IN 47907

**Cost:** \$5.00

**Information provided by:** Barbara R. Rowe  
1262 Matthews Hall, Rm 314  
Purdue University  
West Lafayette, IN 47907

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A2

**Author:** Torres, Nayda I., and Isreal, Glenn D.

**Title:** Exploring Your Ideas

**Publisher:** University of Florida - Cooperative Extension Service

**Date:** May 1991

**Type of Publication:** fact sheet

**Brief Description:** Exploring your ideas before starting a home-based business.

**Keywords:** evaluating your choices; money needs

**Order from:** University of Florida, Cooperative Extension Service, 311 Rolfs Hall, Gainesville, FL 32611-0550, (904) 392-0386

**Cost:**

**Information provided by:** Patty R. Smith, Home-Based Business Specialist, 205 Scovell Hall, University of Kentucky, Lexington, KY 40546-0064, (606) 257-3888

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A2

**Author:** Various Specialists w/Clemson Univ Coop Ext

**Title:** Home-Based Business Packet - Combining Work with Family

**Publisher:** Clemson University Cooperative Extension Service

**Date:**

**Type of Publication:** 9 of 9 leaflets

**Brief Description:**

**Keywords:** home-based business; self evaluation

**Order from:** Bulletin Room, Clemson University, Rm 82  
P&AS Bldg, Clemson, SC 29634-0311

**Cost:** \$8.00 set

**Information provided by:** Judy Kline, 243 P&AS Bldg, Family & Youth Development, Box 340315, Clemson, SC 29634-0315

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A2

**Author:** BurkhartpKriesel, Cheryl & Hatter, Sandy

**Title:** Juggling Time, Work and Family

**Publisher:** Nebraska Cooperative Extension

**Date:** 1990

**Type of Publication:** circular

**Brief Description:** Time is a valuable resource. Everyone has a limited amount of time to use for work, family and leisure activities. As more demands are placed on individuals, decisions become more difficult.

**Keywords:** time management; decision making; scheduling

**Order from:** Communications & Computing Services, Ag  
Communications Bldg Rm 105 Lincoln NE  
68583 (402)472-3023

**Cost:** \$.50

**Information provided by:** Carol Thayer, 3180 W Hwy 34, Grand  
Island, NE 68801 (308)385-6420

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A2

**Author:** Fox, Linda Kirk

**Title:** Business & The Family

**Publisher:** University of Idaho Cooperative Extension System

**Date:** Jul 1993

**Type of Publication:** bulletin

**Brief Description:** Helps Business owner achieve a balance between home-based business and family life. Provides overview of personal skills that are helpful to successful business operation.

**Keywords:** family support; time management

**Order from:** Ag Publications, University of Idaho, Moscow ID 83844-2240 (208)885-7982

**Cost:**

**Information provided by:** Linda Kirk Fox, Extension Family Economics Specialist, 103 Niccolls, Univ of Idaho, Moscow ID 83844-3188 (208)885-5778 Internet: lfox@uidaho.edu

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A2

**Author:** James, Barbara

**Title:** Starting a Business In Your Home, Is It For You?

**Publisher:** Ohio State University Extension

**Date:**

**Type of Publication:** fact sheet

**Brief Description:** Discusses business considerations for starting a home business.

**Keywords:** home-based business; self analysis

**Order from:** Section of Communication & Technology,  
O.S.U Extension, 216 Kottman Hall, 2021  
Coffey Rd, Columbus OH 43210  
(614)292-2011

**Cost:**

**Information provided by:** Gregory Passewitz, Leader, Small  
Business, O.S.U. Extension, 14 Ag  
Admin, 2120 Fyffe Rd, Columbus, OH  
43210



# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A2

**Author:** Owen, William G.

**Title:** Pros and Cons of a Home Business

**Publisher:** Ohio State University Extension

**Date:** 1994;1995

**Type of Publication:** fact sheet

**Brief Description:** Discusses benefits and commitments of a home business.

**Keywords:** home-based business

**Order from:** Section of Communication & Technology,  
O.S.U. Extension, 216 Kottman Hall, 2021  
Coffey Rd, Columbus OH 43210  
(614)292-2011

**Cost:**

**Information provided by:** Gregory Passewitz, Leader, Small  
Business, O.S.U. Extension, 14 Ag  
Admin, 2120 Fyffe Rd, Columbus, OH  
43210

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A2

**Author:** Lloyd, Janice H.

**Title:** A Business of Your Own - Decision Making-Personal, Family & Business Considerations (HE-337)

**Publisher:** N. C. Cooperative Extension Service

**Date:** Aug 1987

**Type of Publication:** fact sheet

**Brief Description:** Self-Analysis, Preliminary Business Decisions.

**Keywords:** decision-making process

**Order from:** Publications Office, NCSU Box 7603, North Carolina State Univ, Raleigh, NC 27965-7603 (919)515-3173

**Cost:**

**Information provided by:** Janice H. Lloyd, Ext. Specialist in Family Resource Mgmt, NCSU Box 7605 North Carolina State University, Raleigh, NC 27965-7605 (919)515-2770

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A2

**Author:** Lloyd, Janice H.

**Title:** A Business Of Your Own: Analyzing Job & Job Training Options (INCREASING FAMILY INCOME series)

**Publisher:** N. C. Cooperative Extension Service

**Date:** Jun 1989

**Type of Publication:** fact sheet

**Brief Description:** Self Analysis; Job Analysis; Job Training; Job Opportunities; Relocation Consideration.

**Keywords:** job training options

**Order from:** Publications Office, NCSU Box 7603, North Carolina State Univ, Raleigh, NC 27695-7603 (919)515-3173

**Cost:**

**Information provided by:** Janice H. Lloyd, Ext. Specialist in Family Resource Mgmt, NCSU Box 7605, Raleigh, NC 27695-7605 (919)515-7605

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A2

**Author:** Rosenblatt, Paul

**Title:** Family-Based Business: Family Tension and the Home-Based Business

**Publisher:** Minnesota Extension Service

**Date:** 1987

**Type of Publication:** publication

**Brief Description:** Provides general information on some of the tensions that might occur when operating a home-based business.

**Keywords:** family tension; conflict; stress

**Order from:** Minnesota Extension Service, Distribution Center, 20 Coffey Hall, 120 Eckles, St Paul MN 55108 (612)625-8173

**Cost:**

**Information provided by:** Sharon M. Danes, University of Minnesota, 275f McNeal Hall, St. Paul, MN 55108

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A2, A7

**Author:** Lloyd, Janice H.

**Title:** A Business of Your Own: Analyzing Self-Employment Options (INCREASING FAMILY INCOME series)

**Publisher:** N. C. Cooperative Extension Service

**Date:** Jun 1989

**Type of Publication:** fact sheet

**Brief Description:** Analyzing Self-Employment Options; Business Management Fundamentals; Marketing Your Product or Service.

**Keywords:** self-employment; business management; marketing

**Order from:** Publications Office, NCSU Box 7603, North Carolina State Univ, Raleigh, NC 27965-7603 (919)515-3173

**Cost:**

**Information provided by:** Janice H. Lloyd, Ext. Specialist in Family Resource Mgmt, NCSU Box 7605, Raleigh, NC 27965-7605 (919)515-2770

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A2

**Author:** Kathleen Parrott, Annette L. Bach & Ann M. Lastovica

**Title:** Can You Live Where You Work . . And Work Where You Live?

**Publisher:** Virginia Cooperative Extension

**Date:** 1995

**Type of Publication:** bulletin

**Brief Description:** This publication will help one consider the issues of living and working in the same space. The experiences of other home-based business owners are shared. Ideas to help prepare for, and prevent, potential conflicts are included. The publication reports the experiences of Virginia home-based businesses and conclusions drawn from a study of these businesses. Worksheets are included to stimulate discussion in the household to best meet needs of the business and family.

**Keywords:** Family/business issues

**Order from:** Virginia Tech Distribution Center  
112 Landsdowne Street  
Blacksburg, VA 24061-0512

**Cost:** \$1.50--Make check payable to Treasurer, Virginia Tech

**Information provided by:** Dr. Ann M. Lastovica  
Extension Specialist, Family Management  
P.O. Box 9081, Virginia State Univ.  
Petersburg, VA 23806

HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A2

<b>Author:</b>	Alma J. Owen
<b>Title:</b>	Combining Work with Family
<b>Publisher:</b>	Purdue University
<b>Date:</b>	1996
<b>Type of Publication:</b>	fact sheet
<b>Brief Description:</b>	Explains family functioning types that need consideration when running a home-based or small business enterprise; includes instrument for determining your family's style of functioning.
<b>Keywords:</b>	family support; family labor
<b>Order from:</b>	Barbara R. Rowe 1262 Matthews Hall, Rm 314 Purdue University West Lafayette, IN 47907
<b>Cost:</b>	\$1.00 each
<b>Information provided by:</b>	Barbara R. Rowe 1262 Matthews Hall, Rm 314 Purdue University West Lafayette, IN 47907

## HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A3

**Author:** Various Specialists w/Clemson Univ Coop Ext

**Title:** Home-Based Business Packet -  
Recordkeeping

**Publisher:** Clemson University Cooperative Extension  
Service

**Date:**

**Type of Publication:** 4 of 9 leaflets

**Brief Description:**

**Keywords:** home-based business; recordkeeping

**Order from:** Bulletin Room, Clemson University, Rm 82  
P&AS Bldg, Clemson, SC 29634-0311

**Cost:** \$8.00 set

**Information provided by:** Judy Kline, 243 P&AS Bldg, Family &  
Youth Development, Box 340315,  
Clemson, SC 29634-0315



# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A3

**Author:** Syracuse, Cheryl Jones

**Title:** Setting Up a Record Keeping System

**Publisher:** Ohio State University Extension

**Date:** 1994;1995

**Type of Publication:** fact sheet

**Brief Description:** Bookkeeping methods.

**Keywords:** records; bookkeeping

**Order from:** Section of Communication & Technology,  
O.S.U. Ext., 216 Kottman Hall, 2021 Coffey  
Rd, Columbus OH 43210 (614)292-2011

**Cost:**

**Information provided by:** Gregory Passewitz, Leader Small  
Business, O.S.U. Ext., 14 Ag Admin,  
2120 Fyffe Rd, Columbus, OH 43210

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A3

**Author:** Stout, Jane A. & Nelson, Diane

**Title:** How to Keep Records

**Publisher:** Iowa State University

**Date:** 1985

**Type of Publication:** fact sheet

**Brief Description:**

**Keywords:** recordkeeping; bookkeeping

**Order from:** Iowa University Extension

**Cost:**

**Information provided by:**

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A3

**Author:** Syracuse, Cheryl Jones

**Title:** Records and Record Keeping

**Publisher:** Ohio State University Extension

**Date:** 1994;1995

**Type of Publication:** fact sheet

**Brief Description:** Discusses importance of records, what records to keep, what makes a good record keeping system.

**Keywords:** records; bookkeeping

**Order from:** Section of Communication & Technology,  
O.S.U. Ext., 216 Kottman Hall, 2021 Coffey  
Rd, Columbus OH 43210

**Cost:**

**Information provided by:** Gregory Passewitz, Leader Small  
Business, O.S.U. Ext., 14 Ag Admin,  
2120 Fyffe Rd, Columbus OH 43210

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A3

**Author:** Syracuse, Cheryl Jones

**Title:** Records and Record Keeping

**Publisher:** Ohio State University Extension

**Date:** 1994;1995

**Type of Publication:** fact sheet

**Brief Description:** Discusses importance of records, what records to keep, what makes a good record keeping system.

**Keywords:** records, bookkeeping

**Order from:** Section of Communication and Technology,  
216 Kottman Hall, 2021 Coffey Rd, Columbus  
OH 43210

**Cost:**

**Information provided by:** Gregory Passewitz, Leader, Small  
Business, O.S.U. Ext., 14 Ag Admin,  
2120 Fyffe Rd, Columbus OH 43210

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A3

**Author:** French, Forest M.

**Title:** Keeping Your Business On Track, Part III

**Publisher:** University of Maine Cooperative Extension

**Date:**

**Type of Publication:** fact sheet

**Brief Description:** Basics of record keeping and ratio analysis.

**Keywords:** financial statements; ratio analysis

**Order from:** Publications Office, Rm 105, 5741 Libby Hall,  
Orono, ME 04469-5741

**Cost:**

**Information provided by:** James C. McConnon, Business &  
Economics Specialist, Rm 106, 5741  
Libby Hall, Orono, ME 04469-5741  
(207)581-3165

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A3

**Author:** French, Forest M.

**Title:** Keeping Your Business on Track, Part I: Records

**Publisher:** University of Maine Cooperative Extension

**Date:**

**Type of Publication:** fact sheet

**Brief Description:** Basics of record keeping.

**Keywords:** records; financial analysis; ratio analysis

**Order from:** Publications Office, Rm 105, 5741 Libby Hall,  
Orono, ME 04469-5741

**Cost:**

**Information provided by:** James C. McConnon, Jr., Business &  
Financial Specialist, Rm 106, 5741  
Libby Hall, Orono, ME 04469-5741  
(207)581-3165

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A3

**Author:** French, Forest M.

**Title:** Keeping Your Business on Track, Part II:  
Financial Statements

**Publisher:** University of Maine Cooperative Extension

**Date:**

**Type of Publication:** fact sheet

**Brief Description:** Basics of record keeping and financial statements analysis.

**Keywords:** financial statements; balance sheets; cash flow

**Order from:** Publications Office, Rm 105, 5741 Libby Hall,  
Orono ME 04469-5741

**Cost:**

**Information provided by:** James C. McConnon, Jr., Business &  
Financial Specialist, Rm 106, 5741  
Libby Hall, Orono, ME 04469-5741  
(207)581-3165

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A3

**Author:** Hammond, David H. & Hergatt, Jane Ann

**Title:** Record Keeping For Profit Pm-1149e

**Publisher:** Iowa State Univ Cooperative Extension Service

**Date:** Aug 1987

**Type of Publication:** fact sheet

**Brief Description:** One of a series of publications designed for the person entering or considering a new small business.

**Keywords:** accounting; employees; record analysis

**Order from:** Extension Distribution, 112 Printing & Publications, Iowa State University, Ames, IA 50011 (515)294-5247

**Cost:** \$.50

**Information provided by:** Mark Settle, Public Policy Education Specialist, ISU Outreach Center, P.O. Box 2068, Cedar Rapids, IA 52406



# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A4

**Author:** Passewitz, Gregory

**Title:** Business Use of the Home

**Publisher:** Ohio State University Extension

**Date:** 1994;1995

**Type of Publication:** fact sheet

**Brief Description:**

**Keywords:** taxes; legal issues

**Order from:** Section of Communication & Technology,  
O.S.U. Ext., 216 Kottman Hall, 2021 Coffey  
Rd, Columbus, OH 43210 (614)292-2011)

**Cost:**

**Information provided by:** Gregory Passewitz, Leader Small  
Business, O.S.U. Ext., 14 Ag Admin,  
2120 Fyffe Rd, Columbus, OH 43210

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A4

**Author:** Passewitz, Gregory & Owen, William G.

**Title:** Business Use of the Home

**Publisher:** Ohio State University Extension

**Date:** 1994;1995

**Type of Publication:** fact sheet

**Brief Description:**

**Keywords:** taxes; legal issues

**Order from:** Section of Communication & Technology,  
O.S.U. Ext., 216 Kottman Hall, 2021 Coffey  
Rd, Columbus, OH 43210 (614)292-2011)

**Cost:**

**Information provided by:** Gregory Passewitz, Leader Small  
Business, O.S.U. Ext., 14 Ag Admin,  
2120 Fyffe Rd, Columbus, OH 43210

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A4

**Author:** Passewitz, Gregory

**Title:** Taxes Federal

**Publisher:** Ohio State University Extension

**Date:** 1994;1995

**Type of Publication:** fact sheet

**Brief Description:** Discusses federal taxes.

**Keywords:** taxes; legal issues

**Order from:** Section of Communication & Technology,  
O.S.U. Ext., 216 Kottman Hall, 2021 Coffey  
Rd, Columbus, OH 43210 (614)292-2011)

**Cost:**

**Information provided by:** Gregory Passewitz, Leader Small  
Business, O.S.U. Ext., 14 Ag Admin,  
2120 Fyffe Rd, Columbus, OH 43210

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A4

**Author:** Passewitz, Gregory

**Title:** Taxes - State and Federal

**Publisher:** Ohio State University Extension

**Date:** 1994;1995

**Type of Publication:** fact sheet

**Brief Description:**

**Keywords:** taxes; legal issues

**Order from:** Section of Communication & Technology,  
O.S.U. Ext., 216 Kottman Hall, 2021 Coffey  
Rd, Columbus, OH 43210 (614)292-2011)

**Cost:**

**Information provided by:** Gregory Passewitz, Leader Small  
Business, O.S.U. Ext., 14 Ag Admin,  
2120 Fyffe Rd, Columbus, OH 43210

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A4

**Author:** Isreal, Glenn D.

**Title:** Taxes

**Publisher:** University of Florida - Cooperative Extension Service

**Date:** May 1991

**Type of Publication:** fact sheet

**Brief Description:** Federal, state, and local taxes for home-based businesses.

**Keywords:** taxes for home-based businesses

**Order from:** University of Florida, Cooperative Extension Service, 311 Rolfs Hall, Gainesville, FL 32611-0550, (904) 392-0386

**Cost:**

**Information provided by:** Patty R. Smith, Home-Based Business Specialist, 205 Scovell Hall, University of Kentucky, Lexington, KY 40546-0064, (606) 257-3888

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A4

**Author:** Isreal, Glenn D., and Torres, Nayda I.

**Title:** Sources of Capital

**Publisher:** University of Florida - Cooperative Extension Service

**Date:** May 1991

**Type of Publication:** fact sheet

**Brief Description:** Financial planning and raising capital to start a home-based business.

**Keywords:** raising capital; methods of raising capital; financial planning

**Order from:** University of Florida, Cooperative Extension Service, 311 Rolfs Hall, Gainesville, FL 32611-0550, (904) 392-0386

**Cost:**

**Information provided by:** Patty R. Smith, Home-Based Business Specialist, 205 Scovell Hall, University of Kentucky, Lexington, KY 40546-0064, (606) 257-3888

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A4

**Author:** Schwab, Carol A.

**Title:** The Home Office Deduction, Publication # HE-361-7

**Publisher:** North Carolina Coop Extension Service

**Date:** Sep 1989

**Type of Publication:** fact sheet

**Brief Description:** Explains the legalities of claiming a home office deduction.

**Keywords:** taxes; home office deduction

**Order from:** Publications Office, NCSU Box 7603, North Carolina State Univ, Raleigh, NC 27695-7603 (919)515-3173

**Cost:**

**Information provided by:** Carol A. Schwab, Ext. Specialist in Family Resource Mgt., NCSU Box 7605, Raleigh, NC 27695-7605 (919)515-2770

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A4, A5

**Author:** Walter, Gerry

**Title:** Taxes and Pensions (Pm-1149i)

**Publisher:** Iowa State Univ Cooperative Extension Service

**Date:** Nov 1987

**Type of Publication:** fact sheet

**Brief Description:** One of a series of publications designed for the person entering or considering a new small business operation.

**Keywords:** taxes; permits; employee permits

**Order from:** Extension Distribution, 112 Printing & Publications, Iowa State University, Ames, IA 50011, (515)294-5247

**Cost:** \$.50

**Information provided by:** Mark Settle, Public Policy Education Specialist, ISU Outreach Center, P.O. Box 2068, Cedar Rapids, IA 52406



# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A4

**Author:** Barbara R. Rowe, Alma J. Owen

**Title:** Doing Your Taxes

**Publisher:** Purdue University

**Date:** 1996

**Type of Publication:** fact sheet

**Brief Description:** An overview of federal tax law that applies to home-based and small business enterprises. Includes information pertinent to recent Supreme Court decision which limits home office deductions.

**Keywords:** taxes; tax law

**Order from:** Barbara R. Rowe  
1262 Matthews Hall, Rm 314  
Purdue University  
West Lafayette, IN 47907

**Cost:** \$1.00

**Information provided by:** Barbara R. Rowe  
1262 Matthews Hall, Rm 314  
Purdue University  
West Lafayette, IN 47907

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A5

**Author:** Various Specialists w/Clemson Univ Coop Ext

**Title:** Home-Based Business Packet - Insurance Needs

**Publisher:** Clemson University Cooperative Extension Service

**Date:**

**Type of Publication:** 5 of 9 leaflets

**Brief Description:**

**Keywords:** home-based business; insurance

**Order from:** Bulletin Room, Clemson University, Rm 82  
P&AS Bldg, Clemson, SC 29634-0311

**Cost:** \$8.00 set

**Information provided by:** Judy Kline, 243 P&AS Bldg, Family & Youth Development, Box 340315, Clemson, SC 29634-0315

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A5

**Author:** Passewitz, Gregory

**Title:** Copyrights, Patents, Trademarks

**Publisher:** Ohio State University Extension

**Date:** 1994;1995

**Type of Publication:** fact sheet

**Brief Description:** Discusses copyright, patents, and trademarks.

**Keywords:** legal issues; patents; trademarks; copyrights

**Order from:** Section of Communication & Technology,  
O.S.U. Ext., 216 Kottman Hall, 2021 Coffey  
Rd, Columbus, OH 43210 (614)292-2011)

**Cost:**

**Information provided by:** Gregory Passewitz, Leader Small  
Business, O.S.U. Ext., 14 Ag Admin,  
2120 Fyffe Rd, Columbus, OH 43210

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A5

**Author:** Jones, Barbara

**Title:** Insurance

**Publisher:** Ohio State University Extension

**Date:** 1994;1995

**Type of Publication:** fact sheet

**Brief Description:** Liability insurance, property and employee insurance.

**Keywords:** insurance; legal issues

**Order from:** Section of Communication & Technology,  
O.S.U. Ext., 216 Kottman Hall, 2021 Coffey  
Rd, Columbus, OH 43210 (614)292-2011)

**Cost:**

**Information provided by:** Gregory Passewitz, Leader Small  
Business, O.S.U. Ext., 14 Ag Admin,  
2120 Fyffe Rd, Columbus, OH 43210

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A5

**Author:** Syracuse, Cheryl Jones

**Title:** Licenses, Permits and Zoning

**Publisher:** Ohio State University Extension

**Date:** 1994;1995

**Type of Publication:** fact sheet

**Brief Description:** Discusses zoning, licenses.

**Keywords:** legal issues; zoning; permits; licenses

**Order from:** Section of Communication & Technology,  
O.S.U. Ext., 216 Kottman Hall, 2021 Coffey  
Rd, Columbus, OH 43210 (614)292-2011)

**Cost:**

**Information provided by:** Gregory Passewitz, Leader Small  
Business, O.S.U. Ext., 14 Ag Admin,  
2120 Fyffe Rd, Columbus, OH 43210

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A5

**Author:** Smith, Patty Rai

**Title:** Requirements of Starting a Home-Based Business in Kentucky

**Publisher:** Kentucky Coop Ext., Univ of Kentucky

**Date:** 1994

**Type of Publication:** fact sheet, 4 pages (unit publication)

**Brief Description:** Chart listing licenses/requirements necessary for starting a home-based business in Kentucky.

**Keywords:** license; regulation; kentucky home-based business

**Order from:** Patty R. Smith, Home-Based Business Specialist, 205 Scovell Hall, Univ of Kentucky, Lexington KY 40546-0064 (606)257-3888

**Cost:** 1 free copy

**Information provided by:** Patty R. Smith, Home-Based Business Specialist, 205 Scovell Hall, Univ of Kentucky, Lexington KY 40546-0064 (606)257-3888

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A5

**Author:** Stout, JaneAnn & Meek, James A.

**Title:** How to Insure Your Business Pm-1149f

**Publisher:** Iowa State University Cooperative Ext. Service

**Date:** Jan 1988

**Type of Publication:** fact sheet

**Brief Description:** One of a series of publications designed for the person entering or considering a new small business operation.

**Keywords:** insurance; employee insurance; alternatives

**Order from:** Extension Distribution, 112 Printing & Publications, Iowa State Univ., Ames IA 50011 (515)294-5247

**Cost:** \$.50

**Information provided by:** Mark Settle, Public Policy Education Specialist, ISU Outreach Center, P.O. Box 2068, Cedar Rapids IA 52406

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A5

**Author:** Fox, Linda Kirk

**Title:** Licenses & Legal Requirements

**Publisher:** Univ of Idaho Cooperative Extension System

**Date:** Jul 1993

**Type of Publication:** bulletin

**Brief Description:** Publication directs new business owner on local, state and federal laws and regulations that apply to their business.

**Keywords:** licenses; regulations; permits

**Order from:** Ag Publications, Univ of Idaho, Moscow, ID  
83844-2240 (208)885-7982

**Cost:**

**Information provided by:** Linda Kirk Fox, Ext. Family Economics  
Specialist, 103 Niccolls, Univ of Idaho,  
Moscow ID 83844-3188 (208)885-5778  
Internet: lfox@uidaho.edu



# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A5, A11

**Author:** Burns, Marilyn & Williams, Sue

**Title:** Legal Requirements

**Publisher:** Oklahoma State University

**Date:** 1993

**Type of Publication:** presentation guide for Home Economists

**Brief Description:** Presentation script for overview of legal aspects of working at home including; business structure, zoning, state and federal laws, permits, registrations, licenses, and contract. Supporting handouts and transparencies.

**Keywords:** legal issues; regulations; zoning; permits

**Order from:** Central Office for Home-Based Entrepreneurship, HES 135, Oklahoma State Univ, Stillwater, OK 74078 (405)744-5776 (FAX 7113)

**Cost:**

**Information provided by:** Central Office for Home-Based Entrepreneurship, HES 135, Oklahoma State Univ, Stillwater, OK 74078 (405)744-5776 (FAX 7113)

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A5, A11

**Author:** Burns, Marilyn

**Title:** Home-Based Business: Legal Considerations

**Publisher:** Oklahoma State University

**Date:** 1993

**Type of Publication:** circular

**Brief Description:** Information on business structures zoning ordinances, licenses and permits, contracts, and legal advice.

**Keywords:** zoning; permits; legal

**Order from:** Central Office for Home-Based Entrepreneurship, HES 135, Oklahoma State Univ, Stillwater, OK 74078 (405)744-5776 (FAX 7113)

**Cost:**

**Information provided by:** Central Office for Home-Based Entrepreneurship, HES 135, Oklahoma State Univ, Stillwater, OK 74078 (405)744-5776 (FAX 7113)

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A5, A11

**Author:** Holman, Thomas; Meister, Gwen; Aiken, J. David

**Title:** Legal Considerations

**Publisher:** Nebraska Cooperative Extension

**Date:** 1990

**Type of Publication:** circular

**Brief Description:** Before starting a business, you must understand the basics of the legal environment in which businesses operate.

**Keywords:** business structure; taxes; licenses; trademarks

**Order from:** Communications & Computing Services, Ag Communications Bldg, Rm 105, Univ of Nebraska, Lincoln NE 68583 (402)472-3023

**Cost:** \$.50

**Information provided by:** Carol Thayer, 3180 W Hwy 34, Grand Island, NE 68801 (402)385-6420

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A5

**Author:** Barbara R Rowe, Alma J. Owen

**Title:** Insuring Your Business

**Publisher:** Purdue University

**Date:** 1996

**Type of Publication:** fact sheet

**Brief Description:** Explains the different types of insurance needed by home-based and small business owners.

**Keywords:** insurance; legal issues

**Order from:** Barbara R. Rowe  
1262 Matthews Hall, Rm 314  
Purdue University  
West Lafayette, IN 47907

**Cost:** \$1.00

**Information provided by:** Barbara R. Rowe  
1262 Matthews Hall, Rm 313  
Purdue University  
West Lafayette, IN 47907

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A5

**Author:** Barbara R Rowe, Alma J. Owen

**Title:** Licenses, Permits and Zoning

**Publisher:** Purdue University

**Date:** 1996

**Type of Publication:** fact sheet

**Brief Description:** Information on business structure zoning ordinances, state licenses and permits, contracts; local sources of assistance.

**Keywords:** zoning; licenses; regulations; legal issues

**Order from:** Barbara R. Rowe  
1262 Matthews Hall, Rm 314  
Purdue University  
West Lafayette, IN 47907

**Cost:** \$1.00

**Information provided by:** Barbara R. Rowe  
1262 Matthews Hall, Rm 313  
Purdue University  
West Lafayette, IN 47907

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A6

**Author:** Various Specialists w/Clemson Univ Coop Ext

**Title:** Home-Based Business Packet - Financing Your Home-Based Business

**Publisher:** Clemson University Cooperative Extension Service

**Date:**

**Type of Publication:** 6 of 9 leaflets

**Brief Description:**

**Keywords:** home-based business; financing

**Order from:** Bulletin Room, Clemson University, Rm 82  
P&AS Bldg, Clemson, SC 29634-0311

**Cost:** \$8.00 set

**Information provided by:** Judy Kline, 243 P&AS Bldg, Family & Youth Development, Box 340315, Clemson, SC 29634-0315

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A6

**Author:** French, Forest M.

**Title:** Financing Your New Business: Resources and Options

**Publisher:** University of Maine Cooperative Extension

**Date:**

**Type of Publication:** fact sheet

**Brief Description:** Federal and state sources of financing for small business.

**Keywords:** stages of business development; financing option

**Order from:** Publications Office, Rm 105, 5741 Libby Hall, Orono, ME 04469-5741

**Cost:**

**Information provided by:** James C. McConnon, Jr., Business & Economics Specialist, Rm 106, 5741 Libby Hall, Orono, ME 04469-5741, (207) 581-3165

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A6

**Author:** Settle, Mark E. & Hammond, David H.

**Title:** Capital Sources for New Business

**Publisher:** Iowa State University Cooperative Extension

**Date:**

**Type of Publication:** publication

**Brief Description:** One of a series of publications designed for the person entering or considering a new small business operation.

**Keywords:** financial institutions; loans; capital options

**Order from:** Extension Distribution, 112 Printing and Publications, Iowa State University, Ames, IA 50011 (515) 294-5247

**Cost:** \$.50

**Information provided by:** Mark Settle, Public Policy Education Specialist, ISU Outreach Center, PO Box 2068, Cedar Rapids, IA 52406



# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A6

**Author:** Moss, Myra

**Title:** Business Financing

**Publisher:** Ohio State University Extension

**Date:** 1994;1995

**Type of Publication:** fact sheet

**Brief Description:** Discusses business financing, loans, grants.

**Keywords:** finance; loans

**Order from:** Section of Communications & Technology,  
O.S.U. Ext., 216 Kottman Hall, 2021 Coffey  
Rd, Columbus OH 43210 (614)292-2011

**Cost:**

**Information provided by:** Gregory Passewitz, Leader Small  
Business, O.S.U. Ext., 14 Ag Admin,  
2120 Fyffe Rd, Columbus, OH 43210

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A6

**Author:** Ann M. Lastovica

**Title:** Sources of Financing

**Publisher:** Virginia Cooperative Extension

**Date:** 1992

**Type of Publication:** bulletin

**Brief Description:** This publication provides information to help one determine how much money is needed, where the money will come from, and how to develop and present a loan proposal.

**Keywords:** financing sources

**Order from:** Virginia Tech Distribution Center  
112 Landsdowne Street  
Blacksburg, VA 2406 1-0512

**Cost:** \$2.00-Make check payable to Treasurer,  
Virginia Tech

**Information provided by:** Dr. Ann M. Lastovica  
Extension Specialist, Family Management  
P.O. Box 9081, Virginia State University  
Petersburg, VA 23806

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A6

**Author:** Sternquist, Brenda; Jolly, Laura; Kean, Rita; Bastow-Shoop, Holly; Jasper, Cynthia; and Gaskill, LuAnn

**Title:** Rural Retailers: Financial Profile of High-Profit, Medium-Profit and Low-Profit Firms

**Publisher:** Michigan State University Extension

**Date:** Summer 1995

**Type of Publication:** bulletin NCR 555

**Brief Description:** This bulletin presents information obtained from a 12-state study of rural retailers and shows you how to compare and interpret company's figures with the figures of others within the industry.

**Keywords:** home-based business; small business; economic development; rural retailing

**Order from:** Michigan State University Bulletin Office  
10B Agriculture Hall  
East Lansing, MI 48824-1039  
(517-355-0240)

**Cost:** \$1.70 each

**Information provided by:** Irene Hathaway, Coordinator  
Extension Community & Economic  
Development  
6 Kellogg Center  
East Lansing, MI 48824

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A6

**Author:** Barbara R. Rowe, Alma J. Owen

**Title:** Working With Your Banker

**Publisher:** Purdue University

**Date:** 1996

**Type of Publication:** fact sheet

**Brief Description:** Establishing a working relationship with your banker; explains the 5 C's of credit; how to prepare a loan proposal.

**Keywords:** business loans; banking

**Order from:** Barbara R. Rowe  
1262 Matthews Hall, Rm 314  
Purdue University  
West Lafayette, IN 47907

**Cost:** \$1.00 each

**Information provided by:** Barbara R. Rowe  
1262 Matthews Hall, Rm 314  
Purdue University  
West Lafayette, IN 47907

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A7

**Author:** Various Specialists w/Clemson Univ Coop Ext

**Title:** Home-Based Business Packet - Marketing Your Products and Services

**Publisher:** Clemson University Cooperative Extension Service

**Date:**

**Type of Publication:** 8 of 9 leaflets

**Brief Description:**

**Keywords:** home-based business; marketing; advertising

**Order from:** Bulletin Room, Clemson University, Rm 82  
P&AS Bldg, Clemson, SC 29634-0311

**Cost:** \$8.00 set

**Information provided by:** Judy Kline, 243 P&AS Bldg, Family & Youth Development, Box 340315, Clemson, SC 29634-0315

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A7

**Author:** Enevoldsen, Bernadine & Manikowske, Linda

**Title:** Home Business Basics: Marketing Management

**Publisher:** South Dakota Cooperative Extension Service

**Date:** Mar 1991

**Type of Publication:** publication series (2 of 5)

**Brief Description:** This series of publications was written to assist potential and existing home-based businesses on various topics of importance. Some publications are localized for South Dakota clientele.

**Keywords:** home-based business; marketing; business planning

**Order from:** Bulletin Room, LMH 112, SDSU, Brookings, SD 57007

**Cost:** \$.50 each

**Information provided by:** Linda Manikowske, Ph.D., SDSU NHE  
239, Box 2275-A, Brookings, SD 57007

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A7

**Author:** Ennis, Mike & Passewitz, Gregory

**Title:** Signage

**Publisher:** Ohio State University Extension

**Date:** 1994;1995

**Type of Publication:** fact sheet

**Brief Description:** Road signs as an advertising tool.

**Keywords:** marketing; advertising

**Order from:** Section of Communications & Technology,  
O.S.U. Ext., 216 Kottman Hall, 2021 Coffey  
Rd, Columbus OH 43210 (614)292-2011

**Cost:**

**Information provided by:** Gregory Passewitz, Leader Small  
Business, O.S.U. Ext., 14 Ag Admin,  
2120 Fyffe Rd, Columbus, OH 43210

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A7

**Author:** Passewitz, Gregory

**Title:** Publicity

**Publisher:** Ohio State University Extension

**Date:** 1994;1995

**Type of Publication:** fact sheet

**Brief Description:**

**Keywords:** advertising; marketing

**Order from:** Section of Communications & Technology,  
O.S.U. Ext., 216 Kottman Hall, 2021 Coffey  
Rd, Columbus OH 43210 (614)292-2011

**Cost:**

**Information provided by:** Gregory Passewitz, Leader Small  
Business, O.S.U. Ext., 14 Ag Admin,  
2120 Fyffe Rd, Columbus, OH 43210



# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A7

**Author:** Passewitz, Gregory

**Title:** Business Image

**Publisher:** Ohio State University Extension

**Date:** 1994;1995

**Type of Publication:** fact sheet

**Brief Description:** Discusses how to create a business image.

**Keywords:** marketing

**Order from:** Section of Communications & Technology,  
O.S.U. Ext., 216 Kottman Hall, 2021 Coffey  
Rd, Columbus OH 43210 (614)292-2011

**Cost:**

**Information provided by:** Gregory Passewitz, Leader Small  
Business, O.S.U. Ext., 14 Ag Admin,  
2120 Fyffe Rd, Columbus, OH 43210

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A7

**Author:** Passewitz, Gregory

**Title:** Classified Advertising - Personnel Ads

**Publisher:** Ohio State University Extension

**Date:** 1994;1995

**Type of Publication:** fact sheet

**Brief Description:**

**Keywords:** advertising; marketing

**Order from:** Section of Communications & Technology,  
O.S.U. Ext., 216 Kottman Hall, 2021 Coffey  
Rd, Columbus OH 43210 (614)292-2011

**Cost:**

**Information provided by:** Gregory Passewitz, Leader Small  
Business, O.S.U. Ext., 14 Ag Admin,  
2120 Fyffe Rd, Columbus, OH 43210

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A7

**Author:** Bull, Nancy & Passewitz, Gregory

**Title:** Understanding Marketing

**Publisher:** Ohio State University Extension

**Date:** 1994;1995

**Type of Publication:** fact sheet

**Brief Description:** Discusses concepts of marketing.

**Keywords:** marketing

**Order from:** Section of Communications & Technology,  
O.S.U. Ext., 216 Kottman Hall, 2021 Coffey  
Rd, Columbus OH 43210 (614)292-2011

**Cost:**

**Information provided by:** Gregory Passewitz, Leader Small  
Business, O.S.U. Ext., 14 Ag Admin,  
2120 Fyffe Rd, Columbus, OH 43210

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A7

**Author:** Bull, Nancy & Passewitz, Gregory

**Title:** Determining Business Potential

**Publisher:** Ohio State University Extension

**Date:** 1994;1995

**Type of Publication:** fact sheet

**Brief Description:** Discusses marketing analysis.

**Keywords:** marketing

**Order from:** Section of Communications & Technology,  
O.S.U. Ext., 216 Kottman Hall, 2021 Coffey  
Rd, Columbus OH 43210 (614)292-2011

**Cost:**

**Information provided by:** Gregory Passewitz, Leader Small  
Business, O.S.U. Ext., 14 Ag Admin,  
2120 Fyffe Rd, Columbus, OH 43210

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A7

**Author:** Bull, Nancy & Passewitz, Gregory

**Title:** Finding Customers

**Publisher:** Ohio State University Extension

**Date:** 1994;1995

**Type of Publication:** fact sheet

**Brief Description:** Discusses market analysis.

**Keywords:** marketing

**Order from:** Section of Communications & Technology,  
O.S.U. Ext., 216 Kottman Hall, 2021 Coffey  
Rd, Columbus OH 43210 (614)292-2011

**Cost:**

**Information provided by:** Gregory Passewitz, Leader Small  
Business, O.S.U. Ext., 14 Ag Admin,  
2120 Fyffe Rd, Columbus, OH 43210

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A7

**Author:** Passewitz, Gregory

**Title:** Advertising - An Investment In Your Business Future

**Publisher:** Ohio State University Extension

**Date:** 1994;1995

**Type of Publication:** fact sheet

**Brief Description:** Advertising.

**Keywords:** marketing

**Order from:** Section of Communications & Technology,  
O.S.U. Ext., 216 Kottman Hall, 2021 Coffey  
Rd, Columbus OH 43210 (614)292-2011

**Cost:**

**Information provided by:** Gregory Passewitz, Leader Small  
Business, O.S.U. Ext., 14 Ag Admin,  
2120 Fyffe Rd, Columbus, OH 43210

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A7

**Author:** Flasher, Wanema

**Title:** Keeping Customers Satisfied

**Publisher:** Ohio State University Extension

**Date:** 1994;1995

**Type of Publication:** fact sheet

**Brief Description:** Customer service.

**Keywords:** customer service; marketing

**Order from:** Section of Communications & Technology,  
O.S.U. Ext., 216 Kottman Hall, 2021 Coffey  
Rd, Columbus OH 43210 (614)292-2011

**Cost:**

**Information provided by:** Gregory Passewitz, Leader Small  
Business, O.S.U. Ext., 14 Ag Admin,  
2120 Fyffe Rd, Columbus, OH 43210

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A7

**Author:** Lawroski, M.; Fox, L; Prigge, R; Meyer, N

**Title:** Minding Your Own Business at Home

**Publisher:** University of Idaho Cooperative Extension System

**Date:**

**Type of Publication:** notebook

**Brief Description:** Series of materials on starting a business, marketing and alternative agriculture.

**Keywords:** home-based business; marketing; income

**Order from:** Neil Meyer, Ag Econ/Rural Soc, University of Idaho, Moscow ID 83844-2334 (208)885-6335

**Cost:**

**Information provided by:** Neil Meyer, Ag Econ/Rural Soc,  
University of Idaho, Moscow ID  
83844-2334



# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A7

**Author:** Stegelin, F.; Strang, J.; Weckman, R.

**Title:** Promotion and Advertising for Kentucky's Direct Markets (ID 106)

**Publisher:** Kentucky Cooperative Extension - Univ of Kentucky

**Date:** 1991

**Type of Publication:** leaflet

**Brief Description:** Direct marketing techniques, sample print and media text.

**Keywords:** marketing; advertising

**Order from:** Billy Minton/Jim Radar, College of Ag Distribution Center, Univ of Kentucky, Lexington KY 40546-0291 (606) 257-7571

**Cost:**

**Information provided by:** Patty R. Smith, 205 Scovell Hall, Univ of Kentucky, Lexington KY 40546-0064 (606)257-3888

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A7

**Author:** Jennings, H. & Hammett, W. & Gothard, A.

**Title:** Market Research

**Publisher:** N.C. Cooperative Extension Service

**Date:** May 1989

**Type of Publication:** publication

**Brief Description:** Learning about the business your are entering is the foundation of market research.

**Keywords:** market potential; competition

**Order from:** Publications Office, NC State Univ., NC Coop. Extension Service, NCSU Box 7603, Raleigh, NC 27695-7603, (919) 515-2770

**Cost:**

**Information provided by:** Janice H. Lloyd, Extension Specialist in Family Resource Mgt., Extension Home Economics, NC Coop. Ext. Service, Raleigh, NC 27695-7603 (919) 515-2770

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A7

**Author:** Stuart, Jane Ann & Nelson, Diane

**Title:** How and Where To Sell

**Publisher:** Iowa State University

**Date:** 1985

**Type of Publication:** fact sheet

**Brief Description:**

**Keywords:** marketing

**Order from:** Iowa State University Extension

**Cost:**

**Information provided by:**

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A7

**Author:** Stuart, Jane Ann & Nelson, Diane

**Title:** How to Promote your Product and Yourself

**Publisher:** Iowa State University

**Date:** 1985

**Type of Publication:** fact sheet

**Brief Description:**

**Keywords:** marketing; advertising

**Order from:** Iowa State University Extension

**Cost:**

**Information provided by:**

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A7

**Author:** Bastow-Shoop, H. & Zetocha, D. & Passewitz,

**Title:** Visual Merchandising: A Guide for Small Retailers

**Publisher:** Iowa State University

**Date:** 1991

**Type of Publication:** slide/tape programs

**Brief Description:** Four sets of slides and audio cassette tapes offer information on visual merchandising.

**Keywords:** visual merchandising; display; small retailers

**Order from:** North Central Regional Center for Rural Development, 216 East Hall, Iowa State University, Ames, IA 50011; (515) 294-8321

**Cost:**

**Information provided by:** Ann Braaten, Textile Specialist - FLC  
219, NDSU, Fargo ND 58105 (701)  
237-7256

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A7

**Author:** Borich, Timothy & Stone, Kenneth

**Title:** Estimating Retail Market Potential

**Publisher:** Iowa State University Cooperative Extension

**Date:** May 1987

**Type of Publication:** publication

**Brief Description:** One of a series of publications designed for the person entering or considering a new small business operation.

**Keywords:** market potential; projecting markets; methods

**Order from:** Extension Distribution, 112 Printing and Publications, Iowa State University, Ames, IA 50011 (515) 294-5247

**Cost:** \$.50

**Information provided by:** Mark Settle, Public Policy Education Specialist, ISU Outreach Center, PO Box 2068, Cedar Rapids, IA 52406

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A7

**Author:** Rice, Clarence & Hein, Clair E.

**Title:** So You're in Sales

**Publisher:** Iowa State University Cooperative Extension

**Date:**

**Type of Publication:** publication

**Brief Description:** One of a series of publications designed for the person entering or considering a new small business operation.

**Keywords:** retail sales; customer; merchandise

**Order from:** Extension Distribution, 112 Printing and Publications, Iowa State University, Ames, IA 50011, (515) 294-5247

**Cost:** \$.50

**Information provided by:** Mark Settle, Public Policy Education Specialist, ISU Outreach Center, PO Box 2068, Cedar Rapids, IA 52406

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A7

**Author:** Bastow-Shoop, H. & Zetocha, D. & Passewitz,

**Title:** Visual Merchandising: A Guide for Small Business

**Publisher:** North Central Regional Center for Rural Development

**Date:** May 1991

**Type of Publication:** publication

**Brief Description:** An educational program that describes how this marketing strategy can help create a positive customer image that leads to successful sales.

**Keywords:** visual merchandising; retail; design

**Order from:** NCRCRD, 404 East Hall, Iowa State University, Ames, IA 50011-1070, (515) 294-8321

**Cost:** \$4.50

**Information provided by:** Julie Stewart, Editor, NCRCRD, 404 East Hall, Iowa State University, Ames, IA 50011-1070 (515) 294-7648



# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A7

**Author:** Hammett, Wilma & Jennings, Harriet T.

**Title:** Advertising and Merchandising

**Publisher:** N.C. Cooperative Extension Service

**Date:** May 1989

**Type of Publication:** publication

**Brief Description:** What your marketing plan should include.

**Keywords:** marketing; product; promotion

**Order from:** Publication Office, N.C. Cooperative Extension Service, N.C. State Univ., NCSU Box 7603, Raleigh, NC 27695-7603 (919)515-27

**Cost:**

**Information provided by:** Janice Holm Lloyd, Exten. Specialist in Family Resource Management, NC Coop. Extension Service, NCSU Box 7605, Raleigh, NC 27695-7605 (919) 515-2770

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A7

**Author:** McConnon, Jr., James C.

**Title:** Market Potential for Retail Businesses in Maine

**Publisher:** University of Maine Cooperative Extension

**Date:**

**Type of Publication:** fact sheet

**Brief Description:** Method for assessing the market potential for a retail business.

**Keywords:** market analysis; trade area size; market potential

**Order from:** Publications Office, Room 105, 5741 Libby Hall, Orono, ME 04469-5741

**Cost:**

**Information provided by:** James C. McConnon, Jr., Business & Economics Specialist, Room 106, 5741 Libby Hall, Orono, ME 04469-5741, (207) 581-3165

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A7

**Author:** Torres, Nayda I. and Isreal, Glenn D.

**Title:** Marketing

**Publisher:** University of Florida - Cooperative Extension Service

**Date:** May 1991

**Type of Publication:** fact sheet

**Brief Description:** Marketing functions of home-based business.

**Keywords:** marketing home-based businesses

**Order from:** University of Florida, Cooperative Extension Service, 311 Rolfs Hall, Gainesville, FL 32611-0550, (904) 392-0386

**Cost:**

**Information provided by:** Patty R. Smith, Home-Based Business Specialist, 205 Scovell Hall, University of Kentucky, Lexington, KY 40546-0064, (606) 257-3888

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A7

**Author:** Stegelen, F.; Strang, J.; Weckman, R.

**Title:** Understanding Produce Marketing for Kentucky's Direct Marketers

**Publisher:** Kentucky Cooperative Extension - Univ of Kentucky

**Date:** Aug 1991

**Type of Publication:** bulletin

**Brief Description:** Suggestions on how to promote and advertise locally-grown fresh produce.

**Keywords:** direct marketing; market research; produce market

**Order from:** Billy Minton/Jim Rader, College of Ag Distribution Center, Univ of Kentucky, Lexington KY 40546-0064 (606)257-7571

**Cost:**

**Information provided by:** Patty R. Smith, 205 Scovell Hall, Univ of Kentucky, Lexington KY 40546-0064 (606)275-3888

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A7, A8

**Author:** Burns, Marilyn

**Title:** Marketing and Pricing

**Publisher:** Oklahoma State University

**Date:** Jul 93

**Type of Publication:** thesis, 99 pages

**Brief Description:** Descriptive research to profile Oklahoma home-based business owners.

**Keywords:** home-based business; economic impact; educ. need

**Order from:** Central Office for Home-Based Entrepreneurship, HES 135, Oklahoma State Univ, Stillwater OK 74078 (405)744-5776 FAX (405)74

**Cost:**

**Information provided by:** Central Office for Home-Based Entrepreneurship, HES 135, Oklahoma State Univ, Stillwater OK 74078 (405)744-5776 FAX (405)744-7113

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A7, A8

**Author:** Burns, Marilyn

**Title:** Marketing and Pricing

**Publisher:** Oklahoma State University

**Date:** 1987

**Type of Publication:** presentation guide for Home Economists

**Brief Description:** Presentation script for overview of business marketing and pricing including: the 4 Ps of marketing -- Product, Price, Place and Promotion; supporting handouts and transparencies.

**Keywords:** marketing; promotion; pricing

**Order from:** Central Office for Home-Based Entrepreneurship, HES 135, Oklahoma State Univ, Stillwater OK 74078 (405)744-5776 FAX (405)74

**Cost:** \$1.00

**Information provided by:** Central Office for Home-Based Entrepreneurship, HES 135, Oklahoma State Univ, Stillwater OK 74078 (405)744-5776 FAX (405)744-7113

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A7

**Author:** Barbara R. Rowe, Alma J. Owen

**Title:** Marketing Your Product or Service

**Publisher:** Purdue University

**Date:** 1996

**Type of Publication:** fact sheet

**Brief Description:** How to define your market; reaching your target customer; rudimentary trade-area analysis.

**Keywords:** marketing; promotion

**Order from:** Barbara R. Rowe  
1262 Matthews Hall, Rm 314  
Purdue University  
West Lafayette, IN 47907

**Cost:** \$1.00

**Information provided by:** Barbara R. Rowe  
1262 Matthews Hall, Rm 314  
Purdue University  
West Lafayette, IN 47907

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A7

**Author:** Barbara R. Rowe, Alma J. Owen

**Title:** Selling by Consignment

**Publisher:** Purdue University

**Date:** 1996

**Type of Publication:** fact sheet

**Brief Description:** Explains the process of selling goods through consignment; contains sample contract.

**Keywords:** consignment sales; selling crafts

**Order from:** Barbara R. Rowe  
1262 Matthews Hall, Rm 314  
Purdue University  
West Lafayette, IN 47907

**Cost:** \$1.00 each

**Information provided by:** Barbara R. Rowe  
1262 Matthews Hall, Rm 314  
Purdue University  
West Lafayette, IN 47907



# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A7

**Author:** Barbara R. Rowe, Alma J. Owen

**Title:** Packing for Shipping

**Publisher:** Purdue University

**Date:** 1996

**Type of Publication:** fact sheet

**Brief Description:** Outlines the steps and materials needed for safe packaging for mail order deliveries.

**Keywords:** packaging; mail order sales

**Order from:** Barbara R. Rowe  
1262 Matthews Hall, Rm 314  
Purdue University  
West Lafayette, IN 47907

**Cost:** \$1.00 each

**Information provided by:** Barbara R. Rowe  
1262 Matthews Hall, Rm 314  
Purdue University  
West Lafayette, IN 47907

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A7

**Author:** Barbara R. Rowe, Alma J. Owen

**Title:** Selling by Mail

**Publisher:** Purdue University

**Date:** 1996

**Type of Publication:** fact sheet

**Brief Description:** Basics of mail order sales; explains pertinent regulations.

**Keywords:** mail order; direct sales

**Order from:** Barbara R. Rowe  
1262 Matthews Hall, Rm 314  
Purdue University  
West Lafayette, IN 47907

**Cost:** \$1.00 each

**Information provided by:** Barbara R. Rowe  
1262 Matthews Hall, Rm 314  
Purdue University  
West Lafayette, IN 47907

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A8

**Author:** Isreal, Glenn D. and Torres, Nayda I.

**Title:** Pricing

**Publisher:** University of Florida - Cooperative Extension Service

**Date:** May 1991

**Type of Publication:** fact sheet

**Brief Description:** Determining pricing for the products or services of a home-based business.

**Keywords:** price determination

**Order from:** University of Florida, Cooperative Extension Service, 311 Rolfs Hall, Gainesville, FL 32611-0550, (904) 392-0386

**Cost:**

**Information provided by:** Patty R. Smith, Home-Based Business Specialist, 205 Scovell Hall, University of Kentucky, Lexington, KY 40546-0064, (606) 257-3888

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A8

**Author:** Various Specialists w/Clemson Univ Coop Ext

**Title:** Home-Based Business - Pricing Products and Services

**Publisher:** Clemson University Cooperative Extension Service

**Date:**

**Type of Publication:** 7 of 9 leaflets

**Brief Description:**

**Keywords:** home-based business; pricing

**Order from:** Bulletin Room, Clemson University, Rm 82  
P&AS Bldg, Clemson, SC 29634-0311

**Cost:** \$8.00 set

**Information provided by:** Judy Kline, 243 P&AS Bldg, Family & Youth Development, Box 340315, Clemson, SC 29634-0315

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A8

**Author:** Enevoldsen, Bernadine & Manikowske, Linda

**Title:** Home Business Basics: Pricing Principles

**Publisher:** South Dakota State University

**Date:** Mar 1991

**Type of Publication:** publication series (5 of 5)

**Brief Description:** This series of publications was written to assist potential and existing home-based businesses on various topics of importance. Some publications are localized for South Dakota clientele.

**Keywords:** home-based business; pricing

**Order from:** Bulletin Room, LMH 112, SDSU, Brookings, SD 57007

**Cost:** \$.50 each

**Information provided by:** Linda Manikowske, Ph.D., SDSU NHE  
239, Box 2275-A, Brookings, SD 57007

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A8

**Author:** Passewitz, Gregory

**Title:** Pricing

**Publisher:** Ohio State University Extension

**Date:** 1994;1995

**Type of Publication:** fact sheet

**Brief Description:**

**Keywords:** pricing

**Order from:** Section of Communications & Technology,  
O.S.U. Ext., 216 Kottman Hall, 2021 Coffey  
Rd, Columbus OH 43210 (614)292-2011

**Cost:**

**Information provided by:** Gregory Passewitz, Leader Small  
Business, O.S.U. Ext., 14 Ag Admin,  
2120 Fyffe Rd, Columbus, OH 43210

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A8

**Author:** Montville, Francis E.

**Title:** Basic Pricing Strategies for Small Businesses

**Publisher:** University of Maine Cooperative Extension

**Date:**

**Type of Publication:** staff paper

**Brief Description:** Basic pricing strategies of small business.

**Keywords:** pricing

**Order from:** Publications Office, Rm 105, 5741 Libby Hall,  
Orono, ME 04469-5741

**Cost:**

**Information provided by:** James C. McConnon, Jr., Business &  
Economics Specialist, Rm 106, 5741  
Libby Hall, Orono ME 04469-5741  
(207)581-3165

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A8

**Author:** Stout, Jane Ann; Nelson, Diane

**Title:** How to Price and Protect Your Work

**Publisher:** Iowa State Univ Cooperative Extension Service

**Date:** 1983

**Type of Publication:** fact sheet

**Brief Description:**

**Keywords:** pricing

**Order from:** Iowa State University Extension

**Cost:**

**Information provided by:**



# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A8

**Author:** Thayer, Carol E.

**Title:** Pricing For Profit

**Publisher:** Nebraska Cooperative Extension

**Date:** 1992

**Type of Publication:** circular

**Brief Description:** Pricing strategies for product and services are discussed.

**Keywords:** pricing; estimates; wholesale

**Order from:** Communications & Computing Services, Ag  
Communications Bldg 105, Univ of Nebraska,  
Lincoln NE 68801 (402)472-3023

**Cost:** \$1.00

**Information provided by:** Carol Thayer, 3180 W Hwy 34, Grand  
Island NE 68801 (308)385-6420

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A8

**Author:** Smith, Joyce Ann

**Title:** Pricing Approaches

**Publisher:** Ohio State University Extension

**Date:** 1989;1993

**Type of Publication:** teaching outline and camera-ready fact sheet

**Brief Description:** Guidelines and formulas for pricing products produced by home-based business owner; fact sheets in two versions: general using widgets and specific for sewing-related business using construction of lined wool skirt, construction of hot pads, and replacing a zipper in a garment as examples.

**Keywords:** pricing; sewing

**Order from:** Dr. Joyce Smith, Ohio State Univ Extension,  
1787 Neil Ave, The Ohio State Univ, Columbus  
OH 43210 (614)292-4350

**Cost:**

**Information provided by:** Dr. Joyce Smith, Extension Specialist,  
Clothing, 1787 Neile Ave, The Ohio  
State Univ., Columbus OH 43210  
(614)292-4350

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A8

**Author:** Barbara R. Rowe, Alma J. Owen

**Title:** Pricing for Profit

**Publisher:** Purdue University

**Date:** 1996

**Type of Publication:** fact sheet

**Brief Description:** Information to assist in pricing the products or services provided by a home-based or small business enterprise

**Keywords:** price determination; pricing formulas

**Order from:** Barbara R. Rowe  
1262 Matthews Hall, Rm 314  
Purdue University  
West Lafayette, IN 47907

**Cost:** \$1.00 each

**Information provided by:** Barbara R. Rowe  
1262 Matthews Hall, Rm 314  
Purdue University  
West Lafayette, IN 47907

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A9

**Author:** Owen, William G.

**Title:** Sources of Assistance

**Publisher:** Ohio State University Extension

**Date:** 1994;1995

**Type of Publication:** fact sheet

**Brief Description:** Sources of assistance.

**Keywords:** assistance

**Order from:** Section of Communications & Technology,  
O.S.U. Ext., 216 Kottman Hall, 2021 Coffey  
Rd, Columbus OH 43210 (614)292-2011

**Cost:**

**Information provided by:** Gregory Passewitz, Leader Small  
Business, O.S.U. Ext., 14 Ag Admin,  
2120 Fyffe Rd, Columbus, OH 43210

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A9

**Author:** Burns, Marilyn

**Title:** Home-Based Business State/National Resource Directory

**Publisher:** Oklahoma State University

**Date:** 1994

**Type of Publication:** booklet

**Brief Description:** Lists agencies and organizations that provide assistance to small business through counseling, materials, and activities; main focus is Oklahoma resources with some national resources.

**Keywords:** resources; assistance

**Order from:** Central Office for Home-Based Entrepreneurship, HES 135, Oklahoma State Univ, Stillwater OK 74078 (405)744-5776 FAX (405)74

**Cost:** free

**Information provided by:** Central Office for Home-Based Entrepreneurship, HES 135, Oklahoma State Univ, Stillwater OK 74078 (405)744-5776 FAX (405)744-7113

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A9

**Author:** Smith, Patty R.

**Title:** Home-Based Business Resources

**Publisher:** Kentucky Cooperative Extension - Univ of Kentucky

**Date:** 1994

**Type of Publication:** fact sheet, 3 pages

**Brief Description:** Bibliography of books, periodicals and other contacts related to home-based business.

**Keywords:** resources; home-based business - general

**Order from:** Patty R. Smith, Home-Based Business Specialist, 205 Scovell Hall, Univ of Kentucky, Lexington KY 40546-0064 (606)257-3888

**Cost:** 1 free copy

**Information provided by:** Patty R. Smith, Home-Based Business Specialist, 205 Scovell Hall, Univ of Kentucky, Lexington KY 40546-0064 (606)257-3888

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A9

**Author:** Settle, Mark E; Wallice, John A.

**Title:** Iowa Resources for Small Business Pm-1149j

**Publisher:** Iowa State Univ Cooperative Extension System

**Date:** 1985

**Type of Publication:** publication

**Brief Description:** One of a series of publications designed for the person entering or considering a new small business operation. This publication may also be obtained through any Iowa State Univ County Extension Office.

**Keywords:** agencies; organizations; services

**Order from:** Extension Distribution, 112 Printing & Publications, Iowa State Univ, Ames IA 50011 (515)294-5247

**Cost:** \$.50

**Information provided by:** Mark Settle, Public Policy Education Specialist, ISU Outreach Center, P.O. Box 2068, Cedar Rapids IA 52406

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A9, A10

**Author:** Smith, Patty R.

**Title:** Starting Your Own Business

**Publisher:** Kentucky Cooperative Extension - Univ of Kentucky

**Date:** Aug 1994

**Type of Publication:** fact sheet - part of a series Surviving Tough Times

**Brief Description:** Steps in developing a business plan for starting your own business and listing of business assistance available in Kentucky.

**Keywords:** business plan; business assistance; deciding

**Order from:** Michael Rupered, Family Financial Ed.  
Specialist, P.O. Box 196, Kentucky State Univ,  
Frankfort, KY 40601 (502)227-6175

**Cost:**

**Information provided by:** Patty R. Smith, Home-Based Business Specialist, 205 Scovell Hall, Univ of Kentucky, Lexington KY 40546-0064 (606)257-3888



# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A10

**Author:** Torres, Nayda I. and Isreal, Glenn D.

**Title:** Your Business Plan Workbook

**Publisher:** University of Florida - Cooperative Extension Service

**Date:** May 1991

**Type of Publication:** fact sheet

**Brief Description:** Business plan workbook for home-based businesses.

**Keywords:** business plan workbook

**Order from:** University of Florida, Cooperative Extension Service, 311 Rolfs Hall, Gainesville, FL 32611-0550, (904) 392-0386

**Cost:**

**Information provided by:** Patty R. Smith, Home-Based Business Specialist, 205 Scovell Hall, University of Kentucky, Lexington, KY 40546-0064, (606) 257-3888

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A10

**Author:** Various Specialists w/Clemson Univ Coop Ext

**Title:** Home-Based Business Packet - The Business Plan

**Publisher:** Clemson University Cooperative Extension Service

**Date:**

**Type of Publication:** 3 of 9 leaflets

**Brief Description:**

**Keywords:** home-based business

**Order from:** Bulletin Room, Clemson University, Rm 82  
P&AS Bldg, Clemson, SC 29634-0311

**Cost:** \$8.00 set

**Information provided by:** Judy Kline, 243 P&AS Bldg, Family & Youth Development, Box 340315, Clemson, SC 29634-0315

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A10

**Author:** Enevoldsen, Bernadine & Manikowske, Linda

**Title:** Home Business Basics: Business Planning

**Publisher:** South Dakota State Cooperative Extension Service

**Date:** Mar 1991

**Type of Publication:** publication series (4 of 5)

**Brief Description:** This series of publications was written to assist potential and existing home-based businesses on various topics of importance. Some publications are localized for South Dakota clientele.

**Keywords:** home-based business; business planning

**Order from:** Bulletin Room, LMH 112, SDSU, Brookings, SD 57007

**Cost:** \$.50 each

**Information provided by:** Linda Manikowske, Ph.D., SDSU NHE  
239, Box 2275-A, Brookings, SD 57007

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A10

**Author:** Owen, William P. & Passewitz, Gregory

**Title:** Organizing a Business Plan

**Publisher:** Ohio State University Extension

**Date:** 1994;1995

**Type of Publication:** fact sheet

**Brief Description:** Discusses how to develop a business plan.

**Keywords:** business plan

**Order from:** Section of Communications & Technology,  
O.S.U. Ext., 216 Kottman Hall, 2021 Coffey  
Rd, Columbus OH 43210 (614)292-2011

**Cost:**

**Information provided by:** Gregory Passewitz, Leader Small  
Business, O.S.U. Ext., 14 Ag Admin,  
2120 Fyffe Rd, Columbus, OH 43210

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A10

**Author:** Hein, Clair E.

**Title:** Starting Your Business Pm-1149a

**Publisher:** Iowa State Univ Cooperative Extension Service

**Date:** Apr 1988

**Type of Publication:** publication

**Brief Description:** One of a series of publications designed for the person entering or considering a new small business operation. Contains sample worksheets. This publication may also be obtained through any Iowa State Univ. County Extension Office.

**Keywords:** business; business plan; profit and loss

**Order from:** Extension Distribution, 112 Printing & Publications, Iowa State Univ, Ames IA 50011 (515)294-5247

**Cost:** \$.75

**Information provided by:** Mark Settle, Public Policy Education Specialist, ISU Outreach Center, P.O. Box 2068, Cedar Rapids, IA 52406

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A10

**Author:** Gessaman, Paul H.

**Title:** Business Plan

**Publisher:** Nebraska Cooperative Extension

**Date:** 1990

**Type of Publication:** circular

**Brief Description:** Provides forms and brief suggestions for compiling a business plan and financial documentation for a business unit.

**Keywords:** business plan; financial prospectus

**Order from:** Communications & Computing Services, Ag  
Communications Bldg 105, Lincoln NE 68583  
(402)472-3023

**Cost:** \$.50

**Information provided by:** Carol Thayer, Extension Specialist,  
3180 W Hwy 34, Grand Island NE  
68801 (308)385-6420

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A10

**Author:** French, Forest M.

**Title:** Your Business Plan

**Publisher:** University of Maine Cooperative Extension

**Date:**

**Type of Publication:** fact sheet

**Brief Description:** General outline of a business plan.

**Keywords:** planning; organizing; market analysis

**Order from:** Publications Office, Rm 105, 5741 Libby Hall,  
Orono ME 04469-5741

**Cost:**

**Information provided by:** James C. McConnon, Jr., Business &  
Economics Specialist, Rm 106, 5741  
Libby Hall, Orono ME 04469-5741  
(207)581-3165

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A10

**Author:** Dooley, Sanford B.

**Title:** Developing the Business Plan: Preventive Medicine

**Publisher:** Louisiana State Univ Ag Center, Coop Ext. Service

**Date:**

**Type of Publication:** publication #2428

**Brief Description:** A suggested outline for developing a business plan.

**Keywords:** business plan; business outline

**Order from:** Dr. Sanford B. Dooley, Louisiana Coop Ext. Service, Rm 211, Knapp Hall, Louisiana State Univ, Baton Rouge LA 70803

**Cost:** 1 copy free

**Information provided by:** Dr. Sanford B. Dooley, Louisiana Coop Ext. Service, Rm 211, Knapp Hall, Louisiana State Univ, Baton Rouge LA 70803



# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A10

**Author:**

**Title:** Home Based Business - Opportunities For Farm Families

**Publisher:** Alberta Agriculture, Food & Rural Development

**Date:** 1990

**Type of Publication:** home study course

**Brief Description:** A workbook designed to help families develop a business plan for a home-based business. Course includes 10 chapters and a resource section.

**Keywords:** home-based business

**Order from:** REDA 14815 119th Ave, Edmonton, Alberta, Canada T5C2N9 (403)427-2171 \$25/course Handling \$5/course 7\$ Canadian Goods/svcs tax

**Cost:** see order from

**Information provided by:** Jean Wilson, Family Business Specialist, Alberta Agriculture Food & Rural Development, 7000 113 St, Edmonton, Alberta, Canada T6H5T6 (403)427-2412

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A10

**Author:**

**Title:** Your Business Plan

**Publisher:** University of Georgia Cooperative Extension

**Date:**

**Type of Publication:** fact sheet

**Brief Description:**

**Keywords:** business plan

**Order from:** Cooperative Extension Service, University of Georgia, Athens GA 30602

**Cost:**

**Information provided by:**

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A10

**Author:** Ann M. Lastovica

**Title:** Developing a Business Plan  
Publication 354-302

**Publisher:** Virginia Cooperative Extension

**Date:** 1992

**Type of Publication:** manual

**Brief Description:** This publication uses a workbook format and provides step by step direction in the development of a business plan.

**Keywords:** Business plan development

**Order from:** Virginia Tech Distribution Center  
112 Landsdowne Street  
Blacksburg, VA 24061-0512

**Cost:** \$2.50-Make check payable to Treasurer,  
Virginia Tech

**Information provided by:** Dr. Ann M. Lastovica  
Extension Specialist, Family Management  
P.O. Box 9081, Virginia State University  
Petersburg, VA 23806

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A10

**Author:** Barbara R. Rowe, Alma J. Owen

**Title:** Developing Your Business Plan

**Publisher:** Purdue University

**Date:** 1996

**Type of Publication:** workbook

**Brief Description:** Question and answer format. Provides step-by-step outline for developing a business plan for starting a home-based or small business enterprise. Contains budget forecasting sheets for start-ups.

**Keywords:** business plan; home-based business

**Order from:** Barbara R. Rowe  
1262 Matthews Hall, Rm 314  
Purdue University  
West Lafayette, IN 47907

**Cost:** \$5.00 each

**Information provided by:** Barbara R. Rowe  
1262 Matthews Hall, Rm 314  
Purdue University  
West Lafayette, IN 47907

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A11

**Author:** Enevoldsen, Bernadine & Manikowske, Linda

**Title:** Home Business Basics: Keeping It Legal

**Publisher:** South Dakota Cooperative Extension Service

**Date:** Mar 1991

**Type of Publication:** publication series (3 of 5)

**Brief Description:** This series of publications was written to assist potential and existing home-based businesses on various topics of importance. Some publications are localized for South Dakota clientele.

**Keywords:** home-based business; business ownership

**Order from:** Bulletin Room, LMH 112, SDSU, Brookings, SD 57007

**Cost:** \$.50 each

**Information provided by:** Linda Manikowske, Ph.D., SDSU NHE  
239, Box 2275-A, Brookings, SD 57007

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A11

**Author:** Meek, James A.

**Title:** How To Organize Your Business Pm-1149d

**Publisher:** Iowa State Univ Cooperative Extension Service

**Date:** Jul 1989

**Type of Publication:** publication

**Brief Description:** One of a series of publications designed for the person entering a new small business operation.

**Keywords:** organize; sole proprietorship; general partnership

**Order from:** Extension Distribution, 112 Printing & Publications, Iowa State Univ, Ames IA 50011 (515)294-5247

**Cost:** \$.50

**Information provided by:** Mark Settle, Public Policy Education Specialist, ISU Outreach Center, P.O. Box 2068, Cedar Rapids, IA 52406

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A11

**Author:** Fox, Linda Kirk

**Title:** Business Ownership

**Publisher:** University of Idaho Cooperative Extension System

**Date:** Jul 1993

**Type of Publication:** bulletin

**Brief Description:** Publication describes advantages and disadvantages of various forms of doing business: sole proprietorship; partnership; incorporation; cooperative.

**Keywords:** forms of business

**Order from:** Ag Publications, University of Idaho, Moscow I  
83844-2240 (208)885-7982

**Cost:**

**Information provided by:** Linda Kirk Fox, Extension Home  
Economics Specialist, 103 Niccolls,  
Univ of Idaho, Moscow ID 83844-3188  
(208)885-5778 email: lfox@uidaho.edu

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A11

**Author:** Torres, Nayda I. and Isreal, Glenn D.

**Title:** Is It For Me?

**Publisher:** University of Florida - Cooperative Extension Service

**Date:** May 1991

**Type of Publication:** fact sheet

**Brief Description:** Advantages and disadvantages of owning a home-based business.

**Keywords:** owning a home-based business

**Order from:** University of Florida, Cooperative Extension Service, 311 Rolfs Hall, Gainesville, FL 32611-0550, (904) 392-0386

**Cost:**

**Information provided by:** Patty R. Smith, Home-Based Business Specialist, 205 Scovell Hall, University of Kentucky, Lexington, KY 40546-0064, (606) 257-3888



# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A12

**Author:** Isreal, Glenn D.

**Title:** Home-Based Business Development  
Evaluation (Telephone Interview Script)

**Publisher:** University of Florida - Cooperative Extension  
Service

**Date:** October 1992

**Type of Publication:** fact sheet

**Brief Description:** Telephone interview script for home-based  
business development.

**Keywords:** owning a home-based business

**Order from:** University of Florida, Cooperative Extension  
Service, 311 Rolfs Hall, Gainesville, FL  
32611-0550, (904) 392-0386

**Cost:**

**Information provided by:** Patty R. Smith, Home-Based Business  
Specialist, 205 Scovell Hall, University  
of Kentucky, Lexington, KY 40546-  
0064, (606) 257-3888

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A13

**Author:** Barbara R. Rowe, Alma J. Owen

**Title:** Introduction to Copyrights

**Publisher:** Purdue University

**Date:** 1996

**Type of Publication:** Fact sheet

**Brief Description:** Introduction to copyright protection; when to obtain a copyright, what is protected.

**Keywords:** copyrights; protection of ideas

**Order from:** Barbara R. Rowe  
1262 Matthews Hall, Rm 314  
Purdue University  
West Lafayette, IN 47907

**Cost:** \$1.00 each

**Information provided by:** Barbara R. Rowe  
1262 Matthews Hall, Rm 314  
Purdue University  
West Lafayette, IN 47907

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A13

**Author:** Barbara R. Rowe, Alma J. Owen

**Title:** Introduction to Copyrights

**Publisher:** Purdue University

**Date:** 1996

**Type of Publication:** fact sheet

**Brief Description:** Introduction to copyright protection; when to obtain a copyright, what is protected.

**Keywords:** copyrights; protection of ideas

**Order from:** Barbara R. Rowe  
1262 Matthews Hall, Rm 314  
Purdue University  
West Lafayette, IN 47907

**Cost:** \$1.00 each

**Information provided by:** Barbara R. Rowe  
1262 Matthews Hall, Rm 314  
Purdue University  
West Lafayette, IN 47907

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A13

**Author:** Barbara R. Rowe, Alma J. Owen

**Title:** Introduction to Patents

**Publisher:** Purdue University

**Date:** 1996

**Type of Publication:** fact sheet

**Brief Description:** Explains the different kinds of patents and what is protected with each one; outlines steps to obtaining a patent.

**Keywords:** patents; protection of ideas

**Order from:** Barbara R. Rowe  
1262 Matthews Hall, Rm 314  
Purdue University  
West Lafayette, IN 47907

**Cost:** \$1.00 each

**Information provided by:** Barbara R. Rowe  
1262 Matthews Hall, Rm 314  
Purdue University  
West Lafayette, IN 47907

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code A13

**Author:** Barbara R. Rowe, Alma J. Owen

**Title:** Introduction to Trademarks and Other Marks

**Publisher:** Purdue University

**Date:** 1996

**Type of Publication:** fact sheet

**Brief Description:** Explains trademark regulations; outlines the steps in obtaining a trademark; distinguishes between trademarks, patents and copyrights.

**Keywords:** trademarks; protection of ideas

**Order from:** Barbara R. Rowe  
1262 Matthews Hall, Rm 314  
Purdue University  
West Lafayette, IN 47907

**Cost:** \$1.00 each

**Information provided by:** Barbara R. Rowe  
1262 Matthews Hall, Rm 314  
Purdue University  
West Lafayette, IN 47907

HOME-BASED & MICRO BUSINESS DEVELOPMENT

**Resource Directory - Code A14**

**Author:** Barbara R. Rowe, Alma J. Owen

**Title:** Retail and Wholesale: How to Do Business Transactions

**Publisher:** Purdue University

**Date:** 1996

**Type of Publication:** fact sheet

**Brief Description:** Explains the differences between retail and wholesale; how to work with retail buyers; contains examples of retail and wholesale invoices.

**Keywords:** wholesale sales; retail sales

**Order from:** Barbara R. Rowe  
1262 Matthews Hall, Rm 314  
Purdue University  
West Lafayette, IN 47907

**Cost:** \$1.00 each

**Information provided by:** Barbara R. Rowe  
1262 Matthews Hall, Rm 314  
Purdue University  
West Lafayette, IN 47907

HOME-BASED & MICRO BUSINESS DEVELOPMENT

**Resource Directory - Code B1**

**Author:** Duncan, Beth

**Title:** Sewing As A Business

**Publisher:** Mississippi Cooperative Extension Service

**Date:** 1995

**Type of Publication:** manual

**Brief Description:** A basic guidebook for starting a home-based sewing related business.

**Keywords:** home-based, sewing

**Order from:** Dr. Beth Duncan, Box 9745, Mississippi State,  
MS 39762-9745, (601) 325-3081

**Cost:** No charge

**Information provided by:**

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code B1

**Author:** Duncan, Beth

**Title:** Sewing As A Business Notebook

**Publisher:** Mississippi Cooperative Extension Service

**Date:** 1994

**Type of Publication:** notebook

**Brief Description:** A comprehensive notebook used at 5-day Sewing As A Business Workshop (for home-based sewing professionals).

**Keywords:** home-based, sewing

**Order from:** Dr. Beth Duncan, Box 9745, Mississippi State, MS 39762-9745, (601) 325-3081

**Cost:** Available on 2-week loan

**Information provided by:**



# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code B1

**Author:** Burns, Marilyn; Powell, Claire; Selk, Mary

**Title:** Creative Sewing for Profit at Home

**Publisher:** Oklahoma State University

**Date:** 1994

**Type of Publication:** packet

**Brief Description:** A series of fact sheets (9) covering the topics of: Business Options; Business Mind-Set; Work Environment; Legal Issues; Records, Finances, and Taxes; Insurance; Pricing; Marketing; References and Resources.

**Keywords:** sewing; finances; marketing

**Order from:** Central Office for Home-Based Entrepreneurship, HES 135, Oklahoma State Univ, Stillwater OK 74078 (405)744-5776 FAX (405)74

**Cost:** \$3.00

**Information provided by:** Central Office for Home-Based Entrepreneurship, HES 135, Oklahoma State Univ, Stillwater OK 74078 (405)744-5776 FAX (405)744-7113

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code B1

**Author:** Thayer, Carol; Tondl, Rose Marie

**Title:** Sewing For Profit

**Publisher:** University of Nebraska

**Date:** 1993

**Type of Publication:** packet

**Brief Description:** A packet of information designed for entrepreneurs interested in operating a sewing business.

**Keywords:** sewing for profit

**Order from:** Textiles, Clothing and Design, 234 HE (Attn: Linda), Univ of Nebraska-Lincoln, Lincoln NE 68583-0804 (402)472-6319

**Cost:** \$3.00

**Information provided by:** Carol Thayer, 3180 W Hwy 34, Grand Island NE 68801 (308)385-6420

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code B1

**Author:** Jennings, Harriet T.

**Title:** Equipping Your Sewing Center HE-361-1

**Publisher:** North Carolina Cooperative Extension Service

**Date:** Jun 1989

**Type of Publication:** publication

**Brief Description:** Proper sewing equipment and materials makes a successful sewing business.

**Keywords:** planning; equipping list

**Order from:** Publications Office, N.C. State Univ, NCSU  
Box 7603, Raleigh NC 27695-7603  
(919)515-3173

**Cost:**

**Information provided by:** Janice H. Lloyd, Extension Specialist in  
Family Resource Mgmt, NCSU Box  
7605, Raleigh NC 27965-7605  
(919)515-2770

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code B1

**Author:** Mock, Judith

**Title:** Consignment Clothing Sales HE-361-3

**Publisher:** North Carolina Cooperative Extension Service

**Date:** May 1989

**Type of Publication:** publication

**Brief Description:** Consignment sales concept, merchandising.

**Keywords:** consignment clothing sales

**Order from:** Publications Office, N.C. Cooperative  
Extension Service, N.C. State Univ, NCSU Box  
7603, Raleigh NC 27965-7603 (919)515-31

**Cost:**

**Information provided by:** Janice H. Lloyd, Extension Specialist in  
Family Resource Mgmt, NCSU Box  
7605, Raleigh NC 27965-7605  
(919)515-2770

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code B1

**Author:** Jennings, Harriet T.

**Title:** Your Sewing Space HE-361-2

**Publisher:** North Carolina Cooperative Extension Service

**Date:** Sep 1989

**Type of Publication:** publication

**Brief Description:** Sewing area and business space.

**Keywords:** sewing area activities

**Order from:** Publications Office, N.C. State Univ, NCSU  
Box 7603, Raleigh NC 27965-7603  
(919)515-3173

**Cost:**

**Information provided by:** Janice H. Lloyd, Extension Specialist in  
Family Resource Mgmt, NCSU Box  
7605, Raleigh NC 27965-7605  
(919)515-2770

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code B1

**Author:** Smith, Joyce Ann

**Title:** Sewing For Profit

**Publisher:** Ohio State University Extension

**Date:** 1985

**Type of Publication:** bulletin

**Brief Description:** 16-page bulletin on starting and operating sewing-related home-based businesses including pricing, marketing, advertising, home workshop, family considerations and customer relations.

**Keywords:** sewing; clothing; women

**Order from:** Dr. Joyce Smith, Ohio State Univ Extension,  
1787 Neil Ave, The Ohio State Univ, Columbus  
OH 43210 (614)292-4350

**Cost:**

**Information provided by:** Dr. Joyce Smith, Extension Specialist,  
Clothing, 1787 Neil Ave, the Ohio State  
Univ, Columbus, OH 43210  
(614)292-4350

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code B1

**Author:** Tondl, Rose Marie; Niemeyer, Shirley

**Title:** Working Environments: A Sewing Center for Personal or Business Use

**Publisher:** North Central Regional Extension Publications

**Date:** Oct 1991

**Type of Publication:** publication

**Brief Description:** Addresses room arrangements for sewing centers and ways to correct organize them. The following centers are discussed: cutting, pressing, fitting and drapery centers. Other topics include chairs, lighting, storage, business space and customer serve area.

**Keywords:** sewing centers; sewing room arrangements; work centers

**Order from:** Univ of Nebraska, Distribution Center, 108 ACB Lincoln NE 68583-0918 (402)472-3023

**Cost:** \$2.50

**Information provided by:** Rose Marie Tondl, Clothing Specialist, Textiles, Clothing & Design, 212 HE Univ of Nebraska Lincoln NE 68583-0802 (402)472-6318

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code B1

**Author:** Koester, Ardis W.

**Title:** Sewn Products and Services Home-based Business

**Publisher:** Oregon State University Extension Service

**Date:**

**Type of Publication:** circular

**Brief Description:** How to start a sewing business, including legal, financial, space, customer relations, pricing, and family considerations.

**Keywords:** sewing business; home-based business; entrepreneurial

**Order from:** Publications Orders, Ag Communications, Oregon State Univ, Admin Services A422, Corvallis OR 97331-2119 (503)737-2513

**Cost:**

**Information provided by:** Ardis W. Koester, Extension Home Economics, Oregon State Univ, Milam Hall 161, Corvallis OR 97331-5106 (503)737-1016



# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code B1

**Author:** Tondl, Rose Marie; Niemeyer, Shirley

**Title:** Efficient Sewing Centers (40-VC-8)

**Publisher:** University of Nebraska-Lincoln

**Date:** 1992

**Type of Publication:** video (18:36)

**Brief Description:** This video is based on the publication, WORKING ENVIRONMENTS: A SEWING CENTER FOR PERSONAL OR BUSINESS USE. It illustrates various room arrangements, cutting, pressing, fitting and drapery centers. Other areas illustrated include lighting storage and business space.

**Keywords:** sewing center; work center; sewing room arrangement

**Order from:** Videocassette Library, University of Nebraska-Lincoln, P.O. Box 830918, Lincoln NE 68583-0918 (402)472-3035

**Cost:** \$15.00

**Information provided by:** Rose Marie Tondl, Clothing Specialist, Textiles, Clothing & Design, 212 HE, Univ of Nebraska-Lincoln, Lincoln NE 68583-0802 (402)472-6318

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code B1

**Author:** Texas Agricultural Extension Service

**Title:** Starting a Home-Based Business in Texas:  
The Professional Seamstress & Needlework  
Artisan

**Publisher:** Texas Agricultural Extension Service

**Date:** 1989;1990

**Type of Publication:** pamphlet publication #B-1639

**Brief Description:** Gives a brief introduction to setting up you  
home-based business in the Professional  
Seamstress and Needlework Artisan areas.  
Provides general guidelines on business and  
equipment considerations.

**Keywords:** professional seamstress; needlework artisan

**Order from:** Texas Ag Extension Service, Distribution &  
Supply Center, 104 Admin Bldg, The Texas  
A&M University System, College Station,

**Cost:**

**Information provided by:** Theresa Wier, 201 Special Services  
Bldg, College Station, TX 77843-2251  
(409)845-1953

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code B8

**Author:** Smith, Joyce Ann or Bull, Nancy H.

**Title:** Sewing For Profit Alteration Rate Guides

**Publisher:** Ohio State University Extension

**Date:** 1992;1993

**Type of Publication:** camera ready fact sheet (3 versions; formats available)

**Brief Description:** Suggested rates/charges for alteration and repair apparel items.

**Keywords:** pricing; sewing; alterations

**Order from:** Dr. Joyce Smith, Ohio State Univ Extension,  
1787 Neil Ave, The Ohio State University,  
Columbus OH 43210 (614)292-4350

**Cost:**

**Information provided by:** Dr. Joyce Smith, Extension Specialist,  
Clothing, 1787 Neil Ave, The Ohio State  
University, Columbus OH 43210  
(614)292-4350

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code C1

**Author:** Burns, Marilyn

**Title:** Starting and Operating a Bed and Breakfast

**Publisher:** Oklahoma State University

**Date:** 1992

**Type of Publication:** packet

**Brief Description:** Information about start-up plans, regulations, pricing, marketing and other related topics.

**Keywords:** bed and breakfast; tourism

**Order from:** Central Office for Home-Based  
Entrepreneurship, HES 135, Oklahoma State  
Univ, Stillwater OK 74078 (405)744-5776 FAX  
(405)74

**Cost:** \$3.00

**Information provided by:** Central Office for Home-Based  
Entrepreneurship, HES 135, Oklahoma  
State Univ, Stillwater OK 74078  
(405)744-5776 FAX (405)744-7113

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code C1

**Author:** Worms, Alland & Smith, Patty R.

**Title:** The Kentucky Bed and Breakfast Industry

**Publisher:** Kentucky Cooperative Extension - Univ of Kentucky

**Date:** 1991

**Type of Publication:** notebook

**Brief Description:** Report of 2 research studies: Bed and breakfast businesses of Kentucky and Kentucky bed and breakfast customers.

**Keywords:** research; bed and breakfast; profiles

**Order from:** Patty R. Smith, Home-Based Business Specialist, 205 Scovell Hall, Univ of Kentucky, Lexington KY 40546-0064 (606)257-3888

**Cost:**

**Information provided by:** Patty R. Smith, Home-Based Business Specialist, 205 Scovell Hall, Univ of Kentucky, Lexington KY 40546-0064 (606)257-3888

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code C1

**Author:** Alexander, Harold

**Title:** Family-Based Business: Establishing the Ambiance in a Bed and Breakfast or Farm Vacation Home

**Publisher:** Minnesota Extension Service

**Date:** 1987

**Type of Publication:** publication

**Brief Description:** Covers what must be considered before setting up a successful bed and breakfast or farm vacation home as a family - based business, with emphasis on the creation of a comfortable atmosphere for both the paying guests and the family.

**Keywords:** bed & breakfast; business/family space; comfort

**Order from:** Sharon M. Danes, University of Minnesota, 275 F McNeal Hall, St Paul, MN 55108

**Cost:**

**Information provided by:** Sharon M. Danes, University of Minnesota, 275 F McNeal Hall, St Paul, MN 55108

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code C1

**Author:** Texas Agricultural Extension Service

**Title:** Starting A Home-Based Business in Texas:  
Bed and Breakfast

**Publisher:** Texas Agricultural Extension Service

**Date:** 1989;1990

**Type of Publication:** pamphlet publication #L-2350

**Brief Description:** Gives a brief introduction to setting up your home-based business as a bed and breakfast. Provides general guidelines on business and equipment considerations.

**Keywords:** bed and breakfast

**Order from:** Texas Ag Extension Service, Distribution & Supply Center, 104 Admin Bldg, The Texas A&M University System, College Station,

**Cost:**

**Information provided by:** Theresa Wier, 201 Special Services Bldg, College Station, TX 77843-2251 (409)845-1953

HOME-BASED & MICRO BUSINESS DEVELOPMENT

**Resource Directory - Code C1**

**Author:** Herman, G.; Hammett, W.; Tope, N.

**Title:** Starting a Bed & Breakfast HE-361-11

**Publisher:** North Carolina Cooperative Extension Service

**Date:** May 1991

**Type of Publication:** publication

**Brief Description:** Is a bed and breakfast operation for you?

**Keywords:** bed and breakfast; business

**Order from:** Publications Office, NCSU Box 7603, Raleigh  
NC 27965-7603 (919)515-3173

**Cost:**

**Information provided by:** Janice H. Lloyd, Extension Specialist in  
Family Resource Mgmt, N. C.  
Cooperative Extension Service, NCSU  
Box 7605, Raleigh NC 27965-7603  
(919)515-277



# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code D1

**Author:** Niemeyer, Shirley; Thayer, Carol

**Title:** Craftsline

**Publisher:** Nebraska Cooperative Extension

**Date:** 1994

**Type of Publication:** newsletter

**Brief Description:** Quarterly newsletter targeted for the craft producer and retailer.

**Keywords:** crafts

**Order from:** Shirley Niemeyer, Extension Specialist, Home Economics Bldg 205 Univ of Nebraska-Lincoln, Lincoln NE 68583 (402)472-6319

**Cost:** \$10/1yr-\$15/2

**Information provided by:** Carol Thayer, 3180 W Hwy 34, Grand Island NE 68801 (308)385-6420

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code D1

**Author:** Alaska Cooperative Extension Service

**Title:** Making and Managing Money with Alaskan Arts and Crafts

**Publisher:** Univ of Alaska-Fairbanks Cooperative Extension Service

**Date:**

**Type of Publication:** pamphlet - 50 pages

**Brief Description:** Business planning and implementation for Alaska arts and crafts.

**Keywords:** arts/crafts; business planning; business development

**Order from:** UAK CES, 2221 E Northern Lights Ste 132, Anchorage AK 99508

**Cost:**

**Information provided by:** Larry Dickerson, 2221 E Northern Lights, Anchorage AK 99508 (907)276-2433

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code D7

**Author:** Smith, Patty R.

**Title:** If You Want to Market Your Hobby and Your Hobby is a Craft...

**Publisher:** Kentucky Cooperative Extension - Univ of Kentucky

**Date:**

**Type of Publication:** fact sheet

**Brief Description:** Searching for a market - selling your crafts and promoting your craft products.

**Keywords:** searching craft marketplace; crafts

**Order from:** Patty R. Smith, 205 Scovell Hall, Univ of Kentucky, Lexington KY 40546-0064

**Cost:**

**Information provided by:** Patty R. Smith, Home-Based Business Specialist, 205 Scovell Hall, Univ of Kentucky, Lexington KY 40546-0064 (606)257-3888

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code D7

**Author:** Smith, Patty R.

**Title:** Crafts

**Publisher:** Kentucky Cooperative Extension - Univ of Kentucky

**Date:** 1995

**Type of Publication:** leaflet

**Brief Description:** Markets for small crafts producers.

**Keywords:** craft marketing; home-based business; crafts

**Order from:** Patty R. Smith, 205 Scovell Hall, Univ of Kentucky, Lexington KY 40546-0064

**Cost:**

**Information provided by:** Patty R. Smith, Home-Based Business Specialist, 205 Scovell Hall, Univ of Kentucky, Lexington KY 40546-0064 (606)257-3888

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code D7

**Author:** Niemeyer, Shirley & Thayer, Carol

**Title:** Marketing Crafts

**Publisher:** Nebraska Cooperative Extension - Univ of Nebraska

**Date:** 1993

**Type of Publication:** packet

**Brief Description:** Information designed especially for entrepreneurs interested in operating a crafts business.

**Keywords:** crafts; marketing

**Order from:** Shirley Niemeyer, 234 HE (attn: Linda) Univ of Nebraska, Lincoln NE 68583-0804  
(402)472-6319

**Cost:** \$5.50

**Information provided by:** Carol Thayer, 3180 W Hwy 34, Grand Island NE 68801 (308)385-6420

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code D7

**Author:** Niemeyer, Shirley; Trout, Barbara; Kean, Rita

**Title:** Marketing Crafts: Display Techniques for Craft Retailers

**Publisher:** Nebraska Cooperative Extension - Univ of Nebraska

**Date:** 1993

**Type of Publication:** video

**Brief Description:** A 15 minute videotape showing examples of techniques to attract a customer and move them through the store, a variety of window product display techniques, the use of line, color, shape, texture, and lighting to attract customers and to display items.

**Keywords:** crafts; displays

**Order from:** Shirley Niemeyer, HE 205, Univ of Nebraska, Lincoln NE 68583 (402)472-6319

**Cost:** \$15.00

**Information provided by:** Carol Thayer, 3180 W Hwy 34, Grand Island NE 68801 (308)385-6420

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code D7

**Author:** Terrell, Freida M.

**Title:** Marketing Your Craft HE-312

**Publisher:** North Carolina Cooperative Extension Service

**Date:** Mar 1990

**Type of Publication:** publication

**Brief Description:** Proper marketing of handicrafts will give you the greatest possible return for your time, skill, and talent.

**Keywords:** market planning; crafts

**Order from:** Publications Office, N.C. State Univ, NCSU  
Box 7603, Raleigh NC 27965-7603  
(919)515-3173

**Cost:**

**Information provided by:** Janice H. Lloyd, Extension Specialist in  
Family Resource Mgmt, NCSU Box  
7603, Raleigh NC 27965-7605  
(919)515-2770

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code D7

**Author:** Baizerman, M. & 6 others

**Title:** Marketing Crafts and Other Products to Tourists

**Publisher:** North Central Regional Educational Materials Project

**Date:** Aug 1992

**Type of Publication:** publication & 30 min videotape

**Brief Description:** Research findings from a study in 3 midwestern states, determining different styles of tourists and amount spent on different crafts and by tourists; suggestions for tapping into tourist market, including producer/retailer/customer relationships, strategies and hints for marketing.

**Keywords:** crafts; tourism; economic development

**Order from:** Publications Office, Cooperative Extension Service, Iowa one of 12 N. Central States. Videotape on loan from cooperating states.

**Cost:** \$1.00 pub cost

**Information provided by:** JaneAnn Stout, College of Family and Consumer Sciences, 128 MacKay Hall, Iowa State Univ., Ames IA 50011 (515)294-0863



# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code D7

**Author:** Gahring, Sherrie

**Title:** Marketing Crafts and Other Products to Tourists

**Publisher:** University of Nebraska

**Date:** 1992

**Type of Publication:** publication

**Brief Description:** A report of a multi-state survey on ways to improve the marketing of crafts and other products to tourists. Describes four specialized tourist styles and what kinds of crafts and other products they buy when travelling.

**Keywords:** crafts; craft marketing; crafts for tourists

**Order from:** Minnesota Extension Service, Distribution Center, 20 Coffey Hall, St Paul MN 55108

**Cost:**

**Information provided by:** Sharon M. Danes, University of Minnesota, 275F McNeal Hall, St Paul MN 55108

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code E1

**Author:**

**Title:** Nebraska Entrepreneurial Resources  
Notebook

**Publisher:** Nebraska Cooperative Extension - Univ of  
Nebraska

**Date:** Aug 1994

**Type of Publication:** notebook

**Brief Description:** Collection of entrepreneurial resources. All  
information was obtained from electronic  
sources available to the public.

**Keywords:** entrepreneurial reference

**Order from:** Karen Loftis, 58HC Filley Hall, Univ of  
Nebraska, Lincoln NE 68583 (402)472-1725  
email: agec041@UNLVM.UNL.EDU

**Cost:**

**Information provided by:** Karen Loftis, 58HC Filley Hall, Univ of  
Nebraska, Lincoln NE 68583  
(402)472-1725 email:  
agec041@UNLVM.UNL.EDU

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code E1

**Author:** Smith, George F (Project Director)

**Title:** Exploring Entrepreneurship

**Publisher:** Univ of Tennessee Ag Extension Service

**Date:** 1990

**Type of Publication:** workbook

**Brief Description:** A guide to owning and operating a small business. Covers deciding whether operating a business is right for you to developing the various components of a business plan. Workbook also includes sections on marketing, operations management, franchising, laws and regulations and sources of information and financing sources. (145 pages)

**Keywords:** entrepreneurship; small business

**Order from:** Dr. George F. Smith, Ag Extension Service,  
P.O. Box 1071, Knoxville TN 37901-1071  
(615)974-7306

**Cost:**

**Information provided by:** Dr. Alan Barefield, Ag Extension  
Service, P.O. Box 1071, Knoxville TN  
37901-1071 (615)974-7306

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code F1

**Author:** Burns, Marilyn; Brown, Barbara

**Title:** Food for Profit Out of Your Home

**Publisher:** Oklahoma State University

**Date:** 1991

**Type of Publication:** packet

**Brief Description:** A series of fact sheets covering the topics of: Pricing; Sanitation; Promotion; Organizing The Kitchen; Quantity Shopping and Food Preparation; References, Resources, and Agencies.

**Keywords:** food products; catering

**Order from:** Central Office for Home-Based Entrepreneurship, HES 135, Oklahoma State Univ, Stillwater OK 74078 (405)744-5776 FAX (405)74

**Cost:** \$3.00

**Information provided by:** Central Office for Home-Based Entrepreneurship, HES 135, Oklahoma State Univ, Stillwater OK 74078 (405)744-5776 FAX (405)744-7113

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code F1

**Author:** Burrier, S.; Schmeitzer, C.; Murayama, F.

**Title:** Catering - A Food Business

**Publisher:** Kentucky Cooperative Extension - Univ of Kentucky

**Date:** 1995

**Type of Publication:** leaflet

**Brief Description:**

**Brief Description:** Steps in starting a catering business.

**Keywords:** food businesses; catering

**Order from:** Billy Minton/Jim Rader, College of Ag  
Distribution Center, Univ of Kentucky,  
Lexington KY 40546-0291 (606)257-7571

**Cost:**

**Information provided by:** Patty R. Smith, Home-Based Business  
Specialist, 205 Scovell Hall, Univ of  
Kentucky, Lexington KY 40546-0064  
(606)257-3888

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code F1

**Author:** Myers, K. and Olson, W.

**Title:** Family-Based Business: Catering Successfully

**Publisher:** Minnesota Extension Service

**Date:** 1987

**Type of Publication:** publication

**Brief Description:** Gives general information on setting up a home-based catering business, including applicable laws and codes regarding safe and sanitary food - handling practices.

**Keywords:** food handling; sanitation; catering

**Order from:** Sharon M. Danes, University of Minnesota,  
275 F McNeal Hall, St Paul, MN 55108

**Cost:**

**Information provided by:** Sharon M. Danes, University of  
Minnesota, 275 F McNeal Hall, St Paul,  
MN 55108

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code F1

**Author:** Food & Fiber Center, Cooperative Ext. Service

**Title:** A Visual Taste of Mississippi Specialty Foods

**Publisher:** Mississippi Cooperative Extension Service

**Date:** Apr 1994

**Type of Publication:** video

**Brief Description:** Video tape provides the viewer with picture of product, company name, phone number and brief description of product.

**Keywords:** specialty foods

**Order from:** Food & Fiber Center, Box 9642, Mississippi State, MS 39762 (601)325-2160

**Cost:** none

**Information provided by:** Ann Sansing, Project Technician, Food & Fiber Center, Box 9642, Mississippi State, MS 39762 (601)325-2160

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code F1

**Author:** Food & Fiber Center, Cooperative Ext. Service

**Title:** Mississippi Specialty Foods

**Publisher:** Mississippi Cooperative Extension Service

**Date:** Sep 1993

**Type of Publication:** publication

**Brief Description:** Listing of specialty foods manufacturers and retail stores that carry those products in Mississippi.

**Keywords:** specialty foods; gourmet

**Order from:** Food & Fiber Center, Box 9642, Mississippi State, MS 39762 (601)325-2160

**Cost:** none

**Information provided by:** Ann Sansing, Project Technician, Food & Fiber Center, Box 9642, Mississippi State, MS 39762 (601)325-2160



# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code F1

**Author:** Food & Fiber Center, Cooperative Ext. Service

**Title:** New Product Introductions: A Practical Guide for Evaluating Product Potential

**Publisher:** Mississippi Cooperative Extension Service

**Date:** Jul 1994

**Type of Publication:** publication

**Brief Description:** Provides information to help guide client through product development, manufacturing and marketing stages of a project.

**Keywords:** product development; economics

**Order from:** Food & Fiber Center, Box 9642, Mississippi State, MS 39762 (601)325-2160

**Cost:** none

**Information provided by:** Ann Sansing, Project Technician, Food & Fiber Center, Box 9642, Mississippi State, MS 39762 (601)325-2160

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code F1

**Author:** Texas Agricultural Extension Service

**Title:** Starting a Home-Based Business in Texas:  
Catering

**Publisher:** Texas Agricultural Extension Service

**Date:** 1989;1990

**Type of Publication:** pamphlet publication #B-1638

**Brief Description:** Gives a brief introduction about setting up a home-based business in catering. Provides general guidelines on business and equipment considerations.

**Keywords:** catering

**Order from:** Texas Ag Extension Service, Distribution & Supply Center, 104 Admin Bldg, The Texas A&M University System, College Station,

**Cost:**

**Information provided by:** Theresa Wier, 201 Special Services Bldg, College Station, TX 77843-2251  
(409)845-1953

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code F1

**Author:** James, Barbara

**Title:** Food Creations For The Home

**Publisher:** Ohio State University Extension

**Date:** 1994;1995

**Type of Publication:** fact sheet

**Brief Description:** Starting a home food business.

**Keywords:** food; catering

**Order from:** Section of Communication & Technology,  
O.S.U. Ext., 216 Kottman Hall, 2021 Coffey  
Rd, Columbus OH 43210 (614)292-2011

**Cost:**

**Information provided by:** Gregory R. Passewitz, Leader Small  
Business, Ohio State Univ Ext., 14 Ag  
Admin, 2120 Fyffe Rd, Columbus OH  
43210

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code F1

**Author:** Ann M. Lastovica & Denise Brochetti

**Title:** Starting a Successful Catering Business

**Publisher:** Virginia State University

**Date:** 1995

**Type of Publication:** Fact sheet

**Brief Description:** This publication provides basic information for starting a catering business. Information on getting a license is specific to Virginia. Other information is generic to any catering business.

**Keywords:** foods-related business

**Order from:** Virginia Tech Distribution Center  
112 Landsdowne Street  
Blacksburg, VA 24061-0512

**Cost:** \$1.00-Make check payable to Treasurer,  
Virginia Tech

**Information provided by:** Dr. Ann M. Lastovica  
Extension Specialist, Family Management  
P.O. Box 9081, Virginia State University  
Petersburg, VA 23806

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code F7

**Author:** Addo, Dwadu, Ph.D. & Maruyama, Fudedo, Ph.D

**Title:** Making and Selling Food Products in Kentucky

**Publisher:** Kentucky Cooperative Extension - Univ of Kentucky

**Date:** July 1995

**Type of Publication:** leaflet

**Brief Description:** Steps in starting and operating a home-based food processing business.

**Keywords:** food; food processing; food sales

**Order from:** Available from U.K. after April 1995

**Cost:**

**Information provided by:** Patty Rai Smith, Home-Based Business Specialist, 205 Scovell Hall, Univ of Kentucky, Lexington KY 40546-0064 (606)257-3888

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code G1

**Author:** Duncan, Beth

**Title:** Child Care As A Business Notebook

**Publisher:** Mississippi Cooperative Extension Service

**Date:** 1994

**Type of Publication:** notebook

**Brief Description:** Notebook used in a 3 day Child Care As A Business Workshop (for home-based child care businesses).

**Keywords:** child care

**Order from:** Dr. Beth Duncan, Box 9745, Mississippi State, MS 39762-9745, (601) 325-3081

**Cost:** Available on 2-week loan

**Information provided by:**

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code G1

**Author:** Shocky, Susan, & Merkewitz, Rose

**Title:** So You're Thinking About Being A Child Care Provider

**Publisher:** Ohio State University Extension

**Date:** 1994;1995

**Type of Publication:** fact sheet

**Brief Description:** Starting a child care business.

**Keywords:** child care

**Order from:** Section of Communication Technology, Ohio State Univ Extension, 216 Kottman Hall, 2021 Coffey Rd Columbus OH 43210

**Cost:**

**Information provided by:** Gregory R. Passewitz, Leader, Small Business, Ohio State Univ Extension, 14 Ag Admin, 2120 Fyffe Rd, Columbus OH 43210

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code G1

**Author:** Burns, Marilyn & Wilson, Elaine

**Title:** Child Care Home

**Publisher:** Oklahoma State University

**Date:** 1993

**Type of Publication:** fact sheet

**Brief Description:** A series of fact sheets (11) covering topics of: Promotion; Partnerships and Policies; Preparing Your Home; Financial Records; Fees and Taxes; Liability Insurance; Guidance and Discipline; Disease Prevention; Food & Nutrition; Appetites and Healthy Attitudes Toward Food; Accreditation & Credentialing; References, Resources, and Agencies.

**Keywords:** child care

**Order from:** Central Office for Home-Based Entrepreneurship HES 1135 Oklahoma State Univ, Stillwater, OK 74078 (405)744-5776 (FAX 7113)

**Cost:** \$3.00

**Information provided by:** Central Office for Home-Based Entrepreneurship HES 1135 Oklahoma State Univ, Stillwater, OK 74078 (405)744-5776 (FAX 7113)



# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code G1

**Author:** Texas Agricultural Extension Service

**Title:** Starting A Home-Based Business in Texas:  
Family Day Home Care Provider (publication #  
L-2352)

**Publisher:** Texas Agricultural Extension Service

**Date:** 1989;1990

**Type of Publication:** fact sheet

**Brief Description:** Gives a brief introduction to setting up your home based business in family day home care; provides general guidelines on business and equipment considerations.

**Keywords:** family day home care provider; child care

**Order from:** Texas Ag Extension Service, Distribution &  
Supply Center, 104 Admin Bldg, The Texas  
A&M University System, College Station,

**Cost:**

**Information provided by:** Theresa Wier, 201 Special Services  
Bldg, College Station, TX 77843-2251  
(409)845-1953

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code G1

**Author:** Johnson, Cynthia E. & Cole, Bebe A.

**Title:** Child Day Care in Your Home (HE-361-6)

**Publisher:** N.C. Cooperative Extension Service

**Date:** May 1989

**Type of Publication:** fact sheet

**Brief Description:** Is child day care the right business for you?

**Keywords:** child care

**Order from:** Publication Office, N.C. State Univ, North Carolina Cooperative Ext Svc, NCSU Box 7603 Raleigh, NC 27695-7603 (919)515-3173

**Cost:**

**Information provided by:** Janice Holm Lloyd, Extension Specialist in Family Resource Management, NC Coop Extension Svc, Raleigh NC 27695-7605 (919)515-2770

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code G1

**Author:** Fox, Linda Kirk

**Title:** Achieving High Quality Child Care

**Publisher:** Univ of Idaho Cooperative Extension System

**Date:**

**Type of Publication:** bulletins & video

**Brief Description:** Video and packet of 25 Extension bulletins including resource list and sample forms.

**Keywords:** child care; business management; facility safety

**Order from:** Ag Publications, University of Idaho, Moscow, ID 83844-2240 (208)885-7982

**Cost:** \$12.50+\$1.00 S/H

**Information provided by:** Linda Kirk Fox, Extension Family Economics Specialist, 103 Niccolls, University of Idaho, Moscow ID 83844-3188 (208)885-5778 Internet: lfox@uidaho.ed

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code G1

**Author:** Fox, Linda Kirk

**Title:** Contracts and policies for child care providers

**Publisher:** University of Idaho Cooperative Extension System

**Date:** Oct 1993

**Type of Publication:** bulletin

**Brief Description:** Publication helps home family day care providers understand business policies, contracts and business image.

**Keywords:** child care; contracts; policies

**Order from:** Ag Publications, University of Idaho, Moscow, ID 83844-2240 (208)885-7982

**Cost:**

**Information provided by:** Linda Kirk Fox, Extension Family Economics Specialist, 103 Niccolls, Univ of Idaho, Moscow ID 83844-3188 (208)885-5778 Internet: lfox@uidaho.edu

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code G3

**Author:** Fox, Linda Kirk

**Title:** Recordkeeping Information for Child Care Providers

**Publisher:** University of Idaho Cooperative Extension System

**Date:** Oct 1993

**Type of Publication:** bulletin

**Brief Description:** Publication helps home family day care provider set up recordkeeping system.

**Keywords:** recordkeeping; filing systems; child care

**Order from:** Ag Publications, University of Idaho, Moscow ID 83844-2240 (208)885-7982

**Cost:**

**Information provided by:** Linda Kirk Fox, Extension Family Economics Specialist, 103 Niccolls, Univ of Idaho, Moscow ID 83844-3188 (208)885-5778 Internet: lfox@uidaho.edu

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code G3, G4, G8

**Author:** Burns, Marilyn

**Title:** Child Care Home; Financial Records, Fees, Taxes

**Publisher:** Oklahoma State University

**Date:** 1993

**Type of Publication:** presentation guide for Home Economists

**Brief Description:** Script for presentation of information for child care providers on recordkeeping, financial records, setting fees, and taxes; supporting handouts and transparencies.

**Keywords:** recordkeeping; child care; taxes

**Order from:** Central Office for Home-Based Entrepreneurship, HES 135, Oklahoma State Univ, Stillwater OK 74078 (405)744-5776 (FAX 7113)

**Cost:** \$1.00

**Information provided by:** Central Office for Home-Based Entrepreneurship, HES 135, Oklahoma State Univ, Stillwater OK 74078 (405)744-5776 (FAX 7113)

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code G4

**Author:** Fox, Linda Kirk

**Title:** Federal Tax Information for Child Care Providers

**Publisher:** University of Idaho Cooperative Extension System

**Date:** Oct 1993

**Type of Publication:** bulletin

**Brief Description:** Publication explains some of federal small business tax laws and filing requirement. Excellent source for home family day care providers on use of the home.

**Keywords:** child care; taxes; business use of home

**Order from:** Ag Publications, University of Idaho, Moscow ID 83844-2240 (208)885-7982

**Cost:**

**Information provided by:** Linda Kirk Fox, Extension Family Economics Specialist, Univ of Idaho, Moscow ID 83844-3188 (208)885-5778  
Internet: lfox@uidaho.edu

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code G5

**Author:** Volker, Carol B.

**Title:** Liability Insurance and the Child Care Center

**Publisher:** Iowa State University

**Date:**

**Type of Publication:** North Central Regional publication #434

**Brief Description:** Discusses general liability insurance and additional coverage available. Includes a shopping guide, a liability insurance checklist, and what questions to ask when comparing policies.

**Keywords:** liability; child care; insurance

**Order from:** Iowa State University, 112 Printing & Publication Bldg, Ames, IA 5001-1050  
(515)294-5247

**Cost:** \$.65

**Information provided by:** Judy Marks, 201 W Kalamazoo Ave Rm 302, Kalamazoo, MI 49007  
(616)383-8830



# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code G5

**Author:** Fox, Linda Kirk

**Title:** Insurance Needs of Child Care Providers

**Publisher:** University of Idaho Cooperative Extension System

**Date:** Oct 1993

**Type of Publication:** bulletin

**Brief Description:** Publication helps home-based family day care providers prepare for liability risks of the business.

**Keywords:** liability; child care; insurance

**Order from:** Ag Publications, University of Idaho, Moscow ID 83844-2240 (208)885-7982

**Cost:**

**Information provided by:** Linda Kirk Fox, Extension Family Economics Specialist, University of Idaho, Moscow ID 83844-3188 (208)885-5778 Internet: lfox@uidaho.edu

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code G5

**Author:** Cude, Brenda & Volker, Carol B.

**Title:** Liability Insurance and the Family Day Care Provider

**Publisher:** Iowa State University

**Date:** Mar 1991

**Type of Publication:** North Central Regional publication #395

**Brief Description:** Helps you evaluate options for insuring a family daycare operation, and evaluate available liability insurance policies. (8 page publication)

**Keywords:** liability; day care; child care; insurance

**Order from:** Iowa State University, 112 Printing & Publication Bldg, Ames, IA 50011-1050  
(515)294-5247

**Cost:** \$.55

**Information provided by:** Judy Marks, 201 W Kalamazoo Ave Rm 302, Kalamazoo, MI 49007  
(616)383-8830

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code H1

**Author:** Mark, Cynthia B.

**Title:** Careers Unlimited Notebook

**Publisher:** Michigan State Univ Extension 4-H Youth Programs

**Date:** 1993

**Type of Publication:** notebook (#4-H 1261)

**Brief Description:** Designed to provide indepth, comprehensive and fun training for teens to develop lifelong career planning skills. Includes information on: group building; career exploration; tips for parenting; Starship Self; economics of living; self-esteem; employability skills; stress management; skills for careers; mentorships; county programs and other information.

**Keywords:** careers; career exploration; employability skill

**Order from:** MSU Bulletin Office, 10-B Agriculture Hall, Michigan State University, East Lansing MI 48824-1039 (517)355-0240

**Cost:**

**Information provided by:** Janet R. Olsen, Associate Program Leader, 4-H Programs; 6H Berkey Hall, Michigan State University, East Lansing MI 48824-1111 (517)355-0180

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code H1

**Author:** Maria Crigger, Ann Lastovica, Rudolph Powell,  
& Valya Telep

**Title:** Minding My Own Business Leader's Guide

**Publisher:** Virginia Cooperative Extension

**Date:** 1995

**Type of Publication:** notebook

**Brief Description:** This notebook included eight sections: 1)Who is an entrepreneur? 2)How to Prepare a Business Plan; 3)Understanding Business Operations; 4)Pricing Your Product or Service; 5)Advertise That Business; 6)Managing Business Affairs; 7)Developing a Professional Image; and 8)Resources to Help You and Appendix. There is a Leader's Guide for each section and camera-ready originals for copying for participants.

**Keywords:** youth entrepreneurship

**Order from:** Dr. Ann M. Lastovica  
Extension Specialist, Family Management  
P.O. Box 9081, Virginia State University  
Petersburg, VA 23806

**Cost:** \$15.00 (includes s&h) Make check payable to Virginia Cooperative Extension

**Information provided by:** Dr. Ann M. Lastovica  
Extension Specialist, Family Management  
P.O. Box 9081, Virginia State University  
Petersburg, VA 23806

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code H1 youth

**Author:** Tweetan, Kathleen

**Title:** Be Your Own Boss

**Publisher:** NDSU Extension Service

**Date:**

**Type of Publication:** notebook

**Brief Description:** Program is targeted to youth ages 11-14. The 13 lessons include: an intro to entrepreneurship; creating a business idea; time management & setting priorities; a look at community assessment & market research; why consumers buy; legal issues; banking & record keeping; advertising & electronic media; image building; completing a business plan.

**Keywords:** entrepreneurship; youth; curriculum

**Order from:** Center for Leadership & Community Development, Morrill Hall 301, NDSU, Fargo ND 58105-5437

**Cost:** \$20.00

**Information provided by:** Kathleen Tweeten, 116 1/2 E First St, Jamestown, ND 58401-4253 (701)252-9030

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code H6

**Author:** Weber, William J.

**Title:** Youth Enterprise Loans

**Publisher:** University of Maine Cooperative Extension

**Date:** 1992

**Type of Publication:** fact sheet

**Brief Description:** Outlines 4-H/youth loan program jointly sponsored by State Federation and Cooperative Extension. Includes minimum requirements and application.

**Keywords:** youth; entrepreneurship; loan

**Order from:** William J. Weber, Business & Economics Specialist, Rm 106, 5741 Libby Hall, Orono, ME 04469-5741 (207)581-3165

**Cost:** 1st copy - NC

**Information provided by:** William J. Weber, Business & Economics Specialist, Rm 106, 5741 Libby Hall, Orono, ME 04469-5741 (207)581-3165

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code I1

**Author:** Hustedde, R. J.; Shaffer, R.; Pulver, G.

**Title:** Community Economic Analysis: A How To Manual (#RRD 141)

**Publisher:** North Central Regional Center for Rural Development

**Date:** Dec 1993

**Type of Publication:** publication

**Brief Description:** This manual is intended for the individual interested in the analysis of a community's economy. The manual poses a series of questions, and contains analytical tools usually found in disparate sources.

**Keywords:** community development; economic development

**Order from:** NCRCRD, 404 E Hall, Iowa State Univ, Ames IA 50011-1070 (515)294-8321

**Cost:** \$4.00

**Information provided by:** Julie Stewart, Editor, NCRCRD, 404 E Hall, Iowa State Univ, Ames IA 50011-1070 (515)294-7648

# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code I1

**Author:** Ayres, J.; Cole, R.; Hein, C.; Huntington,

**Title:** Take Charge: Economic Development in Small Communities #RRD 153

**Publisher:** North Central Regional Center for Rural Development

**Date:** Jan 1990

**Type of Publication:** notebook

**Brief Description:** Provides guidelines to help small rural communities initiate economic development activities.

**Keywords:** economic development; leadership; revitalization

**Order from:** NCRCRD, 404 E Hall, Iowa State Univ, Ames IA 50011-1070 (515)294-8321

**Cost:** \$14.00

**Information provided by:** Julie Stewart, Editor, NCRCRD, 404 E Hall, Iowa State Univ, Ames IA 50011-1070 (515)294-8321



# HOME-BASED & MICRO BUSINESS DEVELOPMENT

## Resource Directory - Code I1

**Author:** Ayres, J; Leistriz, F.; Stone, K.

**Title:** Revitalizing the Retail Trade Sector in Rural Communities: Lessons from Three Midwestern States

**Publisher:** North Central Regional Center for Rural Development

**Date:** Nov 1992

**Type of Publication:** research report (#RRD 162)

**Brief Description:** Provides information and insights that will enhance informational programs developed for rural business persons and community leaders. Identifies successful strategies.

**Keywords:** retail; economic development; revitalization

**Order from:** NCRCD, 404 E Hall, Iowa State Univ, Ames IA 50011-1070 (515)294-8321

**Cost:** \$3.00

**Information provided by:** Julie Stewart, Editor, NCRCD, 404 E Hall, Iowa State Univ, Ames IA 50011-1070 (515)294-8321



# **RESEARCH BIBLIOGRAPHY**



## HOME-BASED WORK RESEARCH BIBLIOGRAPHY

- Adams, P. (1982). The complete legal guide for your small business. New York: John Wiley & Sons.
- Ahrentzen, S., Levine, D., & Michaelson, W. (1989). Space, time, and activity in the home: A gender analysis. Journal of Environmental Psychology, 9(2), 89-101.
- Ahrentzen, S. (1990). Managing conflict by managing boundaries: How professional homeworkers cope with multiple roles at home. Environment and Behavior, 22(6), 723-752.
- Albrecht, S. (1982). Industrial home work in the United States: Historical dimensions and contemporary perspective. Economic and Industrial Democracy, 3(4), 413-430.
- Alden, J. (1982, Summer). A comparative analysis of moonlighting in Great Britain and the USA. Industrial Relations Journal, 13(2), 21-31.
- Aldrich, H., & Auster, E. (1986). Even dwarfs started small: Liabilities of age and size and their strategic implications. Research in Organizational Behavior (Vol. 8, 165-198). Greenwich, CT: JAI Press.
- Aldrich, H., Cater, J., Jones, T., & McEvoy, D. (1983). From periphery to peripheral: The South Asian petite bourgeoisie in England. Research in sociology of work: Peripheral workers (Vol. 2, 1-32). Greenwich, CT: JAI Press.
- Aldrich, H., Kalleberg, A., Marsden, P., & Cassell, J. (1989). In pursuit of evidence: Sampling procedures for locating new businesses. Journal of Business Venture, 4, 367-386.
- Aldrich, H., & Weiss, J. (1981). Differentiation within the United States capitalist class: Workforce size and income differences. American Sociological Review, 46, 279-290.
- Allen, S. (1983). Production and reproduction: The lives of women homeworkers. Sociological Review, 31(4), 649-665.
- Allen, S., & Wolkowitz, C. (1987). Homeworking: Myths and realities. London: Macmillan.

- Allison, P.D. (1984). Event history analysis: Regression for longitudinal event data. Beverly Hills, CA: Sage Publications.
- Ambry, M. (1988). Home in the office. American Demographics, 10(12), 31-33, 61.
- Amsden, A.H. (1980). Introduction. In A.H. Amsden (Ed.), The Economics of Women and Work (pp. 12-38). New York: St. Martin's Press.
- Ancipink, P. (1981, May). Home sweet office. Best's Review - Life-Health Edition, 82, 58.
- Anderson, M. (1991). Feminism and the American family ideal. Journal of Comparative Family Studies, 22(2), 235-246.
- Anderson, K. (1988). A history of women's work in the United States. In A. Stromberg & S. Harkess (Eds.), Women working: Theories and facts in perspective (2nd ed., pp. 25-41). Mountain View, CA: Mayfield Publishing.
- Ando, F. (1985). Access to capital by subcategories of small businesses. Washington, DC: Small Business Administration.
- Ando, F.H. (1986). An analysis of the formation and failure rates of minority-owned firms. Review of Black Political Economy, 15, 51-72.
- Antonoff, M. (1985, July). The push for telecommuting. Personal Computing, 82-92.
- Apcar, L. M. (1983, May 3). Productivity climbs when computers allow employees to work at home. Wall Street Journal, 1, column 5.
- Aram, J. D. & Coomes, J. S. (1985). Public policy and the small business sector. Policy Studies Journal, 13, 692-700.
- Arcury, T. (1984). Household composition and economic change in a rural community, 1900-1980: Testing two models. American Ethnologist, 11, 677-698.
- Arden, L. (1987). The work-at-home sourcebook: How to find at-home work that's right for you (5th ed.). Boulder, CO: Live Oak Publications.
- Armstrong, S. (1984, February 21). Zipping to work on the keyboard of your computer: Telecommuting benefits many, but unions see `sweatshop'

- implications. Christian Science Monitor, 76, 27.
- Armstrong, S. (1984, March 1). Commuting by computer: Workers are on the job at home. Dallas Times Herald, 5E.
- Arnott, A. (1983, October). When your office is at home. Black Enterprise, 14(3), 132.
- Aronson, R.L. (1991). Self-employment: A labor market perspective. Ithaca, NY: ILR Press.
- Avioli, P., & Kaplan, E. (1992). A panel study of married women's work patterns. Sex Roles, 26(5/6), 227-242.
- Astrachan, J. (1988). Family firm and community culture. Family Business Review, 1, 165-189.
- At-home secretaries increase productivity, cut overhead. (1984, September). Small Business Report, 9(9), 11.
- Atkinson, W. (1985). Working at home: Is it for you? Homewood, IL: Dow Jones-Erwin.
- Bacon, D.C. (1989, October). Look who's working home. Nation's Business, 77(10), 20-23, 26.
- Bailey, J.E. (1986). Learning styles of successful entrepreneurs. In R. Ronstadt, J.A. Hornaday, R. Peterson, & K.H. Vesper (Eds.), Frontiers of entrepreneurship research (pp. 199-210). Massachusetts: Babson College.
- Bailyn, L. (1980). Accommodation of work to family. In A. Skolnick & J. Skolnick (Eds), Family in transition: Rethinking marriage, sexuality, child rearing, and family organization (pp 566-579). Boston: Little, Brown & Co.
- Balkin, S. (1989). Self-employment for low-income people. New York: Praeger.
- Bandler, J.T.D. (1989). Family protection and women's issues in social security. Social Work 34(4), 307-311.
- Banks, W. C. (1984, April). You're not alone in the moonlight. Money, 13(4), 219-228.
- Barbezat, D.A., & Hughes, J.W. (1990). Sex discrimination in labor markets: The role of statistical evidence: Comment. American Economic Review, 80(1), 277-289.

- Barkley, D. L. & Hirschberger, S. (1992). Industrial restructuring: Implications restructuring: Implications for the decentralization of manufacturing to nonmetropolitan areas. Economic Development Quarterly, 6(1), 64-79.
- Barlow, S. (1992, March). Home free! Entrepreneur, 76, 78, 80.
- Barna. (Ed.). (1987, June). Doing their homework. Vermont Business, pp. 38-39.
- Barnes, J. (1985, March). The complete home business guide. Jackson, OH: Home Business News.
- Barnes, K. (1983, April). So you want to work at home, eh? Infosystems, 30, 90.
- Barnett, R. (1984, May). The electronic cottage. Working Woman, 9(5), 50-56.
- Baron, A. (1991). Work engendered: Toward a new history of American labor. Ithaca, NY: Cornell University Press.
- Bartik, T. J. (1991). Who benefits from state and local economic development policies? Kalamazoo, MI: W.E. Upjohn Institute for Employment Research.
- Bastow-Shoop, H.E. (1988). A baseline study of the home-based businessness in North Dakota [Summary]. Proceedings of the Association of College Professors of Textiles and Clothing, 70.
- Bastow-Shoop, H.E., Leistriz, F.L., Erstrom, B.L., & Zetocha, D.F. (1990). Home-based business...a means to economic growth in rural areas. Journal of Extension, 28, 20-21.
- Bates, T. (1991). Commercial bank financing of white- and black- owned business startups. Quarterly Review of Economics and Business, 31, 64-80.
- Bates, T. (1991). Financial capital structure and small business viability. In R. Yazdipour (ed.), Advances in small business finance (pp 63-77). Netherlands: Kluwer Academic Publishers.
- Batt, R. (1982, April 26). Fairchild giving `telecommuting' a try in Phoenix. Computerworld, 16(17), 71-2.
- Beach, B. (1985). Working at home: Family life/work life. Unpublished doctoral dissertation. The University of Connecticut, Storrs.



- Beach, B. (1987). Time use in rural home-working families. Family Relations, 36, 412-416.
- Beach, B. (1988). Families in the home workplace. Illinois Teacher of Home Economics, 22(1), 23-26.
- Beach, B. (1989). Integrating work and family life: The home-working family. Albany, NY: State University of New York Press.
- Beach, B. (1989). The family context of home shoe work. In E. Boris & C. Daniels (Eds.), Homework: Historical and contemporary perspectives on paid labor at home (pp. 130-146). Urbana, IL: University of Illinois Press.
- Beach, B. (1993). Family support in home-based business families. Family Business Review, 6, 45-61.
- Bearse, P. J. (1984). An econometric analysis of black entrepreneurship. Review of Black Political Economy, 12(Spring), 112-134.
- Becker, E.H. (1984). Self-employed workers: An update to 1983. Monthly Labor Review, 107(7), 14-18.
- Becker, F., & McClintock, C. C. (1981). Mixed blessings: The office at home. Office Automation Conference Digest, 199-203.
- Begley, T.M., & Boyd, D.P. (1986). Psychological characteristics associated with entrepreneurial performance. In R. Ronstadt, J.A. Hornaday, R. Peterson, & K.H. Vesper (Eds.), Frontiers of entrepreneurship research (pp. 146-165). Massachusetts: Babson College.
- Behr, M., & Lazar, W. (1983). Women working home--the homebased business guide and directory (2nd ed.), Edison, NJ: WWH Press.
- Bekey, M. (1981, October). Part-time entrepreneurs. Venture, 3(10), 50-52.
- Belkin, G. S. (1984). How to start and run your own word processing business. New York: John Wiley & Sons.
- Beller, A. (1979). The impact of equal employment opportunity laws on the male-female earnings differential. In C. Lloyd, E., Andrews, & C. Gilroy (Eds.), Women in the labor market. New York: Columbia University Press.
- Bellman, G. (1990). The consultant's calling: Bringing who you are to what you do. San Francisco: Jossey-Bass.

- Belsky, J., Perry-Jenkins, M., & Crouter, A. (1985). The work-family interface and marital change across the transition to parenthood. Journal of Family Issues, 6(2), 205-220.
- Bender, H. (1980). Report on women business owners. New York: American Management Association.
- Benenson, H. (1991). The "family wage" and working women's consciousness in Britain, 1880-1914. Politics and Society, 19(1), 71-107.
- Benham, B. T. (1988, May). Telecommuting: There's no place like home. Best's Review, 46-49, 129-131.
- Benison, M. E. (1987). Potential favorability towards telecommuting: A purchase decision making example. Unpublished doctoral dissertation, Michigan State University.
- Bennett, J. (1991). Misogyny, popular culture, and women's work. History Workshop, 31, 166-188.
- Berardo, D.h., Shehan, C.L., & Leslie, G.R. (1987). A residue of tradition: Jobs, careers, and spouses' time in housework. Journal of Marriage and the Family, 49, 381-390.
- Berch, B. (1985). The resurrection of out-work. Monthly Review, 37, 37-46.
- Bergen, E. (1991). The economic context of labor allocation: Implications for gender stratification. Journal of Family Issues, 12(2), 140-157.
- Bergman, B.R. (1980). Occupational segregation, wages and profits when employers discriminate by race or sex. In A.H. Amsden (Ed.), The Economics of Women and Work (pp. 271-282). New York: St. Martin's Press.
- Bergmann, B.R. (1980). Curing high unemployment rates among blacks and women. In The Economics of Women and Work (pp. 350-358). New York: St. Martin's Press.
- Bergmann, B. (1989). Does the market for women's labor need fixing? Journal of Economic Perspectives, 3(1), 43-60.
- Berk, R., & Berk, S. (1983). Supply-side sociology of the family: The challenge of the new home economics. Annual Review of Sociology, 9, 375-395.
- Berk, S., West, C., & Zimmerman, D. (1991). Gender inequality: New conceptual terrain. In R. Blumberg (Ed.), Gender, family, and economy:

- The triple overlap (pp. 289-307). Newbury Park, CA: Sage.
- Berk, S.F. (1985). The gender factory: The apportionment of work of American households. New York: Plenum Press.
- Bernard, J. (1984). The good-provider role: Its rise and fall. In P. Voydanoff (Ed.), Work and family: Changing roles of men and women (pp. 43-59). Palo Alto, CA: Mayfield.
- Bernard, C. (1981, August). Computing to work. Interface Age, 6(8), 94-96.
- Berney, R.E., & Owens, E. (1985). A theoretical framework for small business policy. Policy Studies Journal, 13(4), 681-691.
- Bernier, R.E., & McKemey, D.R. (1987). Entrepreneurial excavating: A case study in rural business development. In B. Teater (Ed.), Proceedings of the National Entrepreneurship Symposium (pp. 46-56). Knoxville, TN: Southern Rural Development Center.
- Besharov, D. (1989). Fixing the child care credit: Hidden policies lead to regressive policies. Harvard Journal on Legislation, 26(2), 505-515.
- Besharov, D., & Dally, M. (1986). How much are working mothers working? Public Opinion, 3(1), 11-13.
- Best, F. (1984, April). Technology and the changing world of work. Futurist, 18, 61(6).
- Betrand, K. (1992). Home is where the office is. Business Marketing, 9-10.
- Beutler, I., Burr, W., Bahr, K., & Herrin, D. (1989). The family realm: Theoretical contributions for understanding its uniqueness. Journal of Marriage and the Family, 51(3), 805-816.
- Bhide, A. (1992). Bootstrap finance: The art of start-ups. Harvard Business Review, 70(6), 109-117.
- Bianchi, A. (1992, December). News from the home-based-biz front. Inc., 57.
- Bianchi, S., & Spain, D. (1986). Labor force participation and occupational composition. In S. Bianchi & Spain, D. (Eds.), American women in transition (pp 139-168). New York: Russell Sage Foundation.
- Bianchi, S.M., & Rytina, N. (1986). The decline in occupational sex segregation during the 1970s: Census and CPS comparisons. Demography, 23(1),

79-86.

- Birch, D.L. (1987). Job creation in America. New York: Free Press.
- Birley, S. (1989). Female entrepreneurs: Are they really different? Journal of Small Business Management, 27, 32-37.
- Birely, S., Moss, C., & Saunders, P. (1987). Do women entrepreneurs require different training? American Journal of Small Business, 12, 27-35.
- Blau, D. M. (1985). Self-employment and self-selection in developing country labor markets. Southern Economic Journal, 52, October, 351-63.
- Blau, D. M. (1987). A time-series analysis of self-employment in the United States. Journal of Political Economy, 95, 445-467.
- Blau, F.D., & Kahn, L.M. (1994). Rising wage inequality and the U.S. gender gap. American Economic Review, 84(2), 23-28.
- Blackburn, M.L., & Bloom, D.E. (1989). Income inequality, business cycles, and female labor supply. In D.J. Slottje (Ed.), Research on Economic Inequality (pp. 327-342). Greenwich, CT: JAI Press.
- Blackman, I. L. (1983, December 1). Advice for home-business operators. Restaurant Business Magazine, 82, 76(2).
- Blair, S.L., & Johnson, M.P. (1992). Wives' perception of the fairness of the division of household labor: The intersection of housework and ideology. Journal of Marriage and the Family, 54, 570-581.
- Blair, S.L., & Lichter, D.T. (1991). Measuring the division of household labor: Gender segregation of housework among American couples. Journal of Family Issues, 12(1), 91-113.
- Blau, D., & Robins, P.K. (1991). Child care demand and labor supply of young mothers over time. Demography, 28(3), 333-351.
- Blumberg, R. (1991). Introduction. In R. Blumberg (Ed.), Gender, family, and economy: The triple overlap (pp. 7-32). Newbury Park, CA: Sage.
- Blau, D. M. (1987). A time-series analysis of self-employment in the United States. Journal of Political Economy, 95, 445-467.
- Blau, D. M. (1985). Self-employment and self-selection in developing country labor markets. Southern Economic Journal, 52, October, 351-63.

- Blau, F.D. (1975). Women in the labor force: An overview. In J. Freeman (Ed.), Women: A Feminist Perspective (pp. 211-226). Palo Alto, CA: Mayfield.
- Blau, F., & Ferber, M. (1991). Career plans and expectations of young women and men: The earnings gap and labor force participation. Journal of Human Resources, 26(4), 581-607.
- Blau, F. (1987). The data on women workers, past, present, and future. In A. Stromberg & S. Harkess (Eds.), Women working: Theories and facts in perspective (pp. 29-62). Palo Alto, CA: Mayfield Publishing.
- Blinder, A. S., & Weiss, Y. (1976). Human capital and labor supply: A synthesis. Journal of Political Economy, 84, 449-472.
- Block, A. V., & Savino, L. J. (1982, June 15). Work-at-home program tests cost savings, employee appeal. American Banker, 147, 13.
- Blossfeld, H., Hamerle, A., & Mayer, K. U. (1989). Event history analysis: Statistical theory and application in the social sciences, Hillsdale, NJ: Lawrence Erlbaum Associates.
- Blumrosen, R.G. (1979). Wage discrimination, job segregation and women workers. Women's Rights Law Reporter, 6(1-2), 21-57.
- Blumstein, P., & Schwartz, P. (1991). Money and ideology: Their impact on power and the division of household labor. In R. Blumberg (Ed.), Gender, family, and economy: The triple overlap (pp. 261-288). Newbury Park, CA: Sage.
- Boddie, R. E. (1980, December). Home-grown success. Working Woman, 43-7.
- Bohen, H. (1984). Gender equality in work and family: An elusive goal. Journal of Family Issues, 5(2), 254-272.
- Bohen, H.H., & Viveros-Long, A. (1984). Balancing jobs and family life. In P. Voydanoff (Ed.), Work and Family: Changing Roles of Men and Women (pp. 320-329). Palo Alto, CA: Mayfield.
- Bohigian, V. (1986). How to make your home-based business grow: Getting bigger profits from your products. New York: New American Library.
- Bohigian, V. (1986). Real money from home: How to start, manage and profit from a home-based service business. White Hall, VA: Betterway Publications.

- Boin, C.L. (1990, First Quarter). Finances: Ten rules for home business start-ups. The Winner Newsletter. (Oklahoma City, OK: MidFirst Savings and Loan).
- Bomster, M. (1983, March 7). Home industry group sues labor department for protection. Daily News Record, 13, S16(1).
- Boris, E. (1988). Homework in the past, its meaning for the future. In K. Christensen (Ed.), The new era of home-based work (pp. 15-29). Boulder, Co: Westview Press.
- Boris, E. (1989). Black women and paid labor in the home: Industrial homework in Chicago in the 1920s. In E. Boris & C. Daniels (Eds.), Homework: Historical and contemporary perspectives on paid labor at home (pp. 33-52). Urbana, IL: University of Illinois Press.
- Boris, E. (1991). Tenement homework on Army uniforms: The gendering of industrial democracy during World War I. Labor History, 32(2), 231-252.
- Boris, E., & Bardaglio, P. (1987). Gender, race, and class: The impact of the state on the family and the economy, 1790-1945. In N. Gerstel & H. Gross (Eds.), Families and work (pp. 132-151). Philadelphia: Temple University Press.
- Borjas, G.J. (1989). The self-employment experience of immigrants. Journal of Human Resources, 21(4), 485-506.
- Borjas, G.J., & Bronars, S.G. (1989). Consumer discrimination and self-employment. Journal of Political Economy, 97(31), 581-605.
- Borjas, G.J., & Ramey, V.A. (1994). Time-series evidence on the sources of trends in wage inequality. American Economic Review, 84(2), 10-16.
- Bork, D. (1986). Family business, risky business: How to make it work. New York: American Management Association.
- Bose, C.E. (1985). Jobs and gender: A study of occupational prestige. New York: Praeger.
- Bose, C., & Rossi, P. (1983). Gender and jobs: Prestige standings of occupations as affected by gender. American Sociological Review, 48(?), 316-330.
- Boyd, D.W. (1982). The coronary costs of choosing a small business career. American Journal of Small Business, 6, 3-9.

- Brabec, B. (1986). Creative cash. Huntington Beach, CA: Aames-Allen Publishing Co., 924 Main St., 92548.
- Brabec, B. (1989). Homemade money: The definitive guide to success in a home-based business (3rd ed.). Napierville, IL: Betterway Publications.
- Brabec, B. (1990). Who's the boss now? Omni, 12(8), 10.
- Brabec, B. (1990, May 8). Oklahomans take advantage of the home business boom. Presentation at the First Lady's Conference on Home-Based Business. Oklahoma City, OK.
- Brabec, B. (1990, May 9). The realities of home-based business. Presentation at the First Lady's Conference on Home-Based Business. Oklahoma City, OK.
- Brabec, B. (1991, Fall). Home office news & notes: 600,000 new home-based businesses last year! National Home Business Report, 1.
- Branca, P. (1975). A new perspective on women's work: A comparative typology. Journal of Social History, 9(2), 129-153.
- Brandt, S. (1983, August). Working at home: How to cope with spatial design possibilities caused by the new communication media. Office: Technology and People, 2(1), 1-13.
- Braus, P. (1993, August). Homework for grownups. American Demographics, 38-42.
- Braverman, L. (1991). The dilemma of housework: A feminist response to Gottman, Napier, and Pittman. Journal of Marital and Family Therapy. 17(1), 25-28.
- Breitnard, S. H. (1982, August 15). The home office. Financial World, 151, 58.
- Brennan, E.M., & Rosenzweig, J.M. (1990). Women and work: Toward a new developmental model. Families in Society, 71(9), 524-533.
- Brett, J., & Yogev, S. (1989). Restructuring work for family: How dual-earner couples with children manage. In E. Goldsmith (Ed.), Work and family: Theory, research and applications (159-174). Newbury Park, CA: Sage.
- Broadhurst, J. (1993, August). Merchants' status: Rejected. Home Office Computing. 26-27.

- Brock, W.A., & Evans, D.S. (1986). The economics of small businesses: Their role and regulation in the U.S. economy. New York: Holmes & Meier.
- Brockhaus, R.H. (1980). The effect of job dissatisfaction on the decision to start a business. Journal of Small Business Management, 18, 37-43.
- Brockhaus, R.H. (1987). Entrepreneurial folklore. Journal of Small Business Management, 25, 1-6.
- Brockhaus, R.H., & Horwitz, P.S. (1986). The psychology of the entrepreneur. In D.L. Sexton, & V.L. Lewis, The art and science of entrepreneurship (pp. 25-48). Cambridge, MA: Ballinger.
- Brokaw, L. (1993, March). The truth about start-ups. Inc., 56-64.
- Brooke, J. (1984, September 23). The pros and cons of "computer commuting". New York Times, F15.
- Brown, C., Hamilton, J., & Medoff, J. (1990). Employers large and small. Cambridge, MA: Harvard University Press.
- Brown, G.D. (1976), How type of employment affects earnings differences by sex. Monthly Labor Review, 99(7), 25-30.
- Brown, L. (1987). Home-based business program helps Nebraska entrepreneurs. Institute of Agriculture and Natural Resources Quarterly, 33, 13.
- Bruchey, S. (1980). Small business in American life. New York: Columbia University Press.
- Bruno, A. V., & Tyebjee, T. T. (1982). The environment for entrepreneurship. In C. A. Kent, D. L. Sexton, & K. H. Vesper (Eds.), Encyclopedia of entrepreneurship (pp. 288-307). Englewood Cliffs, NJ: Prentice-Hall, Inc.
- Brush, C.G., & Hisrich, R.D. (1991). Antecedent influences on women-owned businesses. Journal of Managerial Psychology, 6(2), 9-16.
- Buckwalter, N. (1982, July). An office in your home? United States Banker, 93(7), 40-41.
- Burch, C. (1993, April), The real world of the entrepreneur. Fortune, 5, 62+.
- Burgess-Limerick, T. (1993). A work-home mesh? Understanding the lives of women who own small businesses. Feminism & Psychology, 3(3), 356-



362.

- Burke, R. (1989). Some antecedents and consequences of work-family conflict. In E. Goldsmith (Ed.), Work and family: Theory, research, and applications (pp. 287-302). Newbury Park, CA: Sage.
- Burns, M., Cadwalder, D., Daugherty, R., Goss, D., Williams, S., & Wilson, E. (1989). Home-based businesses: Putting it all together (2nd ed.). Stillwater, OK Oklahoma Cooperative Extension Service.
- Burns, M. (1992). Guide to organizing a professional home-based business organization. Stillwater, OK: Oklahoma Cooperative Extension Service.
- Burns, M., & Biers, K. (1991). Extension and home-based business: A collaborative approach. Journal of Home Economics, 83, 25-28.
- Burr, S.G., & Strickland, M. (1992). Creating a positive business climate for women: An approach to small business development. Economic Development Review, 10(1), 63-66.
- Butler, J.S. (1991). Entrepreneurship and self-help among Black Americans: A reconsideration of race and economics. New York, NY: State University of New York Press.
- Butler, J., & Getzels, J. (1985, October). Home occupation ordinances. (Report 391.) Chicago: American Planning Association.
- Buttner, E.H., & Rosen, B. (1989). Funding new business ventures: Are decision makers biased against women entrepreneurs? Journal of Business Venturing, 4, 249-261.
- Button, S. E. (1983, November). Home sweet office. Money, 12(11), 210-18.
- Bythell, D. (1983). Cottage industry and the factory system. History Today, 33, 17-23.
- Bythell, D. (1983, April). Cottage industry and the factory system. History Today, 17-23.
- Campbell, B. (1984, October). Double duty - here's how your home can house an office and still leave room for living. Working Woman, 118-120, 125.
- Campbell, B. (1982, June). Home work. Working Woman, 72-75.
- Capowski, G.S. (1992). Be your own boss? Millions of women get down to

- business. Management Review, 3, 24-30.
- Carland, J.W., Hoy, F., Boulton, W. (1984). Differentiating entrepreneurs from small business owners: A conceptualization. Academy of Management Review, 9, 354-359.
- Carland, J.W., Hoy, F., & Carland, J.C. (1988). Who is an entrepreneur? Its a question worth asking. American Journal of Small Business, 12, 33-39.
- Carlino, G. A., & Mills, E. S. (1987). The determinants of county growth. Journal of Regional Science, 27(1), 39-54.
- Carrington, T. (1981, December 9). Computer linkups letting traders start securities firms at home. Wall Street Journal, 105, Section 2, 25(W), 33(E).
- Carsky, M. L., Dolan, E., & McCabe, E. (1985, September 1). Development of a typology on home based work. Unpublished working paper for NEC-59 Committee on Managerial Activities of Rural Families.
- Carsrud, A.L., Gaglio, C.M., & Olm, K.W. (1987). Entrepreneurs--mentors, networks and successful new venture development: An exploratory study. American Journal of Small Business, 12, 13-18.
- Carroll, G.R., & Mosakowski, E. (1987). The career dynamics of self-employment. Administrative Science Quarterly, 32, 470-89.
- Carter, R.B., Van Auken, H.E., & Harms, M.B. (1992). Home-based businesses in the rural United States economy: Differences in gender and financing. Entrepreneurship & Regional Development, 4(3), 245-257.
- Cason, C.S. (1984). The underground economy: An introduction. Survey of Current Business, xx(May), 21-37.
- Cassell, D. K. (1984, November). Computers; 20 ways to make money with your home computer. Working Woman, 9, 50.
- Casson, M. (1991). The entrepreneur: An economic theory. Hampshire, England: Gregg Revivals.
- Castro, J. (1993, March 29). Disposable workers. Time, 43-44, 46.
- Cattan, P. (1991). Child-care problems: An obstacle to work. Monthly Labor Review, 114(10), 3-9.

- Castro, J. (1987, October 27). Staying home is paying off. Time, 112-113.
- Caycedo, J.C., Wang, G., & Bahr, S.J. (1991). Gender roles in the family. In S.J. Bahr (Ed.), Family research: A sixty-year review, 1930-1990 (Vol 1, pp. 435-491). Toronto: Lexington Books.
- Cetron, M., & O'Toole, T. (1982). Encounters with the future: A forecast of life into the 21st century. New York: McGraw-Hill.
- Chafeitz, J. (1988). The gender division of labor and the reproduction of female disadvantage. Journal of Family Issues, 9(1), 108-131.
- Chaganti, R. (1986). Management in women-owned enterprises. Journal of Small Business Management, 24, 18-29.
- Chaganti, R., & Chaganti, R. (1983). A profile of profitable and not-so-profitable small businesses. Journal of Small Business Management, 21, 43-51.
- Channing, P.C. (1977). Scratching your entrepreneurial itch. New York: Hawthorne.
- Chapline, J. (1982, March). Fifty stitchers dropped. Blair & Ketchum's Country Journal, 9, 35.
- Cherpas, C. (1985). Dual-career families: Terminology, typologies, and work and family issues. Journal of Counseling and Development, 63(10), 616-620.
- Cherver, R. C. Home operated business opportunities for the disabled. Bloomington, IN: Cheever Publishing.
- Chin, K. (1984, April). Home is where the job is. Infoworld, 30-26.
- Chin, K. (1984, September). Moonlighting with your micro. InfoWorld, 23-24.
- Chow, E., & Berheide, C. (1988). The interdependence of family and work: A framework for family life education, policy and practice. Family Relations, 37(1), 23-28.
- Chrisman, J.J., Carsrud, A.L., deCastro, J., & Herron, L. (1990). A comparison of assistance needs of male and female pre-venture entrepreneurs. Journal of Business Venturing, 5, 235-248.

- Christensen, K. (1983, September 22). Cottage industry and women. Chicago Tribune, Section 1, p. 23.
- Christensen, K. E. (1985, June). Impacts of computer-mediated home-based work on women and their families. New York: Center for Human Environments. The Graduate School and University Center of the City University of New York.
- Christensen, K. (1985). Women and home-based work. Social Policy, 15(3), 54-57.
- Christensen, K. (1987). Women and contingent work. Social Policy, 17(4), 15-18.
- Christensen, K. E. (1987, April). A hard day's work in the electronic cottage. Across the Board. The Conference Board Magazine, 24(4), 17-21, 23.
- Christensen, K. (1987). Women, families, and home-based employment. In N. Gerstel & H. Gross (Eds.), Families and work (pp. 478-490). Philadelphia: Temple University Press.
- Christensen, K. (1988). Introduction: White-collar home-based work--the changing U.S. economy and family. In K. Christensen (Ed.), The new era of home-based work (pp. 1-11). Boulder, CO: Westview Press.
- Christensen, K. (1988). Conclusion: Directions for the future. In K. Christensen (Ed.), The new era of home-based work (pp. 201-206). Boulder, CO: Westview Press.
- Christensen, K. E. (1988). Women and home-based work: The unspoken contract. New York: Henry Holt & Co.
- Christensen, K. (1989). Home-based clerical work: No simple truth, no single reality. In E. Boris & C. Daniels (Eds.), Homework: Historical and contemporary perspectives on paid labor at home (pp. 183-197). Urbana, IL: University of Illinois Press.
- Christensen, K.E., & Staines, G.L. (1990). Flextime: A viable solution to work/family conflict? Journal of Family Issues, 11(4), 455-476.
- Churchill, N.C. (1983). Entrepreneurs and their enterprises: A stage model. In J.A. Hornaday, J.A. Timmons, & K.H. Vesper (Eds.), Frontiers of entrepreneurship research (pp. 1-22). Massachusetts: Babson College.
- Churchman, D. (1983, September 8). Cottage industries come out of the closet: Grass-roots movements seek to reduce legal restrictions on home-based

- businesses. Christian Science Monitor, 75, 11 col. 1.
- Cimons, M. (1981, November). Turning cottage industry into big business and other tips for inventive women. Ms., 10, 83.
- Clarke, C. (1986). Unpaid family workers: Cross-national evidence in 1980. Sociology and Social Research, 70(4), 277-278.
- Cleaves, D. (1983, August 3). Those ugly 'cottages': The law is failing industry homeworkers. Los Angeles Times, 102, section II, p. 5.
- Clutterbeck, D. (1979, June). Moonlighting comes out of the shadows. International Management, 34(6), 27-31.
- Coleman, M.T. (1988). The division of household labor: Suggestions for future empirical consideration and theoretical development. Journal of Family Issues, 9(1), 132-148.
- Collerette, P., & Aubry, P. (1990). Socio-economic evolution of women business owners in Quebec (1987). Journal of Business Ethics, 9, 417-422.
- Collins, R. (1991). Women and men in the class structure. In R. Blumberg (Ed.), Gender, family, and economy: The triple overlap (pp. 52-73). Newbury Park, CA: Sage.
- Coltrane, S. (1989). Household labor and the routine production of gender. Social Problems, 36(5), 473-490.
- Compton, C. (1981). Female and male entrepreneurs: A comparison of their businesses and background characteristics. In Home economics education: A review and synthesis of the research (fifth ed.). Columbus, OH: The National Center for Research in Vocational Education.
- Computers open way to work at home. (1984, June 18). U.S. News and World Report, 76-77.
- Connelly, R. (1992). Self-employment and providing child care. Demography, 29(1), 17-29.
- Constand, R.L., Osteryoung, J.S., & Nast, D.A. (1991). Asset-based financing and the determinants of capital structure in the small firm. In R. Yazdipour (ed.), Advances in small business finance (pp. 29-45). Netherlands: Kluwer Academic Publishers.
- Contractor under fire for homework. (1982, March 26). Daily News Record, 12,

18(1).

Cooley, C.A. (1990). 1989 employee benefits address family concerns. Monthly Labor Review, 113(6), 60-63.

Cooney, T., & Uhlenberg, P. (1991). Changes in work-family connections among highly educated men and women. Journal of Family Issues, 12(1), 69-90.

Cooper, A.C., & Dunkelberg, W.C. (1987). Entrepreneurial research: Old questions, new answers and methodological issues. American Journal of Small Business, 11, 11-23.

Corcoran, M., & Duncan, G. (1979). Work history, labor force attachment, and earnings differences between races and sexes. Journal of Human Resources, 14(1), 3-20.

Corcoran, M., & Duncan, G.J. (1979). Work history, labor force attachment, and earnings differences between the races and sexes. Journal of Human Resources, 14(1): 3-20.

Corcoran, M., & Duncan, G. (1984). Do women "deserve" to earn less than men? In G. Duncan (Ed.), Years of poverty, years of plenty (pp. 153-172). Ann Arbor, MI: University of Michigan, Institute for Social Research.

Corcoran, M., Duncan, G. J. & Ponza, M. (1983). Longitudinal analysis of white women's wages. Journal of Human Resources, 18, 497-520.

Corcoran, M., Duncan, G.J., & Ponza, M. (1983). Work experience and wage growth of women workers. In G.J. Duncan & J.N. Morgan (Eds.), Five Thousand American Families: Patterns of Economic Progress (Vol. 10, pp. 249-323). Ann Arbor, MI: University of Michigan, Institute for Social Research.

Costello, C. (1987). Home-based employment: Implications for working women. Washington, DC: Women's Research and Education Institute.

Cottage data keyers pioneer early work-at-home efforts. (1981, September 23). American Banker, 146, 10.

Coulson, L.A. (1994). Labor market participation and earnings by female members of the baby boom generation. Home Economics Research Journal, 22(4), 441-459.

Court tightens rule on office-at-home use. (1984, March 7). New York Times,

133, 32(N).

- Coverman, S. (1989). Role overload, role conflict, and stress: Addressing consequences of multiple role demands. Social Forces, 67(4), 965-982.
- Coverman, S. (1983). Gender, domestic labor time, and wage inequality. American Sociological Review 48(5), 623-637.
- Cowan, R. (1983). The invention of housework: The early stages of industrialization. In R. Cowan, More work for mother: The ironies of household technology from the open hearth to the microwave (pp. 40-68). New York: Basic Books.
- Cowan, R. (1987). Women's work, housework, and history: The historical roots of inequality in work-force participation. In N. Gerstel & H. Gross (Eds.), Families and work (pp. 164-177). Philadelphia: Temple University Press.
- Cowan, W. M. (1983, November). How administrators view the 'work-at-home' trend. Office Administration & Automation, 44(11), 28-31, 104.
- Cowan, R. (1983, November/December). Cottage computing: Glorifying the trivial? Technology Review, 6+.
- Cox, L.J., Kutara, P.B.C., & Hollyer, J.R. (1988). The economic and informational needs of Hawaii's craft businesses. (Research Extension Series 095). Honolulu, HI: Institute of Tropical Agriculture and Human Resources.
- Craig, J., & Horridge, P. (1990). Female entrepreneurs in apparel manufacturing: Analysis of personality traits [Summary]. Proceedings of the Association of College Professors of Textiles and Clothing, 121.
- Cromie, S. (1987). Motivations of aspiring male and female entrepreneurs. Journal of Occupational Behaviour, 8, 251-261.
- Cross, T. B. (1984, June/July). Telecommuting - the next frontier in work. ICP Business Software Review, 3(4), 24, 26.
- Crouter, A. (1984). Spillover from family to work: The neglected side of the work-family interface. Human Relations, 37(6), 425-442.
- Cu-Uy-Gam, M. (1984, May 3). Electronic cottage may not be for everyone, says speaker. Computing Canada, 10(9), 3.

- Culkin, M., Morris, J., & Helburn, S. (1991). Quality and the true cost of child care. Journal of Social Issues, 47(2), 71-86.
- Cushing, B. J. (1987). Location-specific amenities, topography, and population migration. Annals of Regional Science, 21(2), 74-85.
- Dale, A. (1986). Social class and the self-employed. Sociology, 20, 430-434.
- Danco, L.A. (1980). Inside the family business. Cleveland, OH: The Center for Family Business.
- Dangler, J. (1986). Industrial homework in the modern work-economy. Contemporary Crises, 10(?), 257-279.
- Daniels, C. (1989). Between home and factory: Homeworkers and the state. In E. Boris & C. Daniels (Eds.), Homework: Historical and contemporary perspectives on paid labor at home (pp. 13-32). Urbana, IL: University of Illinois Press.
- Daniels, C., & Boris, E. (1989). Introduction. In E. Boris & C. Daniels (Eds.), Homework: Historical and contemporary perspectives on paid labor at home (pp. 1-9). Urbana, IL: University of Illinois Press.
- Dann, R. T. (1981, September 10). Engineering - the new cottage industry? Machine Design, 53, 81(1).
- Darling-Fisher, C.S., & Tiedje, L.B. (1990). The impact of maternal employment characteristics on fathers' participation in child care. Family Relations, 39, 20-26.
- Davidson, P. (1981). Earn money at home. New York: McGraw-Hill.
- Davidson, J.P. (1990). Marketing for the home-based business. Holbrook, MA: Bob Adams.
- Davis, J.K., & Campbell, B.L. (1987). Home economics entrepreneurs: Opportunity unlimited [Abstract]. American Home Economics Association Annual Meeting Research Abstracts, 33.
- Davis, P., & Stern, D. (1980). Adaptation, survival and growth of the family business: An integrated systems perspective. Human Relations, 34(4), 207-224.
- Daymont, T.N., & Andrisani, P.J. (1984). Job preferences, college major and the gender gap in earnings. Journal of Human Resources, 19(3), 408-431.



- DeCarlo, J.F., & Lyons, P.R. (1979, December). A comparison of selected personality characteristics of minority and nonminority female entrepreneurs. Journal of Small Business Management, 17(4), 22-29.
- Degler, C. (1980). At odds: Women and the family in America from the revolution to the present. New York: Oxford University Press.
- Deken, J. (1982). The electronic cottage. New York: William Morrow.
- Delany, G., & Delany, S. The number one home business book. Cockneysville, MD: Library Publishing.
- Deming, W.G. (1994). Work at home: Data from the CPS. Monthly Labor Review, (2), 14-20.
- DeMott, J.S. (1993, March). Hardening the rules on home offices. Nation's Business, 66-67.
- DeSanctis, G. (1983, October). A telecommuting primer. Datamation, 29, 215-220.
- Demeterio, E.L.T. (1993). Relationships among selected demographic, business-related and life satisfaction characteristics of homebased and otherbased business owners in Guam. Unpublished doctoral dissertation, The Ohio State University, Columbus. Available from Dr. E. Demeterio, Family Resource Management Specialist, Guam Cooperative Extension, College of Agriculture & Life Sciences, University of Guam, Mangilao, GU.
- Dempster-McClain, D., & Moen, P. (1989). Moonlighting husbands. Work and Occupations, 16(1), 43-64.
- DeStafano, T. (1982, June 4). Sweatshop roundup snares 21. Womens Wear Daily, 143, 1.
- deVillegas, G. (1990). Home work: A case for social protection. International Labour Review, 129(4), 423-439.
- Diebold Automated Office Program. (1981). Office work in the home: Scenarios and prospects for the 1980's. New York: Diebold Group, Inc.
- Do feds persecute proud Vermonters by enforcing home work laws? (1981, March 2). New England Business, 3(4), 23-24.
- Doeringer, P.B. (1980). Determinants of the structure of industrial type labor markets. In A.H. Amsden (Ed.), The economics of women and work (pp. 211-231). New York: St. Martin's Press.

- Dolinar, L. (1985, February 14). Working at home: A choice location. Newsday, pp. 64-68.
- Donnelley, R.G. (1964). The family business. Harvard Business Review, 42(4), 93-105.
- Douthitt, R.A. (1989). The division of labor within the home: Have gender roles changed? Sex Roles, 20(11/12), 693-704.
- Douglas, S.U. (1990). Home-based work as a social system: Relationships to family organization [Summary]. Proceedings of the Association of College Professors of Textiles and Clothing, 122.
- Dowd, N.E. (1989). Work and family: The gender paradox and the limitations of discrimination analysis in restructuring the workplace. Harvard Civil Rights-Civil Liberties Law Review, 24, 79-172.
- Downen, M.L., Bernier, R.E., & Wolf, R.L. (1987). Entrepreneurship as a strategy for dealing with farm stress. In B. Teater (Ed.), Proceedings of the National Entrepreneurship Symposium (pp. 73-79). Knoxville, TN: Southern Rural Development Center.
- Downing-Faircloth, M. (1982, May). Would working at home be wise? Personal Computing, 6(5), 42-46.
- Dreyfuss, J. (1984, April 2). What will send the computers home? Fortune, 71-74.
- Drucker, P.F. (1985). Innovation and entrepreneurship: Practice and principles. New York: Harper and Row.
- Dubin, R. (1963). Industrial workers' worlds: A study of the "central life interests" of industrial workers. In E. Smigel (Ed.), Work and leisure: A contemporary social problem (pp. 53-72). New Haven, CT: College and University Press.
- Duncan, B. (1989). Mississippi pilot project in textiles and clothing entrepreneurship [Summary]. Proceedings of the Association of College Professors of Textiles and Clothing, 131.
- Duncan, B. (1991). A profile of female home-based sewing entrepreneurs who participated in the Mississippi Cooperative Extension Service sewing as a business program. Unpublished doctoral dissertation, Mississippi State University.
- Duncan, C.M. (1992). Rural poverty in America. New York: Auburn House.

- Duncan, K. A. (1993). Women's reservation wage for home-based work and its implications for their labor Supply. Unpublished doctoral dissertation, The Ohio State University, Columbus.
- Duncan, G. J., & Hill, D. H. (1989). Assessing the quality of household panel survey data: The case of the PSID. Journal of Business and Economic Statistics, 4, 441-451.
- Dunkelberg, W.C., & Cooper, A.C. (1982). Entrepreneurial typologies: An empirical study. In K.H. Vesper (Ed.), Frontiers of entrepreneurship research (pp. 1-15). Massachusetts: Babson College.
- Dunne, T., Roberts, M., & Samuelson, L. (1987). Plant failure and employment growth in the U.S. manufacturing sector. Unpublished manuscript. University Park, PA: The Pennsylvania State University, Department of Economics.
- Eckenrode, J., & Gore, S. (1990). Stress between work and family. New York: Plenum Press.
- Eder, P. F. (1983, June). Telecommuters - the stay-at-home work force of the future. Futurist, 17(3), 30.
- Edwards, P., & Edwards, S. (1984). How to make money with your personal computer. Sherman Oaks, CA: Alfred Publishing Co.
- Edwards, P., & Edwards, S. (1985). Legal issues. Working from home (pp. 131-137). New York: St. Martins Press.
- Edwards, P., & Edwards, S. (1989). Open those collars: You're working home. Compute, 11(11), 38.
- Edwards, P., & Edwards, S. (in press). Working from home: Everything you need to know about living and working under the same roof. New York: Tarcher/Perigee Books.
- Ehrenreich, B., & English, D. (1980). Reflections on the "woman question." In A. Skolnick & J. Skolnick (Eds.), Family in transition: Rethinking marriage, sexuality, child rearing, and family organization (3rd ed., pp. 217-231). Boston: Little, Brown & Co.
- Emmett, A. (1984, April). Telecommuting: The home-to-office link. Personal Computing, 77-83.

- Employees offered loans to buy home computers. (1983, April). Employee Benefit Plan Review, 37(10), 108-9.
- Employment of homeworkers in certain industries. (1981, October 9). Federal Register, 46, 53348-9.
- England, P., & McCreary, L. (1987). Gender inequality in paid employment. In B. Hess & M. Ferree (Eds.), Analyzing gender: A handbook of social science research. Newbury Park, CA: Sage.
- England, P. (1982). The failure of human capital theory to explain occupational sex segregation. Journal of Human Resources, 17, 358-370.
- English, C. W. (1984, June 18). Computers open way to work at home. U. S. News and World Report, 96, 76(2).
- Enz, C.A., Dollinger, M.J., & Daily, C.M. (1990). The value orientations of minority and non-minority small business owners. Entrepreneurship: Theory and practice, 15(1), 23-35.
- Espindle, M.D. (1991, September). 1991 annual reader survey results. Home Office Computing, 8, 10.
- Etaugh, C., & Poertner, C. (1992). Perceptions of women: Influence of performance, marital and parental variables. Sex Roles, 26, (5/6) 311-321.
- Evans, D.S., & Leighton, L.S. (1989). Some empirical aspects of entrepreneurship. American Economic Review, 79(3), 519-535.
- Evans, D. G., & Leighton, L. (1989). Some empirical aspects of entrepreneurship. American Economic Review, 79, 519-535.
- Evans, M. D. R. (1989). Immigrant entrepreneurship: Effects of ethnic market size and isolated labor pool. American Sociological Review, 54, 950-962.
- Eyler, D.R. (1990). Starting and Operating a home-based business. New York, NY: John Wiley & Sons.
- Fagenson, E.A., & Marcus, E.C. (1991). Perceptions of the sex-role stereotypic characteristics of entrepreneurs: Women's evaluations. Entrepreneurship Theory & Practice, 15(4), 33-47.

- Fain, T. S. (1980, November). Self-employed Americans: Their number has increased. Monthly Labor Review, 103(11), 3-8.
- Fanselow, J. (1992, August). Regulation: Zoning laws vs. home business. Nation's Business, 80(8), 35-36.
- Farmanfarmaian, R. (1989, November). Worksteading: The new lifestyle frontier. Psychology Today, 23(11d), 37-38, 42.
- Farrarini, E., & Farrell, G. (1982, March). Telecommuting, high tech's new cottage industry. Computerworld, 17, 63.
- Faunce, W., & Dubin, R. (1975). Individual investment in working and living. In L. Davis & A. Cherns (Eds.), The quality of working life (Vol. 1, pp. 299-316). New York: Free Press.
- Feldman, B. N. (1983). Homebased business. Los Angeles: Till Press.
- Feldman, S. (1991). Still invisible: Women in the informal sector. Women and International Development Annual, 2, 59-86.
- Feldstein, S. (1981). Home, inc. New York: Grosset & Dunlap.
- Ferber, M., & Birnbaum, B. (1977). The "new home economics:" Retrospects and prospects. Journal of Consumer Research, 4, 19-28.
- Ferber, M., & Birnbaum, B. (1978). Economics of the family: Who maximizes what? Paper presented at the National Agricultural Outlook Conference, Washington, DC, November 7.
- Ferber, M.A., & Birnbaum, B. (1980). One job or two jobs: The implications for young wives. Journal of Consumer Research, 7, 263-271.
- Ferber, M.A., & Sander, W. (1989). Of women, men, and divorce: Not by economics alone. Review of Social Economy, XLVII(1), 15-26.
- Fernald, L.W., & Solomon, G.T. (1987). Value profiles of male and female entrepreneurs. Journal of Creative Behavior, 21, 234-247.
- Ferree, M.M. (1991). The gender division of labor in two-earner marriages: Dimensions of variability and change. Journal of Family Issues, 12(2), 158-180.
- Fetterman, E. (1990). Home-based business education: An extension challenge. Journal of Home Economics, 82, 22-24.

- Fields, J., & Wolff, E. (1991). The decline of sex segregation and the wage gap, 1970-80. Journal of Human Resources, 26(4), 608-622.
- Firestone, J., & Shelton, B. (1988). An estimation of the effects of women's work on available leisure time. Journal of Family Issues, 9(4), 478-495.
- Fischer, W. (1973). Rural industrialization and population change. Comparative Studies in Society and History, 15(1), 158-170.
- Flanagan, B. (1992, September). The office comes home. House Beautiful, 122.
- Flemons, D.G., & Cole, P.M. (1992). Connecting and separating family and business: A relational approach to consultation. Family Business Review, 5(3), 257-269.
- Flora, J. L., & Johnson, T. G. (1991). Small businesses. In C. B. Flora, & J. A. Christenson, (Eds.), Rural policies for the 1990s (pp. 47-59). Boulder, CO: Westview Press.
- Foegen, J. (1984). Telecommuting: New sweatshops at home computer terminals? Business and Society Review, 51, 52-55.
- Foegen, J. R. (1984, Fall). Telecommuting: New sweatshop at home computer terminal? Business and Society Review, 55-95.
- Foegen, J. H. (1985, February). The new cottage industries create new issues in benefits. Personnel Journal, 28, 30.
- Fogarty, M, Rapoport, R., & Rapoport, R. (1971). Sex, career and family. Beverly Hills, CA: Sage.
- Folbre, N. (1991). The unproductive housewife: Her evolution in nineteenth-century economic thought. Signs, 16(3), 463-484.
- Following the work-at-home trend. (1984, January). Marketing and Media Decisions, 36.
- Forest, R. B. (1981, June). Howard Bromberg's electronic cottage. Infosystems, 28(6), 98.
- Fortenberry, S.L., (1988). Entrepreneurship: A viable addition to home economics curriculum. Journal of Home Economics, 80, 3-6.

- Fox, M. (1983, August 29). Psychologist upheld in test of restriction in leases: Appellate division allows use of home as office. New York Law Journal, 190, 1.
- Fox, W., & Murray, M. (1991). Local public policies and interregional business development. Southern Economic Journal, 413-427.
- Frank, M. (1993, June). Planning practice: Homework. Planning, 16-19.
- Fraser, B. W. (1983, July). The moonlight shines on white collars. Nation's Business, 71(7), 52-53.
- Fratoe, F. A. (1986). A sociological analysis of minority business. Review of Black Political Economy, 15(Fall), 5-30.
- Frazier, N. (1982, March/April). Thriving at home. In Business, pp. 36-38.
- Fredland, J. E. & Little, R. D. (1981). Self-employed workers: Returns to education and training. Economics of Education Review, 1, 315-337.
- Fredlund, J.E., & Little, R.D. (1985). Psychic income and self employment. Policy Studies Journal, 13(4), 121-127.
- Freedman, D. (1985). Office, sweet office. Nation's Business, 73(9), 54-59.
- Freiberger, P. (1981, October). 'Telecommuting' makes inroads. Infoworld, 12-13.
- Frey, R.S. (1984). Need for achievement, entrepreneurship, and economic growth: A critique of the McClelland thesis. Social Science Journal, 21(2), 125-134.
- Fried, L.I. (1989). A new breed of entrepreneur--women. Management Review, ?, 18-25.
- Friedman, R.E. (1987). The role of entrepreneurship in rural development. In B. Teater (Ed.), Proceedings of the National Entrepreneurship Symposium (pp. 1-6). Knoxville, TN: Southern Rural Development Center.
- Frohbieter-Mueller, J. (1993, April). Starting a home business part-time. Income Opportunities, 24+.
- Fuchs, V.R. (1989). Women's quest for economic equality. Journal of Economic Perspectives, 3(1), 25-41.
- Fuchs, V. (1986). Sex differences in economic well-being. Science, 232(4749),

459-464.

Fuchs, V.R. (1982). Self-employment and labor force participation of older males. Journal of Human Resources, 17(3), 339-357.

Fuchs, V. R. (1982). Self-employment and labor force participation of older females. Journal of Human Resources, 17, 339-357.

Fuguitt, G. V., Brown, D. L., & Beale, C. L. (1989). Rural and small town America. New York: Russell Sage Foundation.

Furry, M. M., & Radhakrishna, R. B. (1992). Home-based workers in Pennsylvania (unnumbered Extension Bulletin). University Park, PA: The Pennsylvania State University, College of Agricultural Sciences, Department of Agricultural and Extension Education.

Furry, M.M., & Lino, M. (1992). An overview of home-based work: Results from a regional research project. Family Economics Review, 5(3), 2-8.

Furry, M. M., & Masuo, D. M. (1991, June). A comparison of self employed and wage workers: A rural/urban study of home-based work in nine states. Family Economic Well-Being in the Next Century: Challenges, Changes, Continuity, Proceedings of a Workshop sponsored by the Family Economics-Home Management Section of the American Home Economics Association, (pp. 73-75). Minneapolis, Minnesota.

Furry, M. M., & Lino, M. (1992). An overview of home-based work: Results from a regional research project. Family Economics Review, 5(3), 2-8.

Gabel, D. (1984, November). The bottom line on your home office. Personal Computing, 48-59.

Galante, S. P. (1986, June 2). Cottage businesses help ease farm-belt economy burdens. The Wall Street Journal, 26, p. x.

Galinsky, E., & Stein, P. (1990). The impact of human resource policies on employees: Balancing work/family life. Journal of Family Issues, 11(4), 368-383.

Garr, D. Home is where the work is. Omni, 133-136, 166.

Gartner, W.B. (1988). Who is an entrepreneur? Its the wrong question. Entrepreneurship Theory and Practice, 12, 11-32.



- Gasse, Y. (1986). The development of new entrepreneurs-a belief-based approach. In D.L. Sexton & V.L. Lewis, The art and science of entrepreneurship (pp. 49-60). Cambridge, MA: Ballinger.
- Gaston, R.J., (1989). The scale of informal capital markets. Small Business Economics, 1, 223-230.
- Gavlick, E. L. (1983, January). Technological shockwave - management's challenge. Office, 97(1), 152.
- Geerken, M., & Gove, W. R. (1983). At home and at work: The family's allocation of labor. Beverly Hills: Sage.
- Geoff, L. (1988, October 10). The portable executive. Business Week, 102-112
- Gerson, J.M., & Kraut, R.E. (1988). Clerical work at home or in the office: The difference it makes. In K. Christensen (Ed.), The new era of home-based work (pp. 49-64). Boulder, CO: Westview.
- Gerson, K. (1985). Hard choices--how women decide about work, career, and motherhood. Berkeley, CA: University of California Press.
- Gerstel, N., & Gross, H. (1987). Families and work. Philadelphia: Temple University Press.
- Giele, J.Z. (1984). Changing sex roles and family structure. In P. Voydanoff (Ed.), Work and family: Changing roles of men and women (pp. 191-208). Palo Alto, CA: Mayfield.
- Goetting, M., & Muggli, G. (1988, Summer). Made in Montana: Entrepreneurial home economics. Journal of Home Economics, pp. 7-10.
- Gillis, P. (1984). Entrepreneurial mothers. New York: Rawson Associates.
- Giuliano, V. (1981, January 12). Teleworking: A prospectus. Telephony, 67-72+.
- Giuliano, V. (1983, February). The office: Here, there and everywhere. Today's Office, 17(9), 44-50.
- Glazer, N. (1980). Everyone needs three hands: Doing unpaid and paid work. In S.F. Berk (Ed.), Women and household labor (pp. 249-273). Beverly Hills, CA: Sage.
- Glazer, N. (1987). Servants to capital: Unpaid domestic labor and paid work. In

N. Gerstel & H. Gross (Eds.), Families and work (pp. 236-255). Philadelphia: Temple University Press.

- Glenn, E.N., & Feldberg, R.L. (1979). Clerical work: The female occupation. In J. Freeman (Ed.), Women: A Feminist Perspective (pp. 313-338). Palo Alto, CA: Mayfield.
- Glick, P. (1991). Trait-based and sex-based discrimination in occupational prestige, occupational salary, and hiring. Sex Roles, 25(5/6), 351-378.
- Glueck, W.F., & Meson, T.S. (1980). A literature analysis of concepts. Paper presented at the Academy of Management Annual Meeting, Detroit, MI.
- Godwin, D. (1991). Spouses' time allocation to household work: A review and critique. Lifestyles: Family and Economic Issues, 12(3), 253-
- Goffee, R., & Scase, R. (1983). Business ownership and women's subordination: A preliminary study of female proprietors. Sociological Review, 31(4), 625-648.
- Goffee, R., & Scase, R. (1985). Women in charge: The experiences of female entrepreneurs. London: George Allen & Unwin.
- Goldberg, A. (1983, May 9). Portable computer extends desk past corporate walls. InfoWorld, 5(19), 26-27.
- Goldin, C. (1984). The historical evolution of female earnings functions and occupations. Explorations in Economic History, 21(1), 1-27.
- Goldsmith, E., & Walters, T. (1989). Selected bibliography on work and family. In E. Goldsmith (Ed.), Work and family: Theory, research, and applications (pp. 383-396). Newbury Park, CA: Sage.
- Goode, W. (1980). World revolution and family patterns. In A. Skolnick & J. Skolnick (Eds.), Family in transition: Rethinking marriage, sexuality, child rearing, and family organization (3rd ed., pp. 41-51). Boston: Little, Brown & Co.
- Goode, W.J. (1982). Why men resist. In B. Thorne & M. Yalom (Eds.), Rethinking the family: Some feminist questions (pp. 131-147). New York: Longmen.
- Googins, B. (1991). Work/family conflicts: Private lives--public responses. New York: Auburn House.

- Gordon, G. E. (1985). Working from anywhere. Englewood Cliffs, NJ: Prentice-Hall.
- Gough, K. (1980). The origin of the family. In A. Skolnick & J. Skolnick (Eds.), Family in transition: Rethinking marriage, sexuality, child rearing, and family organization (3rd ed., pp. 23-40). Boston: Little, Brown & Co.
- Gouldner, A. (1962, July). Comments on managerial succession. American Journal of Sociology, 68, 47-56.
- Grant, J. (1981, March 16). In praise of sweatshops. Barron's, 7.
- Green, S., & Pryde, P. (1990). Black entrepreneurship in America. New Brunswick: Transaction Publishers.
- Greene, R. (1984, May 7). A boutique in your living room. Forbes, 86-94.
- Greenhaus, J., & Beutell, N. (1983). Integration of home and nonhome roles: Women's conflict and coping behavior. Journal of Applied Psychology, 68(1), 43-48.
- Greenhaus, J. (1985). Sources of conflict between work and family roles. Academy of Management Review, 10(1), 76-88.
- Greenhaus, J. (1989). The intersection of work and family roles: Individual, interpersonal, and organizational issues. In E. Goldsmith (Ed.), Work and family: Theory, research, and applications (pp. 23-44). Newbury Park, CA: Sage.
- Greenstein, T. (1990). Marital disruption and the employment of married women. Journal of Marriage and the Family, 52(3), 657-676.
- Greenwood, M. J. & Hunt, G. L. (1984). Migration and interregional employment redistribution in the United States. American Economic Review, 74, 957-969.
- Greenwood, M. J. & Stock, R. (1990). Patterns of change in the intrametropolitan location of population, jobs, and housing: 1950 to 1980. Journal of Urban Economics, 28, 243-276.
- Gregory, J. (1992). Equal pay for work of equal value: The strengths and weaknesses of legislation. Work, Employment & Society, 6(3), 461-473.
- Griliches, Z. (1957). Specification bias in estimates of production functions.

Journal of Farm Economics, 39, 8-20.

Gringeri, C. (1990). The nuts and bolts of subsidized development: Industrial homeworks in the heartland. Paper presented and the 3rd annual meeting of the National Rural Studies Committee, Cedar Falls, IA.

Gringeri, C. (1995). Getting by: Female homeworkers in the heartland. Lawrence, KS: University Press of Kansas.

Gritzmacher, J.E. (1986). Comparison of female entrepreneurs and female managers, their spouses and a child: Final project report. Home economics education: A review and synthesis of the research (fifth ed.). Columbus, OH: The National Center for Research in Vocational Education.

Gritzmacher, J.E. (1988). Entrepreneurial activities in urban and rural families. Columbus OH: Agricultural Research and Development Center.

Gritzmacher, J. E. (1993). Satisfaction with home-based employment. Journal of Family and Economic Issues, 14, 145-162.

Gritzmacher, J., Stafford K., & Smith, J. (1987). Costs of working of women in home-based businesses as compared to women who work for an employer in the same occupational statuses. In American Home Economics Association: 1987 research abstracts. Bloomington, IL: Meridian Education Corp.

Gronau, R. (1977). Leisure, home production, and work--The theory of the allocation of time revisited. Journal of Political Economy, 85(6), 1099-1123.

Groshen, E. (1991). The structure of the female/male wage differential. Journal of Human Resources, 26(3), 457-472.

Grossman, A. (1981). Working mothers and their children. Monthly Labor Review, 104(5), 49-54.

Grossman, A.S. (1982). More than half of all children have working mothers. Monthly Labor Review, 105(2), 41-43.

Grossman, A.S., & Hayghe, H. (1982). Labor force activity of women receiving child support or alimony. Monthly Labor Review, 105(11), 39-41.

Gruidl, J. S., & Pulver, G. C. (1991). A dynamic analysis of net migration and state employment change. The Review of Regional Studies, 21(1), 21-38.

- Guest, D., & Williams, R. (1973). How home affects work. New Society, 23, 114-117.
- Guiley, R. (1985, March). When your employees work from home. Working Women, 10, 27-28+.
- Gullickson, G. (1983). Agriculture and cottage industry: Redefining the causes of proto-industrialization. Journal of Economic History, 43(4), 831-850.
- Gumpert, D. (1984). Work in the home: Trends and implications. Entrepreneur, 12(3), 54-56.
- Gumpert, D., & Boyd, D. (1984). The loneliness of the small-business owner. Harvard Business Review, 12, 18-24.
- Gunter, B., & Gunter, N. (1991). Inequities in household labor: Sex role orientation and the need for cleanliness and responsibility as predictors. Journal of Social Behavior and Personality, 6(3), 559-572.
- Gunter, N.C., & Gunter, B.G. (1990). Domestic division of labor among working couples. Psychology of Women Quarterly, 14(3), 355-370.
- Gutek, B. (1988). Women in clerical work. In A. Stromberg & S. Harkess (Eds.), Women working: Theories and facts in perspective (pp. 225-240). Mountain View, CA: Mayfield Publishing.
- Haber, S.E., Lamas, E.J., & Lichtenstein, J.H. (1987). On their own: The self-employed and others in private business. Monthly Labor Review, 110(5), 17-23.
- Hagan, O., Rivchun, C., & Sexton, D. (Eds.). (1989). Women-owned businesses. New York: Praeger.
- Hakim, C. (1989). New recruits to self-employment in the 1980s. Employment Gazette, 97(June), 286-297.
- Hall, P.D. (1988). A historical overview of family firms in the United States. Family Business Review, 1(1), 51-68.
- Hall, F.S., & Hall, D.T. (1979). The two-career couple. Reading, MA: Addison-Wesley Publishing.
- Hamel, J. R. (1985). New data series on involuntary part-time work. Monthly Labor Review, 108, 42-43.

- Hanania, D. (1992, Spring). Former corporate execs come home. Successful Home Business, 42+.
- Handler, W. (1989). Methodological issues and considerations in studying family businesses. Family Business Review, 2(3), 257-276.
- Handy, C. (1982, December). Where management is leading. Management Today, 50-53, 114.
- Haney, W.G. (1987). Entrepreneurship: An economic opportunity for women. In B. Teater (Ed.), Proceedings of the National Entrepreneurship Symposium (pp. 120-129). Knoxville: TN: Southern Rural Development Center.
- Hansen, N. M. (Ed.). (1972). Growth centers in regional economic development. New York: Free Press.
- Hanson, S.L., & Ooms, T. (1991). The economic costs and rewards of two-earner, two-parent families. Journal of Marriage and the Family, 53, 622-634.
- Hardesty, C., & Bokemeier, J. (1989). Finding time and making do: Distribution of household labor in nonmetropolitan marriages. Journal of Marriage and the Family, 51(1), 253-267.
- Hareven, T. (1991). The history of the family and the complexity of social change. American Historical Review, 96(1), 95-124.
- Harris, C., & Earle, J. (1986). Gender and work values: Survey findings from a working-class sample. Sex Roles, 15(9/10), 487-494.
- Hartman, L. (1983, November/December). Working at home. Rural America, 11-13.
- Hartmann, H. (1976). Capitalism, patriarchy, and job segregation by sex. Signs, 1(2), 137-169.
- Hartmann, H. (1981). The family as the locus of gender, class, and political struggle: The example of housework. Signs, 6(3), 366-394.
- Harwood, E. (1982). The sociology of entrepreneurship. In C.A. Kent, D.L. Sexton, & K.H. Vesper (Eds.), Encyclopedia of entrepreneurship (pp. 91-98). Englewood Cliffs, NJ: Prentice-Hall.
- Hatt, P. (1950). Occupation and social stratification. American Journal of

Sociology, 55, 533-543.

- Haw, M. (1982). Women, work and stress: A review and agenda for the future. Journal of Health and Social Behavior, 23, 132-44.
- Hawkes, G.R., Nicola, J., & Fish, M. (xxxx). Young marrieds: Wives' employment and family role structure. In F. Rockwell (Ed.), Dual Career Couples (pp. 75-90). Beverly Hills, CA: Sage.
- Hayghe, H. (1982). Marital and family patterns of workers: An update. Monthly Labor Review, 105(5), 53-56.
- Hayghe, H. (1984). Working mothers reach record number in 1984. Monthly Labor Review, 107(12), 31-34.
- Hayghe, H. (1986). Rise in mothers' labor force activity includes those with infants. Monthly Labor Review, 109(2), 43-45.
- Heath, J.A. (1990). Non-employed women, marriage and the sisyphus syndrome. Journal of Economic Issues, 24(1), 103-114.
- Heck, R.K.Z. (1988). A profile of home-based workers. Human Ecology Forum, 16(4), 15-18.
- Heck, R. K. Z. (1991). Employment location choices: Factors associated with generating income at home. Lifestyles: Family and Economic Issues, 12, 217-233.
- Heck, R. K. Z. (1992). The effects of children on the major dimensions of home-based employment. Journal of Family and Economic Issues, 13, 315-346.
- Heck, R.K.Z., Owen, A.J., & Rowe, B.R. (1995). Home-based employment and family life. Wesport, CT: Auburn House.
- Heck, R. K. Z., Rowe, B. R., Owen, A. J., & Saltford, N. C. (1991, April). Child care and home-based employment. In V. Haldeman (Ed.), Proceedings of 37th Annual Conference of the American Council on Consumer Interests, (pp. 81-82). Columbia, MO: American Council on Consumer Interests.
- Heck, R. K. Z., Saltford, N. C., Rowe, B. R., & Owen, A. J. (1992). The utilization of child care by households engaged in home-based employment. Journal of Family and Economic Issues, 13, 213-237.
- Heck, R. K. Z., & Stafford, K. (1991). Earning income at home. Human Ecology Forum, 19(4), 21-23.

- Heck, R. K. Z., Stafford, K., & Winter, M. (1991, April). Home-based work and management practices. In V. Haldeman (Ed.), Proceedings of 37th Annual Conference of the American Council on Consumer Interests, (pp. 79-80). Columbia, MO: American Council on Consumer Interests.
- Heck, R. K. Z., Stafford, K., & Winter, M. (1991, June). Family management practices. Family Economic Well-Being in the Next Century: Challenges, Changes, Continuity, Proceedings of a Workshop sponsored by the Family Economics-Home Management Section of the American Home Economics Association, (pp. 75-77). Minneapolis, Minnesota.
- Heck, R., & Walker, R. (1987). Traditional and nontraditional workplaces: A comparison of workers. CEH Paper, mimeo.
- Heck, R.K.Z., & Walker, R. (1987, April). The incidence, characteristics and types of home-based employment. In V. Hampton (Ed.), Proceedings of 33rd Annual Conference of the American Council on Consumer Interests, (p. 341). Columbia, MO: American Council on Consumer Interests.
- Heck, R.K.Z., & Walker, R. (1993). Family-owned home businesses: Their employees and unpaid helpers. Family Business Review, 6, 98-131.
- Heck, R. K. Z., Winter, M., Stafford, K., & Hennon, C. B. (1993, April). Home-based business and family outcomes. In T. A. Mauldin (Ed.), Proceedings of 39th Annual Conference of the American Council on Consumer Interests, (forthcoming). Columbia, MO: American Council on Consumer Interests.
- Heck, R. K. Z., Winter, M., & Stafford, K. (1992). Managing work and family in home-based employment. Journal of Family and Economic Issues, 13, 187-212.
- Heckman, J. (1974). Shadow prices, market wages and labor supply. Econometrica, 42, 679-694.
- Heckman, J. (1979). Sample selection bias as a specification error. Econometrica, 47, 153-162.
- Heckman, N.A., Bryson, R., & Bryson, J.B. (1977). Problems of professional couples: A content analysis. Journal of Marriage and the Family, 39(2), 323-330.
- Heckman, J. & Macurdy, T. (1980). A life cycle model of female labour supply. Review of Economic Studies, 47, 47-74.
- Heller, D. (1981, December 14). More corporations endorse telecommuting for



- data processors. InfoWorld, 3(30), 18-19.
- Heller, D. (1982, January 18). Women's company manages at-home DP work force. InfoWorld, 4(2), 27-28.
- Hellman, H. (1985, February). Home sweet office. High Technology, 64-66.
- Helmbold, R. (1987). Beyond the family economy: Black and white working-class women during the great depression. Feminist Studies, 13(3), 629-655.
- Henry, M., Drabenstott, M., & Gibson, L. (1987). Rural growth slows down. Rural Development Perspectives, 3, 25-30.
- Hernandez, S.A. (1990). The division of housework: Choice and exchange. Journal of Consumer Policy, 13(2), 155-180.
- Hersch, J. (1985). Effect of housework on earnings of husbands and wives: Evidence from full-time piece rate workers. Social Science Quarterly, 66(1), 210-217.
- Hershon, S. (1975). The problems of management succession in family businesses. Unpublished doctoral dissertation, Harvard University, Boston, MA.
- Hertz, R. (1991). Dual-career couples and the American dream: Self-sufficiency and achievement. Journal of Comparative Family Studies, 22(2), 247-263.
- Herzog, H. W. Jr., & Schlottmann, A. M. (Eds.). (1991). Industry location and public policy. Knoxville, TN: University of Tennessee Press.
- Hewes, J. J. (1981). Worksteads: Living and working in the same place. Garden City, NY: Doubleday.
- Hill, C.G., Jr. (1993, May). Trouble shooting. Small Business Opportunities, 12.
- Hill, M. S. (1992). The panel study of income dynamics: A user's guide. Newbury Park, CA: Sage.
- Hiller, D., & Philliber, W. (1982). Predicting marital and career success among dual-worker couples. Journal of Marriage and the Family, 44(1), 53-62.
- Hiller, D., & Philliber, W. (1986). The division of labor in contemporary marriage: Expectations, perceptions, and performance. Social Problems, 33(3),

191-201.

Hinds, M. D. (1981, December 18). Knot for knitters. New York Times, 131, 18, column 6.

Hisrich, R.D. (1986). The women entrepreneur: Characteristics, skills, problems, and prescriptions for success. In D.L. Sexton & V.L. Lewis, The art and science of entrepreneurship (pp. 61-81). Cambridge, MA: Ballinger.

Hisrich, R.D. (1988). Entrepreneurship: Past, present, and future. Journal of Small Business Management, 26, 1-4.

Hisrich, R.D. (1989). Women entrepreneurs: Problems and prescriptions for the future. In O. Hagan, C. Rivchun, & D. Sexton (Eds.), Women-owned businesses. New York: Praeger.

Hisrich, R.D., & Brush, C.G. (1983). Women and minority entrepreneurs: A comparative analysis. In J.A. Hornaday, E.B. Shils, J.A. Timmons, & K.H. Vesper (Eds.), Frontiers of entrepreneurship research (pp. 566-587). Massachusetts: Babson College.

Hisrich, R.D., & Brush, C. (1984). The women entrepreneurs: Management skills and business problems. Journal of Small Business Management, 22(1), 30-37.

Hisrich, R. D., & Brush, C. G. (1986). The woman entrepreneur. Lexington, MA: D.C. Heath and Company.

Hisrich, R.D., & O'Brien, M. (1982). The woman entrepreneur as a reflection of the type of business. In K.H. Vesper (Ed.), Frontiers of entrepreneurship research (pp. 54-67). Massachusetts: Babson College.

Hofferth, S., & Phillips, D. (1991). Child care policy research. Journal of Social Issues, 47(2), 1-13.

Hogan, T. (1981, May 11). Home is where your office is. Infoworld, 3(9), 17+.

Holton, R. (1988). Women: The entrepreneurs of the eighties. Home Economics Forum, 13-17.

Hollander, B.S., & Bukowitz, W.R. (1990). Women, family culture, and family business. Family Business Review, 3(2), 139-151.

Hollander, B.S., & Elman, N.S. (1988). Family-owned businesses: An emerging

- field of inquiry. Family Business Review, 1(2), 145-164.
- Holmquist, C., & Sundin, E. (1990). What's special about highly educated women entrepreneurs? Entrepreneurship and Regional Development, 2, 181-193.
- Home office ranks up 23%, survey finds. (1993, August 20). Weekly Home Furnishings Newspaper, 77, 93.
- Homework. (1984, December 10). Fortune, 110, 10.
- Honadle, B.W., & Tanner, B. (1987). Home-based business. In B. Teater (Ed.), Proceedings of the National Entrepreneurship Symposium (pp. 80-82). Knoxville, TN: Southern Rural Development Center.
- Honig-Haftel, S., & Martin, L. R. (1986). Is the female entrepreneur at a disadvantage? The Journal for Employment & Job Training Professionals, 7(1/2), 49-64.
- Hood, J. (1986). The provider role: Its meaning and measurement. Journal of Marriage and the Family, 48(2), 349-359.
- Hoover, C.R., & Gritzmacher, J.E. (1987). Entrepreneurial activities of farm-based women [Abstract]. American Home Economics Association Annual Meeting Research Abstracts, 120.
- Horan, P., & Hargis, P. (1991). Children's work and schooling in the late nineteenth-century family economy. American Sociological Review, 56(5), 583-596.
- Hornaday, J.A., & Aboud, J. (1971, Summer). Characteristics of successful entrepreneurs. Personal Psychology, pp. 141-153.
- Hornaday, J.A. (1982). Research about living entrepreneurs. In C.A. Kent, D.L. Section, & K.H. Vesper (Eds.), Encyclopedia of Entrepreneurship (pp. 20-37). Englewood Cliffs, NJ: Prentiss-Hall.
- Hornsby, J.S., & Kuratko, D.F. (1990). Human resource management in small business: Critical issues for the 1990's. Journal of Small Business Management, ? July, 9-18.
- Horvath, F. (1986). Work at home: New findings from the Current Population Survey. Monthly Labor Review, 109(11), 31-35.

- Horwitz, J. (1986). Working at home and being at home: the interaction of microcomputers and the social life of households. Unpublished doctoral dissertation, City University of New York.
- Hotch, R. (1993, July). All the comforts of a home office. Nation's Business, 26-27.
- House subcommittee OKs new sweatshop penalty bill. (1982, May 20). Daily News Record, 12, 9(1).
- House unit OKs bill boosting penalties for sweatshops. (1982, May 20). Womens Wear Daily, 143, 14(1).
- Howe, W. J. (1986). Temporary help workers: Who they are, what jobs they hold. Monthly Labor Review, 109, 45-47.
- Hoy, F.S. (1987). Who are the rural entrepreneurs? In B. Teater (Ed.), Proceedings of the National Entrepreneurship Symposium (pp. 7-14). Knoxville, TN: Southern Rural Development Center.
- Hoy, F.S. (1989). Editorial: Audiences for entrepreneurship research. Entrepreneurship Theory and Practice, 13, 5-6.
- Hryhorchuk, B. (1982). Problems of home-based workers. Futurist, 16, 2.
- Huber, J. (1991). A theory of family, economy, and gender. In R. Blumberg (Ed.), Gender, family, and economy: The triple overlap (pp. 35-51). Newbury Park, CA: Sage.
- Huber, J. (1993). House rules. Entrepreneur, 21(3), 89-90, 92.
- Huber, J. (1993, March). Home inc. Entrepreneur, 78-95.
- Huber, J. (1993, April). Deduction reductions. New Business Opportunities, 8, 10.
- Huber, J. (1993, September). The quiet revolution. Entrepreneur, 77-81.
- Huber, J. (1994, April). Home inc.: Out of site. Entrepreneur, 72, 74.
- Huber, J. (1994, May). Home inc.: Rest insured. Entrepreneur, 76, 78.
- Huber, J. (1994, June). Home inc.: Phone home. Entrepreneur, 72, 74-75.

- Hukill, C. (1990). Homework. Monthly Labor Review, 113(5), 53-54.
- Humphreys, M.A., & McClung, J. (1981). Women entrepreneurs in Oklahoma. Review of Regional Economics and Business, 6(2), 13-20.
- Hunt, J.G., & Hunt, L.L. (1982). Dual-career families: Vanguard of the future or residue of the past? In J. Aldous (Ed.), Two Paychecks: Life in Dual Earner Families (pp. 41-59). Beverly Hills, CA: Sage.
- Hunt, J., & Hunt, L. (1987). Male resistance to role symmetry in dual-earner households: Three alternative explanations. In N. Gerstel & H. Gross (Eds.), Families and work (pp. 192-203). Philadelphia: Temple University Press.
- Ibrahim, A.B., & Goodwin, J.R. (1986). Perceived causes of success in small business. American Journal of Small Business, 11, 41-60.
- Illich, I. (1982). Gender. New York: Pantheon Books.
- Impacts of computer-mediated home-based work on women and their families. (1987). Office Technology and People, 3, 211-30.
- Israelsen, C.L. (1991). Family resource management. In S.J. Bahr (Ed.), Family research: A sixty-year review, 1930-1990 (Vol 1, pp. 171-229). Toronto: Lexington Books.
- It's rush hour for `telecommuting'. (1984, January 23). Business Week, 99(2).
- Jablonski, M., Kunze, K., & Otto, P.F. (1990). Hours at work: A new base for BLS productivity statistics. Monthly Labor Review, 113(2), 17-24.
- Jacob, J.A. (1989). Long-term trends in occupational segregation by sex. American Journal of Sociology, 95(1), 160-173.
- Jacobs, J.A., & Steinberg, R.J. (1990). Compensating differentials and the male-female wage gap: Evidence from the New York state comparable worth study. Social Forces, 69(2), 439-468.
- Jacobs, B. A. (1981, September). Humanizing the electronic office. Industry Week, 210(6), 85-6, 88/21.
- Jacobs, S. (1984, January 2). One more setback for the home knitter. New England Business, 6(1), 67.
- Jacobs, S. (1984, May 21). Working at home electronically. New England

Business, 6(9), 14-21.

Jaeger, B. (1994). The meaning of work among the self-employed. Unpublished doctoral dissertation, Saybrook.

Jaffe, D.T. (1990). Working with the ones you love: Conflict resolution & problem solving strategies for a successful family business. Berkeley, CA: Conari Press.

Jain, L. C. (1983). Textile policy set to annihilate employment in woolen cottage industry - test case for new technology policy. Economic and Political Weekly, 18(12), 427-8.

Jamal, M. (1986). Moonlighting: Personal, social, and organizational consequences. Human Relations, 39(11), 977-990.

Jamal, M., & Crawford, R. L. (1981, Fall). Consequences of extended work hours: A comparison of moonlighters, overtimers, and modal employees. Human Resources Management, 20(3), 18-23.

James, J.B. (1990). Women's employment patterns and midlife well-being. In H.Y. Grossman & N.L. Chester (Eds.), The Experience and Meaning of Work in Women's Lives (pp. 103-120). Hillsdale, New Jersey: Lawrence Erlbaum Associates.

Jankowski, J., Holtgraves, M., & Gerstein, L. (1989). A systemic perspective on work and family units. In E. Goldsmith (Ed.), Work and family: Theory, research, and applications (pp. 91-112). Newbury Park, CA: Sage.

Jensen, J. (1980). Cloth, butter and boarders: Women's household production for the market. Review of Radical Political Economics, 12(2), 14-24.

Johnson, B.L. (1976). Women who head families: A socioeconomic analysis. Monthly Labor Review, 99(6), 3-37.

Johnson, B.L. (1978). Women who head families, 1970-77: Their numbers rose, income lagged. Monthly Labor Review, 101(2), 32-37.

Johnson, B.L. (1979). Marital and family characteristics of workers, 1970-78. Monthly Labor Review, 102(4), 49-52.

Johnson, B.L. (1980). Single-parent families. Family Economics Review, 1980(3), 22-27.

- Johnson, B.L., & Waldman, E. (1981). Marital and family patterns of the labor force. Monthly Labor Review, 104(10), 36-37.
- Johnson, B.L., & Waldman, E. (1983). Most women who maintain families receive poor labor market returns. Monthly Labor Review, 106(12), 30-34.
- Johnson, B. (1982, December 27). Predictions from the home front. Computerworld, 16(52), 16-20.
- Johnson, J.S., Littrell, M.A., & Reilly, R. (1991). Consumers of customized sewing services. Clothing and Textiles Research Journal, 9, 7-15.
- Johnson, L. (1982). The seam allowance: Industrial homework in Canada. Toronto: The Women's Press.
- Johnson, P., & Firebaugh, F. (1985). A typology of household work performance by employment demands. Journal of Family Issues, 6(1), 83-105.
- Jones, C. G., & Timm, P. R. (1982, July). Plugging into the electronic office revolution. Manage, 34(3), 22-25.
- Jonovic, D.J. (1984). Someday it will all be yours...or will it? How to survive and enjoy success in family business. Cleveland, OH: The Center for Family Business.
- Jovanovic, B. (1982). Selection and the evolution of industry. Econometrica, 50, 649-670.
- Judge permits work at home by knitters. (1984, April 12). Washington Post, 103, A17.
- Juster, F. T., & Stafford, F. P. (1985). Time, goods, and well-being. Ann Arbor, MI: The University of Michigan, Institute for Social Research.
- Kabanoff, B. (1980). Work and nonwork: A review of models, methods and findings. Psychological Bulletin, 88(1), 60-77.
- Kadis, L.B., & McClendon, R. (1991). A relationship perspective on the couple-owned business. Family Business Review, 4(4), 413-424.
- Kahn, J.A., & Henderson, D.A. (1992). Location preferences of family firms: Strategic decision making or "home sweet home"? Family Business Review, 5(3), 271-282.

- Kahn-Hut, R., Daniels, A. K., & Colvard, R. (1982). Women and work: Problems and perspectives. New York: Oxford University Press.
- Kallenberg, A.L., & Berg, I. (1987). Work and industry. New York: Plenum Press.
- Kallenberg, A.L., & Leicht, K.T. (1991). Gender and organizational performance: Determinants of small business survival and success. Academy of Management Journal, 34(1), 136-161.
- Kallenberg, A., & Rosenfeld, R. (1990). Work in the family and in the labor market: A cross-national, reciprocal analysis. Journal of Marriage and the Family, 52(2), 331-346.
- Kaltoni, G. & Anderson, D. W. (1986). Sampling rare populations, Journal of Royal Statistical Society, 149, 65-82.
- Kamerman, S.B., & Kahn, A.J. (1984). Societal learning. In P. Voydanoff (Ed.), Work and Family: Changing Roles of Men and Women (pp. 330-345) Palo Alto, CA: Mayfield.
- Kanter, R. (1977). Work and family in the United States: A critical review and agenda for research and policy. New York: Russell Sage Foundation.
- Kanter, R. (1984). Jobs and families: Impact of working roles on family life. In P. Voydanoff (Ed.), Work and family: Changing roles of men and women (pp. 111-118). Palo Alto, CA: Mayfield Publishing.
- Kantor, D., & Lehr, W. (1975). Inside the family: Toward a theory of family process. San Francisco: Jossey-Bass.
- Kaplan, R. E. (1979, Jan/Feb/Mar). The utility of maintaining work relationships openly: An experimental study. The Journal of Applied Behavioral Science, 41.
- Kay, H.H. (1979). Legal and social impediments to dual career marriages. University of California-Davis Law Review, 12, 207-223.
- Kaye, D. (1982). Statistical evidence of discrimination. Journal of the American Statistical Association, 77(380), 773-792.
- Keller, S. (1980). Does the family have a future? In A. Skolnick & J. Skolnick (Eds.), Family in transition: Rethinking marriage, sexuality, child rearing, and family organization (3rd ed., pp. 66-79). Boston: Little, Brown & Co.



- Kelly, M. (1984, February). Exploring the potentials of decentralized work settings. Personnel Administrator, 48-52.
- Kelly, R., & Voydanoff, P. (1985). Work/family role strain among employed parents. Family Relations, 34(3), 367-374.
- Kennedy, E. (1989). A legislative approach to work and family: Time for a smart start. Harvard Journal on Legislation, 26(2), 391-402.
- Kent, C. A. (1982). Entrepreneurship in economic development. In C. A. Kent, D. L. Sexton, & K. H. Vesper (Eds.), Encyclopedia of entrepreneurship (pp. 237-256). Englewood Cliffs, NJ: Prentice-Hall, Inc.
- Kent, C.A., Sexton, D.L., & Vesper, K.H. (1982). Encyclopedia of entrepreneurship. Englewood Cliffs, NJ: Prentice-Hall, Inc.
- Keough, J., & Forbes, C. (1991). Family business: Enduring generations of change. Industrial Distribution, 80(13), 27-36.
- Kern, C.S. (1990). Cottage industry facts and figures. Cottage Connection, 4.
- Kiefer, N. M. (1988). Economic duration data and hazard functions. Journal of Economic Literature, 26, 646-679.
- Kepner, E. (1983, Summer). The family and the firm: A coevolutionary perspective. Organizational Dynamics, 57-70.
- Kepner, E., (1991). The family and the firm: A coevolutionary perspective. Family Business Review, 4(4), 445-461.
- Kessler-Harris, A. (1982). Out to work: A history of wage-earning women in the United States. Oxford: Oxford University Press.
- Kessler-Harris, A. (1987). The debate over equality for women in the workplace: Recognizing differences. In N. Gerstel & H. Gross (Eds.), Families and work. Philadelphia: Temple University Press.
- Kessler-Harris, A. (1990). A woman's wage: Historical meanings and social consequences. Lexington, KY: University Press of Kentucky.
- Kets deVries, M. (1977). The entrepreneurial personality at the crossroads. Journal of Management Studies, 14(1).
- Kets deVries, M. (1993). The dynamics of family controlled firms: The good and

the bad news. Organizational Dynamics, 21, 59-71.

Kidder, R. M. (1983, December 12). The flap over the cottage- industry ban. Christian Science Monitor, 76, 27.

Killingsworth, M. R. (1983). Labor supply. NY: Cambridge University Press.

Killingsworth, M. R. & Heckman J. (1986). Female labor supply: A survey. in O. Ashenfelter and R. Layard (Eds.) Handbook of Labor Economics (Vol. 1, pp. 103-204). Amsterdam: Elsevier Science Publishers.

Kingston, P. (1989). Studying the work-family connection: Atheoretical progress, ideological bias, and shaky foundations for policy. In E. Goldsmith (Ed.), Work and family: Theory, research, and applications (pp. 55-60). Newbury Park, CA: Sage.

Kingston, P. (1990). Illusions and ignorance about the family-responsive workplace. Journal of Family Issues, 11(4), 438-454.

Kirschner, S. (1992). The myth of the sacrifice of the daughter: Implications for the family-owned business. American Journal of Family Therapy, 20(1), 13-24.

Klebanow, S. (1989). Power, gender and money. Journal of the American Academy of Psychoanalysis, 17(2), 321-328.

Kleinschrod, W. A. (1981, November). The future home and factory will affect the future office. Administrative Management, 42, 29(1). (editorial)

Kline, M., & Cowan, P. (1989). Re-thinking the connections among "work" and "family" and well-being: A model for investigating employment and family work contexts. In E. Goldsmith (Ed.), Work and family: Theory, research, and applications (pp. 23-44). Newbury Park, CA: Sage.

Knocke, A.A. (1988, October). At home on the job: A change of place for a better life. Nation's Business, 36.

Kolodinsky, J. (1992). The conflict between household work and paid work: What we know and what's next. (Mimeo), University of Vermont.

Kotler, T., & Salmon, P. W. Representing interpersonal relations in families: Mutual evaluations. Human Relations, 31(4), 325.

- Kraut, R.E. (1988). Homework: What is it and who does it? In K. Christensen (Ed.), The new era of home-based work (pp. 30-48). Boulder, CO: Westview.
- Kraut, R., & Grambsch, P. (1987). Home-based white collar employment: Lessons from the 1980 census. Social Forces, 66, 410-426.
- Kreps, J., & Leaper, J. (1976). Homework, market work and allocation of time. In J. Kreps (Ed.), Women and the American economy: A look to the 1980's. Englewood Cliffs, NJ: Prentice-Hall.
- Kraut, R. (1988). Homework: What is it? Who does it? In K.E. Christensen (Ed.), The new era of home-based work (pp. 30-48). Boulder, CO: Westview Press.
- Kraut, R. (1989). Telecommuting: The trade-offs of home work. Journal of Communication, 39(3), 19-47.
- Krinsky, I., & Roteberg, W. (1991). The valuation of initial public offerings. The small firm case. In R. Yazdipour (Ed.), Advances in small business finance (pp 1-19). Norwell, MA: Kluwer Academic Publishers.
- Kuennen, D.S., & Stapleford, J.E. (1987). Developing and implementing effective entrepreneurship programs. In B. Teater (Ed.), Proceedings of the National Entrepreneurship Symposium (pp. 29-38). Knoxville, TN: Southern Rural Development Center.
- Kuzela, L. (1984, October 29). Office old-fashioned? Management doesn't always require proximity. Industry Week, 71-72.
- L. M. S. (1984, October). Home is where the worker is. Inc., 39-40.
- Labor department wants to end curbs on work at home. (1981, May 4). Wall Street Journal, 104, 11/10.
- Lacey, D. (1984, February). Exploring the potentials of decentralized work settings. Personnel Administrator, 29(2), 48-52.
- Ladewig, B., & McGee, G. (1986). Occupational commitment, a supportive family environment, and marital adjustment: Development and estimation of a model. Journal of Marriage and the Family, 48(4), 821-829.
- Lallande, A. (1984, April). Probing the telecommuting debate. Business Computer Systems, 102-113.

- Lambert, S. (1990). Processes linking work and family: A critical review and research agenda. Human Relations, 43(3), 239-257.
- Lancaster, T. (1990). The econometric analysis of transition data. Cambridge, England: Cambridge University Press.
- Lande, L.B. (1990). First-time mother's return to the work force. Monthly Labor Review, 113(10), 38-39.
- Lansberg, I. (1992). The family side of family business: A conversation with Salvador Minuchin. Family Business Review, 5(3), 309-321.
- Lansberg, I., Perrow, E.L., & Rogolsky, S. (1988). Family business as an emerging field. Family Business Review, 1(1), 1-8.
- Laslett, B. (1980). Family membership, past and present. In A. Skolnick & J. Skolnick (Eds.), Family in transition: Rethinking marriage, sexuality, child rearing, and family organization (pp. 106-125). Boston: Little, Brown & Co.
- Larkman, K. (1993, Spring). Brainstorming. Start Your Own Business, 10.
- Larson, E. (1985, January 17). Working at home: Is it freedom or a life of flabby loneliness? The Wall Street Journal, 33.
- Lasch, C. (1977). Haven in a heartless world. New York: Basic Books.
- Lawren, B. (1984). Working at home. Woman's World, pp. 6-7.
- Lawrence, F., Draughn, P., Tasker, G., & Wozniak, P. (1987). Sex differences in household labor time: A comparison of rural and urban couples. Sex Roles, 17(9/10), 489-502.
- Lazear, E. (1987). Why is there mandatory retirement? Journal of Political Economy, 87, 1261-1284.
- Lazear, E., & Moore, R.L. (1979). Incentives, productivity and labor contracts. Quarterly Journal of Economics, 99, 275-95.
- Leach, J. (1983). Reducing unemployment through entrepreneurship. Illinois Teacher, 27(3), 82-84.
- Lee, L. (1991, August). Oregon potters successfully challenge zoning ordinance. The Crafts Report, 1-10.
- Lee-Gosselin, H., & Grise, J. (1990). Are women owner-managers challenging

our definitions of entrepreneurship? An in-depth survey. Journal of Business Ethics, 9, 423-433.

Lehrer, E. (1992). The impact of children on married women's labor supply: Black-white differentials revisited. Journal of Human Resources, 27(3), 422-444.

Lehrer, E., & Nerlove, M. (1984). A lifecycle analysis of family income distribution. Economic Inquiry, 22(3), 360-374.

Lehrer, E., & Nerlove, M. (1989). Women's life-cycle time allocation: An econometric analysis. In S. Berk (Ed.), Women and household labor (pp 149-168). Beverly Hills, CA: Sage.

Leibowitz, A. (1974). Education and home production. American Economic Review, 64(2), 243-250.

Leidner, R. (1987). Home work: a study in the interaction of work and family organization. In I. Simpson and R. Simpson (Eds.), Research in the sociology of work. Greenwich, CT: JAI Press.

Leslie, L.A., Anderson, E.A., & Branson, M.P. (1991). Responsibility for children: The role of gender and employment. Journal of Family Issues, 12(2), 197-210.

Levinson, R. (1976, October). What to do about relatives on your payroll. Nations Business, 80-91.

Levinson, H. (1983, Summer). Consulting with family businesses: What to look for, what to look out for. Organizational Dynamics, 71-80.

Levitan, S.A., & Belous, R.S. (1981). Working wives and mothers: What happens to family life? Monthly Labor Review, 104(9), 26-30.

Lewis, J.M., Beavers, W.R., Gosset, J.T., & Phillips, V.A. (1976). No single thread: Psychological health in family systems. New York: Brunner/Mazel.

Lewis, M. (1984, April). If you worked here, you'd be home now. Nation's Business, 72(4), 50-52.

Lieberson, S., & O'Connor, J.F. (1972). Leadership and organizational performance: A study of large corporations. American Sociological Review, 37(2), 117-130.

- Liebman, L. (1989). Evaluating child care legislation: Program structures and political consequences. Harvard Journal on Legislation, 26(2), 357-390.
- Lin, X., Buss, T.F., Popovich, M. (1990). Entrepreneurship is alive and well in rural America: A four-state study. Economic Development Quarterly, 4(3), 254-259.
- Linder, M. (1983). Self-employment as a cyclical escape from unemployment. In E. Simpson & R. Simpson (Eds.), Research in the sociology of work: Peripheral workers. London: JAI Press.
- Littlefield, A., & Reynolds, L. (1990). The putting-out system: Transitional form or recurrent feature of capitalist production? Social Science Journal, 27(4), 359-372.
- Littman, M.S. (1989). Reasons for not working: Poor and nonpoor householders. Monthly Labor Review, 112(8), 16-21.
- Littrell, M.A., Stout, J.A., & Reilly, R. (1991). In-home businesses: Profiles of successful and struggling craft producers. Home Economics Research Journal, 20(1), 26-39.
- Lofflin, J. (1988, January 3). A burst of rural enterprise. New York Times, 1, 23.
- Loker, S., & Scannell, E. (1991). Textiles and craft employment moves back home. Paper presented at International Textile and Apparel Association Annual Conference, San Francisco, CA.
- Loker, S., & Scannell, E. (1992). Characteristics and practices of home-based workers. Journal of Family and Economic Issues, 13, 173-186.
- Loker, S., & Scannell, E. (1992). The unique nature of textile and craft home-based workers: A comparison. Journal of Family and Economic Issues, 13, 263-277.
- Loker, S., Scannell, E., Furry, M.M., & Heck, R.K.Z. (1990). Building home businesses in rural communities. Journal of Extension, 28(Summer), 18-20.
- Longstreth, M., Stafford, K., & Mauldin, T. (1987). Self-employed women and their families: Time use and socioeconomic characteristics. Journal of Small Business Management, 25, 30-37.
- Loscocco, K. (1990). Reactions to blue-collar work. Work and Occupations, 17(2), 152-177.

- Loscocco, K., Robinson, J., Hall, R., & Allen, J. (1991). Gender and small business success: An inquiry into women's relative disadvantage. Social Forces, 70(1), 65-85.
- Lozano, B. (1989). The invisible work force: Transforming American business with outside and home-based workers. New York: Free Press.
- Lublin, J. (1980, September 9). Home work: Some employers hire the handicapped to work at home. Wall Street Journal, 103, 1, col. 5.
- Maddala, G. (1983). Limited-dependent and qualitative variables in econometrics. Cambridge: Cambridge University Press.
- Main, B. (1991). Gender differences in wage rates, work histories, and occupational segregation. Journal of Economic Studies, 18(2). 22-39.
- Makela, C.J. (1985). Educational role of extension in home-based business income generation. In L.W. Jasper (Ed.), Home-based business income generation (pp. 1-8). Ft. Collins: Colorado State University.
- Mangelsdorf, M. (1991). Against the odds. Inc., 13(8), 22-24.
- Manilowske, L., Backman, G., Walter, C., & Boone, D. (1987). Your home business. Illinois Teacher, 30, 118-119.
- Marini, M. (1989). Sex differences in earnings in the United States. Annual Review of Sociology, 15, 343-380.
- Marshak, K.J. (1993). Co-entrepreneurial couples: A literature review on boundaries and transitions among copreneurs. Family Business Review, 6, 12-43.
- Marshall, C. (1988). Family influences on family members' job performance. Family Perspective, 22(4), 273-291.
- Marshall, C.M., Chadwick, B.A., & Marshall, B.C. (1991). The influence of employment on family interaction, well-being, and happiness. In S.J. Bahr (Ed.), Family research: A sixty-year review, 1930-1990 (Vol 2, pp 167-229). Toronto: Lexington Books.
- Mason, K.O., & Kuhlthau, K. (1992). The perceived impact of child care costs on women's labor supply and fertility. Demography, 29(4), 523-543.
- Mastromarco, D.R. (1992). The family-owned business in tax policy debates. Family Business Review, 5(2), 191-204.

- Masuo, D. M., & Kutara, P. B. (1991). Home-based employment in Hawaii: Who, what, and where? (Research Extension Series 131). Honolulu, HA: University of Hawaii, College of Tropical Agriculture and Human Resources.
- Masuo, D. M., Walker, R., & Furry, M. M. (1992) Home-based workers: Worker and work characteristics. Journal of Family and Economic Issues, 13, 245-262.
- Mattera, P. (1983). High-tech cottage industry - home computer sweatshops. Nation, 236(13), 390-392.
- Matters, P. (1983, April 2). Hi tech cottage industry--home computer sweatshop. Nation, 390-392.
- Matthaei, J. A. (1986). An economic history of women in America. New York: Schocken Books.
- Mattox, W. (1991). The parent trap. Policy Review, 55, 6-12.
- Maul, L., & Mayfield, D. (1990). The entrepreneur's road map to business success. Alexandria, VA: Saxton River Publications.
- McClintock, C. (1983). The telecommuting adventure. Human Ecology Forum, 13, 3-5.
- Maxwell, N.L. (1990). Changing female labor force participation: Influences on income inequality and distribution. Social Forces, 68(4), 1251-1266.
- May, M. (1987). The historical problem of the family wage: The Ford Motor Company and the five dollar day. In N. Gerstel & H. Gross (Eds.), Families and work (pp. 111-131). Philadelphia: Temple University Press.
- Mayer, K. U., & Tuma, N. B. (Eds.) (1990). Event history analysis in life course research. Madison, WI: The University of Wisconsin Press.
- Mayo, J.W., & Flynn, J.E. (1988). Firm entry and exit: Causality tests and economic-base linkages. Journal of Regional Science, 29(4), 645-662.
- Mayo, J. W., & Flynn, J. E. (1989). First entry and exit: Causality tests and economic-base linkages. Journal of Regional Science, 29(4), 645-662.
- Mazur, A., & Rosa, E. (1977). An empirical test of McClelland's "Achieving Society" theory. Social Forces, 55, 769-774.



- Mazur, J. (1987). Industrial homework and sweatshops. Vital Speeches of the Day, 53(22), 701-702.
- McClelland, D.C. (1987). Characteristics of successful entrepreneurs. Journal of Creative Behavior, 21, 219-233.
- McCullom, M.E. (1990). Problems and prospects in clinical research on family firms. Family Business Review, 3(3), 245-262.
- McCullom, M. (1992). Organization stories in a family-owned business. Family Business Review, 5(1), 3-24.
- McConville, J.A. (1992, August 10). Telecommuting legions grow. Weekly Home Furnishings Newspaper, 81, 89.
- McCullough, V. (1990). Home business boom. Boss, 14.
- McCullough, J., & Zick, C. (1992). The roles of role strain, economic resources and time demands in explaining mothers' life satisfaction. Journal of Family and Economic Issues, 13(1), 23-44.
- McLan, S. and McLane, S. (1982, January 18). Home-based businesses yield products for children. Christian Science Monitor, 74, 18.
- McLaughlin, M. A. (1981). Physical and social support systems used by women engaged in home-based work. Unpublished master's thesis, Cornell University.
- McNamara, K. T., Kreisel, W. P., & Deaton, B. J. (1988). Manufacturing location: The impact of human capital stocks and flows. Review of Regional Studies, 18, 42-48.
- McQuaig, L. (1980, November 10). The ever-so-humble and low pay at home. Macleans, 45-9.
- Medick, H. (1981). The proto-industrial family economy. In P. Kriedte, H. Medick, & J. Schlumbohm (Eds.), Industrialization before industrialization: Rural industry in the genesis of capitalism (pp. 38-73). Cambridge: Cambridge University Press.
- Medoff, J., & Abraham, K. (1980). Experience, performance, and earnings. Quarterly Journal of Economics, 95, 703-736.
- Medoff, J., & Abraham, K. (1981). Are those paid more really more productive? The case of experience. Journal of Human Resources, 16, 186-216.

- Meeks, F. (1993, April 12). Whistle blower. Forbes, 104-105.
- Mefford, R. (1986, February). Introducing management into the production function. The Review of Economics and Statistics, 68 (1), 96-104.
- Meiners, J., & Olson, G. (1987). Household, paid, and unpaid work time of farm women. Family Relations, 36(4), 407-411.
- Melia, M.K. (199x, February/March). Top home-based businesses for the '90s. Your Money, 32-35.
- Mellor, E.F. (1984). Investigating the differences in weekly earnings of women and men. Monthly Labor Review, 107(6), 17-28.
- Mellor, E.F., & Stamas, G.D. (1982). Usual weekly earnings: Another look at intergroup differences and basic trends. Monthly Labor Review, 105(4), 15-24.
- Menchik, P. L. (1980). Primogeniture, equal sharing, and the U.S. distribution of wealth. Quarterly Journal of Economics, 94, 299-316.
- Mendels, F. (1972). Proto-industrialization: The first phase of the industrialization process. Journal of Economic History, 32(1), 241-261.
- Micheli, R. (1988, July). Home is where the office is. Money, 67-74, 78.
- Michelson, W. (1981). Spatial and temporal dimensions of child care. In C. Stimpson et al., eds., Women and the American city. Chicago: University of Chicago Press.
- Milkovitch, G.T. (1981). The male-female pay gap: Need for reevaluation. Monthly Labor Review, 104(4), 42-43.
- Miller, D., Taylor, B., & Buck, M. (1991). Gender gaps: Who needs to be explained? Journal of Personality and Social Psychology, 61(1), 5-12.
- Miller, J. (1986). Family and work. Labor Law Journal, 37(8), 484-486.
- Miller, J. P. (1985). Rethinking small businesses as the best way to create rural jobs. Rural Development Perspectives, (February), 9-12.
- Miller, J. P. (1989). The product cycle and high technology industry in nonmetropolitan areas, 1976-1980. The Review of Regional Studies, 19, 1-12.

- Miller, J. P. (1990). Survival and growth of independent firms and corporate affiliates in metro and nonmetro America. Rural Development Research Report No. 74. Rockville, MD: Economic Research Service.
- Miller, J. P. (1991). New rural businesses show good survival and growth rates. Rural Development Perspectives, (June/September), 25-29.
- Miller, J., & Garrison, H. (1982). Sex roles: The division of labor at home and in the workplace. Annual Review of Sociology, 8, 237-262.
- Miller, P.A., & Mallilo, A. (1990). Business not as usual. Journal of Extension, 28, 22-23.
- Mincer, J. (1962). Labor force participation of married women: A study of labor supply. In H. Gregg Lewis (Ed.). Aspects of Labor Economics: A Report of the NBER (pp. 63-105). Princeton: Princeton University Press.
- Mincer, J. (1974). Schooling, experience, and earnings. New York: National Bureau of Economic Research.
- Mincer, J. (1980). Labor force participation of married women: A study of labor supply. In A.H. Amsden (Ed.), The Economics of Women and Work (pp. 41-51). New York: St. Martin's Press.
- Mincer, J., & Ofek, H. (1982). Interrupted work careers: Depreciation and restoration of human capital. Journal of Human Resources, 17(1), 3-24.
- Mincer, J., & Polachek, S. (1974). Family investments in human capital: Earnings of women. Journal of Political Economy, 82, S76-S108.
- Mincer, J., & Polachek, S. (1978). Women's earnings reexamined. Journal of Human Resources, 13(1), 118-134.
- Mincer, J., & Polachek, S. (1980). Family investments in human capital: Earnings of women. In A.H. Amsden (Ed.), The Economics of Women and Work (pp. 169-210). New York: St. Martin's Press.
- Minor, M. (1984, May 22). Do telecommuters put careers in jeopardy? Quality work the key. PC Week, 1, 34(2).
- Mirowsky, J. (1987). The psycho-economics of feeling underpaid: Distributive justice and the earnings of husbands and wives. American Journal of Sociology, 92(6), 1404-1434.

- Mitton, D.G. (1989). The compleat entrepreneur. Entrepreneurship Theory and Practice, 13, 9-19.
- Mizruchi, M. Who controls whom? Academy of Management Review, 8(3), 426-435.
- Moehrle, T. (1990). Expenditure patterns of the elderly: Workers and nonworkers. Monthly Labor Review, 113(5), 34-41.
- Mokry, B.W. (1988). Entrepreneurship and public policy: Can government stimulate business startups? New York: Quorum Books.
- Molidor, L. A. (1985, May). Homebased businesses: Changing realities for planning and zoning. Unpublished master's thesis, Iowa State University.
- Montagno, R.V., Kuratko, D.F., & Scarcella, J.H. (1986). Perception of entrepreneurial success characteristics. American Journal of Small Business, 10, 25-32.
- Montaldo, C.P., Olson, P.D., & Stafford, K. (1995). At home, but worlds apart: Gender influence on home-based business income. Manuscript submitted for publication.
- Moore, D.P. (1990). An examination of present research on the female entrepreneur--suggested research strategies for the 1990s. Journal of Business Ethics, 9(4/5), 275-281.
- Moore, K.A., & Sawhill, I.V. (1984). Implication of women's employment for home and family life. In P. Voydanoff (Ed.), Work and family: Changing roles of men and women (pp. 153-171). Palo Alto, CA: Mayfield.
- Morrow, A.M. (1978). Pink slavery. Proceedings of the 18th Western Regional Conference of Home Management-Family Economics Educators, Tempe, AZ, November 16-18.
- Mortimer, J., & London, J. (1984). The varying linkages of work and family. In P. Voydanoff (Ed.), Work and family: Changing roles of men and women (pp. 20-35). Palo Alto, CA: Mayfield Publishing.
- Moser, C. (1983, May/June). How computers create paying jobs at home. Consumers Digest, 22, 6(1).
- Mullens, R., Coward, R., & Owen, A. (1984, June). Rural non-farm women: The work and family life balancing act. Paper presented at the annual meeting of the American Home Economics Association, Anaheim, CA.

- Murphy, M. (1982). Comparative estimates of the value of household work in the United States for 1976. The Review of Income and Wealth, 28 (1), 29-43.
- Murphy, N.B. (1983). Loan rates, operating costs and size of loan: The evidence from cross-section data. In P.M. Horvitz & R.R. Petit (Eds.), Small business finance: Problems in financing of small business (pp. 51-62). Greenwich, CT: JAI Press.
- Muth, R. F. (1971). Migration: Chicken or egg? Southern Economic Journal, 57, 295-306.
- Nakamura, A., & Nakamura, M. (1985). The second paycheck: A socioeconomic analysis of earnings. Orlando, FL: Academic Press, Inc.
- National Research Council, Board on Agriculture. (1991). Sustainable Agricultural Research and Education in the Field, A Proceedings. Washington, D.C.: National Academy Press.
- Near, J., Rice, R., & Hunt, R. (1980). The relationship between work and nonwork domains: A review of empirical research. Academy of Management Review, 5(3), 415-430.
- Neider, L. (1987). A preliminary investigation of femal entrepreneurs in Florida. Journal of Small Business Management, 25, 22-29.
- Nelson, D.L. (1990). Politics, lack of career progress, and work/home conflict: Stress and strain for working women. Sex Roles, 23(2-3), 169-185.
- Nelson, G. (1987). Information needs of female entrepreneurs. Journal of Small Business Management, 25, 38-44.
- Nelson, G. (1991). Locus of control for successful female small business proprietors. Mid-Atlantic Journal of Business, 27(3), 213-223.
- Nelson, P. (1984, August 17). The office of tomorrow at home today. Telephony, 207(8).
- Nelson-Horchler, J. (1983, October 17). Sending employees home to work. Industry Week, 219(2), 80-81.
- Nelton, S. (1984). Surviving success in a new business. Nation's Review, 72, 20-24.

- Nelton, S. (1989). The age of the woman entrepreneur. Nation's Review, 72, 20-24.
- Nerlove, M. (n.d.) Innovation and change in the social sciences and the "new home economics." Mimeo.
- Niemi, A.W. (1989). How discrimination against female workers is hidden in U.S. industry statistics: Sex differences in wages in the cotton textile and boot and shoe industries between the world wars. American Journal of Economics and Sociology, 48(4), 401-414.
- Niemi, B. (1980). The female-male differential in unemployment rates. In A.H. Amsden (Ed.), The economics of women and work (pp. 325-349). New York: St. Martin's Press.
- Nilles, J. M. (1982, April). Teleworking: Working closer to home. Technology Review, pp. 56-62.
- Nilles, J.M., Carlson Jr., F.R., Gray, P., & Hanneman, G.J. (1976). The telecommunications-transportation tradeoff: Options for tomorrow. New York: John Wiley & Sons.
- Nock, S., & Kingston, P. (1984). The family work day. Journal of Marriage and the Family, 46(2), 333-343.
- Norwood, J. (1979). Women in the labor force: Some new data series. (Bureau of Labor Statistics, Report 575). Washington DC: Government Printing Office.
- Norwood, J. (1982). The female-male earnings gap: A review of employment and earnings issues. (Bureau of Labor Statistics, 673). Washington, DC: Government Printing Office.
- Norwood, J. (1984). Working women and public policy. (Bureau of Labor Statistics, Report 710). Washington, DC: Government Printing Office.
- Nussbaum, B., Cuneo, A., Carlson, B., McWilliams, G. (1993, April 12). Corporate refugees after the pain, some find smooth sailing. Business Week, 58-65.
- Olson, P.D. (1994). Home-based business in rural America: Defining and predicting success. Unpublished doctoral dissertation, The Ohio State University, Columbus.
- Olson, P.D., Fox, J.J., & Stafford, K. (1995, June). Are women installing their own glass ceilings? Paper presented at the Rural Retailing Symposium,

Snowbird, UT.

- O'Malley, C. (1992, October). The well-connected home office. Popular Science, 73+.
- O'Neill, F.G. (1993). Zoning. In M. Behr & W. Lagar (Eds.), Women working home (pp. 131-134). Edison, NJ: WWH Press.
- O'Neill, J. (1985). The trend in the male-female wage gap in the United States. Journal of Labor Economics, 3(1), 91-116.
- Oakley, A. (1980). Reflections on the study of household labor. In S.F. Berk (Ed.), Women and household labor (pp. 7-13). Beverly Hills, CA: Sage.
- Oelschlaeger, I. (1988). Needs assessment of Oregon home-based business owners. Unpublished master's thesis, Oregon State University, Corvallis.
- Olmstead, B. (1983). Changing times: The use of reduced work time options in the United States. International Labour Review, 122, 479-92.
- Olmstead, B. (1984, December 16). Working at home: City's laws do not compute. Chicago Sun-Times.
- Olsen, N. (1986). Zoning laws. In Starting a mini-business (pp. 30-32). Sunnyvale, CA: Bear Flag Books.
- Olson, D. H., McCubbin, H. I., et al. (1983). Families: What makes them work. Beverly Hills: Sage Publications.
- Olson, M. (1983). Remote office work: Changing work patterns in space and time. Communications of the AMC (Association for Computing Machinery), 26(3), 182-7.
- Olson, M. H., & Primps, S. (1984). Working at home with computers: Work and nonwork issues. Journal of Social Issues, 40, 97-112.
- Olson, M., & Tasley, R. (1984). Telecommunications and the changing definition of the workplace. In V. Mosco, Ed., Policy research in telecommunications. Norwood, NJ: Ablex, 248-258.
- Olson, P. (1990). The persistence of occupational segregation: A critique of its theoretical underpinnings. Journal of Economic Issues, 24(1), 161-171.
- Olson, S.F., & Currie, H.M. (1992). Female entrepreneurs: Personal value

systems and business strategies in a male-dominated industry. Journal of Small Business Management, 30(1), 49-57.

On-line homework a prelude to new job status? (1980, October). Data Communications, 9(10), 31-36.

Orthner, D., & Pittman, J. (1986). Family contributions to work commitment. Journal of Marriage and the Family, 48(3), 573-581.

Owen, A.J. (1985). The application of beta management to family processes. Working paper presented at NCR 116, Lincoln, Nebraska.

Owen, A.J., & Feather, B.L. (1987). The Best of Missouri's Hands markets the work of Missouri's artisans [Abstract]. American Home Economics Association Annual Meeting Research Abstracts, 44.

Owen, A. J., & Gritzmacher, J. E. (1993, April). Family functioning when the family runs a business. In T. A. Mauldin (Ed.), Proceedings of 39th Annual Conference of the American Council on Consumer Interests, (forthcoming). Columbia, MO: American Council on Consumer Interests.

Owen, A.J., & Winter, M. (1991). The impact of home-based business on family life. Family Business Review, 4, 425-432.

Owen, A. J., Carsky, M. L., & Dolan, E. M. (1992). Home-based employment: Historical and current considerations. Journal of Family and Economic Issues, 13, 121-138.

Owen, A. J., Rowe, B. R., & Gritzmacher, J. E. (1991, April). Home-based work and family functioning. In V. Haldeman (Ed.), Proceedings of 37th Annual Conference of the American Council on Consumer Interests, (pp. 83). Columbia, MO: American Council on Consumer Interests.

Owen, A. J., Rowe, B. R., & Gritzmacher, J. E. (1992). Building family functioning scales into the study of at-home income generation. Journal of Family and Economic Issues, 13, 299-313.

Owen, W. G., & Passewitz, J. P. (1986). Programs for home-based business. Journal of Extension, 24, 25.

Owens, T. (1990). Caught in an IRS crackdown: Big fines for misclassifying independent contractors. Small Business Reports, 30-38.

Padavic, I. (1992). While-collar work values and women's interest in blue-collar jobs. Gender & Society, 6(2), 215-230



- Palmer, P. (1989). Domesticity and dirt: Housewives and domestic servants in the United States, 1920-1945. Philadelphia: Temple University Press.
- Parcel, T.L., & Mueller, C.W. (1989). Temporal change in occupational earnings attainment, 1970-1980. American Sociological Review, *54*(4), 622-634.
- Parker, S.M. (1988). Entrepreneurship: Individual enterprises--a short course [Summary]. Proceedings of the Association of College Professors of Textiles and Clothing, 114.
- Parsons, T. (1959). The social structure of the family. In R. Anshen (Ed.), The family: Its function and destiny (pp. 241-274). New York: Harper & Bros.
- Paulin, W.L., Coffey, R.E., & Spaulding, M.E. (1982). Entrepreneurship research: Methods and directions. In C.A. Kent, D.L. Sexton, & K.H. Vesper (Eds.), Encyclopedia of Entrepreneurship (pp. 352-389). Englewood Cliffs, NJ: Prentiss-Hall.
- Pellegrino, E.T., & Reece, B.L. (1982). Perceived formative and operational problems encountered by female entrepreneurs in retail and service firms. Journal of Small Business Management, *20*(2), 15-24.
- Perry, S. (1990). Part-time work and returning to work after the birth of the first child. Applied Economics, *22*(9), 1137-1148.
- Peterson, R., & Smith, N. (1986). Entrepreneurship: A culturally appropriate combination of craft and opportunity. In R. Ronstadt, J. Hornaday, R. Peterson, & K. Vesper (Eds.), Frontiers of entrepreneurial research. Wellesley, MA: Babson College.
- Peterson, T. (1993). Interactive TV in '93. Business Week, 34.
- Piotrkowski, C. (1979). Work and the family system. New York: Free Press.
- Pious, F. K., Jr. (1982, July/August). Flexiplace. Across the Board, *19*(7), 66-68.
- Pittman, J., & Orthner, D. (1989). Gender differences in the prediction of job commitment. In E. Goldsmith (Ed.), Work and family: Theory, research, and applications (pp. 227-248). Newbury Park, CA: Sage.
- Pleck, E. (1976). Two worlds in one: Work and family. Journal of Social

History, 10(2), 178-195.

Pleck, J. (1977). The work-family role system. Social Problems, 24(4), 419-427.

Plous, F. K., Jr. (1982, May). Working at home appeals to a few. Unions and others foresee problems. World of Work Report, 33, 35-37.

Plutzer, E. (1988). Work life, family life, and women's support of feminism. American Sociological Review, 53(4), 640-649.

Poe, R. (1980). The SOBs. Across the Board: The Conference Board Magazine, 17(5.5), 23.

Pogrebin, L. (1983). Family politics: Love and power on an intimate frontier. New York: McGraw-Hill.

Polachek, S. (1965). Occupational self-selection: A human capital approach to sex differences in occupational structure. Review of Economics and Statistics, 58, 60-69.

Pollack, A. (1981, March 12). Rising trend of computer age: Employees who work at home. New York Times, 130, 1, column 2.

Potter, V. (1987). Home is where the business is. Extension Review, 58, 26-27.

Pouschine, T., & Kripalani, M. (1992, May 25). I got tired of forcing myself to go to the office. Forbes, 104-114.

Pratt, J. (1984). Home teleworking: A study of its pioneers. Technological Forecasting and Social Change, 25(1), 1-14.

Pratt, J.H. (1986). Working at home: Challenge for federal policy and statistics. Washington, DC: Small Business Administration.

Pratt, J. H. (1987). Methodological problems in surveying the home-based workforce. Technological Forecasting and Social Change, 31, 49-60.

Pratt, J.H. (1991, September/October). Incorporating portable offices into a contingency plan. Contingency Journal. Reprint available from Joanne H. Pratt Associates, 3520 Routh Street, Dallas, TX 75219.

Pratt, J. H., & Davis, J A. (1986). Measurement and evaluation of the populations of family-owned and home-based businesses. (SBA Contract No. 9202-AER-85). Washington, DC: Small Business Administration.

- Prieser, C. (1984). Occupational salary levels for white-collar workers, 1984. Monthly Labor Review, 107(10), 43-44.
- Pros and cons of 'flexiplace' work arrangements. (1983, September 5). Iron Age, 56.
- Purvis, J. (1989). Hard lessons: The lives and education of working-class women in nineteenth-century England. Minneapolis: University of Minnesota Press.
- Puspitawati, H. (1992). Time-management strategies used in households in which income is generated at home. Unpublished master's thesis, Iowa State University, Ames.
- Quataert, J. (1985). Combining agrarian and industrial livelihood: Rural households in the Saxon oberlausitz in the nineteenth century. Journal of Family History, 10(2), 145-162.
- Quinn, J. F. (1980). Labor force participation patterns of older self-employed workers. Social Security Bulletin, 43, April, 17-28.
- Raabe, P. (1990). The organizational effects of workplace family policies: Past weaknesses and recent progress toward improved research. Journal of Family Issues, 11(4), 477-491.
- Raabe, P., & Gessner, J.C. (1988). Employer family-supportive policies: Diverse variations on the theme. Family Relations, 37, 196-202.
- Rachlin, V. (1987). Fair vs equal role relations in dual-career and dual-earner families: Implications for family interventions. Family Relations, 36(2), 187-192.
- Rahmer, M. (1973). Home that can work. New Society, 26, 722-3.
- Rainwater, L. (1984). Mother's contribution to the family money economy in Europe and in the United States. In P. Voydanoff (Ed.), Work and the family. Palo Alto, CA: Mayfield Publishing.
- Ramsower, R. M. (1983). Telecommuting: An investigation of some organizational and behavioral effects of working at home. Unpublished doctoral dissertation, University of Minnesota.
- Rauch, J. (1981). Anatomy of a regulatory proposal--the battle over industrial homework. National Journal, 13(23), 1013-1016.

- Rector, R. (1989). Fourteen myths about families and child care. Harvard Journal on Legislation, 26(2), 517-547.
- Rees, G., & Fielder, S. (1992). The services economy, subcontracting and the new employment relations: Contract catering and cleaning. Work, Employment & Society, 6(3), 347-368.
- Reid, J. (1991, December 5). Building national strategies for rural economic development. Paper presented at the annual Agricultural Outlook Conference, Washington, DC.
- Reilly, R., Littrell, M.A., & Stout, J. (1989, May). Marketing Iowa crafts: An applied research project. Paper presented at the meeting of the Symposium on Research in Extension Education, Columbus, OH.
- Reisman, B. (1989). The economics of child care: Its importance in federal legislation. Harvard Journal on Legislation, 26(2), 473-503.
- Renfro, W. (1982). Second thoughts on moving the office home. Futurist, 16(3), 43-48.
- Renshaw, J. R. (1976). An exploration of the dynamics of the overlapping worlds of work and family. Family Process, 15, 143-165.
- Reports in brief: Working-at-home increases despite some problems with the neighbors. (1983, July). The Professional Report, 13(7), 26.
- Rhyne, E.H. (1988). Small business, banks, and SBA loan guarantees: Subsidizing the weak or bridging a credit gap. Westport, CT: Greenwood Press.
- Richardson, A. F. (1982, February 11). California, New York legislators push for a federal sweatshop law. Womens Wear Daily, 143, 11(1).
- Richter, J. (1984). The daily transition between professional and private life. Unpublished doctoral dissertation, Boston University.
- Riding, A.L., & Swift, C.S. (1990). Women business owners and terms of credit: Some empirical findings of the Canadian experience. Journal of Business Venturing, 5, 327-340.
- Rifkin, G. (1983, June 15). Working remotely: Where will your office be? Computerworld, 17(24A), 67-74.
- Rifkin, G. (1983, August 17). The office of the futurist. Computerworld, 17(32A), 12-16.

- Robinson, J. P. (1977). How Americans use time. New York: Praeger Publishers.
- Rockman, J. (1980, July). Door-to-door dollars. Working Woman, 36-8.
- Rodgers, F., & Rodgers, C. (1989). Business and the facts of family life. Harvard Business Review, 67(6), 121-129.
- Ronstadt, R. (1985). The educated entrepreneurs: A new era of entrepreneurial education is beginning. American Journal of Small Business, 10, 7-23.
- Roos, P.A. (1983). Marriage and women's occupational attainment in cross-cultural perspective. American Sociological Review, 48(6), 852-864.
- Rose, S. (1987). Gender segregation in the transition to the factory: The English hosiery industry, 1850-1910. Feminist Studies, 13(1), 163-184.
- Rose, A. M. (1955). Factors associated with life satisfaction of middle-aged persons. Marriage and Family Living, 17, 15-19.
- Rosenblatt, P. C., & Anderson, R. M. (1981). Interaction in farm families: Tension and stress. In R. T. Coward and M. W. Smith (eds.), The family in rural society. Boulder, CO: Westview.
- Rosenblatt, P. C., & Keller, L. O. (1983). Economic vulnerability and economic stress in farm couples. Family Relations, 32, 567-573.
- Rosenblatt, P. C., Nevaldine, A., & Titus, S. L. (1978). Farm families: Relation of significant aspects of farming to family interaction. International Journal of Sociology of the Family, 8, 89-99.
- Rosenblatt, P. C., & Titus, S. L. (1976). Together and apart in the family. Humanitas, 12, 367-379.
- Rosenblatt, P. C., Titus, S. L., & Cunningham, M. R. (1979). Disrespect, tension and togetherness-apartness in marriage. Journal of Marriage and Family Therapy, 5, 47-54.
- Rosenblatt, P. C., & Wright, S. E. (1984). Shadow realities in close relationships. American Journal of Family Therapy, 12, 45-54.
- Rothbart, D. (1982, September 17). Husband-and-wife high-tech businesses start springing up as the industry booms. Wall Street Journal, Section 2,

31(E), 27(W).

Rowe, B. R., & Bentley, M. T. (1992). The impact of the family on home-based work. Journal of Family and Economic Issues, 13, 279-297.

Rowe, B.R., Haynes, G.W., & Bentley, M.T. (1993). Economic outcomes in family-owned home-based businesses. Family Business Review, 6, 65-86.

Rowe, B.R., Haynes, G.W., & Stafford, K. (1995, June). The contribution of home-based business income to rural and urban economies. Paper presented at the Rural Retailing Symposium, Snowbird, UT.

Rowe, B.R., Stafford, K., & Owen, A.J. (1992). Who's working at home: The types of families engaged in home-based work. Journal of Family and Economic Issues, 13, 159-172.

Rowe, B. R., & Williams, K. (1991, June). Who's working at home?: The types of families engaged in home-based work. Family Economic Well-Being in the Next Century: Challenges, Changes, Continuity, Proceedings of a Workshop sponsored by the Family Economics-Home Management Section of the American Home Economics Association, (pp. 77-79). Minneapolis, Minnesota.

Rowe, B. R., Heck, R. K. Z., Bentley, M. T., & Haynes, G. W. (1993, April). Family-owned home businesses and their economic outcomes. In T. A. Mauldin (Ed.), Proceedings of 39th Annual Conference of the American Council on Consumer Interests, (forthcoming). Columbia, MO: American Council on Consumer Interests.

Running a firm from home gives women more flexibility. (1984, December 31). Wall Street Journal, E-11.

Russo, C. (1993, March). Building a home office from the ground up. Home Office Computing, 20-21.

Ryscavage, P., & Henle, P. (1990). Earnings inequality accelerates in the 1980s. Monthly Labor Review, 113(12), 3-16.

Ryscavage, P.M., & Bregger, J.E. (1985). New household survey and the CPS: A look at labor force differences. Monthly Labor Review, 108(9), 3-12.

Rytina, N.F. (1981). Occupational segregation and earnings differences by sex. Monthly Labor Review, 104(1), 49-53.

- Saddler, J. (1984, February 7). Home work: Personal computers increase independence of handicapped users. Wall Street Journal, LXXIII(26), 1.
- Saegert, S., & Winkel, G. (1979). The home: A critical problem for changing sex roles. New Space for Women. Boulder, Colorado: Westview Press.
- Salganicoff, M. (1990). Women in family businesses: Challenges and opportunities. Family Business Review, 3(2), 125-137.
- Salomon, I., & Salomon, M. (1984). Telecommuting: The employee's perspective. Technological Forecasting and Social Change, 25(1), 15-28.
- Sample, R. L. (1981, August). Coping with the 'work-at-home' trend. Administrative Management, 42, 24.
- Sanik, M. (1981). Division of household work: A decade comparison: 1967-1977. Home Economics Research Journal, 10(2), 175-180.
- Savickas, M. (1991). The meaning of work and love: Career issues and interventions. Career Development Quarterly, 39(4), 315-324.
- Saylor, M. (1987). Home-based enterprise development and crafts marketing. In B. Teater (Ed.), Proceedings of the National Entrepreneurship Symposium (pp. 57-70). Knoxville, TN: Southern Rural Development Center.
- Scannell, E. (1991). Home-based work affects household management. Vermont Science, 15(1), 3.
- Scannell, E., & Loker, S. (1991, June). A typology of home-based workers. Family Economic Well-Being in the Next Century: Challenges, Changes, Continuity, Proceedings of a Workshop sponsored by the Family Economics-Home Management Section of the American Home Economics Association, (pp. 71-73). Minneapolis, Minnesota.
- Scannell, E., Saltford, N.C., & Loker, S. (1992). Health insurance coverage in family-owned home businesses (unnumbered working paper). Burlington, VT: University of Vermont.
- Scherer, R.F., Brodzinski, J.D., & White, F.A. (1990). Entrepreneur career selection and gender: A socialization approach. Journal of Small Business Management, 28(2), 37-44.
- Schiro, A. M. (1980, February 3). A cottage industry: Children's clothes. New

- York Times, 129, Section 1, p. 44, col. 4.
- Schlosberg, J. (1984, October). Home is where the job is. Digital Review, 47-52.
- Schmenner, R. W. (1982). Making business location decisions. Englewood Cliffs, NJ: Prentice-Hall.
- Schniff, F. W. (1983, June). Flexiplace: Pros and Cons. Futurist, pp. 32-33.
- Schroeder, P. (1989). Is there a role for the federal government in work and the family? Harvard Journal of Legislation, 26(2), 299-309.
- Schwartz, E.G. (1976). Entrepreneurship: A new female frontier. Journal of Contemporary Business, Winter, 47-76.
- Schwer, R.K., & Yucelt, U. (1984). A study of risk-taking propensities among small business entrepreneurs and managers: An empirical evaluation. American Journal of Small Business, 8, 31-40.
- Scollard, J.R. (1993, March). No respect. Entrepreneur, 276.
- Scott, A. J. (1986). Industrial organization and location: Division of labor, the firm and spatial process. Economic Geography, 62(3), 215-231.
- Scott, C.E. (1986). Why more women are becoming entrepreneurs. Journal of Small Business Management, 24, 37-41.
- Scott, J.W., & Tilly, L.A. (1980). Women's work and the family in nineteenth-century Europe. In A.H. Amsden (Ed.), The Economics of Women and Work (pp. 91-139). New York: St. Martin's Press.
- Scott, M.S. (1989). Doing business on the home front. Black Enterprise, 19(9), 68-70.
- Semyonov, M. (1992). Women's labor force participation and occupational differentiation: Does the measure make the findings? Social Science Quarterly, 73(4), 947-951.
- Sexton, D.L., & Bowman, N.B. (1983). Comparative entrepreneurship characteristics of students: Preliminary results. In J.A. Hornaday, J.A. Timmons, & K.H. Vesper (Eds.), Frontiers of Entrepreneurship Research (pp. 213-232). Massachusetts: Babson College.
- Sexton, D.L. (1987). Advancing small business research: Utilizing research



- from other areas. American Journal of Small Business, 5, 25-30.
- Seymour, J. (1992). No time to call my own: Women's time as a household resource. Women's Studies International Forum, 15(2), 187-192.
- Shack-Marquez, J. (1984). Earnings differences between men and women: An introductory note. Monthly Labor Review, 107(6), 16-16.
- Shamir, B., & Salomon, I. (1985). Work-at-home and the quality of working life. Academy Management Review, 10(3), 455-465.
- Shamir, B. (1992). Home: The perfect workplace? In S. Zedeck (Ed.), Work, families, and organizations (pp. 272-311). San Francisco, CA: Jossey-Bass.
- Shapero, A., & Sokol, L. (1982). The social dimension of entrepreneurship. In C.A. Kent, D.L. Sexton, & K.H. Vesper (Eds.), Encyclopedia of Entrepreneurship (pp. 72-89). Englewoods Cliffs, NJ: Prentiss-Hall.
- Shank, S.E. (1988). Women and the labor market: The link grows stronger. Monthly Labor Review, 111(3), 3-8.
- Shaw, K.L. (1992). The life-cycle labor supply of married women and its implications for household income inequality. Economic Inquiry, 30, 659-672.
- Shaw, L.B. (1988). Causes of irregular employment patterns. In L.B. Shaw (Ed.), Unplanned Careers: The Working Lives of Middle-aged Women (pp. 45-59). Lexington, MA: Lexington Books.
- Shaw, L.B. (1988). Problems of labor-market reentry. In L.B. Shaw (Ed.), Unplanned Careers: The Working Lives of Middle-aged Women (pp. 33-43). Lexington, MA: Lexington Books.
- Shaw, L.B., & O'Brien, T. (1988). Introduction and overview. In L.B. Shaw (Ed.), Unplanned Careers: The Working Lives of Middle-aged Women (pp. 1-31). Lexington, MA: Lexington Books.
- Shaw, L., & Shapiro, D. (1987). Women's work plans: Contrasting expectations and actual work experience. Monthly Labor Review, 110(11), 7-13.
- Shaw, R. (1983). Street economics: The economic realities of Black economic development. Dallas, TX: Rufus Shaw Publishing.
- Sheedy, E. (1990). Start and run a profitable home-based business. North

- Vancouver, British Columbia (Canada): Self-Counsel Press.
- Sheldon, E.B. Family economic behavior: Problems and prospects. Philadelphia: J.B. Lippincott Co.
- Shelton, B.A. (1990). The distribution of household tasks: Does wife's employment status make a difference? Journal of Family Issues, 11(2), 115-135.
- Shetty, M. C. (1983). Small-scale and household industries in a developing economy: A study of their rationale, structure, and operative conditions. New York: Aisa Publishing House.
- Shiu, P. (1989). Work and family: Policies for the working poor. Harvard Journal on Legislation, 26(2), 349-354.
- Shortridge, K. (1975). Working poor women. In J. Freeman (Ed.), Women: A Feminist Perspective (242-253). Palo Alto, CA: Mayfield.
- Sichelman, L. (1984, December 16). A booming home-based workforce battles often-irrational regulations. Chicago Tribune, Section 16, 2A.
- Sieling, M.S. (1984). Staffing patterns prominent in female-male earnings gap. Monthly Labor Review, 107(6), 29-33.
- Silver, H. (1989). The demand for homework: Evidence from the U.S. Census. In E. Boris & C. Daniels (Eds.), Homework: Historical and contemporary perspectives on paid labor at home (pp. 103-129). Urbana, IL: University of Illinois Press.
- Silvestri, G. (1991). Who are the self-employed? Employment profiles and recent trends. Occupational Outlook Quarterly, 26-37.
- Simon, R.J., & Landis, J.M. (1989). Women's and men's attitudes about a woman's place and role. Public Opinion Quarterly, 53(2), 265-276.
- Small, L. L. (1981, August). How to get up in the morning and other tricks to working from home. Ms., 10, 35(3).
- Small, S., & Riley, D. (1990). Toward a multidimensional assessment of work spillover into family life. Journal of Marriage and the Family, 52(1), 51-61.
- Smeltzer, L.R., & Fann, G.L. (1989). Gender differences in external networks of small business owner/managers. Journal of Small Business

Management, 27(2), 25-32.

- Smith, D. (1987). Women's inequality and the family. In N. Gerstel & H. Gross (Eds.), Families and work (pp. 23-54). Philadelphia: Temple University Press.
- Smith, J.A. (1983). Custom sewing--a successful home business. Extension Review, 54, 28.
- Smith, J.P. (1988). Poverty and the family. In G.D. Sandefur & M. Tienda (Eds.), Divided Opportunities: Minorities, Poverty, and Social Policy (pp. 141-172). New York: Plenum Press.
- Smith, J.P. (1989). Women in the labor market and in the family. Journal of Economic Perspectives, 3(1), 9-23.
- Smith, P.L., Smits, S.J., & Hoy, F. (1992). Female business owners in industries traditionally dominated by males. Sex Roles, 26(11/12), 485-496.
- Smith, S.J. (1983). Estimating annual hours of labor force activity. Monthly Labor Review, 106(2), 13-22.
- Smith, T. (1984, March). Zoning for home occupations. Zoning News. American Planning Association, p. 3.
- Snyder, D. P. (1984, September). Coming decade spells changes in the workplace. Association Management, 36(9), 159, 161, 165+.
- Solberg, E.J., & Wong, D.C. (1992). Family time use: Leisure, home production, market work, and work related travel. Journal of Human Resources, 27(3), 485-510.
- Solomon, S. (1986). Small business USA. New York: Crown Publishers, Inc.
- Sommer, E. (1980, July/August). The pleasures and pitfalls of a business at home. In Business, pp. 38-41.
- Sonenstein, F., & Wolf, D. (1991). Satisfaction with child care: Perspectives of welfare mothers. Journal of Social Issues, 47(2), 15-31.
- Sorensen, E. (1989). Measuring the effect of occupational sex and race composition on earnings. In R.T. Michael, H.I. Hartman, & B. O'Farrell (Eds.), Pay equity: Empirical inquiries (pp. 49-69). Washington, DC: National Academy Press.

- Spilerman, S. & Schrank, H. (1991). Responses to the intrusion of family responsibilities in the workplace. In R. Althauser & M. Wallace (Eds.), Research in social stratification and mobility (pp. 27-61). Greenwich, CT: JAI Press.
- Spitze, G., & South, S.J. (1985). Women's employment, time expenditure, and divorce. Journal of Family Issues, 6(3), 307-329.
- Stafford, K. (1987). Management of family care by female entrepreneurs. Consumer Focus, 4(1), 1-2.
- Stafford, K. (1991, April). Households and workers engaged in home-based employment. In V. Haldeman (Ed.), Proceedings of 37th Annual Conference of the American Council on Consumer Interests, (pp. 77). Columbia, MO: American Council on Consumer Interests.
- Stafford, K., Owen, A. J., Winter, M. & Heck, R. K. Z. (1992). Family resource management and family functioning: Critical pieces of a puzzle (Family Resource Management Working Paper 92-02). Columbus, OH: The Ohio State University, Department of Family Resource Management.
- Stafford, K., Winter, M., Duncan, K. A., & Genalo, M. A. (1992). Studying at-home income generation: Issues and methods. Journal of Family and Economic Issues, 13, 139-158.
- Staines, G. (1980). Spillover versus compensation: A review of the literature on the relationship between work and nonwork. Human Relations, 33(2), 111-129.
- Staines, G., & Pleck, J. (1983). The impact of work schedules on the family. Ann Arbor, MI: University of Michigan, Institute for Social Research.
- Staines, G., & Pleck, J. (1984). Nonstandard work schedules and family life. Journal of Applied Psychology, 69(3), 515-523.
- Starrels, M.E. (1992). The evolution of workplace family policy research. Journal of Family Issues 13(3), 259-278.
- Statham, A., & Rhoton, P. (1988). Attitudes toward women working: Changes over time and implications for the labor-force behaviors of husbands and wives. In L.B. Shaw (Ed.), Unplanned Careers: The Working Lives of Middle-aged Women (pp. 77-92). Lexington, MA: Lexington Books.
- Stein, B., & Espindle, M.D. (1991). How home-business owners balance

- business and family. Home Office Computing, 42-43.
- Steinmetz, G., & Wright, E. O. (1989). The fall and rise of the petty bourgeoisie: Changing patterns of self-employment in the postwar United States. American Journal of Sociology, 94, 973-1018.
- Steinnes, D. N. (1984). Business climate, tax incentives, and regional economic development. Growth and Change, 15, 38-47.
- Stephen, L. (1991). Culture as a resource: Four cases of self-managed indigenous craft production in Latin America. Economic Development and Cultural Change, 40(1), 101-130.
- Stessin, L. (1981, January/February). Moonlighting: The employer's dilemma. Personnel, 58(1), 32-36.
- Stevens, G., & Cho, J.H. (1985). Socioeconomic indexes and the new 1980 Census occupational classification scheme. Social Science Research, 14, 142-168.
- Stevenson, H.H., & Gumpert, D.E. (1985). The heart of entrepreneurship. Harvard Business Review, 63(1), 85-94.
- Stevenson, L. (1986). Against all odds: The entrepreneurship of women. Journal of Small Business Management, 24, 30-36.
- Stevenson, L. (1990). Some methodological problems associated with researching women entrepreneurs. Journal of Business Ethics, 9(4/5), 439-446.
- Steward, J.F., & Boyd, D.R. (1988). Teaching entrepreneurs: Opportunities for women and minorities. Business Forum, 13(3), 8-10.
- Stiglitz, J.E., & Weiss, L. (1981). Credit rationing in markets with imperfect information. American Economic Review, 71, 393-410.
- Stinchcombe, A.L. (1965). Social structure and organizations. In J.G. March (Ed.), Handbook of organizations (pp. 142-193). Chicago: Rand McNally.
- Stinson, J. F., Jr. (1986). Moonlighting by women jumped to record highs. Monthly Labor Review, 109, 22-25.
- Stockard, J., & Johnson, M. (1980). Sex roles: Sex inequality and sex role development. New Jersey: Prentice-Hall.
- Stoll, H.R. (1981). Small firm's access to public equity financing. Washington,

DC: Interagency Task Force of Small Business Finance.

- Stoll, H.R., & Whaley, R.E. (1981). Transaction costs and the small firm effect. (Working paper no. 81-116). Nashville, TN: Vanderbilt University, Owen Graduate School of Management.
- Stoltz-Loike, M. (1992). The working family: Helping women balance the roles of wife, mother, and career woman. Career Development Quarterly, 40(3), 244-256.
- Subira, G. (1986). Black folks' guide to business success. Newark, NJ: Very Serious Business Enterprises.
- Suit seeking return of homework ban nixed. (1982, July 29). Daily News Record, 12, 23(1).
- Sullivan, J. (1984). Family support systems paychecks can't buy. In P. Voydanoff (Ed.), Work and Family: Changing Roles of Men and Women (pp. 310-319). Palo Alto, CA: Mayfield.
- Sullivan, L. (1991, August). How home businesses are regulated. The Crafts Report, 10-11.
- Sullivan, S. (1992). Is there a time for everything? Attitudes related to women's sequencing of career and family. Career Development Quarterly, 40(3), 234-243.
- 'Sweatshop' penalty bill introduced in house. (1982, April 7). Women's Wear Daily, 143, 13(1).
- Sweet, J.A. (1980). The employment of wives and the inequality of family income. In A.H. Amsden (Ed.), The Economics of Women and Work (pp. 400-409). New York: St. Martin's Press.
- Tagiuri, R., Davis, J.A. (1992). On the goals of successful family companies. Family Business Review, 5(1), 43-62.
- Tauer, L. W. (1984). Productivity of farmers at various ages. North Central Journal of Agricultural Economics, 6 (1), 81-87.
- Taylor, H. (1981, May 4). U. S. asks end of ban on apparel homework. Womens Wear Daily, 142, 7(1).
- Teachman, J. (1982). Methodological issues in the analysis of family formation and dissolution. Journal of Marriage and the Family, 44, 1037-1053.

- Tele-work-at-home trend gaining. (1983, September 14). Management Information Services Week, 1, 33.
- Telecommuting raises unions' cottage-industry hackles. (1984, October 29). Christian Science Monitor, 76, 18.
- Tepper, T., & Tepper, N. (1980). The new entrepreneurs: Women working from home. New York: Universe Books.
- Terry, S.L. (1983). Work experience, earnings, and family income in 1981. Monthly Labor Review, 106(4), 13-15.
- The itch to switch careers. (1982, July). Changing Times, 29-32.
- The new rush hour. (1990, March). Entrepreneur, 75-76.
- The scales of justice: How do they weigh a fiddler's private practice? (1982, October 13). Wall Street Journal, 1.
- Thompson, L. (1991). Family work: Women's sense of fairness. Journal of Family Issues, 12(2), 181-196.
- Thompson, L., & Walker, A. (1989). Gender in families: Women and men in marriage, work, and parenthood. Journal of Marriage and the Family, 51(?), 845-871.
- Thornton, B., & Leo, R. (1992). Gender typing, importance of multiple roles, and mental health consequences for women. Sex Roles, 27(5/6), 307-317.
- Tilly, L. A., & Scott, J. W. Women, work & family. New York: Holt, Rinehart & Winston.
- Timmons, J.A., Smollen, L.E., & Dingee, A. (1977). New Venture Creation. Homewood, IL: R.D. Irwin.
- Tip of the ski cap: Labor department's decision on home labor. (1984, November 12). Wall Street Journal, 24.
- Toffler, A. (1980). The third wave. New York: William Morrow & Company.
- Tolman, W. (1971, September). The duplication theorem of social relationships as tested in the general population. Psychological Review, 380-390.
- Tolman, W. (1976). Family constellations: Its effects on personality and social behavior. New York: Springer Press.

- Tomer, J.F. (1992). The social causes of economic decline: Organization failure and redlining. Review of Social Economy, 1(1), 61-81.
- Topel, R.H. (1994). Regional labor markets and the determinants of wage inequality. American Economic Review, 84(2), 17-22.
- Toussaint, P. (1991). Plugged in for business. Black Enterprise, 22(3), 113-120.
- Townsend, B., & O'Neil, K. (1990, August). Women get mad. American Demographics, xx(8), 26-32.
- Trower-Subira, G. (1980). Black folks' guide to making big money in America. Newark, NJ: Very Serious Business Enterprises.
- Tyson, D. O. (1984, January 11). Telecommuting: Saving through computing. American Banker, 149, 3(2).
- U. S. assures home knitters of base wage protection. (1981, November 11). Daily News Record, 11, 7(1).
- U. S. Move to allow some apparel work at home is reversed. (1983, November 30). Wall Street Journal, 3/10, column 5.
- U. S. sweatshop war: Advancing to the rear. (1982, March 11). Womens Wear Daily, 143, 22(2).
- U.S. Department of Labor (1980). Perspectives on working women: A databook. (Bulletin 2080). Washington, DC: Government Printing Office.
- U.S. Bureau of Census. (1987). Male-female differences in work experience, occupation, and earnings: 1984. (Current Population Reports P-70, No. 10). Washington, DC: Government Printing Office.
- U.S. Bureau of Census. (1987). Pensions: Worker coverage and retirement income, 1984. (Current Population Reports P-70, No. 12). Washington, DC: Government Printing Office.
- U.S. Bureau of the Census. (1991). Survey of minority-owned business enterprises: Summary (MB87-4). Washington, DC: Government Printing Office.
- U.S. Bureau of the Census. (1990). Work and family patterns of American women, (CPR Series P-23, No. 165). Washington, DC: Government



Printing Office.

U.S. Small Business Administration, Office of Advocacy. (1988). Small business in the American economy. Washington, DC: Government Printing Office.

U.S. Small Business Administration, Office of Advocacy. A status report to Congress: Statistical information on women in business. Washington, DC: Government Printing Office.

U.S. Small Business Administration. (1986). The state of small business: A report to the President. Washington, D.C.: U.S. Government Printing Office.

U.S. Small Business Administration. (1990). The state of small business: A report to the President. Washington, D.C.: U.S. Government Printing Office.

U.S. Small Business Administration. (1991). The state of small business: A report to the President. Washington, D.C.: U.S. Government Printing Office.

Uncle Sam nitpicks the knitters. (1981, February 9). Newsweek, 97, 71(1).

Unseem, M., & Dimaggio, P. (1978). Example of evaluation research as a cottage industry - technical quality and impact of arts audience studies. Sociological Methods and Research, 7(1), 55-84.

Update on a work-at-home project. (1980, December). ABA Banking Journal, 37.

Upton, N.B. (1991). The institute for family business at Baylor University. Review of Business, 13(1/2), 6-9.

Urbach, S. (1990). Keeping the code enforcer from the door: Home-based business and zoning. Edmond, OK: University of Central Oklahoma, Small Business Development Center.

Vail, H. (1980, December). The home computer terminal: Transforming the household of tomorrow. Futurist, 52-58.

Vandewater, J. (1983, September 14). ILGWU blasts knit homework before judges. Womens Wear Daily, 146, 14(1).

Vanek, J. (1974). Time spent in housework. Scientific American, 231, 116-20.

Vanek, J. (1980). Household work, wage work, and sexual equality. In S.F.

- Berk (Ed.), Women and Household Labor (pp. 275-291). Beverly Hills, CA: Sage.
- Vesper, K.H. (1982). Research on education for entrepreneurship. In C.A. Kent, D.L. Sexton, & K.H. Vesper (Eds.), Encyclopedia of Entrepreneurship (pp. 321-351). Englewood Cliffs, NJ: Prentiss-Hall.
- Vesper, K.H. (1985). New developments in entrepreneurship education. In J.A. Hornaday, E.B. Shils, J.A. Timmons, & K.H. Vesper (Eds.), Frontiers of Entrepreneurship Research (pp. 489-497). Massachusetts: Babson College.
- Vesper, K.H. (1986). New developments in entrepreneurship education. In D.L. Sexton & V.L. Lewis, The art and science of entrepreneurship (pp. 379-387). Cambridge, MA: Ballinger.
- Veum, J. & Gleason, P. (1991). Child care: Arrangements and costs. Monthly Labor Review, 114(10), 10-17.
- Vicker, R. (1981, August 4). Portable workplaces: Computer terminals allow more people to work at home instead of commuting. Wall Street Journal, 105, Section 2, 46/56.
- Vickery (Brown), C. (1982). Home production for use in a market economy. In B. Thorne & M Yalom (Eds.), Rethinking the Family: Some Feminist Questions (pp. 151-167). New York: Longman.
- Vinnicombe, S. (1987). What exactly are the differences in male and female working styles? Women in Management Review, 1, 13-21.
- Voydanoff, P. (1984). Work and family: Changing roles of men and women. Palo Alto, CA: Mayfield.
- Voydanoff, P. (1987). Work and family life. Newbury Park, CA: Sage.
- Voydanoff, P. (1988). Women, work, and family: Bernard's perspective on the past, present, and future. Psychology of Women Quarterly, 12(2), 269-280.
- Voydanoff, P. (1989). Work and family: A review and expanded conceptualization. In E. Goldsmith (Ed.), Work and family: Theory, research, and applications (pp. 1-22). Newbury Park, CA: Sage.
- Waite, L., Haggstrom, G., & Kanouse, D. (1986). The effects of parenthood on the career orientation and job characteristics of young adults. Social Forces, 65(1), 43-73.

- Waite, L., Leibowitz, A., & Witsberger, C. (1991). What parents pay for: Child care characteristics, quality, and costs. Journal of Social Issues, 47(2), 33-48.
- Wakin, E. (1984, September). Alternative workstyles: Jobs a la carte. Today's Office, 43-48.
- Waldinger, R., & Alrich, H. (1990). Trends in ethnic business in the United States. In R. Waldinger, H. Aldrich, & R. Ward (Eds.), Ethnic entrepreneurs: Immigrant business in industrial societies (pp. 49-78). Newbury Park, CA: Sage.
- Walen, B. (1984, May 25). Telecommuting: Not a 'curious novelty', but a trend with marketing implications. Marketing News, 18(11), 14, 16.
- Walker, R., Furry M. M., & Masuo, D. M. (1991, April). Working at home: Who is and at what? In V. Haldeman (Ed.), Proceedings of 37th Annual Conference of the American Council on Consumer Interests, (pp. 78). Columbia, MO: American Council on Consumer Interests.
- Walker, R., Furry, M. M., & Masuo, D. M. (1993, April). Gender and family owned home businesses. In T. A. Mauldin (Ed.), Proceedings of 39th Annual Conference of the American Council on Consumer Interests, (forthcoming). Columbia, MO: American Council on Consumer Interests.
- Walker, R., & Heck, R. K. Z. (1992). The utilization of paid and unpaid workers in home-based businesses. Presentation at 1992 World Congress on the Family, Columbus, Ohio, August 16-22.
- Walker, K., & Stryker, M. (1986). Human resources--vital to the home based business. Papers of the Western Region Home Management-Family Economics Educators, 1, 35-42.
- Walker, J. (1989). Production of exchange values in the home. Environment and Planning A, 21(5), 685-688.
- Walker, K. E., & Woods, M. E. (1976). Time use: A measure of household production of family goods and services. Washington, DC: Center for the Family, American Home Economics Association.
- Wallerstein, I., & Smith, J. (1991). Households as an institution of the world-economy. In R. Blumberg (Ed.), Gender, family, and economy: The triple overlap (pp. 225-242). Newbury Park, CA: Sage.
- Ward, J.L. (1987). Keeping the family business healthy: How to plan for continuing growth, profitability, and family leadership. San Francisco, CA:

Jossey-Bass.

- Washer, L. (1993, March). Home alone: Small business strategies. Working Women, 45-50, 89.
- Watkins, D.A., & Allen, T.G. (1987). Priority research needs: Rural entrepreneurship. In B. Teater (Ed.), Proceedings of the National Entrepreneurship Symposium (pp. 132-133). Knoxville, TN: Southern Rural Development Center.
- Watkins, D.A., & Allen, T.G. (1987). Problems of studying entrepreneurship in rural areas. In B. Teater (Ed.), Proceedings of the National Entrepreneurship Symposium (pp. 15-28). Knoxville, TN: Southern Rural Development Center.
- Watson, R.L. (1987). The road to economic freedom: An agenda for Black progress. Washington, DC: Regnery Gateway.
- Watts, M. (1992). How should occupational sex segregation be measured? Work, Employment & Society, 6(3), 475-487.
- Waymon, L. (1986). Starting and managing a business from your home (SBA Publication). Washington, DC: Government Printing Office.
- Weber, M. (1983, December). Life in the electronic cottage. Working Women, 8, 106-109.
- Wellen, P., & Peck, C. (1990). Effects of human capital factors on income and net asset amounts of older women. Home Economics Research Journal, 19(2), 107-119.
- Welsch, H., & Young, E. (1984). Male and female entrepreneurial characteristics: A profile of similarities and differences. International Small Business Journal, 2, 11-20.
- Welsh, J.A. (1974). The successful entrepreneur's career path. Proceedings of the 2nd Annual Investing in the Entrepreneur Seminar (pp. 13-19). Southern Methodist University: Caruth Institute.
- Welsh, J.A., & White, J.F. (1981). Converging on the characteristics of entrepreneurs. In K.H. Vesper (Ed.), Frontiers of Entrepreneurship Research (pp. 504-515). Massachusetts: Babson College.

- Whatmore, S., Lowe, P., & Marsden, T. (Eds.). (1991). Rural enterprise: Shifting perspectives on small-scale production. London: David Fulton Publishers.
- White-collar homework: On the upswing. (1982, September/ October). Personnel, 50-51.
- Whitmyer, C., Raspberry, S., & Phillips, M. (1989). Running a one-person business. Berkeley: Ten Speed Press.
- Wiatrowski, W. (1991). New survey data on pension benefits. Monthly Labor Review, 114(8), 8-21.
- Wicker, A.W., & Burley, K.A. (1991). Close coupling in work-family relationships: Making and implementing decisions in a new family business and at home. Human Relations, 44(1), 77-92.
- Widney, K.R. (1987). Home-based sewing business owners: Definitive profiles and skill assessment. Unpublished master's thesis, Oklahoma State University, Stillwater.
- Williams, R.T. (1990). Economic options for farm families. Journal of Extension, 28, 23-24.
- Williams-Miles, K. (1992). A comparison of nonfamily single-parent and full-nest families engaged in home-based employment. Unpublished master's thesis, Utah State University, Logan.
- Williamson, B. (1974). A profile of the successful entrepreneur. Proceedings of the 2nd Annual Investing in the Entrepreneur Seminar (pp. 20-28). Southern Methodist University: Caruth Institute.
- Winistorfer, J.A. (1988). State's home-based businesses. NW Rec Magazine, 4, 62-63.
- Winter, M. (1992, August). The informal sector and home-based work: It's the same the whole world over. Paper presented at the Family Resource Management Post-Conference Workshop, Rauschholzhausen (Marburg), Germany.
- Winter, M., & Fitzgerald, M. (1993). Continuing the family-owned home-based business: Evidence from a panel study. Family Business Review, 6, 132-148.
- Winter, M., Puspitawati, H., Heck, R. K. Z., & Stafford, K. (1993). Time

- management strategies used by households with home-based work. Journal of Family and Economic Issues, 14, 69-92.
- Wisconsin retailer, 10 seamstresses suing labor. (1983, March 16). Womens Wear Daily, 145, 58(1).
- Wise, D. (1982, December). Personal computers bring telecommuters home. InfoWorld, 55.
- Woldenberg, J. (1984, June/July). Telecommuting: No workplace like home. Words, 13(1), 24-27.
- Wolfgram, T. (1984). Working at home: The growth of cottage industry. Futurist, 18(3), 31-34.
- Wollman, J. (1982, September). How working women live the double life. Working Woman, 7, 154(2).
- Women working at home: Greater job flexibility or a return to the sweatshops. (1985). National Business Woman, 66, 22.
- Women and home-based work. (1985). Social Policy, 15, 54-57.
- Women and contingent work. (1987). Social Policy, 17, 15-18.
- Work at home: Byte and purl. (1984, October 4). Christian Science Monitor, 76, 17.
- Work-at-home programs: Factors to consider. (1982, June). Office, 114.
- Xu, W., & Leffler, A. (1992). Gender and race effects on occupational prestige, segregation, and earnings. Gender & Society, 6(3), 376-392.
- Yaari, M. E. (1965). Uncertain lifetime, life insurance, and the theory of the consumer. Review of Economic Studies, 32, 137-150.
- Yanagisaho, S. J. (1979). Family and household, the analysis of domestic groups. Annual Review of Anthropology, 161-205.
- Yourdon, E. (1982, April 26). Maybe programmers should work at home. Computerworld, 16, SR6.
- Zarley, C. (1984, May). The pleasures and perils of computing at home. Personal Computing, 76-79, 82-83.

Zick, C.D., & Bryant, W.K. (1983). Alternative strategies for pricing home work time. Home Economics Research Journal, 12(12), 133-144.

Zick, C.D., & McCullough, J. (1991). Trends in married couples' time use: Evidence from 1977-78 and 1987-88. Sex Roles, 24, 459-487.

Zientara, M. (1981, November 30). Telecommuting: Not all roses/ companies experiment with telecommuting. Computerworld, 15(48), 22-23.

Zientara, M. (1983, July 11). Telecommuting banned by service union board. Computerworld, 17, 7.

Zientara, M. (1983, August 15). Exec: Telecommuting strengthens manager's skills by requiring more active supervision/telecommuting suggested for fast-growing firms. Computerworld, 17(33), 28-29.

Compiled by:  
Barbara R. Rowe, Specialist  
Family Resource Management  
1262 Matthews Hall, Rm 314  
Purdue University  
West Lafayette, IN 47907-1262

with the assistance of:  
Dr. Barrie Jaeger  
407 N. Orange Drive  
Los Angeles, CA 90036

## **HOME-BASED & MICRO BUSINESS DEVELOPMENT**

### **Resource Directory - Code \_\_\_\_\_**

**Author(s):**

(last name, first, middle initial)

**Title:**

**Publisher:**

**Date:**

**Type of Publication:**

(bulletin, fact sheet, periodical, book, notebook, etc.)

**Brief Description:**

**Keywords:**

(three words used to describe/clarify content)

**Order from:**

(name, address, and telephone)

**Cost:**

**Information provided by:**

(name, address, and telephone)

Send Completed Form(s) To:  
Dr. Greg Passewitz  
Ohio State University  
2120 Fyffe Rd.  
Columbus, OH 43210-1010  
FAX: 614/292-7341  
email: [passewitz.1@osu.edu](mailto:passewitz.1@osu.edu)



The funding for this publication was provided by CSREES/USDA. Distributed by the Southern Rural Development Center, Box 9656, Mississippi State, MS 39762 (SRDC Publication #188-April 1996). Mississippi State University does not discriminate on the basis of race, color, religion, national origin, sex, age, disability or veteran status.