

OREGON SMALL BUSINESS DEVELOPMENT CENTER NETWORK

An Overview of Services

Oregon CRA Roundtable, July 8, 2014

Mark Gregory, Deputy State Director



About the Oregon SBDC Network

The Oregon Small Business Development Center Network (OSBDCN) is a unique and well-established partnership with 17 community colleges, two state universities, the US Small Business Administration, and Business Oregon.



What We Offer

For 31 years, the OSBDCN has provided one-on-one advising to over 156,000 current and prospective businesses. Over 575,000 individuals have attended OSBDCN-sponsored business education classes and events. Key topics include

(but not limited to):

- Business Planning (Start-Up through Succession)
- Accounting & Financial Management
- Marketing and Promotion (including Market Research)
- Human Resources Management
- Sources of Financing
- Government Contracting
- International Trade
- Customer Service
- Copyrights and Patents
- Research & Development Resources
- Technology Utilization
- Regulatory Compliance



Our People—Advisors & Clients

OSBDCN employs 110 Business Advisors at 19 SBDCs throughout the State, all of whom have current/prior business ownership experience. Most Advisors also have MBA's or comparable academic credentials.

Owners of established businesses comprise 60% of our clientele; 40% are individuals considering business ownership.



A Few of Our Successes





Capital Access Team (CAT)

Noah Brockman, MBA
State-wide Team Lead
Oregon SBDC Network
www.BizCenterCAT.org



Oregon Small Business Development Center
Network © 2011

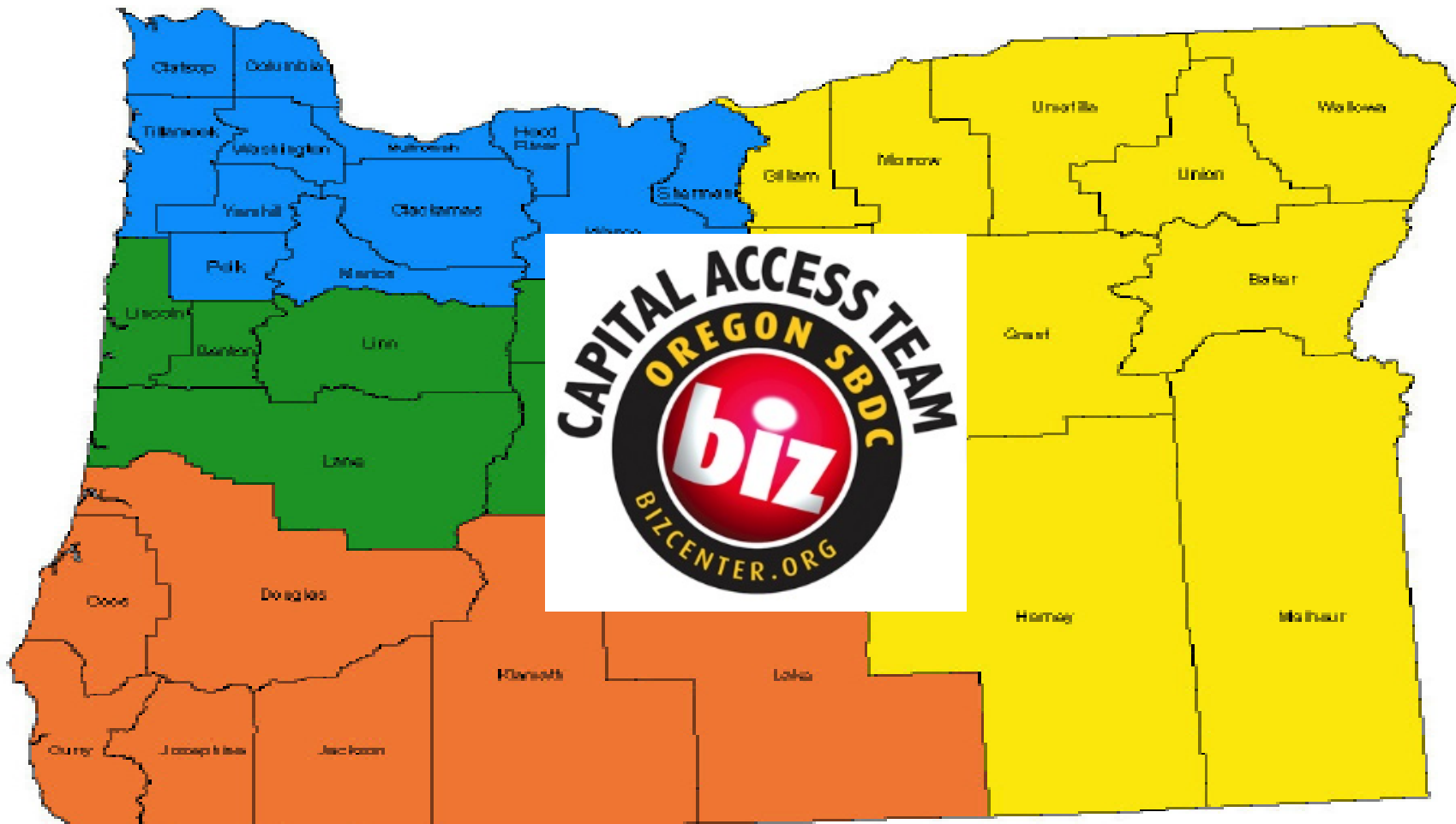


CAT HISTORY



- Initially funded in 2011 by the Small Business Jobs Act
- Prepares SBDC clients to become bankable
- Assists SBDC clients to access capital

OSBDCN CAT REGIONS



Select your region

- Region #1  Region #2  Region #3  Region #4 



- Capital Access Team Home
- Working with the CAT
- Client Readiness Assessment
- Capital Access Advisors
- Capital Access Resources
- Testimonials

CAT PROCESS OVERVIEW



Pre-Screen



CAT Readiness



Loan Packaging



Lender Relations

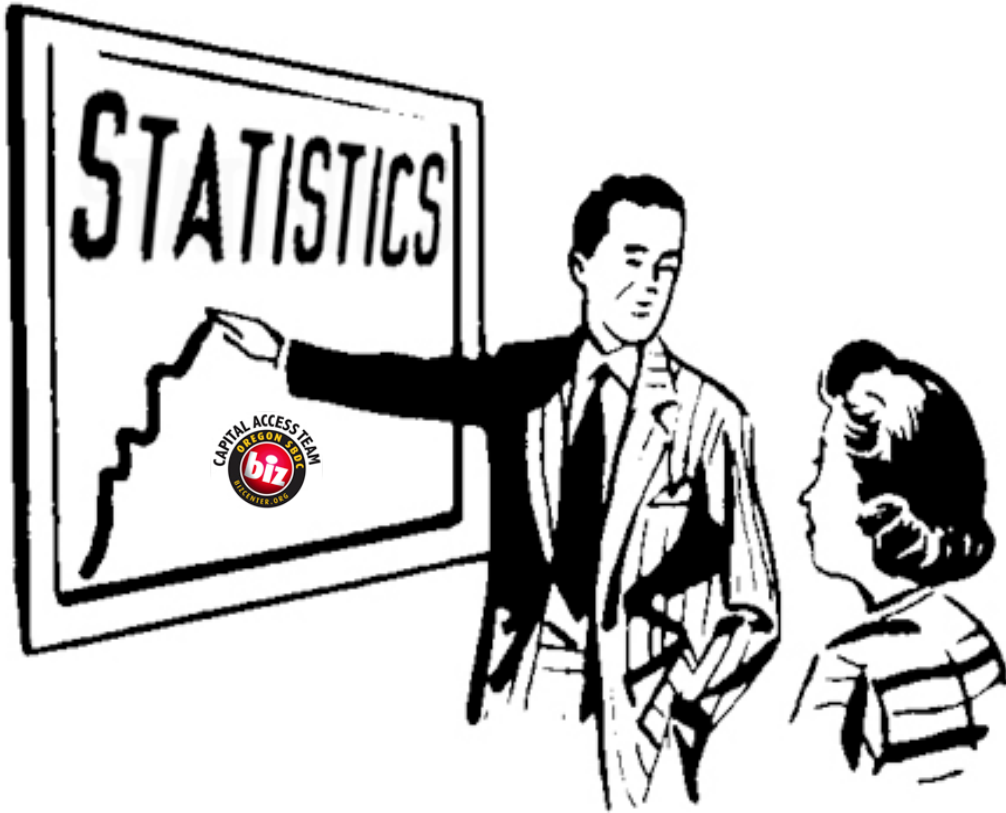


Post-Loan

www.BizCenterCAT.org



CAT STATS



- 30% finished biz plan + loan package
- 80% of those received funding
- From 2011-2013 OSBDCN helped clients access 98.3M in capital
- In 2012 \$14.3M funded thru CAT, ROI 127%, 41 funded, avg loan 460K
- In 2013 \$18.2M funded thru CAT, ROI 90%, 40 funded, avg loan 456K
- \$42.5M program to-date, 118 funded to-date, avg loan 360K



Small Biz Challenges (capital access)

- Lack of business collateral
- Over-securitization of collateral by lenders – ties biz owners up
- Access to working capital for ST cashflow to fund “vetted” purchase orders
- Straightforward access to debt & equity investors for startup & expansion
- Funding gaps for rolling out new products (working prototypes) without sales



How Banks Can Help (capital access)

- **Leverage BizOregon's Credit Enhancement Fund (CEF) for 80% loan guarantees**
- **Take only what collateral is needed – leave the biz collateral for future financing**
- **Encourage extending *Biz Oregon's* loan guarantee programs called the *Credit Enhancement Fund (CEF)* to non-traditional mission-based lenders.** Could address collateral shortfalls and other lender concerns when evaluating borrowers in some cases.
- **Develop Small Biz PO financing Wkg Cap Lines of Credit product featuring "LOCK-BOX" structure with dual-party checks for A/R (>25K per mo)**
- **Support Crowdfunding legislation in Oregon (12 other states including WA)**

Questions???

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