

# Key Information Resources Business of Biotechnology Sheridan Libraries--Johns Hopkins University

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Through the Sheridan Libraries' Web Resource, JHU users can access the JHU libraries' catalog, JHU-licensed electronic journals and web-based resources, library research guides, and information about library services and remote access to licensed resources. This guide is a list of basic resources, excluding books, videos and print newspapers. Additional materials are available and may be more appropriate for specific assignments.

## CONTENTS:

Useful Library Web pages	Patent & Technology Resources
Additional Assistance	Research & Development
General Websites	Funding Resources
JHU-Licensed Electronic Resources for Business and Economics	Proposals & Business Plans
Major Statistical Resources	Major Print Resources for Company and Industry Information

## USEFUL LIBRARY WEB PAGES:

Sheridan Libraries Main Page <http://www.library.jhu.edu>

JHU Online Catalog (JHU libraries' materials) <http://catalog.library.jhu.edu>

Research Guides by Subject (left box on main page)

- **Business** <http://guides.library.jhu.edu/business>
- **Biological Sciences** <http://guides.library.jhu.edu/biology>
- **Biotechnology** <http://guides.library.jhu.edu/biotechnology>
- **Engineering** <http://guides.library.jhu.edu/engineering>

Databases by Subject <http://jhsearch.library.jhu.edu/>

Search a Citation (to locate a specific article or journal) <http://findit.library.jhu.edu/>

### Tools

- **Evaluating Information Found on the Internet**  
<http://www.library.jhu.edu/researchhelp/general/evaluating/index.html>
- **Citing Sources** <http://guides.library.jhu.edu/citing>

**GPML (Government Publications, Maps and Law)**  
<http://www.library.jhu.edu/collections/gpml/index.html>

Services (on main page)

- **Connecting from Off-Campus. . . (Remote Access)**
- **Document delivery: Interlibrary Services, Eisenhower Express**
- **Reserves: Electronic, course-specific readings**

## **ADDITIONAL ASSISTANCE:**

Jim Gillispie, Lynne Stuart (GPML) 410-516-8360 for patents, demographic and gov. data  
Regional Librarians and Science & Engineering Librarians  
<http://library.jhu.edu/departments/rsc/rslist.html>

## **GENERAL WEBSITES:**

**Small Business Administration** <http://www.sba.gov>

**MoreBusiness.com** <http://www.morebusiness.com>

**SCORE (Service Corps of Retired Executives) "Counselors to America's Small Business"**  
<http://www.score.org>

**Biotechnology Industry Organization** <http://www.bio.org> member company profiles and links,  
industry statistics and overview

**Tech Council of Maryland** [http://www.techcouncilmd.com/index\\_1.html](http://www.techcouncilmd.com/index_1.html)

lists member biotech companies and links to their home pages

**MdBio** site <http://www.mdbio.org> Maryland Biotech information

**Recombinant Capital; Signals: the Online Magazine of Biotechnology Industry Analysis**  
<http://www.recap.com/> revenue data, company info., development of biotech products,  
partnerships between drug and biotech companies

**Biocom** <http://www.biocom.org/> Biotechnology news, analysis, webcasts

**Biospace.com** <http://www.biospace.com> Up-to-the-minute biotechnology and pharmaceutical  
developments, hub with links to biotech information

**Food & Drug Administration** <http://www.fda.gov>

**ThomasNet (Thomas Register of Manufacturers)** <http://www.thomasnet.com/>

**JHU LICENSED ELECTRONIC DATABASES**--Access permitted, under license  
agreements, for JHU academic research. Most web-based ones are accessible from home or  
laptop through either the university's proxy system or the JHConnect software, with a JHED  
login/password.

## **WORKING PAPERS:**

**NBER Working Papers** (National Bureau of Economic Research)

**CEPR Working Papers** (Centre for Economic Policy Research)

## **JOURNAL ARTICLES, COMPANY & INDUSTRY NEWS:**

Articles reveal more current information and objective analysis on an industry or on a company's  
personnel and financial situation, competition, market share, strategies, products, licensing and  
patents, and successes and failures. To find information on private companies, ones that aren't  
required to disclose financial information and don't sell stock on a stock exchange, articles are  
crucial.

If full-text is not included in an article index, use the FIND IT links to determine if another library  
resource or the JHU catalog can provide access. Use Interlibrary Loan to obtain desk top delivery of  
articles from journals which JHU doesn't own.

**ABI Inform** (Proquest) ABI Inform indexes scholarly and trade journals to provide bibliographic citations, abstracts, and selected full-text and selected full-image for articles in business and management. Includes full-text articles from Wall Street Journal.

**Business Source Premier, Academic Search Premier, Regional Business News, Health Source Consumer, Health Source Academic, CINAHL** (EBSCOhost collection) Selected full-text, full-image for scholarly, popular and trade journals and news sources for business, health, nursing and economics. Can limit to refereed journals. Click on “choose databases” within EBSCO to select and search these databases simultaneously.

**Wilson Web** (Wilson) Select one index or simultaneously search others (i.e. Business, General Science, Applied Science & Technology, Social Science) Can limit to refereed journals. Selected full-text articles online. Coverage varies by index and journal.

**ECONLIT** American Economic Association's index to the economic literature provides links to full-text articles from selected journals, including Journal of Economic Literature, American Economic Review, and Journal of Economic Perspectives.

**Lexis-Nexis Academic** Company financials, SEC filings, newswires, selected full-text news and journal articles, regional news, industry and medical news, biographical information, news transcripts, legal articles, patents, and cases. Good for national, international and regional business news.

**Business & Industry** (Firstsearch collection) Important facts, figures and key events dealing with public and private companies, industries, products and markets for all manufacturing and service industries at an international level. Includes citations and selected full-text articles from leading trade magazines, newsletters, the general business press and international business dailies.

**Business Dateline** (Firstsearch collection) Citations and selected full-text for region-specific business articles; useful for information on smaller, local companies.

**Mergent Online (formerly Moody's)** (Mergent) News, annual reports, history, & financial information on large, international companies and **public** U.S. companies, including industrial, OTC (over-the-counter) industrial, bank & finance, transportation, and public utility companies.

**Bloomberg** (Designated terminals at Homewood, Downtown Baltimore and D.C.) Economic indicators; Real-time, financial, company-specific, and industry-specific news and data. Company profile and Hoover's in-depth overview also includes news, recent developments, mergers & acquisitions, competitors, personnel, etc. **Mostly** covers **public**, national and international companies. Historical coverage varies.

**The Sun** (Proquest) Full-text articles of the Baltimore Sun since 1990. Back issues are on microfilm. No index exists other than one created by the Enoch Pratt Library. For just posted news, also try the Sun's website (sunspot.net), which requires free registration.

**Wall Street Journal** (Proquest) HTML full-text articles from recent years are available through ABI Inform or directly via the link on the Newspapers List. Historical issues are available in PDF format through a separate link in the list of Newspaper Resources.

**Press Display** For browsing cover-to-cover, page-images of U.S. and international, daily newspapers; sixty-day archive available.

*Additional newspapers are available from our List of Newspapers or through the JHU Catalog.*

**Journal Citation Reports, Web of Science** (ISI) Humanities, Science, and Social Science Citation indexes, in Web of Science, specifically determine what articles an author wrote or the number of times that an author or article has been cited. Journal Citation Reports, a separate database link, ranks the journals and helps determine where to publish or which journals are most used or respected in a field.

## **COMPANY & INDUSTRY DATA--FINANCIAL, DIRECTORIES, PROFILES:**

**Hoover's Academic** (Dun & Bradstreet) company profiles with history, competitors, and key financials. Good for research on *private* companies. (Also see Hoover's Company Records.)

**Standard & Poor's NetAdvantage** (Standard and Poor's) U.S. and global industry surveys, stocks, bonds, mutual funds, company directory, profiles, financials, executive biographies and more. Use the Advanced Search option for the company resources to perform custom searches based on your set of criteria.

**Mergent Online (formerly Moody's)** (Mergent) Includes in-depth industry profiles at the broad sector level and financial information on international and large U.S. **public** companies. Contains full-image annual reports. Enables downloading of financial charts and customized lists or reports on companies or industries.

**Marketline Business Information Center** (Research for Libraries) In-depth company, country and industry profiles (U.S. and international scope). Good place to start for industry reports and company profiles with SWOT analysis.

**Market Research.com Academic** (Market Research.com) Reports on specific demographic populations; current and archived issue-driven market research reports by ICON, Kalorama and Packaged Facts for health care, biotechnology, pharmaceuticals and other industries.

**Mintel Oxygen** (Mintel) Full-text, market research reports contain demographic and lifestyle data and product-specific or brand-level data for the consumer goods sectors for the U.S. and abroad. Reports are available upon publication. Initially set up a personal account with your JHU e-mail address at the Mintel log-in page; access with JHED ID and your Mintel profile.

**Business Insights** (Research for Libraries) Issue-driven market research reports on hot topics from analysts for specific industries. Includes the Drug Discovery Series of reports.

**Lexis-Nexis Academic** (Lexis-Nexis) News, industry publications, SEC filings, patents, company profiles. Use both general and business search features for different information.

**Gartner Research** (Gartner Group) Original analysis and reports on technologies, services, products, and vendors. Some emphases: information technology, satellite, broadband, cellular and mobile technologies, computer technologies. Accessible with JHED ID/password.

**Productscan** (Research for Libraries) Search for consumer products by industry, ingredient, date of release (innovation), country, manufacturer or distributor, flavor, fragrance, and packaging.

**Encyclopedia of Associations** (Gale) Lists trade associations and other organizations by subject with links to their web sites. Good for targeting resources that provide industry news, overviews and statistics.

***Dun & Bradstreet Million Dollar Database*** (Dun & Bradstreet) Business directory of companies with over a million or more in sales, over twenty full-time employees, or fifty employees at a branch. Profiles include sales, line of business, employee counts, address, year founded, public or private, trading exchange and symbol, and executive biographies. Can search by geography (even zip code) and industry. Able to sort list of results by sales or number of employees.

***Directory of Corporate Affiliations*** (Lexis-Nexis) “Who Owns Whom”

***Red Books Online*** (Lexis-Nexis) Detailed profiles of U.S. and international advertising agencies, including accounts represented by each agency, fields of specialization, breakdown of gross billings by media, and contact information on agency personnel.

***ReferenceUSA*** (InfoUSA) Residential, business and medical directories; most comprehensive, online business directory of nonprofits and private and public U.S. companies. Profiles are based on annual reports, national phone books, newspapers, post office forms and legal filings. Provides corporate linkages and maps. Useful for career, market and industry research. Data is useful with Arcview geographic mapping software.

***SRDS Media Solutions*** (Standard Rate & Data Service) international and national media directory for magazines and newspapers; provides demographics, advertising rates, and circulation statistics per publication

***Value Line Investment Survey*** (Value Line) Company and industry analysis, projections and rankings for 1,700 stocks and 90 industries. Includes only standard service. PDF and HTML reports differ.

## **SPECIALIZED BUSINESS & ECONOMICS RESOURCES:**

***Bloomberg*** (Designated terminal at MSEL, D.C. and Downtown Baltimore centers) Real-time financial and economic data, historical prices, and company and industry news. Company profiles include Hoover’s overview, analyst recommendations, financials, news, recent developments, mergers & acquisitions, competitors, biographies, etc. **Mostly** covers **public**, national and international companies.

***Economist Intelligence Unit*** (EIU) In-depth reports, rankings, analysis, news and statistical data pertaining to most countries. Highlights include: **Country Profiles/Reports, Risk Service, World Investment Service, City Data, Country Data, and Market Indicators and Forecasts.**

***Global Insight*** (by DRI-WEFA) Series of data banks providing financial and economic information from around the world, both current and historical. Excludes economic forecast data.

***SourceOECD*** (OECD) online library of the Organisation for Economic Co-operation and Development. Includes statistics and full-text books and periodicals pertaining to OECD countries.

***World Development Indicators*** (also see **World Bank E-Library**)—country-specific statistics and publications from World Bank

***Wharton Research Data Service (WRDS)***: New users should consult this Getting Started guide *before* registering. <http://www.library.jhu.edu/researchhelp/business/pdfs/wrds.pdf>

Access is available to JHU faculty and graduate students who have registered at the WRDS log-in page and been approved for an account. Use is strictly for academic research.

WRDS provides web-based access to the following data sets.

**Global Insight** (by DRI-WEFA) Series of data banks providing industrial, financial and economic information from around the world, both current and historical. Excludes economic forecast data.

**Center for Research in Security Prices (CRSP) Stock File** Comprehensive collection of standard and derived securities data for the NYSE (New York Stock Exchange), AMEX (American Exchange) and Nasdaq (Over the Counter) Stock Markets. Historical depth varies.

**NYSE Trade and Quote (TAQ)** intra-day transactions (trades and quotes) for all securities listed on the New York Stock Exchange(NYSE) and American Stock Exchange(AMEX), as well as Nasdaq National Market System (NMS) and SmallCap issues. Coverage begins with 1993. Updated monthly. Six-month lapse in release of latest data.

**Compustat** (Standard and Poor's) Current and most extensive historical coverage of financial data for active or inactive, U.S. and international companies; mostly derived from annual reports. Includes bank file and also some S&P index data.

## **MAJOR STATISTICAL SOURCES:**

**Librarians in Government Publications, Maps and Law, on A-Level, can assist with our demographic or statistical resources and data sets. Specialized statistical resources for economics, business and other categories are listed in the JHU Catalog, the research guides and the statistical resources page of the Government Publications Guide.**

### **List of Statistical Web Resources for Health**

<http://www.library.jhu.edu/collections/gpml/statisticalresources/health.html>

### **List of Statistical Web Resources for Business and Economics**

<http://library.jhu.edu/collections/gpml/statisticalresources/business.html>

### **Other statistical resources**

<http://library.jhu.edu/collections/gpml/statisticalresources/index.html>

## **Some Census and Demographic Resources:**

- **County Business Patterns** annual data from the Census Bureau goes back to 1964 and is useful for analyzing economic trends and economic activity of smaller regions, by industry.
- **Economic Census** collected every five years, content includes statistics for all industries, by NAICS industry code, at the national, state, county and MSA levels. Data include # of establishments, # of employees, payroll, and measure of output (sales, receipts, revenue, value of shipments, or value of construction work done). Additional reports offer more information.
- **American Fact Finder** (U.S. Census Bureau)—key resource for demographic data and customized reports for various geographic levels
- **Arcview GIS Mapping Software & Business Analyst** GIS mapping tool plots tabular data, in order to provide visual, geographic assessments. Compatible with Business Analyst or Reference USA

data to visually plot businesses by NAICS/SIC code. Business Analyst includes some consumer information.

- **Wessex Profiler**
- **Area Resource File** country-based data files, summarizing secondary data from a wide variety of sources, which are useful for analysis of the health care system. They each contain over 3,000 data elements from all counties in the U.S., with the exception of Alaska, and are issued periodically. Data elements include county descriptor codes, health professions data, health facility and health training data, population and economic data, and limited data on vital statistics, industry, housing, expenditure and environmental factors. Web-based resource but CD-ROM format is in Government Publications.

**Statistical Abstract of the United States** (Online version is good start but not as complete as the print version (GEN REF HA 202 or in GPML collection).

<http://www.census.gov/compendia/statab/>

**Lexis-Nexis Statistical** —searches in trade publications and in tables of government and business resources. Present Gov Pubs staff with document number (ASI or SRI number) to view full-text document or contact your nearest JHU library for options.

**Stat USA - National Trade Data Bank/GLOBUS**—country guides, industry reports for various countries, exchange rates, trade information

**Survey of Current Business** at <http://www.bea.gov/scb/index.htm>

**Manufacturing USA** (GEN REF HD9721.M364) and **Service Industries USA** (GEN REF HD9981.3.S47): both of these statistical compendia from Gale Research provide much data on industries, including regional information, production/distribution, and leading companies. Arranged by industry classification codes (NAICS/SIC).

**Commercial Atlas & Marketing Guide**/Rand McNally (Gov. Pubs HF3010 .R18 FOLIO and at Washington Resource Center)

**Survey of Buying Power**, an annual, special issue of **Sales & Marketing Management**, contains demographic and geographic data that may help to determine locations for potential business. Older issues are bound with the accompanying journal. Current issues are in Current Periodicals, M-Level call no. HF5438.S16.

## **PATENTS & TECHNOLOGY RESOURCES:**

Patent searching helps to identify competing products and their companies. Separate patents exist for design and function. View the Government Documents web pages for “Legal Resources/Patents and Trademarks” or contact the staff for assistance with patent and trademark searches.

### **Patent Guide:**

<http://library.jhu.edu/collections/gpml/legalresources/patentsandtrades.html>

Some of the resources in Government Publications include:

- *General Information Concerning Patents. C 21.26/2 (Doc Ref)*

- *Patents Handbook*. T 339.C 3471 (Doc Ref)
- *Patents and Inventions, An Information Aid for Inventors*. T 339.U 55 (Doc Ref)
- *Information Sources in Patents*. T 210.I 531 (Doc Ref)
- *Index to the U.S. Patent Classification* (C 21.12/2: GPML)  
This index provides an alphabetical listing of subject matter headings that in turn lead to the class or subclass numbers appropriate to the particular invention.
- [\*The Official Gazette of the United States Patent and Trademark Office\*](#) (C 21.5/4: Microfiche Gov Pubs)  
Provides a diagram and brief description of the patents granted or renewed during a given week. Included are indexes to patentees and classification of patents. Issues of the weekly *Gazette* do not accumulate, but as a whole provide a single numeric and chronological listing of all patents granted since 1872. GPML has the *Gazette* on microfilm from 1871-1973 and microfiche from 1992-2002. Paper copies of the *Gazette* (T 223.A) dating from February 4, 1975 - April 15, 1997 are located on Level C.

### Key Electronic Resources for Patents information:

***Lexis-Nexis Academic***—Start here for easier searching by keyword to identify and obtain a concise list of patent-related documents relevant to your technology. In the search screen, click on Legal then the patents category. To view the official documents, rather than just full-text, use the Patent Trademark Office web site.

**Patent Trademark Office** web site <http://www.uspto.gov>

Useful if you have a patent number for your search. Patent applications are located in a separate file.

***Web of Science (Derwents Innovation Database)*** Once in Web of Science, click on “Select A Database” to access Derwents Innovation Database for global patents since 1963.

### Key Electronic Resources for Technology-related information:

***National Technical Information Service (NTIS)*** “unclassified” (publicly available) technology reports for technologies that are under contract to our government.

***Applied Science and Technology Index, General Science Index*** (WilsonWeb) Indexes international, English-language periodicals in the sciences and technology, as well as conference proceedings, journal articles, editorials, some letters, charts, tables, buyers' guides, etc.

***Compendex***—primary index for engineering journals and publications, including conference proceedings, coverage 1884-Present

***DTIC*** <http://www.DTIC.mil> Dept. of Defense’s technical reports in the public domain.

### Other Resources for Technologies:

***PAIS*** Index to political, economic, and social issues in current debate throughout the world. The database covers the public and social policy literature of business, economics, finance, law, international relations,

public administration, government, political science, and other social sciences -- with emphasis on issues that are or might become the subjects of legislation.

### ***Newspaper Abstracts or Legal Periodicals Index***

### ***ABI/Inform and other business indexes***

***IEEE Xplore*** Full-text access to IEEE transactions, journals, magazines and conference proceedings, and all current IEEE Standards. Areas of coverage include electrical and electronic engineering, telecommunications, automation and control systems, biomedical engineering, computer hardware and architecture, imaging science, photographic technology, robotics, software engineering, transportation science and technology, artificial intelligence, information systems, acoustics, aerospace engineering, applied physics, nuclear science and technology, ocean engineering, remote sensing, and more.

***INSPEC*** (First Search collection) Covers journal literature and conference proceedings in physics, electrical engineering and electronics, computing and control, and information technology.

***Gartner Research Services***: Original analysis and reports by Gartner Research on technologies, services, products, and vendors. Some Emphases: information technology, satellite, broadband, cellular and mobile technologies, computer technologies

***SciFinder Scholar*** (Only available within the building) Combines CAPlus (the most current and most comprehensive chemistry bibliographic database available from the Chemical Abstracts Service) and the CAS Registry System (a chemical structure and dictionary database containing unique chemical substance records) into the world's largest and most current source of chemical information. Covers international journals, patents, patent families, technical reports, books, conference proceedings, and dissertations from all areas of chemistry, biochemistry, chemical engineering, and related sciences. Since October 1994, articles from key chemical journals are added, including citations for document types not covered in Chemical Abstracts (CA): biographical items, book reviews, editorials, errata, letters to the editor, news announcements, product reviews, meeting abstracts, and miscellaneous items.

***CHEMnetBASE*** Provides unlimited web-based access to descriptive and numerical data on the chemical, physical, and biological properties of chemical compounds.

***GEOBASE*** Multidisciplinary, international database supplying coverage for earth sciences, ecology, geomechanics, human geography and oceanography. It provides bibliographic information and abstracts of journals and archive coverage of additional titles. The material contained in the database includes references to scientific papers, trade journal and magazine articles, product reviews, directories and other material

***GeoRef*** Established by the American Geological Institute in 1966, provides access to the geoscience literature of the world.

***AGRICOLA*** (Through FirstSearch) Records cover every major agricultural subject. Compiled by the National Agricultural Library of the U.S. Department of Agriculture (USDA) and distributed by the National Technical Information Service of the Department of Commerce of the United States of America.

***Biological Abstracts/BIOSIS*** International index to publications in life sciences, biology and biomedicine.

***Embase*** More than 16 billion validated biomedical and pharmacological records from EMBASE and MEDLINE

***Pubmed***—Primary index to medical literature; Additional resources for medicine and health are listed on our website and on Welch Library's site.

## **RESEARCH & DEVELOPMENT**

**Clinical Trials.gov** <http://clinicaltrials.gov/> federally and privately supported clinical trials worldwide

*Chronicle of Higher Education* R&D within the academic community

Company Annual Reports or SEC Filings to view a company's R&D expenditures:  
<http://library.jhu.edu/researchhelp/business/company/annual.html>

**FierceBiotech: The Biotech Industry's Daily Monitor** (FierceMarkets, Inc.)  
<http://www.fiercebiotech.com/news> Daily highlights of drug discovery and clinical trials. Links to Webinars and disease market research reports (<http://www.fiercebiotech.com/research>)

**PhRMA** <http://www.phrma.org/> Provides news but also a "Medicines in Development" database (<http://newmeds.phrma.org/>) including medicines in clinical trials or at FDA for review. Content in the database is from *Adis R&D Insight*. Also contains a Newsroom ([http://www.phrma.org/news\\_room/](http://www.phrma.org/news_room/)) with text and multimedia resources.

View the article and newspaper databases for information on this topic.

## **FUNDING RESOURCES:**

### **Small Business Administration**

<http://www.sba.gov/services/index.html>

Click on the Services category to view resources for grants, financing, and loans.

### **Business.gov--The Official Business Link to the U.S. Government**

<http://www.business.gov>

Includes a wealth of government resources related to all aspects of business, including finance, taxes, and licenses.

### **Active Capital (formerly ACE-Net--Angel Capital Electronic Network)**

<http://www.activecapital.org>

In addition to its various resources and services for entrepreneurs, this nonprofit organization matches private investors with entrepreneurs according to criteria and interests. Active Capital ensures that the deals meet the requirements of federal and state regulators. The Office of Technology Transfers and Commercialization (OTTC) of the California State University at San Bernardino (CSUSB) hosts and maintains the database and website.

### **SCORE (Service Corps of Retired Executives) "Counselors to America's Small Business"**

<http://www.score.org>

This nonprofit organization and resource partner to the SBA specializes in entrepreneurship education and assistance; counselors are retired business leaders. Not only can the counselors assist, but the "Business Tools" link includes free financial tools and templates.

### **Grants.gov**

<http://www.grants.gov>

### **National Institute of Health (NIH)**

<http://www.nih.gov>

Annual Register of Grant Support  
General Reference LB 2338.A1A5 (latest ed.)

Federal Register (back issues are on microfilm)  
<http://www.gpoaccess.gov/fr/index.html>

Corporate Philanthropy Report  
Current Periodicals HG4028.C6 C675

Foundation Directory  
General Reference AS911.A2 F68

Foundation News and Commentary  
Current Periodicals HV 16.F3

*Encyclopedia of Associations* database

*Chronicle of Higher Education* (print and online subscription)

**PricewaterhouseCoopers MoneyTree Report**

<http://www.pwcmoneytree.com>

PricewaterhouseCoopers and the National Venture Capital Association provide their quarterly study of venture capital activity in the U.S., based on data from Thomson Financial. In addition to trends and data, this site reveals the current status of venture capital funding, including which emerging companies received funding and by whom. It excludes the financial amount received by the company. This free resource requires individual registration to access.

Samples of specific venture capital investment banks:

**Garage.com**

<http://www.garage.com>

venture capital investment bank from Garage Technology Ventures

**EarlyBirdCapital.com**

<http://www.earlybirdcapital.com>

Provides financing for early stage companies in fast growth industry sectors, including technology.

**Wells Fargo** <http://www.wellsfargo.com/biz> Choose Small Business Resources.

Directory of Venture Capital and Private Equity Firms, Domestic and International

General Reference HG4751.F582

Entries for over 3,000 firms include contact information, industry group preference, mission, fund size, average investment; alphabetically and geographically indexed

National Venture Capital Association Yearbook

General Reference HG4961.N382

View NVCA statistics and industry information at <http://www.nvca.org/>

Other Venture Capital Resources: Do an Advanced title keyword search in the JHU Catalog on *venture capital*. Combine with a general keyword search on *directories*. Pratt's guides include essay on "How to Choose and Approach a Venture Capitalist"

## **PROPOSALS, BUSINESS PLANS:**

Websites with Sample Plans:

- Center for Business Planning <http://www.businessplans.org>
- Bplans.com <http://www.bplans.com>

**Business Plans Handbooks:** Online database contains samples of actual business plans.

Books from the JHU Library Catalog:

<http://catalog.library.jhu.edu>

- Writing Proposals:  
Do an Advanced subject keyword search in the JHU Catalog for *proposal writing*.
- Writing Business Plans:  
Perform an Advanced subject keyword search in the JHU Catalog on *business planning*.
- Try small business, entrepreneurship, business or marketing plans, marketing campaigns, advertising and start-ups as additional keywords in title or subject searches.

## **MAJOR PRINT REFERENCES FOR COMPANIES & INDUSTRIES:**

**General Directories** [contact information, sales, assets, industry, top personnel, history (Recent eds. mostly in Gen Ref collection, some titles retained historically)]

Almanac of American employers	HF 5382.75 .U6A45
Directory of American firms operating in foreign countries	HG 4538.A1D5
Directory of Foreign Firms Operating in the United States	HG4057.A21943
D&B consultants directory	HD 69 .C6D86
Hoover's handbook of emerging companies	HG 4057.A28618
Hoover's handbook of world business.	HG 4009.H66
Hoover's master list of major U.S. companies	HF 5035.H66
International directory of company histories	HD2712.I57
Maryland business directory.	HF 5065 .M25M285
Standard and Poor's register of corporations, directors and executives	HG 4057.A1S8
Thomas Register of Manufacturers	T 12 .T6
Ward's business directory of U.S. private & public companies	HG 4057 .A1W35
Washington D.C. area business directory	HF 5068 .W3W37

**Mergent Handbooks and Manuals** (formerly Moody's): Search by title, under Moody's or Mergent. All manuals, historically, are on microfiche. Print manuals are in various locations. See index for referral to appropriate manual for certain company.

### **Industry Resources/Rankings (in General Reference Collection)**

Consult a SIC code or NAICS code index on the WWW or in print. References are often organized by these numerical codes or by industry.

Book of Lists (rankings by Baltimore Business Journal)	HC 108 .B2B66
Book of Lists (rankings by Washington Business Journal)	HG4058.W3 B66
Brands & Their Companies	T 223 .V4A23
Business Rankings Annual	HG 4050 .B88
Encyclopedia of Major Marketing Campaigns (latest online in Gale Virtual Reference Library)	HF5837.E53
European Marketing Data & Statistics	HA1107.E87
Illustrated Book of World Rankings	HA155.K87
International Marketing Data & Statistics	HA42.I56
Manufacturing USA, Service Industries (online in list of databases)	HD9721.M364, HD9981.3.S47
Market Share Reporter	HF 5410 .M35
Mergent Industry Review	HG 4057 .A3491
S & P Industry Surveys (online now in S&P Netadvantage)	MSEL Stacks HC 106.6 S75
Wards Business Directory	HG 4057 .A1W35

Fortune (look for special rankings issue) in Current Periodicals, M level, call no. AP 2 .F74

Try an article database or a trade association web site for specific industry statistics and rankings.

### **Industry Ratio Resources:**

Consult this guide for resources which enable you to compare your company's performance over time or to the performance of similar firms in the industry.

<http://library.jhu.edu/researchhelp/business/industry/ratios.html>

- (D & B) Industry Norms and Key Business Ratios  
GEN REF HF 5681 .R25 I53, also at Downtown Baltimore center
- RMA Annual Statement Studies ability to compare by size of business  
GEN REF HF 5681 .B2 R58, also at Downtown Baltimore and Montgomery centers
- Almanac of Business and Industrial Financial Ratios (GEN REF HF 5681 .R25 T68)

**Mergent Online** database--Create and export comparison reports that include financial ratios and peer averages. (The financial tab within individual company profiles also provides categories for ratios and ratio analysis. Export data to Excel.)

**Value Line Investment Survey** database for industry rankings and reports which contain ratios and analysis.

Use the Advanced Search screens in the company resources of **Standard and Poor's Netadvantage** database to perform customized search based on your size of business, industry codes and geographic criteria.

### **Biotech Directories:**

In the JHU Catalog (<http://catalog.library.jhu.edu/>), do an Advanced Keyword search on one line for *biotechnology and directories*. Additional titles may be at Welch Medical Library at the JHU medical campus. Other resources may be listed under related terms in the JHU Catalog (e.g.

*industry, drug, pharmaceutical, technology*). Check the JHU Libraries' Catalog for location of previous editions.

Examples:

Plunkett's biotech & genetics industry almanac / editor, Jack W. Plunkett. (rankings, company profiles) CD-ROM and current print edition  
Montgomery Library Resource Center Reference HD9999.B44 P58

GEN database of biotechnology companies and resources. (print directory)  
Eisenhower Science Reference, Non-Circ TP248.17.G45 2002

Nature Biotechnology Directory Annual.

Eisenhower Science Reference, Non-circ TP248.3.C57 2004

Prior editions at Montgomery and Washington Resource Center libraries

Deals with the state of biotechnology worldwide. Divided into three sections: profiles of commercial biotechnology companies, universities, institutes, and research organizations; buyers guide to products, equipment and services; and sources of information (government departments, trade or industry associations, and details of available academic grants).