

# Oregon Microenterprise Network

*Helping Oregon's Smallest Businesses Succeed*

## 2011-2012 RESOURCE GUIDE AND DIRECTORY



# 2011–2012

## Resource Guide and Directory

Services for Entrepreneurs

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# Using this Publication

The OMEN Resource Guide and Directory is designed to primarily assist two types of professionals:

*Entrepreneurs* – When looking for help to start or grow a small business, we recommend you first look for services in your local area. This directory connects you with a variety of providers who offer services designed to support your success in learning, planning, networking, locating business financing, and more. You will also gain ideas from the strategies shared by other entrepreneurs.

*Organizations supporting entrepreneurs* – You are already changing the economic landscape of Oregon through the services you provide to entrepreneurs. However, you have areas of expertise and may not have an answer for every question you receive. This guide helps you locate other organizations that support microenterprises when you need to reach out or make a referral. You may also want to explore [www.oregon-microbiz.org](http://www.oregon-microbiz.org) for additional resources.

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**Updated Information:** As we receive new information from organizations listed in this directory, we will make updates to the electronic version that is posted on our website. For the most up-to-date content, visit [www.oregon-microbiz.org/members/member-directory/](http://www.oregon-microbiz.org/members/member-directory/). If your organization needs to change information listed, please email [info@oregon-microbiz.org](mailto:info@oregon-microbiz.org) or fax 503-808-9031.

# Entrepreneurship Works!

## **Courage**

Oregon's entrepreneurs are its greatest job creators. They start with a vision. Then they add the entrepreneurial spirit: courage, creativity, commitment, and individual initiative.

Entrepreneurs' determination and drive can make their dreams a reality, and their commitment goes far beyond the eight-hour day or five-day week. They are willing to do what it takes to build a brighter future for themselves and their families. And as they build their businesses, they provide additional jobs for their local communities.

Each time Oregon invests in its entrepreneurs, it takes another step toward a stronger economy.

## **Opportunity**

OMEN members are small business specialists who provide training, consulting, access to capital, and other services for Oregon's microentrepreneurs—those starting their businesses with less than \$35,000 and fewer than five employees.

These services help control the risks associated with business start-ups and increase the chances of success.

With the help of OMEN members, microentrepreneurs can get off to a strong start and build their businesses strategically.

## **Economic Vitality**

With over 300,000 microbusinesses, Oregon's entrepreneurs are a major job-producing sector in both rural and urban Oregon, representing over 18% of the state's workforce.

NEW BUSINESSES.

STRONGER  
COMMUNITIES.

A GROWING ECONOMY.

**THE OREGON  
MICROENTERPRISE  
NETWORK  
(OMEN)**

# About Microenterprise

## What is a Microenterprise?

A microenterprise is a small business with fewer than five employees. It needs \$35,000 or less in start up capital, and generally does not meet the credit or collateral requirements necessary to access conventional financial services. In Oregon, over 80% of all businesses have 5 or fewer employees, and this segment of the economy represents approximately 18% of Oregon's workforce.<sup>1</sup>

Microenterprises exist in all segments of the economy, including the manufacturing, service, and retail sectors. Examples of these businesses include clothing and jewelry home-based manufacturers, catering services, day care services, specialty foods, creative and administrative services, and a variety of unique products.

The entrepreneurs served by OMEN members may face significant economic or social disadvantages. Nationally and in Oregon, microentrepreneurs tend to be female or minorities, and a high percentage live in economically distressed communities or rural counties. They usually start their companies as part-time businesses and expand over a period of several years. They begin with very little capital and often supplement their small business earnings with other income.

## What is Microenterprise Development?

Entrepreneurship and microenterprise development are economic development strategies that help entrepreneurs leverage their knowledge, determination and capital with small loans, training, technical assistance and business skill development to help their businesses succeed. Typical services include training and technical assistance, access to markets services, business financing through microloans, and asset development services. Microenterprise development helps people attain a decent standard of living by gaining skills necessary to generate income through business ownership.

## Microenterprise Development Results

Business outcomes, household financial outcomes, and additional non-financial outcomes such as entrepreneur skill development are among the ways to measure the success of entrepreneurship development services. Over the years, there have been several major studies on the effects of small business development on low-to-moderate income individuals. By and large, these studies have shown that microbusiness ownership does indeed increase household income and assets, create modest job increases, and contribute to community economic development.<sup>2</sup> They also enjoy high survival rates – rates higher than national estimated averages for traditional small businesses.<sup>3</sup>

### Micro Businesses, Macro Impact

Statewide Impacts of OMEN Members in 2009:

- 623 New Jobs Created & 2,032 Jobs Retained
- Average Cost per Job: \$5,962
- 358 New Businesses Created

OMEN's Member Organizations Issued Loans in 2009, Representing:

- 181 New Loans Issued
- \$12,735,325 Loaned
- 426 Existing Loans Serviced

<sup>1</sup> Microenterprise Employment Statistics and Microenterprise Business Statistics, Source: 2005 Bureau of Economic Analysis, Full-time and Part-time County Employments Statistics, U.S. Dept of Commerce

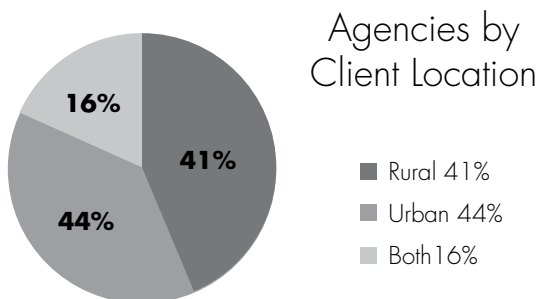
<sup>2</sup> Microenterprise Fact Sheet, "Microenterprise Development in the United States: An Overview." [www.microenterpriseworks.org](http://www.microenterpriseworks.org) Spring 2005.

<sup>3</sup> In a five-year national study, the Aspen Institute's Self-Employment Learning Project tracked a sample of 405 clients and showed microbusinesses maintained a 57% survival rate after five years (which compares favorably to the SBA's estimated small business survival rate of 40% after four years).

### Impact, by the Numbers:

- On average, OMEN members serve 410 entrepreneurs per year
- 71% of Members focus their services on training and technical assistance for entrepreneurs
- 14% of Members Issued Loans in 2009
- 3,989 In-Depth Clients Served (receiving 10 or more hours of services)
- 12,717 entrepreneurs served in 2009

### Member Client Base by Location



## Who Benefits From Microenterprise and Entrepreneurship Development?

There are a number of factors that influence the demand for microenterprise development services, and thus determine the end users' benefits derived from these services. Downturns in regional and national economies, decreases in the number of secure jobs available in large corporations, and shifts in rural natural resource-based economies can create turmoil within the workforce and cause a need for alternatives. Many people whose skills are underutilized as employees have the capacity to contribute to the economy and possess the entrepreneurial spirit that is critical for small business success. Additionally families often use microenterprise as a way to create a better balance between home and work.

## A Microenterprise Assessment Checklist

Those who work with entrepreneurs and in microenterprise development know that clients who effectively take advantage of business development services and successfully manage their businesses tend to exhibit certain personal qualities. These include the ability to plan and follow through on those plans, intensity of focus, financial stability, and the ability to assess their own capacities and actions. Program staff also understand how life circumstances, such as stability in housing, health, and support networks, strongly affect entrepreneurs' outcomes.

### Many of the following statements apply to successful microentrepreneurs:

- If they are pre-business startup, they have a clearly defined business idea and they have researched starting their business.
- If they currently own or operate a business, or they have previous job skills related to their business industry.
- They have a bank account and do not have insurmountable credit challenges.
- They have stable housing, and they have access to reliable transportation.
- They have some level of family support. If they have children, they have child care or incorporate their family into their business planning.
- If they have physical or health challenges, they are able to develop solutions and utilize resources to address potential health issues.
- They are strongly motivated and determined to succeed.

# About OMEN

The Oregon Microenterprise Network (OMEN) is a statewide association of organizations and programs that support, strengthen, and grow Oregon's small businesses. These organizations provide training, consulting, access to capital, asset development services, and other enterprise opportunities to entrepreneurs with limited access to economic resources. OMEN's mission is to increase opportunities for economically and geographically disadvantaged entrepreneurs by building the capacity and quality of Oregon's microenterprise and entrepreneur development service providers.

## Who Are OMEN Members?

OMEN is a diverse network of organizations and stakeholders committed to microenterprise and entrepreneur development throughout Oregon.

Members include:

- Microenterprise development organizations
- Financial Institutions
- Small Business Development Centers (SBDCs)
- Economic development organizations
- State and local government agencies
- Chambers of Commerce
- Revolving Loan Funds
- Small business owners

## Join Us!

Interested in joining the OMEN network? Please see the OMEN membership application on page 88 of this guide.

This guide and the OMEN Membership Application can also be found on the OMEN website at: [www.oregon-microbiz.org](http://www.oregon-microbiz.org)

## OMEN Member Benefits

Outreach and Information:

### OMEN NEWSLETTERS

Monthly newsletters that keep you up to date on microenterprise development; other asset-building activities in Oregon; and training, networking, and funding opportunities.

### OMEN MEMBER DIRECTORY AND MICROENTERPRISE GUIDEBOOK

Organizational Capacity Building:  
FUNDING

Access to intermediary support through re-granting and re-lending activities.

### ADVOCACY

Representation in advocacy efforts for microenterprise and entrepreneurship development on the local, state, and federal levels.

### TECHNICAL ASSISTANCE

Access to training and technical assistance for microenterprise practitioners through regional events and statewide conferences.

### OMEN ASSET-BUILDING CORPS

Access to OMEN's Americorps VISTA Corps, who work to develop assets for low-income families and individuals and build the capacity of OMEN member organizations around the state.

Services for Clients of Members:

### CAPITALINK

Access to microloans for entrepreneurs in communities that lack loan capital for small business owners.

### MARKETLINK

Access to sophisticated market research services to help entrepreneurs find and reach their target customer base.

### BEST PRACTICES TRAINING:

OMEN holds an annual Summit on Entrepreneurship which features best practices training, engaging keynote speakers, and opportunities for networking with peers in the small business development field

# Entrepreneurship Strategies

## Serving Minority Entrepreneurs

Minorities often face significant barriers to self-employment. Minority groups may live in economically distressed areas and face great social disadvantage. Recent minority immigrants are also challenged by new languages and cultural environments. Nonetheless, these entrepreneurs possess unique skills that can be leveraged to develop creative and innovative microenterprises.

OMEN members provide customized services to minority groups to support their development as successful entrepreneurs. Typical services include business training, technical assistance, loans, and skill development in unique languages and cultural environments. Minority-focused organizations also offer cultural revitalization programs and promote a sense of community among minority groups. These services provide opportunity for these entrepreneurs to use their skills, ideas, and talents to develop thriving microenterprises.

Although the 2009 Oregon census measured Oregon's minority population at 18.8%, clients served by OMEN members are over 29% ethnic minorities. Several OMEN members focus specifically on Latino, Native American, and African American entrepreneurs.

### **Client Spotlight: Ludy Poox Owner, Brother's Green Cleaning**

Ludy Poox came to Hacienda CDC in June 2010 seeking help to start her own business. A survivor of domestic violence and mother of three, Ludy told Hacienda that her ultimate goal was to secure a positive future for her children by being able to afford a better education for them. She did not feel she would reach this goal at her previous job working for a company that paid her minimum wage and required her to use products that were harmful to the environment and her own health.

Ludy had always dreamed of owning her own business but felt that it was impossible because she did not understand where to start. Working with Valentina Gomez-Smith, Hacienda's Microenterprise Developer, Ludy outlined her personal and business goals. Ludy enrolled in Hacienda's Spanish language microenterprise development class, Arrancando Mi Negocio. She and Valentina then developed a business plan and completed all the legal requirements to establish her business. In keeping with Hacienda's community-based culturally specific approach, Ludy stays in touch with Hacienda for occasional technical assistance, and when appropriate Hacienda helps connect Ludy's company to jobs.



Ludy now runs Brother's Green Cleaning, an insured and bonded business that offers services to homes and commercial businesses. Now that she has the freedom to work on her own terms, Ludy has decided to keep her business green. She uses only products that are friendly to the environment and good for her clients' health and her own health. She has opened an Individual Development Account (IDA) that will help her expand her business, and she has increased her household income by over 30% since enrolling in Hacienda's micro-enterprise program.

Ludy is happy with the progress that she has made so far. She feels empowered and proud of her accomplishments, and she believes that she is on the path to providing a better future for her children.

**For more information on Hacienda CDC, visit <http://www.haciendacdc.org/>.**

# Entrepreneurship Strategies

## Asset Building and IDAs

Lack of start-up capital is often one of the first barriers that potential microentrepreneurs face. Low-income individuals are often caught in a daily struggle with their finances that makes it difficult to save for a business venture no matter how committed they are to their concept.

Individual development accounts (IDAs) are programs that offer low-income individuals incentives to save toward a long-term financial goal, whether it is further education, a down payment on a house, or a nest egg to start a business. IDAs encourage savings by matching the contributions that participants make to their savings accounts. Like 401(k)s for more affluent individuals, IDAs help low-income individuals build the financial assets they need to realize their dreams. Participants also gain financial literacy through classes that provide information about topics like credit repair, predatory lending, and money management. Not only do entrepreneurs acquire the assets they'll need to start up, but they also build skills that will be important to the successful operation of their businesses.

### **Client Spotlight: Nicole Slater Owner, Nicole Slater Photography**

Start-up costs are often the biggest obstacle between an entrepreneurial idea and a profitable business. Without capital for equipment and operations, how can this would-be entrepreneur turn a dream of owning a business into a reality?

This is the question that photographer Nicole Slater had to answer. For as long as she remembers, she has enjoyed taking pictures. She became more involved in photography in high school and decided to major in photography in college. As her hobby turned into a profitable business, she knew that she needed to upgrade her camera equipment but did not have the funds to do so.

The Northeast Oregon Economic Development District (NEOEDD) helped Nicole access an Individual Development Account (IDA) fund-matching savings program. For low to moderate income entrepreneurs, every dollar the entrepreneur saves is matched by \$3 from the IDA program. Through the IDA program Nicole was able to accumulate \$8,000 to purchase a new camera and two lenses. Nicole also completed a 21-hour Business Foundations class facilitated by NEOEDD Executive Director, Lisa Dawson. This class takes entrepreneurs through the process of planning for their business while considering their financial needs, goals, break-



even point, cash flow, and marketing position and strategy while using best-practices for adult learning.

Nicole began her photography career doing mostly animal portraits and has worked her way towards people. She shoots senior portraits, weddings, family, children, baby, and maternity photos. The camera equipment that the IDA allowed Nicole to purchase has raised her business to a higher level. "The IDA has made the quality of my work better. Now that I have this camera, I can't imagine using anything else."

**The Northeast Oregon Economic Development District (NEOEDD) was established in 1985 and works with Baker, Union, and Wallowa counties. Services include business assistance, training and technical assistance, and strategic planning. For more information visit [www.neoedd.org](http://www.neoedd.org).**

**For more information on Nicole Slater Photography visit <http://www.nicoleslaterphotography.com/>**

# Entrepreneurship Strategies

## Small Business Mentors

Start-up business owners can benefit from experienced advice but often have a difficult time finding the right person to ask. MicroMentor, an initiative of MercyCorps, connects volunteer business professionals with emerging entrepreneurs in mentoring relationships. MicroMentor's mission is to help small businesses grow faster, generate more revenue, and employ more people.

**For more information about the program, visit [www.micromentor.org](http://www.micromentor.org)**

### **Client Spotlight: Kristi Jo Lewis and Beth Kapsch Owners, Global Sistergoods**

Upon leaving the Namibian community she called home as a Peace Corps volunteer, Kristi Jo Lewis remembered the amazing women she had met and wished the world knew how much they had to offer. Kristi Jo was encouraged by friends to start a business to showcase these women's products. Though initially discouraged by her lack of business background, Kristi Jo founded Global Sistergoods with her sister Beth. The business is an online retailer and wholesaler of fairly traded, handmade artisan goods made by women in developing countries.

Although Kristi Jo and Beth were inspired to expand their business, they were confronted by logistics. "When you have an idea, you think, 'we're going take over the world.' And then at some point, you go, wait—I don't know as much as I thought," Beth explains. As Global Sistergoods grew to be much larger than the sisters expected, they needed someone who understood financing and international trade.

MicroMentor connected Kristi Jo and Beth with mentor Andrew Kreinik. A self-proclaimed "serial entrepreneur," Andrew owns a consulting business helping green companies implement growth strategies. Through his various experiences in entrepreneurship, Andrew has developed an in-depth understanding of international business.

Andrew became involved with MicroMentor because he wanted to help out smaller businesses that he knew couldn't afford his services. "I have a lot of admiration for people



who start businesses. When you get back in the trenches, you see the effort they put in." MicroMentor appealed to Andrew as it helped him actively assist the new entrepreneurs he admired without sacrificing his flexibility. Andrew's easy-going personality made Beth and Kristi Jo feel comfortable about sharing their business plans and asking questions. The three value the independence MicroMentor offers. "I've liked that MicroMentor helped us make the connection, and then stepped back to let us develop the relationship with our mentor on our own," says Kristi Jo.

*Andrew has helped augment Global Sistergoods' visibility and decreased international shipping costs. The sisters trust Andrew's objective judgment and feel like he is a part of the team. Both are quick to confirm Andrew's investment in their business and are grateful for his expertise. "As an entrepreneur, it's important to remember that you don't have to know it all," comments Beth. "We've found that people are willing to share knowledge to help you grow."*

**For more information on Global Sistergoods visit <http://www.globalsistergoods.com/>**

# Entrepreneurship Strategies

## Economic Development Districts

Oregon's Economic Development Districts (EDDs) forge regional partnerships to achieve results that are often not feasible for a single local jurisdiction. The mission of the Oregon Economic Development Districts is to "provide a cohesive network for effective, efficient delivery of economic development services benefiting healthy and sustainable communities and businesses." Oregon EDDs take a holistic view to Oregon's regional community and economic development opportunities and challenges. Based on local need, EDD programs promote economic development, environmental stewardship, infrastructure upgrades, intermodal transportation systems, affordable and quality housing, a skilled and reliable workforce, and many other factors essential to our state's economic competitiveness and strong quality of life.

### **Client Spotlight: Eric and Alison Andrews Owners, EcoSolar**

EcoSolar began in November 2007 out of the home of business owners Eric and Alison Andrews. EcoSolar provides complete solar electric design, sales, and installation services in the Klamath Falls region.

In 2009 Eric and Alison turned to South Central Oregon Economic Development District (SCOEDD) to request a \$21,000 loan to meet their short-term cash-flow needs. The loan allowed them to purchase materials for a large job and provided working capital for operational expenses at a new office shop location in the downtown Klamath Falls area. The office shop has given EcoSolar more credibility and visibility in the community. It has also allowed EcoSolar to interact with customers and the public and to showcase solar demonstration equipment.

By July 2010 EcoSolar had grown from one employee to seven, paid off SCOEDD's loan, and received a bank line of credit to purchase a larger facility. EcoSolar is a recipient of the Green Pelican Award from the City of Klamath Falls in recognition of its efforts in renewable energy education. As of April



2011 the company has eight employees and anticipates hiring another four by summer 2011. The company hopes to become an Underwriters Laboratory (UL) certified electric shop.

**SCOEDD was formed in 1999 to provide regional economic development resources for Klamath and Lake Counties, Oregon. Professional staff provides support to economic development planning on a regional and individual basis. SCOEDD also manages and administers regional grant and loan programs.**

**For information on SCOEDD, visit:**

**<http://www.scoedd.org>.**

**For more information on Eco-Solar, visit:**

**<http://www.ecosolarnow.com/index.php>.**

# Entrepreneurship Strategies

## Legal Assistance

All businesses, regardless of their size and sophistication, face business transactional legal issues such as selecting the right entity, complying with regulations and other laws, understanding tax issues, protecting intellectual property, and entering contracts such as leases, employment agreements, and the like. Small businesses owners tend to be at a significant disadvantage to receiving this type of legal advice because they simply cannot afford it. As a result, small business owners tend to seek legal advice only in response to a crisis. Lewis and Clark Law School's Small Business Legal Clinic (SBLC) fills this need by providing business transactional legal advice to small businesses, primarily those owned by women, minorities, and recent immigrants. Since opening its doors, it has counseled over 500 Portland businesses on over 1000 separate legal matters, helping new businesses get started on the right foot and bring existing businesses to the next level.

Businesses served in the Pro Bono Project meet with a private attorney specializing in business law. Businesses served in the Intern Program meet with upper division law students, who are closely supervised by a Clinical Law Professor. Both programs help small and emerging businesses in transactional matters only (no litigation). Portland's business community is primarily a community of small businesses. For Portland to achieve the kind of economic development and growth we aspire to, support for small businesses is crucial," says Scott Stevenson, SBLC Clinical Director and Clinical Law Professor. "The SBLC is one leg in that support stool, providing legal support and advice on business law issues that are normally not affordable for most small businesses." The SBLC also puts on seminars throughout the year on various legal topics.

**For more information, contact the Lewis & Clark Small Business Legal Clinic at [sblc@lclark.edu](mailto:sblc@lclark.edu) or visit their website at <http://go.lclark.edu/sblc>.**

### Radish Underground (SBLC Pro Bono Project)

Radish Underground carries independent fashion lines from around the world specializing in local and regional designers. To showcase Portland's immense talent, Radish features a local apparel designer, jewelry designer, and visual artist every month. Owners Celestial Sipes and Gina J. Morris grew up together in Montana. The daughters of two artists, a dancer and a musician (respectively), they share a passion for craftsmanship and community. Together they had a vision to create a space where artists could network with one another, and the customer could experience this kind of passion and quality first hand.



Radish Underground came through the SBLC's Pro Bono Project in the Spring of 2011. They worked with pro bono attorneys, Colin Lebens of Mohr Intellectual Property Solutions, PC and Collin McKean of McKean Law Office LLC. Colin and Collin completed three different trademark searches. "Our experience working with Colin and Collin on the trademarking of our logo, our name logo, and our business name has been both pleasant and efficient. They both went out of their way to make me feel comfortable, educated, supported, and confident that we were receiving top notch advice. We are so lucky to have this kind of resource available and hope that more small businesses will benefit from the wonderful opportunity." Gina Morris and Celestial Sipes

### Bridgetown Design (SBLC Intern Program)

Partners Ross Sanders and Barb Anderson both gained valuable experience at large architecture firms before starting Bridgetown Design Architecture Illustration Graphics, LLC (Bridgetown Design). With Barb's experience in fire station design, along with other commercial architecture, and Ross' varied experience in projects from a tower in the Pearl District to a psychiatric facility in Alaska, they have a depth of experience to draw on and apply to their current work. They have architectural clients in the commercial, public, and residential sectors and they exercise their talents in illustration by hand and on computer, as well as Ross' custom air brushing. The duo also does logo and graphic design, three-dimensional modeling, and animation.



Bridgetown Design utilized the services of the SBLC Intern Program to establish their organizational structure. Under the guidance of Clinical Law Professor and Executive Director Maggie Finnerty, the SBLC's interns amended Bridgetown Design's Articles of Organization, drafted their Operating Agreement, and reviewed many contracts. Ross and Barb have found great value in the assistance of the SBLC and feel that the relationship is a key part of their entrepreneurial success. The firm is a member of the Oregon Association of Minority Entrepreneurs (OAME) and is a certified WBE/DBE/ESB in the state of Oregon.



# Entrepreneurship Strategies

## Small Business Development Center Partnerships

Starting a new business is a complicated process. Not only does an entrepreneur have to create a compelling product, but they also need to navigate state and federal regulatory environments, manage the financial dimension of their business, and market their product. The U.S. Small Business Administration created the Small Business Development Center Program (SBDC) to help entrepreneurs learn how to tackle each of these challenges. The private sector, educational community, and federal, state, and local governments have combined their efforts to create SBDCs around the country; 63 lead organizations coordinate programs for over 1,100 locations. Each SBDC program provides counseling, training, and technical assistance in all areas of small business management, which is tailored to the local community and the needs of its clients.

In Oregon 19 SBDCs are available; see [www.bizcenter.org](http://www.bizcenter.org) for details.

### **Client Spotlight: Amy Boggs Owner, Sparkling Palaces, Inc.**

Amy Boggs, the owner of Sparkling Palaces, has a passion for cleaning homes. When she started cleaning houses in college to earn money for living expenses, she also wanted to be sure she used environmentally friendly methods and products. She dropped out of college at 20 years old to pursue her dual passions of sustainability and residential cleaning.

Amy found the Small Business Development Center at the CLIMB Center for Advancement (Portland Community College) in 2008. For 6 years she had struggled to run her business before she connected with the SBDC: "I was not only doing the technical work of cleaning, but I was trying to run the business, and...it was a disaster."

She has completed Small Business Management I and II at CLIMB and says, "I feel like I have received a college diploma," through the education and advising that the Center offers. Today Amy has 3 employees. She credits the SBDC with helping her to create a successful business: "Thanks to the help of the SBDC I have been able to set up systems for my business and have streamlined my operations. I learned how to handle the details of payroll, taxes and workers comp. They also helped me make the best choice regarding my business entity."



Amy was featured in the cover story of the September/October 2010 issue of Home Cleaner Magazine and has also appeared on KATU's AM Northwest to give the audience some of her green cleaning tips.

**The Small Business Development Center at the CLIMB Center for Advancement (Portland Community College) offers training and advising for all stages of small business development, from start-ups to mature businesses. For more information about the Center visit <http://www.pcc.edu/climb/small-business/>.**

**For more information on Sparkling Palaces, visit <http://www.sparklingpalaces.com/>.**

# Entrepreneurship Strategies

## Access to Markets

An entrepreneur could have a great product to sell and a clear idea of who her ideal customer is, but how does she find these customers in order to market that product to them? OMEN launched MarketLink in 2006 with this question in mind. MarketLink provides microentrepreneurs access to the same customized market research tools and services that many large-scale companies enjoy. MarketLink accomplishes this by providing customized primary and secondary research that helps entrepreneurs find and reach their desired customer base, tap into new markets, and make informed business decisions by identifying trends within their respective industries. In addition to fulfilling market information queries for entrepreneurs, OMEN's MarketLink staff conducts interactive workshops with both entrepreneurs and microenterprise practitioners from around Oregon to teach them the benefits of the strategic market information and well as how to utilize MarketLink's services effectively. For many entrepreneurs, MarketLink provides a critical link between the start-up phase and the growth phase of business development.

### **Client Spotlight: Sophie Rahman Owner, Masala**

While growing up in Pakistan, Sophie Rahman loved visiting the local spice market with her father. "There, surrounded by colorful mounds of chillies and saffron, cinnamon and cloves, turmeric and peppers, I learned how these beautiful, aromatic spices can literally transform ordinary grains, fruits, and vegetables into tantalizing, healthful dishes," Sophie recalls. Years later, she brought her passion for Indian cuisine to Masala where she offers small, intimate cooking classes to Portland residents. Participants learn how to create traditional and everyday Indian dishes using local Northwest ingredients.

Initially, Sophie relied on friends and word-of-mouth referrals to fill her cooking classes. Eventually she needed to expand her customer base and turned to Mercy Corps Northwest for assistance. "Mercy Corps Northwest was available to me instantly and was in touch with what was happening in business today," says Sophie. Through Mercy Corps Northwest she participated in business seminars, the Business Foundations class, and workgroups.

Mercy Corps Northwest also referred Sophie to MarketLink to strengthen her marketing strategy. MarketLink helped identify her target customer market using GIS analysis and provided recommendations for community-based marketing and press coverage. Sophie markets



primarily to a health-conscious customer set that includes young couples and baby boomers. Sophie continues to promote Masala in the Portland area. Her outreach strategy has included a booth at the Hollywood Farmer's Market offering mouth watering masala dosas, a traditional South Indian vegan dish of crepes made from lentils and rice stuffed with spicy potatoes and fresh coconut chutney. During the summer, Sophie offers Indian cooking demonstrations focusing on seasonal produce at various farmer's markets in Portland. Sophie's goal is to expand Masala by offering classes at a commercial kitchen and through community colleges. This will allow her to reach new customers and promote the value of integrating fresh and nutritious cuisine into a healthy and balanced lifestyle.

**For more information on MarketLink, contact OMEN at 503.546.9913 or visit [www.oregon-microbiz.org](http://www.oregon-microbiz.org). For more information on Masala, visit <http://masalanw.com>. For more information on Mercy Corps Northwest visit [www.mercycorpsnw.org](http://www.mercycorpsnw.org).**

# Entrepreneurship Strategies

## Access to Capital

Many community development organizations in Oregon, especially in rural areas, provide considerable guidance and assistance for start-up and emerging microbusinesses but are limited by lack of access to financing for their clients. To meet the demand for microenterprise loan programs in rural Oregon communities, OMEN launched the CapitalLink loan program in 2007.

CapitalLink is a revolving loan fund that provides capital access to individuals unable to access conventional sources of financing. The program offers first time loans up to \$10,000 and growth loans up to \$25,000 for those that successfully repay their original loans. In addition, OMEN's local partners provide small business owners with training and technical assistance to help their businesses succeed.

### **Client Spotlight: Andrea Moore Owner, Andrea's Mobile Dog Barber Shop**

While working as a dog groomer for over 8 years, Andrea Moore recognized an unmet need for mobile dog grooming services to serve Polk and Yamhill Counties. "There are so many people who either cannot get out, or don't have the time to get out, so I come to them." Limited by start-up capital, she applied for a CapitalLink microloan to purchase a dog grooming trailer and supplies.

MicroEnterprise Resources, Initiatives, & Training (MERIT), one of the programs at the Chemeketa Small Business Development Center in Salem, helped Andrea create a business plan, assessed business feasibility, and provided a 10 week business training course. MERIT staff also provided the personal support and accountability Andrea needed as she worked to build her client base.

Due to exceptional customer service, word of mouth referrals, and the publicity delivered by the billboard on her dog trailer, Andrea has dramatically increased the number of dog owners and regions served. "Almost everyone is a return customer," says Andrea. As her business grew, she benefited from advanced business training at the Chemeketa Small Business Development Center that MERIT assisted her in attending through their scholarship process. Andrea participated in



the 9-month Small Business Management Program that brings together diverse business owners in an applied, hands-on learning environment. Here Andrea fine-tuned many advanced aspects of running a business including marketing and bookkeeping.

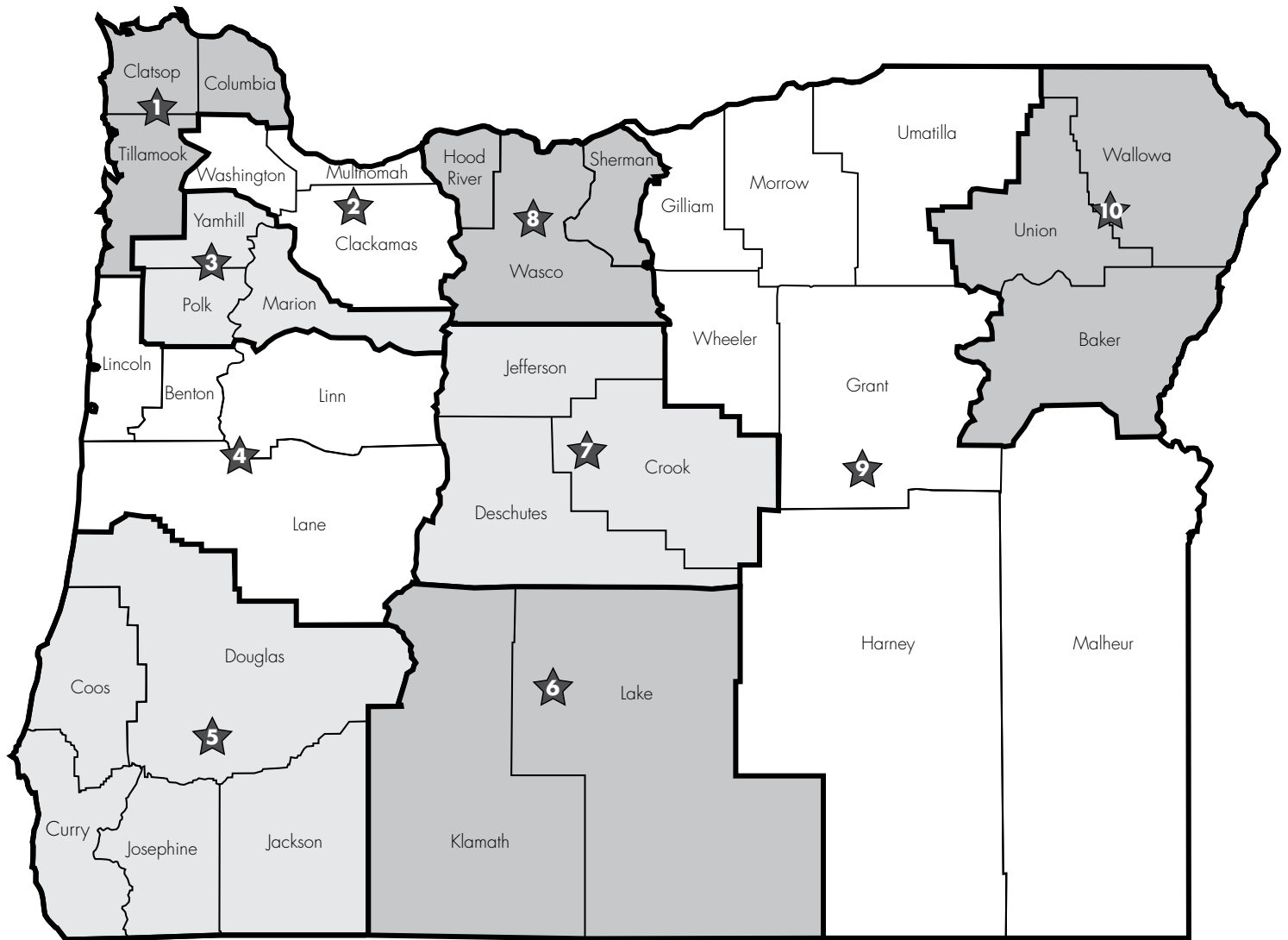
Last year, Andrea successfully repaid her initial CapitalLink loan. She recently received a step loan to purchase new equipment and make repairs to her mobile dog grooming unit.

**For more information on CapitalLink, contact OMEN at 503.546.9913 or <http://www.oregon-microbiz.org>.**

**For more information on Andrea's Mobile Dog Barber Shop, visit [www.andreas-mobile-grooming.com](http://www.andreas-mobile-grooming.com)**

**For more information on MERIT visit <http://www.merit-microenterprise.org/>**

# Statewide Resources for Entrepreneurs by Region



- ★ 1 North Coast      ★ 2 Portland Metro Region      ★ 3 Mid-Willamette Valley      ★ 4 Central Willamette
- ★ 5 Southern Oregon Region      ★ 6 South Central Oregon      ★ 7 Central Oregon Region
- ★ 8 Columbia Gorge      ★ 9 Greater Eastern Oregon      ★ 10 Northeast Oregon



## North Coast

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**All counties:** Columbia-Pacific Economic Development District

### Clatsop

Clatsop Community College SBDC

### Columbia

Columbia County Economic Team

### Tillamook

Food Roots

Tillamook Bay Community College



## Portland Metro Region

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### Clackamas

Clackamas Community College SBDC

City of Wilsonville

Portland-Vancouver Economic Development District

### Multnomah

Albina Community Bank

Alliance of Portland Neighborhood Business Associations

AVITA Business Center

CASH (Creating Assets, Savings, and Hope)

Community and Shelter Assistance Corp (CASA)

Community Energy Project

East County One Stop

Enterprise Cascadia

Financial Beginnings

Food Innovation Center

Hacienda Community Development Corporation

Hispanic Metropolitan Chamber

Housing Authority of Portland

Innovative Changes

Lewis & Clark Small Business Legal Clinic

Mercy Corps Northwest

Metro Regional Center

Micro Enterprise Services of Oregon (MESO)

MicroMentor

MIPO (Mentoring, Inventing, Prospering, Opportunities)

Mt Hood Community College SBDC

Mt Hood Economic Alliance

Multnomah County Library (Business Library)

Neighborhood Partnerships

Oregon Association of Minority Entrepreneurs (OAME)

Oregon Clusters

Oregon Entrepreneur Network

Oregon Opportunity Network

Portland Bureau of Housing & Community Development

Portland Community College SBDC CLIMB Center

Portland Development Commission

Portland-Vancouver Economic Development District

Portland Saturday Market

One Economy

PSU Business Accelerator

PSU Business Outreach Program

SCORE (Counselors to America's Small Business)

US Small Business Administration

USDA Rural Development

Wells Fargo

West Columbia Gorge Consortium

Women Entrepreneurs of Oregon

Worksystems, Inc.

### Washington

Adelante Mujeres

Bienestar

Centro Cultural of Washington County

City of Beaverton

City of Hillsboro

Columbia-Pacific Economic Development District

Community and Shelter Assistance Corporation

Greater Hillsboro Area Chamber of Commerce

ONABEN (Native American Business and Entrepreneurial Network)

Open Technology Business Center

Portland-Vancouver Economic Development District



## Mid-Willamette Valley

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### Marion

Business Referral Network

MERIT (MicroEnterprise Resources, Initiatives, & Training)

Mid-Willamette Valley Council of Governments

Governor's Office Director of Economic and Business Equity

Oregon Employment Dept./Self Employment Assistance

Office of Minority, Women and Emerging Small Business

Oregon Economic and Community Development Dept.

Oregon Housing and Community Services

Oregon Office of Vocational Rehabilitation Services

Salem-Keizer Community Development Corporation

Young Entrepreneurs Business Week

### Polk

Affiliated Tribes NW of Indians

Greater Independence Business Incubator

MERIT (MicroEnterprise Resources, Initiatives, & Training)

Mid-Willamette Valley Council of Governments

Polk County Development Corporation

### Yamhill

City of Newberg- Economic Development Loan Fund

McMinnville Economic Development Partnership

MERIT (MicroEnterprise Resources, Initiatives, & Training)

Yamhill Community Development Corporation

Mid-Willamette Valley Council of Governments



## Central Willamette Valley

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### Benton

Cascades West Economic Development District

Linn-Benton Community College SBDC

OSU Austin Family Business Program

Willamette Neighborhood Housing Services

### Lane

City of Junction City

Entrepreneurial Development Services (eDev)

Eugene Saturday Market

Florence Area Chamber of Commerce  
Government Contract Assistance Program  
Housing and Community Service Agency of Lane County  
Lane Community College SBDC  
Lane County Farmers Market  
Neighborhood Economic Development Corporation  
O.U.R. Federal Credit Union  
Oregon Small Business Development Center Network  
Rural Development Initiatives  
University of Oregon Community Service Center

### **Lincoln**

Cascades West Economic Development District  
Lincoln City Urban Renewal Agency  
Lincoln County Economic Development Corp.  
Oregon Coast Community College SBDC

### **Linn**

Albany-Millersburg Economic Development Corp.  
Cascades West Economic Development District  
City of Albany  
Linn-Benton Community College SBDC  
North Santiam Canyon Economic Development Corporation  
Oregon Cascades West Council of Governments

## **Southern Oregon Region**

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### **Coos**

South Coast Development Council, Inc.  
Umpqua Community Development Corporation

### **Curry**

Southwest Oregon Community College SBDC  
Umpqua Community Development Corporation

### **Douglas**

Umpqua Community Development Corporation

### **Jackson**

Southern Oregon University SBDC  
South Oregon Regional Economic Development, Inc.  
Umpqua Community College SBDC

### **Josephine**

City of Grants Pass  
Rogue Community College Business Entrepreneurial Center  
Rogue Community College CDO  
Rogue Community College SBDC  
South Oregon Regional Economic Development, Inc.

## **South Central Oregon**

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### **Klamath**

Oregon Institute of Technology SBDC  
South Central Oregon Economic Development District

### **Lake**

Lake County Development Corporation  
Oregon Institute of Technology SBDC  
South Central Oregon Economic Development District

## **Central Oregon Region**

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### **Crook**

Central Oregon Community College SBDC  
Central Oregon Intergovernmental Council

### **Deschutes**

Central Oregon Intergovernmental Council  
Central Oregon Community College SBDC  
Neighbor Impact  
Partnership to End Poverty  
Wy'East Resource Conservation & Development Council

### **Jefferson**

Central Oregon Community College SBDC  
Central Oregon Intergovernmental Council

## **Columbia Gorge**

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### **Hood River**

Gorge Grown Food Network  
Mid-Columbia Economic Development District

### **Sherman**

Columbia Gorge Community College SBDC  
Mid-Columbia Economic Development District

### **Wasco**

Columbia Gorge Community College SBDC  
Mid-Columbia Economic Development District

## **Greater Eastern Oregon Region**

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All counties: Greater Eastern Oregon Development Corporation

### **Gilliam, Wheeler**

Columbia Gorge Community College SBDC

### **Harney, Malheur**

Treasure Valley Community College SBDC

### **Morrow**

City of Heppner

### **Umatilla**

Blue Mountain Community College SBDC  
Umatilla Business Service Center

## **Northeast Oregon**

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### **Baker**

Blue Mountain Community College SBDC  
Northeast Oregon Economic Development District

### **Union**

Eastern Oregon University SBDC  
Northeast Oregon Economic Development District

### **Wallowa**

Northeast Oregon Economic Development District

# A Guide to the Icons

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As you read through the small business service provider profiles that follow, you can use the icons below as your guide to the services that they offer.



Access to Credit



Access to Markets



Asset Development



Counseling  
& Technical  
Assistance



Incubation



Library



Mentoring



Technology Services



Training &  
Workshops



Cooperative



Networking



Other



Small Business  
Development  
Center (SBDC)



OMEN  
Member

# Adelante Mujeres

Nonprofit Microenterprise Service Provider | Founded in 2002

## CONTACT

---

2420 19th Ave  
Forest Grove, OR 97116  
**Phone** 720.231.0572  
<http://adelantemujeres.org/>

**Primary Client Contact**  
Ali Brown, Adelante Empresas  
Coordinator  
[abrown@adelantemujeres.org](mailto:abrown@adelantemujeres.org)



## MISSION

Adelante Mujeres is a community-based, nonprofit organization that provides participants a forum to learn and discuss the root causes of social ills and plan collective action for change. By beginning with reflection on one's own experience, participants are able to grapple with their own struggles and hopes and take concrete steps to improve their lives.

## PROGRAM DESCRIPTION

The Microenterprise branch of Adelante Mujeres includes three programs that provide business development and support services to Latino entrepreneurs. These programs are Adelante Empresas, the small business development program; Adelante Agricultura, the agricultural business collective; and the Forest Grove Farmers Market, which supports local agricultural and craft-based businesses. The services that these programs offer cooperatively include a 10-week course focusing on business plan creation; a 12-week course in organic agriculture; technical assistance, market outreach, and business coaching; monthly business development seminars; and a variety of networking opportunities. In addition to this support, members of the Microenterprise Network have access to three types of funding sources: IDAs, microloans through the OMEN Capitallink program, and community capital support through the Capital Exchange Project.

## FOCUS OF PROGRAM SERVICES

### *Services Offered*

Business Plan Training, Cooperative Development, Business Consulting, IDAs for Microenterprise, Bilingual Services, Microloans, Loans other than Microloans, Mentoring, Peer Networks, Topical Workshops, Youth leadership and adult and preschool education programs

### *Organization Operating Budget*

\$271,297

### *Program Funding*

55% Private sources, 30% Federal government sources, 8% Local or state government sources, 7% Income from program activities

### *2010 Achievements*

2010 was a year of substantial growth for the Adelante Mujeres Microenterprise programs. The Forest Grove Farmer's Market celebrated another year of great vendor and community participation including diverse and low income families shopping at the market thanks to the EBT acceptance and match structure. Adelante Agricultura moved its projects from local community gardens to a farm of its own, La Esperanza, twelve leased acres on Gales Creek. Adelante Empresas also won a prestigious SBA grant that allowed the program to hire a new full time Business Development Coordinator and to partner with the Hillsboro Chamber of Commerce to offer a new series of business development seminars.

## ORGANIZATION INFORMATION

Number of Staff FTE: 20

Microenterprise Staff FTE: 4

Microenterprise Staff PTE: 1

## CLIENT INFORMATION

Percent of Rural Clients: 40%

Percent of Urban Clients: 60%

Number of Clients Served in 2010: 320

# Affiliated Tribes of Northwest Indians Economic Development Corporation

CDFI | Founded in 1994

## CONTACT

---

18230 Frost Rd.  
Dallas, OR 97338  
**Phone** 503.917.0550  
www.atniedc.com

**Primary Client Contact**  
Michael Burton, Director  
mike@atniedc.com



# Albany Millersburg Economic Development Corp.

Nonprofit Microenterprise Service Provider | Founded in 1982

## CONTACT

---

435 W 1st Ave  
Albany, OR 97321  
**Phone** 541.926.1519  
www.albany millersburg.com

**Primary Client Contact**  
John Pascone, President  
pasconj@peak.org



## MISSION

To foster a healthy and viable economy in the Albany Millersburg area.

## FOCUS OF PROGRAM SERVICES

Start up, expansion and retention of local business and siting of outside business. One on one counseling, business planning, referrals and sites.

### *Services Offered*

Business Plan Training, Business Consulting, Mentoring, Enterprise Zone management, referrals to CDC and COG, industrial sites

### *Organization Operating Budget*

\$120,000

### *Program Funding*

85% Local or State government sources, 15% Private sources

### ORGANIZATION INFORMATION

Number of Staff FTE: 1

Number of Staff PTE: 1

### CLIENT INFORMATION

Percent of Rural Clients: 75%

Percent of Urban Clients: 25%

Number of Clients Served in 2010: 85

# Bienestar

## CONTACT

---

220 SE 12th Ave  
Hillsboro, OR 97123  
**Phone** 503 693 2937  
http://bienestar or.org

**Primary Client Contact**  
Karen Shawcross, Executive Director  
kshawcros@hdcnwo.org

### **Other Contact**

Gracie Garcia, Resident Services Manager  
ggarcia@hdcnwo.org



# Blue Mountain Community College

SBDC

## CONTACT

---

2411 N.W. Carden Avenue

Morrow Hall, Suite M-11

Pendleton, OR 97801

**Phone** 541.276.6233

Toll free 888.441.7232

Email [sbdc@bluecc.edu](mailto:sbdc@bluecc.edu)

[http://www.bluecc.edu/busind\\_sbdc](http://www.bluecc.edu/busind_sbdc)



# CCD Business Development Corporation

## CONTACT

---

744 SE Rose St.

Roseburg, OR 97470

**Phone** 541.672.6728

Toll free 800.452.6010

[www.ccdbusiness.com](http://www.ccdbusiness.com)

**Primary Client Contact**

Eileen Ophus, Community Development Director

[eophus@ccdbusiness.com](mailto:eophus@ccdbusiness.com)



# Central Oregon Community College

SBDC

## CONTACT

---

Central Oregon Community College

Business and Employee Development

2600 NW College Way

Bend, OR 97701

**Phone** 541.383.7290

Email [bizhelp@cocc.edu](mailto:bizhelp@cocc.edu)

<http://bizhelp.cocc.edu>



# Central Oregon Intergovernmental Council

## CONTACT

---

2363 Southwest Glacier Place

Redmond, OR 97756

**Phone** 541.504.3306

[www.coic.org](http://www.coic.org)

**Primary Client Contact**

Andrew Spreadborough, Community and

Economic Development Program Administrator

[aspreadborough@coic.org](mailto:aspreadborough@coic.org)



# Child Care Improvement Project



## CONTACT

---

7780 SW Capitol Highway  
Portland, OR 97219  
Phone 503.524.3245

**Primary Client Contact**  
Marilyn Goodman, Program Manager  
mgoodman@nhweb.org



## MISSION

The Child Care Improvement Project is a system of community-based networks of family child care providers joined to promote high-quality child care, build and sustain economic success, and partner with parents to support children in achieving their full potential.

## PROGRAM DESCRIPTION

Education, peer support, and training for child care business owners

### *Services Offered*

Business counseling, Mentoring, Technical Assistance

# City of Albany

Government Agency

## CONTACT

---

333 Broadalbin Street SW  
Albany, OR 97321  
Phone 541.497.6228  
www.cityofalbany.net

**Primary Client Contact**  
Kate Porsche, Urban Renewal Manager  
kate.porsche@cityofalbany.net



## MISSION

Providing quality public services for a better Albany community.

## PROGRAM DESCRIPTION

Central Albany Revitalization Area (CARA) Programs include Liaison to City, which assists owners, prospective owners, and tenants. CARA provides information and connections to city resources including walk through of building by Building Division, CARA Assistance, and city reviews. Design assistance includes matching grants up to \$5,000 for exterior and interior alterations and new construction, including preliminary and final design, structural review and design, exterior color and awning. Small grants offered are competitive matching grants up to \$5,000 that can be used for exterior work or other visible projects. Rehabilitation provides competitive matching grants up to \$60,000 and loans to \$125,000 for interior and exterior redevelopment of commercial structures. A development partnership is considered for larger projects greater than \$300,000.

### *Services Offered*

Business consulting, Loans other than microloans, Cooperative development

### *Fees charged*

None

# City of Beaverton

Government Agency

## CONTACT

---

4755 SW Griffith Drive  
Beaverton, OR 97076  
Phone 503.526.2456  
www.businessbeaverton.com

### Primary Client Contact

Alma Flores, Economic Development Manager  
aflores@beavertonoregon.gov

### Other Contact

Junichi Shibatani, Economic Development Program Coordinator  
jshibatani@beavertonoregon.gov



## MISSION

The Economic and Capital Development department will work collaboratively with area partners to support local business, attract new jobs, create entrepreneurial opportunities, and add value to Beaverton's economy.

## PROGRAM DESCRIPTION

### *Services Offered*

Information on potential local, statewide, regional, and international business leads for sales expansion. List of potential suppliers of materials and services for your operation. List of available commercial real estate for current or future relocation (working with your broker). Assistance finding public financing and low cost loans. Business strategy brainstorming sessions. Business operations assessment, including analysis of financial statements and suggestions for possible improvements to keep your operations lean. Business plan review.

Analytical GIS maps, including local demographic information and locations of other businesses in your field. Information on other companies in your field (news articles, etc.). Assistance finding public business education opportunities for start ups.

### ORGANIZATION INFORMATION

Number of Staff FTE: 5  
Number of Staff PTE: 2  
Microenterprise Staff PTE: 1

### CLIENT INFORMATION

Percent of Urban Clients:	100%
Number of Clients Served in 2010:	750

# City of Grants Pass

Government Agency

## CONTACT

---

Steve Dahl  
101 NW A Street  
Grants Pass, OR 97526  
**Phone** 541.792.0212  
grantspassoregon.gov

### Primary Client Contact

Steve Dahl, Economic Development Coordinator  
sdahl@grantspassoregon.gov



### MISSION

To help the business in Grants Pass grow and expand and to attract new businesses to the area.

### FOCUS OF SERVICES

#### *Services Offered*

Business Consulting, Microloans, Loans other than Microloans, Mentoring

*Organization Operating Budget*  
\$907,000

*Microenterprise Program Budget*  
\$50,000

#### *Program Funding*

100% Local or State Government Sources

#### *2010 Achievements*

Started a Microloan Program; Expanded the Facade Redevelopment Program; Helped start with the Small Business Development Center a Local Economic Gardening Program; Held the Oregon Economic Development Summer Conference

### ORGANIZATION INFORMATION

Number of Staff FTE: 1

Microenterprise Staff FTE: 1

### CLIENT INFORMATION

Percent of Rural Clients: 100%

Number of Clients  
Served in 2010: 2360

# City of Heppner

Government Agency

## CONTACT

---

P.O. Box 756  
Heppner, OR 97836  
**Phone** 541 676 9618  
**Email** Heppner@Centurytel.net

### MISSION

To provide dependable and quality services expected of a local government.

### FOCUS OF SERVICES

Office Services



# City of Hillsboro

Government Agency

## CONTACT

---

150 E Main Street  
Hillsboro, OR 97123  
**Phone** 503.681.6177  
www.ci.hillsboro.or.us

### Primary Client Contact

Sarah Garrison, Economic Development Manager  
sarahg@ci.hillsboro.or.us

### Other contact

John Southgate, Economic Development Director  
johnso@ci.hillsboro.or.us



# City of Junction City

Government Agency

## CONTACT

---

PO Box 250  
Junction City, OR 97448  
**Phone** 541.998.4767  
www.junctioncityoregon.gov

### Primary Client Contact

Melissa Bowers, Community Services Director  
mbowers@ci.junctioncity.or.us



## MISSION

To provide quality public service, treat all citizens fairly and equally, and promote a positive spirit of people working together for a better community.

## FOCUS OF SERVICES

### *Services Offered*

Revolving Loan Fund, Micro Loan Fund, Facade Loan Program, Rural Tourism Marketing Program, Grants, Business Incubator Exploration stage

### *Organization Operating Budget*

\$5,200,000

### *Microenterprise Program Budget*

\$700,000

### *Program Funding*

90% Local or state government sources, 10% Income from program activities

### *2010 Achievements*

Refinement of the Revolving Loan Fund to include funds for microloans and the development of a microloan program and a facade loan program.

## ORGANIZATION INFORMATION

Number of Staff FTE: 38

Number of Staff PTE: 8

## CLIENT INFORMATION

Percent of Rural Clients: 100%

Number of Clients Served  
in 2010: 28

## LOAN INFORMATION

Amount loaned in 2010 \$150,000

Amount available to loan \$900,000

Average loan size \$5000

Average interest rate 5%

Largest loan considered \$150,000

Smallest loan considered \$10,000

# City of Maupin

Government Agency

## CONTACT

---

408 Deschutes Ave.

PO Box 308

Maupin, OR 97037

**Phone** 541.395.2698

**Email** [cityhall@cityofmaupin.com](mailto:cityhall@cityofmaupin.com)

[www.cityofmaupin.com](http://www.cityofmaupin.com)



# Clackamas Community College

SBDC | Founded in 1984

## CONTACT

---

7736 SE Harmony Road

Milwaukie OR 97222

**Phone** 503.594.0738

**Email** [bizcenter@clackamas.edu](mailto:bizcenter@clackamas.edu)

<http://depts.clackamas.cc.or.us/sbdc/>

### Primary Client Contact

Tim Shea

[tshea@clackamas.edu](mailto:tshea@clackamas.edu)

### Other Contact

Kathy Boettcher, Secretary

[bizcenter@clackamas.edu](mailto:bizcenter@clackamas.edu)



## MISSION

Increasing business success through responsive education

## PROGRAM DESCRIPTION

The SBDC provides low cost training and mentorship programs, as well as free business counseling and information and referral services, primarily to small business owners and managers in the Clackamas County area.

### *Services Offered*

Business counseling, Mentoring, Topical Workshops, Bilingual Services



# Clatsop Community College

SBDC



## CONTACT

---

1653 Jerome Avenue  
Astoria, OR 97103

**Phone** 503.338.2402

[www.clatsopcc.edu/academics/clatsop-economic-development-resources-cedr/small-business-development-center](http://www.clatsopcc.edu/academics/clatsop-economic-development-resources-cedr/small-business-development-center)



# Columbia County Economic Team



## CONTACT

---

1230 Strand Street  
St. Helens, OR 97051

**Phone** 503.397.7218

David Stocker

[www.columbiacountyoregon.com](http://www.columbiacountyoregon.com)

**Primary Client Contact**

David Stocker, CEO

[david.stocker@columbiacountyoregon.com](mailto:david.stocker@columbiacountyoregon.com)

# Columbia Gorge Community College (CGCC)

SBDC



## CONTACT

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400 East Scenic Drive, Building 2, 1st Floor, Suite 2.108  
The Dalles, OR 97058

**Phone** 541.506.6121

**Email** [ajbailey@cgcc.cc.or.us](mailto:ajbailey@cgcc.cc.or.us)

[www.cgcc.cc.or.us/SBDC](http://www.cgcc.cc.or.us/SBDC)



# Columbia Pacific Economic Development District

Founded in 1994



## CONTACT

---

100 E St.  
Columbia City, OR 97018  
**Phone** 503.397.3099  
NWOregon.org

**Primary Client Contact**  
Rich Cook, Loan Officer  
ColPacLoans@NWOregon.org

**Other Contact**  
Mary McArthur, Executive Director  
mbmcarthur@nworegon.org

## MISSION

To promote and sustain healthy communities in Northwest Oregon through retention, diversification, and expansion of the economic base

## FOCUS OF PROGRAM SERVICES

Providing and packaging small business development financing  
Regional economic development planning  
Management of Northwest Oregon's Web-based database of commercial and industrial lands  
Marketing Northwest Oregon's business development

### *Services Offered*

Business Consulting, Microloans, Loans other than Microloans, Grant and Project Management

### *Organization Operating Budget*

\$907,000

### *Program Funding*

98% Federal government sources, 2% Local or state government sources

### *2010 Achievements*

Provided \$400,000 in business loan financing to businesses unable to obtain all or sufficient conventional financing including businesses affected by natural disasters.

### ORGANIZATION INFORMATION

Number of Staff FTE: 2

### CLIENT INFORMATION

Percent of Rural Clients: 100%

Number of Clients Served in 2010: 197

### LOAN INFORMATION

Amount loaned in 2010 \$400,000

Amount available to loan \$1,000,000

Average loan size \$150,000

Average interest rate 6%

Largest loan considered \$250,000

Smallest loan considered \$10,000

# Community and Shelter Assistance Corporation of Oregon (CASA of Oregon)

CDC | Founded in 1988



## CONTACT

20512 SW Roy Rogers Road  
Suite 150  
Sherwood, OR 97140  
Phone 503.537.0319  
www.casaoforegon.org

**Primary Client Contact**  
Thomas Jensen, Program Director  
tjensen@casaooforegon.org

**Other Contact**  
Letty Duran, Program Manager  
lduran@casaooforegon.org

## MISSION

Rooted in its service to farm workers, CASA of Oregon improves the lives of Oregonians in underserved communities through affordable housing, neighborhood facilities, and programs that increase families' financial security.

## PROGRAM DESCRIPTION

CASA of Oregon operates the nation's largest individual development account (IDA) networks and provides access to IDAs through its partner organizations. Eligible participants save up to \$3000 over three years and can earn up to \$9000 in matching funds to start or expand their business. In addition to monthly savings, participants complete a financial education workshop series and also receive support in starting or expanding a business with the result of producing a business plan.

### ORGANIZATION INFORMATION

Number of Staff FTE: 16

### CLIENT INFORMATION

Percent of Rural Clients: 65%

Percent of Urban Clients: 35%

Number of Clients Served in 2010: 2500

## FOCUS OF PROGRAM SERVICES

Training and Technical Assistance, Access to Capital

### *Services Offered*

Cooperative Development, IDAs for Microenterprise, Bilingual Services, Peer Networks, Topical Workshops

# Community Energy Project Inc.

Nonprofit Microenterprise Service Provider | Founded in 1979

## CONTACT

---

422 NE Alberta Street  
Portland, OR 97211  
**Phone** 503.284.6827  
**Email** outreach@communityenergyproject.org  
www.communityenergyproject.org

## MISSION

Community Energy Project, Inc., empowers people to maintain healthier, more livable homes, control their utility costs, and conserve natural resources. We do this through education, hands on training, and distribution of weatherization, water conservation, and lead poisoning prevention materials. We also provide direct weatherization and water conservation services to seniors and people with disabilities. We deliver these services in partnership with community members and service organizations, utilities, corporations, foundations, and government agencies.

## PROGRAM DESCRIPTION

Community Energy Project, Inc. provides free workshops on weatherization, lead poisoning prevention, and water conservation and installs weatherization supplies and make small safety repairs for low income seniors and people with disabilities. Our paid services include consultation, personalized training sessions, renovation, repair, and painting certification, and weatherization supplies.

# Creating Assets, Savings, and Hope—Oregon (CASH Oregon)

501 (c)(3) | Founded in 2005

## CONTACT

---

CASH Oregon  
2013 Lloyd Center  
Portland, OR 97232  
**Phone** 503.243.7765  
**Email** info@CashOregon.org  
www.cashoregon.org

# Eastern Oregon University

SBDC

## CONTACT

---

1607 Gekeler Lane, Room 148  
La Grande, OR 97850  
**Phone** 541.962.1532  
<http://www.eousbdc.com/>

**Primary Client Contact**  
Greg Smith, Director  
eousbdc@gmail.com



# Enterprise Cascadia

CDFI | Founded in 1995



## CONTACT

PO Box 826  
Ilwaco, WA 98624  
**Phone** 360.642.4265, ext. 140  
www.sbpac.com

**Primary Client Contact**  
Peter Novak, Senior Lender  
pnovak@sbpac.com

**Other Contact**  
Scott Huddleston, Lender  
shuddleston@sbpac.com

## MISSION

Enterprise Cascadia invests in people and their communities to create economic equity and a healthy environment.

## PROGRAM DESCRIPTION

Enterprise Cascadia is a nonprofit community development financial institution that provides loans throughout Oregon and Washington with focal points around current offices in Astoria, Ilwaco, Port Angeles, Portland, Seattle, and Shelton. Enterprise Cascadia specializes in transactions that are generally not available through traditional banks and looks for opportunities to invest resources in businesses and activities that will promote family, environmental, or economic resilience. Enterprise Cascadia manages \$102 million in total assets. This capital is available for investing in high-impact initiatives. The revolving loan fund portfolio of \$79 million consists of loans to individuals and businesses including childcare businesses, businesses that create family wage jobs in low income communities, private businesses, and nonprofit organizations benefiting their communities. This fund is supported by banks, corporations, government resources, religious and philanthropic organizations, and individuals. Since inception Enterprise Cascadia has made investments ranging from \$5,000 to \$5 million, a total of over \$142.4 million, in the people and communities of the Pacific Northwest.

## FOCUS OF PROGRAM SERVICES

### *Services Offered*

Microloans, Loans other than Microloans

### *Organization Operating Budget*

\$5,500,000

### *Program Funding*

44% Federal government sources, 27% Income from program activities, 25% Private sources, 4% Local government sources

### *2010 Achievements*

Enterprise Cascadia earned \$2.75 million from the Wachovia Wells Fargo NEXT Awards for Opportunity Finance. Enterprise Cascadia was chosen for Clean Energy Works, a multifaceted program designed to create jobs while cutting carbon emissions in Portland, Oregon. The main components of the program are low interest consumer loans that finance energy efficient retrofits for homes and coordinates contractors to do the work. Investment in Coastal Community Action Program's Coastal Wind Farm to operate a small wind farm on Washington's north coast with net proceeds of power sales going to low income residents. Enterprise Cascadia financed \$8 million of this project through a New Markets Tax Credit investment, made possible with capital provided by Wells Fargo Bank. Investment in Peninsula Plywood to bring opportunity and economic stimulation to the Port Angeles, Washington community, employing 176 mill workers and 21 administrative people. This loan is a collaborative effort that includes investor equity, loans from Enterprise Cascadia, Sound Community Bank, and Washington State Department of Commerce, and grants from Clallam County Opportunity Fund and the City of Port Angeles. Enterprise and Sound Community Bank loans were guaranteed through the U.S. Department of Agriculture Rural Development.

## ORGANIZATION INFORMATION

Number of Staff FTE: 36

## CLIENT INFORMATION

Percent of Rural Clients: 75%

Percent of Urban Clients: 25%

Number of Clients Served  
in 2010: 252

## LOAN INFORMATION

Amount loaned in 2010 \$ 23,802,971

Amount available to loan \$41,819,001

Average loan size \$54,496

Average interest rate 7%

Largest loan considered \$5,000,000

Smallest loan considered \$8,000

# Entrepreneurial Development Services (eDev)

501(c)(3) Nonprofit Microenterprise Service Provider

## CONTACT

---

1445 Willamette Street  
Eugene, OR 97401  
Phone 541.463.4619  
www.edev.org

### Primary Client Contact

Juli Brode, Administrative Assistant  
brodej@clearwire.net

### Other Contact

Leah Murray, Program Coordinator  
murrayl@clearwire.net

## MISSION

Our evolving mission is to provide business development services to both individuals who want to either start a small business or to build their existing business and to communities that want to economically strengthen and diversify their economies.

## PROGRAM DESCRIPTION

We typically provide services to approximately 300 clients each year through one-on-one technical assistance or classes or access to capital. We help individual business with 5 or fewer employees that require \$35,000 or less in start-up capital. Most of the individuals we serve are seeking self-employment. We also work with rural communities that want to strengthen and diversify their economies. Program services fall into three categories:

- Training (classes, workshops, and peer groups)
- Technical Assistance (one-to-one counseling, business planning assistance, marketing assistance, and management assistance)
- Access to Capital (microloans, Individual Development Accounts)

# Eugene Saturday Market

Founded in 1970

## CONTACT

---

76 W. Broadway  
Eugene, OR 97401  
Phone 541.686.8885  
Email <http://eugen Saturdaymarket.org/>

# Financial Beginnings

## CONTACT

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17327 SW Barnes Rd. #213  
Portland, OR 97225  
Phone 800.406.1876 ext 1  
www.FinancialBeginnings.org

### Primary Client Contact

Melody Thompson, Executive Director  
melody@financialbeginnings.org



# Food Innovation Center

Founded in 1999



## CONTACT

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1207 NW Naito Parkway  
Portland, OR 97209  
**Phone** 503.872.6680  
[fic.oregonstate.edu/](http://fic.oregonstate.edu/)

**Primary Client Contact**  
Sarah Masoni, Product and Process  
Development Manager  
[sarah.masoni@oregonstate.edu](mailto:sarah.masoni@oregonstate.edu)

**Other Contact**  
Ryan Keck, Receptionist  
[fic.receptionist@oregonstate.edu](mailto:fic.receptionist@oregonstate.edu)

## MISSION

Creating value-added food products using Northwest ingredients

## PROGRAM DESCRIPTION

Offering food product and process development, consumer sensory research, and food science based assistance for small, medium, and large food companies in the Northwest.

### ORGANIZATION INFORMATION

Number of Staff FTE: **8**

### CLIENT INFORMATION

Percent of Rural Clients: **40%**

Percent of Urban Clients: **60%**

Number of Clients Served  
in 2010: **400**

# Food Roots

Nonprofit Microenterprise Service Provider | Founded in 2006

## CONTACT

---

2105 4th Street  
P.O. Box 1275  
Tillamook, Oregon 97141  
**Phone** 503.842.3154 ext 2  
<http://www.foodrootsnw.org/>

### Primary Client Contact

Lauren Karl, Microenterprise Coordinator  
[microbiz@foodrootsnw.org](mailto:microbiz@foodrootsnw.org)

### Other Contact

Shelly Bowe, Program Manager  
[info@foodrootsnw.org](mailto:info@foodrootsnw.org)

## MISSION

Food Roots exists to cultivate a healthy food system in Tillamook County.

## PROGRAM DESCRIPTION

Food Roots' economic development program focuses on microenterprise IDA Programs and related financial literacy training. Food Roots provides training and technical assistance for food and farm system entrepreneurs and information and referral through the Microenterprise Resource Library. Food Roots' Community Table provides a direct marketing opportunity for micro farmers of all ages, every Saturday at the Tillamook Farmers Market, throughout the market season. With Clatsop county partners, Food Roots produces the North Coast Food Guide, a direct marketing tool for food producers on the North Oregon Coast.

## FOCUS OF PROGRAM SERVICES

### *Services Offered*

IDAs for Microenterprise, Peer Networks, Topical Workshops, Business Consulting, Personal Counseling, Business Incubator, Referral and regional collaborative service delivery

### *Organization Operating Budget*

\$61,965

### *Microenterprise Budget*

\$14,810

### *Program Funding*

87% Private sources, 8% Income from program activities, 3% Local government sources, 2% Federal government sources

### *2010 Achievements*

Food Roots served 8 IDA clients, facilitated and presented 10 hours of financial literacy training; updated and re issued the North Coast Food Guide ([www.northcoastfood.org](http://www.northcoastfood.org)); and submitted a federal grant proposal for a three-county, three-year Beginning Farmer and Rancher Development Project (award status pending).



### CLIENT INFORMATION

Percent of Rural Clients: 100%

Number of Clients Served in 2010: 400

# Gorge Grown Food Network

Nonprofit Microenterprise Service Provider | Founded in 2006



## CONTACT

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PO Box 752  
Hood River, OR 97031  
**Phone** 541.490.6420  
**Email** info@gorgegrown.com  
www.gorgegrown.com



### ORGANIZATION INFORMATION

Number of Staff FTE: 1

### CLIENT INFORMATION

Percent of Rural Clients: 100%

Number of Clients Served  
in 2010: 95

## MISSION

To build an economically and environmentally sound regional food system that engages, educates, and improves the health and well being of our community.

## PROGRAM DESCRIPTION

Workshops, classes, networking opportunities, working groups, and other training and support for food and farm related enterprises in the Columbia River Gorge.

# Government Contract Assistance Program

Procurement Technical Assistance Center | Founded in 1986



## CONTACT

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Willamette GCAP  
1144 Gateway Loop, Suite 203  
Springfield, OR 97477  
**Phone** 541.736.1088  
**Toll free** 800.497.7551  
**Email** info@gcap.org  
www.gcap.org/



# Greater Independence Business Incubator

Nonprofit Microenterprise Service Provider | Founded in 2007



## CONTACT

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226 S. Main Street, Suite K  
Independence, OR 97351  
**Phone** 503.837.0783  
[www.indyincubator.blogspot.com](http://www.indyincubator.blogspot.com)

**Primary Client Contact**  
Marie Trucco, Executive Director  
[m.trucco.gibi@minetfiber.com](mailto:m.trucco.gibi@minetfiber.com)



## MISSION

The Greater Independence Business Incubator is focused on creating a community of entrepreneurship that will foster self-sufficiency, optimize opportunities and enhance the quality of life in the greater Independence area.



## FOCUS OF PROGRAM SERVICES

### *Services Offered*

Topical Workshops, Business Consulting, Business Incubator, Business Plan Training, Mentoring

### *Fees charged*

Some workshops and training sessions have fees. Clients are given 2 hours of consultation for free and then there is a fee schedule that varies depending on whether the client lives and works in the city of Independence or in an adjoining community.

***Organization Operating Budget***  
\$70,000

### *Program Funding*

70% Local or state government sources, 20% Income from program activities, 10% Private sources

### ORGANIZATION INFORMATION

Number of Staff FTE: 1

### CLIENT INFORMATION

Percent of Rural Clients: 100%

# Greater Eastern Oregon Development Corporation



## CONTACT

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PO Box 1041  
2016 Airport Road  
Pendleton, OR 97801  
**Phone** 541.276.6745  
<http://www.geodc.net/>

**Primary Client Contact**  
Melisa Jo Drugge, Executive Director  
[melisa.drugge@geodc.net](mailto:melisa.drugge@geodc.net)



# Hacienda Community Development Corporation

CDC | Founded in 1992



## CONTACT

---

5136 NE 42nd Ave  
Portland, OR 97218  
**Phone** 503.961.6409  
www.haciendacdc.org

### Primary Client Contact

Nathan Teske  
Director of Community Economic Development  
nteske@haciendacdc.org



### Other Contact

Valentina Smith, Microenterprise Developer  
vsmith@haciendacdc.org



## MISSION

Hacienda CDC develops affordable housing and builds thriving communities in support of working Latino families and others in Oregon by promoting healthy living and economic advancement.



## PROGRAM DESCRIPTION

Through microenterprise development, Hacienda promotes the self-sufficiency, creativity, and viability of immigrant men and women, their families and the local community. Hacienda's microenterprise program provides entrepreneurial residents with training and mentoring to become successful small business owners. Entrepreneurs are trained in developing business skills including business management, financial literacy, marketing, securing licenses and learning compliance with local governments. Hacienda acts as an incubator for these small businesses providing resources, start up costs, English language help, marketing assistance, and access to IDA accounts and low interest loans. Business ventures currently under development include selling homemade tamales at local farmers markets, green housecleaning services, and construction.



## FOCUS OF PROGRAM SERVICES

### *Services Offered*

Business Consulting, Business Incubator, Business Plan Training, Mentoring, Peer Networks, IDAs for Microenterprise, Bilingual Services, Personal Counseling

### *Fees charged*

The MicroMercantes tamale vending program charges participants a membership fee. Other microenterprise development services are offered free of charge

### *Organization Operating Budget*

\$2,123,298

### *Microenterprise Program Budget*

\$207,225

### *Program Funding*

55% Income from program activities, 16% Private sources, 20% Local or state government sources, 9% Federal government



### ORGANIZATION INFORMATION

Number of Staff FTE: 26

### CLIENT INFORMATION

Percent of Rural Clients: 20%

Percent of Urban Clients: 80%

Number of  
Microenterprise Clients  
Served in 2010: 80

# Hispanic Metropolitan Chamber

Founded in 1994



## CONTACT

---

333 SW 5th Avenue, Suite 100  
Portland, OR 97204  
**Phone** 503.222.0280  
www.hmccoregon.com



# Innovative Changes

CDFI | Founded in 2009

## CONTACT

---

2011 Lloyd Center Mall  
Portland, OR 97232  
**Phone** 503.249 5205  
www.innovativechanges.org

**Primary Client Contact**  
Sarah Chenven  
sarah@innovativechanges.org



## MISSION

Innovative Changes was founded by Innovative Housing, Inc. to assist low income individuals and families and those who otherwise lack adequate access to capital or financial services in managing short term financial needs to achieve and maintain household stability.



## FOCUS OF PROGRAM SERVICES

### *Services Offered*

Microloans, Personal Counseling, Topical Workshops, Peer Networks

# Illinois Valley Community Development Organization (IVCDO)

## CONTACT

---

PO Box 3014  
Kerby, OR 97531  
**Phone** 541.956.7400

**Primary Client Contact**  
Kenny Houck, Business Development Coordinator  
khouck@roguecc.edu

**Other Contact**  
Brenda Encinas, Program Assistant  
bencinas@roguecc.edu



# Lane Community College Business Development Center & Employee Training

SBDC | Founded in 1982

## CONTACT

---

1445 Willamette Street, Ste. 1  
Eugene, OR 97401  
**Phone** 541.463.5255  
www.lanesbdc.com

### Primary Client Contact

James Lindly, Director  
lindlyj@lanecc.edu

### Other Contact

Shirl Meads, Operations Manager/Programs Coordinator  
meads@lanecc.edu

## MISSION

To assist small businesses in starting, growing, and becoming more profitable and sustainable. Serve microentrepreneurs throughout Lane County. Provide customized employee training services for larger businesses.

## FOCUS OF PROGRAM SERVICES

### Services Offered

Business advising and business planning; business capital resources; classes, seminars, and workshops; small business development programs; agricultural business development program; strategies of success business development programs; nonprofit business development programs; microentrepreneur business development programs (eDev), Microloans and IDA's via eDev, employee training services.

### Fees charged

Business advising is no cost. Many of eDev's offerings are no cost. Classes and programs are priced to cover associated expenses.

### Organization Operating Budget

\$800,000

### Microenterprise Program Budget

\$400,000

### Program Funding

73% Local or state government sources, 20% Income from program activities, 4% Private sources

### 2010 Achievements

Strategies of Success Programs in partnership with Chamber of Commerce's throughout Lane County. At capacity Small Business Management Program with waiting list for next year. Climate Masters for Business Program. Agricultural Business Program in partnership with OSU Lane County Extension Service. Non Profit Business Management Program. eDev growth and expanded programs. High number of quality business advising sessions. High number of clients assisted with capital formation. Economic Development Agency partnerships.



### ORGANIZATION INFORMATION

Number of Staff FTE: 5

### CLIENT INFORMATION

Percent of Rural Clients: 35%

Percent of Urban Clients: 65%

Number of Clients Served in 2010: 1400

# Lincoln City Urban Renewal Agency

## CONTACT



801 SW Highway 101  
Lincoln City, OR 97367  
**Phone** 514.996.1003  
www.lincolncity.org

**Primary Client Contact**  
Kurt Olsen, Director  
kurt@lincolncity.org

**Other Contact**  
Alison Robertson, Assistant Director  
alisonn@lincolncity.org

# Lincoln County Economic Development Corporation

## CONTACT



PO Box 716  
Newport, OR 97365  
**Phone** 541.961.3837  
www.coastbusiness.info

**Primary Client Contact**  
Caroline Bauman, Executive Director  
ecdev@orcoast.com

# Linn-Benton Community College

SBDC | Founded in 1984

## CONTACT

6500 SW Pacific Boulevard  
Albany, OR 97321  
**Phone** 541.917.4930  
www.linnbenton.edu/go/sbdc

**Primary Client Contact**  
Anne Whittington, Program Assistant  
whittia@linnbenton.edu

**Other Contact**  
Barbara Bessey, Director, SBDC  
barbara.bessey@linnbenton.edu



## MISSION

To help build the best-run businesses in America, LBCC provides confidential one on one counseling, affordable workshops, long term programs and a library of books, videos, and SBA publications. All business owners in Linn and Benton counties are eligible for services.

## FOCUS OF PROGRAM SERVICES

The Linn Benton MicroBusiness Program (LBMP) is a program operated by Willamette Neighborhood Housing Services (WNHS) and Linn Benton Community College's Small Business Development Center. The program is designed to help low-income people successfully start and operate their own small businesses. LBMP provides a combination of classroom education, one on one counseling, technical assistance, and access to resources, including capital, mentors, and market research. The program serves both start up and existing businesses.

### *Fees charged*

Workshops and training programs are fee based depending on cost of instruction and funding source requirements. Partial or full scholarships are offered for participants who meet criteria.

### *2010 Achievements*

In 2010 44 participants used the MicroEnterprise program to develop individual training plans and receive instruction through the MicroBusiness and Financial Futures classes and workshops. Twelve successfully launched businesses through the support of the programs.

*Organization  
Operating Budget*  
\$379,500

*Microenterprise  
Program Budget*  
\$46,280

*Program Funding*  
59% Income from  
program activities,  
34% Local or state  
government

# Lower Columbia Community Action Council

## CONTACT

---

1526 Commerce Ave.  
Longview, WA 98632  
Phone 360.425.3430  
<http://www.lccac.org/>



# McMinnville Economic Development Partnership (MEDP)

Public/Private Partnership (c6) | Founded in 2005

## CONTACT

---

417 NW Adams Street  
McMinnville, OR 97128  
Phone 503.474.0544  
[www.McMinnvilleEDP.com](http://www.McMinnvilleEDP.com)

### Primary Client Contact

Jody Christensen, Executive Director  
[jody@McMinnvilleEDP.com](mailto:jody@McMinnvilleEDP.com)



## MISSION

Our mission is to provide professional leadership focusing on developing desired long-term sustainable economic vitality for the McMinnville Community.

## PROGRAM DESCRIPTION

The McMinnville Economic Development Partnership is in the business of business development. MEDP is committed to providing valuable resources to help grow new businesses and retain existing businesses.

## FOCUS OF PROGRAM SERVICES

MEDP is a one-stop business development office. MEDP's mission is to provide professional leadership focusing on developing desired long-term sustainable economic vitality for the McMinnville Community. The partners are the City of McMinnville, McMinnville Water & Light, McMinnville Industrial Promotions, McMinnville Area Chamber of Commerce and area businesses. Each partner has a representative on the Board of Directors. Our resource partners include Job Growers, Inc. (the local workforce investment board), the Work Source Center, Chemeketa Community College, Small Business Development Center, MERIT, Oregon Manufacturing Extension Partnership (OMEP), Oregon Business Department, Council of Governments, Yamhill County and other service providers. MEDP strategically centers on a build from within economic development approach focused on retention and expansion resources for our existing traded sector (i.e., manufacturing) companies in our community. This approach has resulted in a number of company and (living wage) job retention victories. MEDP and its partners have identified high performance resources as our best tools. These resources include the Mid-Willamette High Performance Consortium, OMEP LEAN training, streamlined city government, and strong CEO-to-CEO network.

### *Services Offered*

Loan Packaging, Business Plan Training, Business Consulting, Peer Networks, Topical Workshops

### *Organization Operating Budget*

\$105,000

### *Program Funding*

70% Federal government sources 30% Private sources

Since 2006 McMinnville Economic Development Partnership (MEDP) delivered the following projects:

- 5 major retention projects resulting in over 500 jobs retained and 200+ created
- Industrial Park Fiber Expansion Project in partnership with Pacific Wave Communication, McMinnville Water & Light, City of McMinnville and McMinnville Industrial Promotions
- Development of the High Performance Consortium
- McMinnville Business Pulse (retention & expansion program)
- McMinnville & Yamhill County's first certified site on the Governor's Preferred Sites list

### ORGANIZATION INFORMATION

Number of Staff FTE: 1

### CLIENT INFORMATION

Percent of Rural Clients: 100%

Number of Clients Served in 2010: 1300

# MicroEnterprise Resources, Initiatives, and Training (MERIT)

Nonprofit Microenterprise Service Provider | Founded in 2004

## CONTACT

---

626 High St. NE  
Salem, OR 97301  
**Phone** 503.399.5088  
www.meritmicroenterprise.org

**Primary Client Contact**  
Forrest Peck, Executive Director  
forrest.peck@chemeketa.edu

**Other Contact**  
Mona Edwards, Program Coordinator  
medwar44@my.chemeketa.edu

## MISSION

To help people explore, launch, and grow successful small businesses through training and support.

## PROGRAM DESCRIPTION

MERIT offers Microenterprise Training in Marion, Polk, and Yamhill counties several times a year. The training helps entrepreneurs develop their business idea, prepare a feasibility plan, learn basic skills and tools for running a business, and provides the framework for developing a business plan. After graduating from the training, MERIT provides one on one technical assistance for two years. Through partnerships, MERIT clients have access to microloan programs, individual development accounts, legal services, and market research.

## FOCUS OF PROGRAM SERVICES

### *Services Offered*

Business Consulting, Business Plan Training, IDAs for Microenterprise, Loan Packaging, Microloans, Topical Workshops, Bilingual Services, Legal Services

### *Fees charged*

MERIT charges \$150 for the two year program; however, if you are income qualified, the program is free.

### *Organization Operating Budget*

\$203,000

### *Program Funding*

92% Local or state government sources, 6% Federal government sources, 1% Income from program activities, 1% Private sources

### *2010 Achievements*

MERIT launched its first Spanish classes in January 2010. MERIT also partnered with the Willamette Valley Latino Business Alliance to host the First Annual Expo Negocio.



### ORGANIZATION INFORMATION

Number of Staff FTE:	1
Microenterprise Staff FTE:	1
Microenterprise Staff PTE:	10

### CLIENT INFORMATION

Percent of Rural Clients:	62%
Percent of Urban Clients:	38%
Number of Clients Served in 2010:	336

# Micro Enterprise Services of Oregon (MESO)

Nonprofit Microenterprise Service Provider | Founded in 2005



## CONTACT

2828 NE Alberta Street  
Portland, OR 97211  
**Phone** 503.282.3482  
www.mesopdx.org

**Primary Client Contact**  
Linda Tran, Program Manager  
ltran@mesopdx.org

**Other Contact**  
Nita Shah, Executive Director  
nshah@mesopdx.org

## MISSION

To assist in the development of businesses that pursue growth opportunities, create jobs and restore economic balance among minorities and other underserved groups for the benefit of the greater community.

## PROGRAM DESCRIPTION

Assist to develop core business foundation and the implement strategies focused on financial management, business plans, marketing, customer service, and operations. Offer customized financial assistance ranging from emergency funds, IDA's, small loans, and access to credit lines and term loans.

## FOCUS OF PROGRAM SERVICES

### *Services Offered*

Business Consulting, Business Plan Training, IDAs for Microenterprise, Loan Packaging, Microloans, Loans other than microloans, Mentoring, Topical Workshops, Bilingual Services, Office Services

### *Fees charged*

Loan Fees of 1.5%, based on the loan amount.

### *Organization Operating Budget*

\$280,000

### *Microenterprise Program Budget*

\$290,095

### *Program Funding*

80% Federal government sources, 20% Private sources

### *2010 Achievements*

MESO has assisted 85 clients, of which 76% have increased their revenues ranging from 30% to 600%. 98% of MESO's business clients have continued to work in their business after graduating from MESO's three-year program. 59 clients are saving in Individual Development Accounts. 97% are paying back their small loans to MESO. These entrepreneurs have created 89 new jobs.

### ORGANIZATION INFORMATION

Number of Staff FTE: 3

Microenterprise Staff FTE: 2

Microenterprise Staff PTE: 1

### CLIENT INFORMATION

Percent of Urban Clients: 100%

Number of Clients Served  
in 2010: 170

### LOAN INFORMATION

Amount loaned in 2010 \$125,000

Amount available to loan \$125,000

Average loan size \$5000

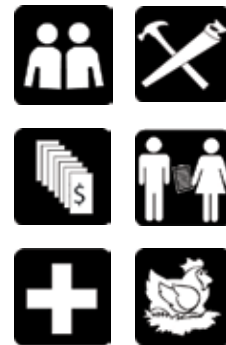
Average interest rate 4%

Largest loan considered \$25,000

Smallest loan considered \$80

# Microenterprise Inventor's Program of Oregon

Nonprofit Microenterprise Service Provider | Founded in 2006



## CONTACT

---

5257 NE Martin Luther King Blvd.  
Suite 201  
Portland, OR 97211  
Phone 503.546.8813  
www.mipooregon.org

**Primary Client Contact**  
Kedma Ough, Executive Director  
kedma@mipooregon.org

## MISSION

MIPO is a nonprofit organization that provides resources, training, and consultative services to inventors, innovators, entrepreneurs, and small businesses that want to bring new products and models to the market. MIPO helps with prototype design, legal resources, branding and marketing, licensing opportunities, and funding resources

## FOCUS OF PROGRAM SERVICES

Mentoring support includes the Inventor's Business Mentoring Program, a monthly mentoring program supporting inventors and Innovate Plus, a 12 month program that focuses on bringing an idea to the market.

Legal support includes the Patent Research Program of low cost comprehensive patent research assessments and a pro bono legal program to support low income clients with their legal needs. Affordable legal services provides reliable legal services at a fraction of the commercial rates. Prototype support includes the Napkin Program, a 12 week program that focuses on bringing an idea to a first stage prototype and the Prototype Design Program, a 12 month product design program focuses on bringing a product to market ready. Funding support includes an IDA Program established to provide low income members with a match saving grant and the SBIR Funding Program, a training and consulting program to support federal grants for research and development. The Trading program supports bartering of goods and services. Marketing and sales commercialization support includes training and consulting to support sales opportunities and a licensing program to support licensing opportunities for products. The marketing and web design program supports innovative branding services.

### *Fees charged*

Membership fees and workshop fees

## MicroMentor

### CONTACT

---

Mercy Corps NW / MicroMentor  
43 SW Naito Parkway  
Portland, OR 97204  
Phone 503.465.4181  
www.micromentor.org



## MISSION

MicroMentor is a free online service that connects small business owners with business mentors. MicroMentor puts experience to work by offering business professionals meaningful volunteer opportunities and by offering entrepreneurs one-on-one advice to help build successful businesses. MicroMentor's mission is to help small businesses grow faster, generate more revenue, and employ more people.

ORGANIZATION INFORMATION	
Number of Staff FTE:	1
Microenterprise Staff FTE:	1
CLIENT INFORMATION	
Percent of Urban Clients	70%
Percent of Rural Clients:	30%
Number of Clients Served in 2010:	130

# Mid-Columbia Economic Development District (MCEDD)

Government Agency | Founded in 1969



## CONTACT

---

515 E 2nd Street  
The Dalles, OR 97058  
**Phone** 541.296.2266  
www.mcedd.org

**Primary Client Contact**  
Eric Nerdin, Loan Fund Manager  
eric@mcedd.org

**Other Contact**  
Amanda Hoey, Executive Director  
amanda@mcedd.org

## MISSION

To promote the creation of family wage jobs, the diversification of the economic base, and the growth, development, and retention of business and industry within the five county district.

## PROGRAM DESCRIPTION

MCEDD manages several business loan programs that provide an accessible, affordable source of capital for projects that create or retain jobs. These loan funds can be used to contribute to the financing needed by a business to purchase or build new facilities, purchase equipment, or provide working capital.

## FOCUS OF PROGRAM SERVICES

*MCEDD provides strategic level leadership and planning for the region.*

### **Services Offered**

Loan Packaging, Loans other than Microloans, Microloans

### **Fees charged**

Loan Fees of 1.5%, based on the loan amount.

### **Organization Operating Budget**

\$682,593

### **Microenterprise Program Budget**

\$290,095

### **Program Funding**

71% Income from program activities, 18% Federal government sources, 11% Local or state government states

### **2010 Achievements**

Procured new loan funds for microenterprise loans in Washington State.

### ORGANIZATION INFORMATION

Number of Staff FTE: 7

Microenterprise Staff FTE: 1

Microenterprise Staff PTE: 1

### CLIENT INFORMATION

Percent of Rural Clients: 100%

Number of Clients Served  
in 2010: 110

# Mid-Willamette Valley Council of Governments



## CONTACT

---

105 High Street, Southeast  
Salem, OR 97301  
**Phone** 503.540.1616  
www.mwvcog.org

**Primary Client Contact**  
Suzanne Dufner, Director of Community Development  
sdufner@mwvcog.org

# Mercy Corps Northwest (MCNW)

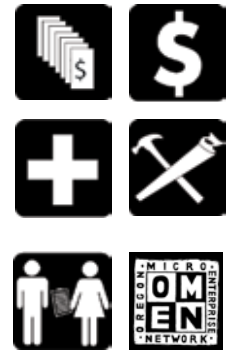
CDFI | Nonprofit | Founded in 1998

## CONTACT

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43 SW Naito Parkway  
Portland, OR 97204  
Phone (503) 896-5070  
www.mercycorpsnw.org

**Primary Client Contact**  
Douglas Cooper, Assistant Director  
dcooper@mercycorpsnw.org



## MISSION

Mercy Corps Northwest (MCNW) is the U.S. economic development office of Mercy Corps, the Portland-based international relief and development agency. Our mission provides a domestic context to the parallel mission of Mercy Corps, alleviating suffering, poverty and oppression by helping people build secure, productive and just communities.

MCNW assists all low-income populations, including minorities, women, refugees and immigrants, prisoners, previously incarcerated and the disabled, in and throughout Oregon and Washington States. Our services promote self-sufficiency, healthy communities and contribute to the regional economy.

## PROGRAM DESCRIPTION

MCNW provides three core services: 1) education and business advisory services that create long term sustainable solutions in the lives of low-income individuals; 2) helping small business owners build assets through Individual Development Accounts; and 3) small business loans to people who do not have access to other avenues of credit.

## FOCUS OF PROGRAM SERVICES

Credit and Lending, Training and Technical Assistance

### *Primary Populations Served:*

Ethnic minorities, Immigrants and/or Refugees, Latino/Hispanic, Low Income, Women

# Mount Hood Community College

SBDC

## CONTACT

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323 NE Roberts Avenue  
Gresham, OR 97030  
Phone 503.491.7658  
Email BizCntr@mhcc.edu  
www.mhcc.edu/sbdc/



# Native American Youth and Family Center

## CONTACT

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5135 NE Columbia Blvd.  
Portland, OR 97218  
Phone 503.288.8177  
http://www.nayapdx.org/



## MISSION

To enhance the diverse strengths of our youth and families in partnership with the community through cultural identity and education.

# Neighborhood Economic Development Corporation (NEDCO) CDC | Founded in 1979



## CONTACT

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212 Main Street  
 Springfield, OR 97477  
 Phone 541.345.7106  
 www.nedcocdc.org

**Primary Client Contact**  
 Lee Warnecke, Community Economic  
 Development Coordinator  
 lee@nedcocdc.org

## MISSION

To collaboratively build human and capital assets to strengthen neighborhoods and broaden participation in community ownership and governance.

## PROGRAM DESCRIPTION

We have a business incubator program and provide business development technical assistance in the context of our commercial neighborhood revitalization projects.

## FOCUS OF PROGRAM SERVICES

**Services Offered**  
 Business Consulting, Business Incubator, Business Plan Training, Mentoring, Peer Networks, IDAs for Microenterprise, Office Services, Personal Counseling

**Fees charged**  
 Rents for the incubator and small fees for other services.

**Organization Operating Budget**  
 \$1,200,000

**Microenterprise Program Budget**  
 \$285,000

**Program Funding**  
 35% Income from program Activities, 35% federal government sources,  
 20% Private sources, 10% Local or state government sources

**2010 Achievements**  
 In 2010 we worked diligently to lay the groundwork for some very powerful partnerships designed to couple financial education with access to capital to aid entrepreneurs in building assets.

### ORGANIZATION INFORMATION

Number of Staff FTE: 24  
 Microenterprise Staff FTE: 3

### CLIENT INFORMATION

Percent of Rural Clients: 25%  
 Percent of Urban Clients: 75%  
 Number of Clients Served in 2010: 62

# North Santiam Canyon Economic Development Corporation (NSCEDC)

Nonprofit Microenterprise Service Provider | Founded in 1996

## CONTACT

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GROW North Santiam  
PO Box 673  
Mill City, OR 97360  
Phone 503.897.2949  
www.growsantiam.org

### Primary Client Contact

Allison Ford McKenzie, Executive Director/Enterprise Facilitator  
allison@growsantiam.org

### Other Contact

Mike Medley, Chair, NSCEDC & GROW North Santiam  
mike.medley@growsantiam.org

## MISSION

To promote the economic environment of the North Santiam communities by providing free business consulting, classroom instruction, and peer-to-peer brainstorming opportunities.

## PROGRAM DESCRIPTION

The NSCEDC, through its flagship program GROW North Santiam, offers free, confidential one-on-one business consulting to entrepreneurs located in the Highway 22 corridor east of Salem, OR (Aumsville to Marion Forks). Aided by the connections and brainpower of our 50-member community resource board, we help new and established business owners open, improve, expand or even save a business using a proven, collaborative, three-pronged management approach that helps ensure long-term success. We augment our grass roots consulting efforts with courses in marketing, business management & financial management, and facilitate peer-to-peer brainstorming sessions that encourage entrepreneurs to help each other succeed. We also work with nonprofit groups and other civic organizations that want to build more professional organizations that function well, sometimes acting as a fiscal sponsor until a group is ready to launch its own 501(c)(3). Our process is client-driven, collaborative, and harnesses the collective intelligence and resources of our communities. The result? Local people helping other local people grow and prosper.

## FOCUS OF PROGRAM SERVICES

### Services Offered

Business Plan Training, Cooperative Development, Personal Counseling, Business Consulting, Mentoring, Peer Networks, Topical Workshops, Business classes

### Fees charged

Services are free & confidential to anyone in our territory who wants them.

### Organization Operating Budget

\$81,000

### Microenterprise Program Budget

\$73,000

### Program Funding

46 % Federal government, 27% Local or state government, 27% Private sources

## 2010 Achievements

As of December 31, 2010, and since GROW North Santiam launched in October 2008, we have worked with 159 clients representing 17 industries, 76 of whom came to us in our second year. Of this number 86 are start-ups or folks with a new business idea, 66 are existing businesses, and 7 are from local government & civic organizations. Since inception we have helped with more than 30 business openings, 21 business expansions, 13 business retentions, 3 diversifications, 3 acquisitions and 17 focused tune-ups. We have also helped our clients retain 28 jobs and create 75 full- and part-time positions. With the help of a community development block grant and other programs, we offered 36 classes in business planning, marketing, and financial management in 2010, plus 18 peer-to-peer roundtables focused on management and marketing issues. More than 166 people participated in our classes and roundtables in 2010, several of whom attended more than one learning event. In addition to the work of one paid staff person, GROW North Santiam is run entirely by volunteers who clocked an impressive 1600 hours in 2010.



### ORGANIZATION INFORMATION

Number of Staff FTE: 1

Microenterprise Staff FTE: 1

### CLIENT INFORMATION

Percent of Rural Clients: 100%

# Northeast Oregon Economic Development District

(NEOEDD) Microenterprise Service Provider | Founded in 1985

## CONTACT

101 NE First Street, Suite 100  
Enterprise, OR 97828  
Phone 541.426.3598 ext 101  
www.neoedd.org

**Primary Client Contact**  
Lisa Dawson, Executive Director  
lisadawson@neoedd.org

**Other Contact**  
Sara Miller, Economic Development Specialist  
saramiller@neoedd.org

## MISSION

NEOEDD's mission is to provide resources and facilitate quality decision making for the benefit of entrepreneurs, businesses, and communities in Northeast Oregon.

## FOCUS OF PROGRAM SERVICES

### *Services Offered*

Business planning, marketing, social media, bookkeeping classes; networking events; Business Consulting, Business Plan Training, Mentoring, Peer Networks, Loan Packaging, IDAs for Microenterprise, Bilingual Services, Loans other than Microloans, Topical Workshops

### *Fees charged*

Rents for the incubator and small fees for other services.

### *Organization Operating Budget*

\$289,000

### *Microenterprise Program Budget*

\$30,000

### *Program Funding*

64% Income from program activities, 26% Federal government sources, 10% State or local government sources

### *2010 Achievements*

The IDA program is a fabulous program for lower income individuals. Twenty IDA graduates in our region have saved \$43,384 and received matching funds to invest in assets totaling \$130,153 since we started offering the program in December 2007. Currently 29 individuals are saving \$72,170 which will be matched by \$216,477 when they reach their savings goal.



### ORGANIZATION INFORMATION

Number of Staff FTE: 3

### CLIENT INFORMATION

Percent of Rural Clients: 100%

Number of Clients Served  
in 2010: 187

### LOAN INFORMATION

Amount loaned in 2010 \$495,856

Amount available to loan \$750,000

Average loan size \$55,095

Average interest rate 7%

Largest loan considered \$150,000

Smallest loan considered \$10,000

# Oregon Association of Minority Entrepreneurs (OAME)

Founded in 1987

## CONTACT

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4134 N. Vancouver Avenue  
Portland, OR 97217  
**Phone** 503.249.7744  
[www.oame.org](http://www.oame.org)



# Oregon Cascades West Council of Governments

## CONTACT

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1400 Queen Avenue SE, Suite 205A  
Albany, OR 97322  
**Phone** 541.924.8480  
[www.ocwcog.org](http://www.ocwcog.org)

**Primary Client Contact**  
Diane Searle, Loan Program Manager  
[dsearle@ocwcog.org](mailto:dsearle@ocwcog.org)

**Pam Silbernagel, Community & Economic  
Development Planner**  
[psilbern@ocwcog.org](mailto:psilbern@ocwcog.org)



# Oregon Coast Community College

SBDC | Founded in 1990

## CONTACT

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3788 SE High School Drive  
Lincoln City, OR 97367  
**Phone** 541.994.4166  
[http://oregoncoastcc.org/html/sbdc\\_home.html](http://oregoncoastcc.org/html/sbdc_home.html)

**Primary Client Contact**  
Guy Faust, Director  
[gfaust@occc.cc.or.us](mailto:gfaust@occc.cc.or.us)



# Oregon Country Fair

Founded in 1969

## CONTACT

---

442 Lawrence Street  
Eugene, OR 97401  
**Phone** 541.343.4298  
[www.oregoncountryfair.org/](http://www.oregoncountryfair.org/)



# Oregon Entrepreneur Network (OEN)

## CONTACT

---

309 SW 6th Ave, Suite 212  
Portland, OR 97204  
**Phone** 503.222.2270  
[www.oen.org](http://www.oen.org)

**Primary Client Contact**  
Linda Weston, Executive Director

## MISSION

OEN is dedicated to assisting emerging growth-oriented companies across Oregon and the Pacific Northwest, connecting companies to expertise and other resources they need to grow their business.

# Oregon Institute of Technology

SBDC

## CONTACT

---

3201 Campus Drive, Boivin Hall 119  
Klamath Falls, OR 97601  
**Phone** 541.885.1760  
**Email** [sbdc@oit.edu](mailto:sbdc@oit.edu)  
[www.oit.edu/sbdc](http://www.oit.edu/sbdc)



# Oregon Small Business Development Center Network (OSBDCN)

SBDC | Founded in 1983

## CONTACT

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99 W. 10th Ave. Ste. 390  
Eugene, OR 97401  
Phone 541.463.5250  
www.bizcenter.org

## MISSION

Helping build Oregon's best businesses

## FOCUS OF PROGRAM SERVICES

Provide advice, guidance, and instruction on essential business development topics and issues to current and prospective business owners.

### *Services Offered*

Business Consulting, Business Plan Training, Mentoring, Peer Networks, Loan Packaging, Bilingual Services, Topical Workshops

### *Fees charged*

No fees for counseling; nominal fees for training.

### *Organization Operating Budget*

\$3,800,000

### *Program Funding*

65% State or local government sources, 35% Federal government sources

### *2010 Achievements*

OSBDCN provided guidance and advice to 5,609 current and prospective business owners. As a result of this assistance, client firms created and retained 2,839 jobs and obtained \$20,670,921 in debt/equity financing. Pre venture clients started 277 businesses. 15,596 individuals attended OSBDCN training activities throughout the state.



#### ORGANIZATION INFORMATION

Number of Staff FTE: 40  
Number of Staff PTE: 60

#### CLIENT INFORMATION

Percent of Rural Clients: 60%  
Percent of Urban Clients: 40%  
Number of Clients Served in 2010: 24,805

# Oregon Native American Business & Entrepreneurial Network

(ONABEN) Nonprofit Microenterprise Service Provider | Founded in 1991

## CONTACT

11825 SW Greenburg Road  
Suite B3  
Tigard, OR 97223  
Phone 503.968.1500  
Fax 503.968.1548  
www.onaben.org

### Primary Client Contact

Selena Yokoyama, Administrative Services Director  
selena@onaben.org

### Other Contact

Kristi Burns, Program Director  
kristi@onaben.org



## MISSION

ONABEN enables Native Americans to realize dreams for a better quality of life through owning and operating a successful business. ONABEN accomplishes this mission by providing accessible business programs, services, assisted access to financing, and positive business to business relationships.

## FOCUS OF PROGRAM SERVICES

ONABEN provides content and curriculum, business training, and technical assistance to Native American entrepreneurs through Indianpreneurship® Small Business Development Series, which includes "Indianpreneurship® A Native American Journey into Business, Indianpreneurship® Growing Your Business in Indian Country, Indianpreneurship Course Instructor Training, Native American Business Directory: Continued expansion and development, Multimedia/DVD entrepreneurial case studies and testimonials, and ongoing research, development, and testing on new products and services related to Indianpreneurship®. ONABEN also provides comprehensive organizational development, program advisory, and train the trainer services to emerging tribal Community Development Financial Institutions (CDFI's), tribal economic development organizations, tribal enterprises, and other organizations that support small business development, asset building, and business lending activities. ONABEN will continue to convene and support complementary forums and gatherings that bridge tribes, tribal enterprises, tribal communities and entrepreneurs; build business relationships; inform good governmental policy; present and explore best practices in business and entrepreneurship development; and serve as a catalyst to generate capital for Indian Country and help tribes, communities, and their people control that capital and their destinies.

### ORGANIZATION INFORMATION

Number of Staff FTE: 4

Number of Staff PTE: 1

### CLIENT INFORMATION

Percent of Rural Clients: 70%

Percent of Urban Clients: 30%

Number of Clients Served in 2010: 410

**Organization Operating Budget**  
\$631,801

**Program Funding**  
35% Income from Program Activities, 23% Federal Government, 42% Private Sources

## Services Offered

Native business networking events, Native CDFI Peer Networks, Instructor training, Native business directory

## 2010 Achievements

1) Completed the Indianpreneurship® Growing a Business in Indian Country pilot project, a 2 year small business management curriculum designed for existing Native businesses that seek to expand or improve operational efficiency. In February 2009 the pilot test began on the Umatilla Indian Reservation in collaboration with the Business Service Center, Confederated Tribes of the Umatilla Indian Reservation. Five Native American businesses completed the program in October 2010. 2) In May 2010 held our 8th annual Trading at the River conference in Tulalip, Washington. It was the first time we conducted the event outside the state of Oregon, and helped ONABEN expand its mission and brand awareness to a wider audience of tribes, tribal enterprises, tribal communities and entrepreneurs. 3) In 2010 we launched the inaugural, Innovations in Indianpreneurship® Business Plan Competition. Innovations is a 6 month business development process and a showcase for Native entrepreneurship that brings Native people, ideas, and capital together to create and grow new enterprises in Indian Country. The competition began on March 22, 2010, and culminated with a Showcase and Awards ceremony on September 22, 2010, in Pendleton, Oregon.

# Partnership to End Poverty

Founded in 2001

## CONTACT

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P.O. Box 147  
Redmond, OR 97756  
**Phone** 541.504.1389  
[www.partnershiptoendpoverty.org](http://www.partnershiptoendpoverty.org)



# Polk County Development Corporation

CDC

## CONTACT

---

657 SW Main  
P.O. Box 33  
Dallas, OR 97338  
**Phone** 503.831.3173  
**Toll free** 855-4-Polk-CDC (855-476-5523)  
[www.polkcdc.org/](http://www.polkcdc.org/)



# Portland Community College (PCC)

SBDC

## CONTACT

---

Climb Center for Advancement SBDC  
1626 SE Water Ave.  
Portland, OR 97214  
**Phone** 971.722.5094  
**Email** [climb@pcc.edu](mailto:climb@pcc.edu)  
[www.pcc.edu/climb/small-business/](http://www.pcc.edu/climb/small-business/)

**Primary Client Contact**  
Tammy Marquez Oldham, Director  
[tammy.marquez@pcc.edu](mailto:tammy.marquez@pcc.edu)



# Portland Community Reinvestment Initiatives Inc.



## CONTACT

---

6329 NE Martin Luther King Jr. Blvd.  
Portland, OR 97211-3351  
**Phone** 503.288.2923  
[www.pcrihome.org](http://www.pcrihome.org)



# Portland Saturday Market

Founded in 1974



## CONTACT

---

108 West Burnside Street  
Portland, OR 97209  
**Phone** 503.222.6072  
[www.portlandsaturdaymarket.com](http://www.portlandsaturdaymarket.com)

# Portland State University Business Outreach Program

(PSU BOP) Founded in 1994



## CONTACT

---

PO Box 751  
Portland, OR 97207  
Phone 503.725.9820  
[www.sba.pdx.edu/bop](http://www.sba.pdx.edu/bop)

### Primary Client Contact

Lara Damon, Director  
[larad@sba.pdx.edu](mailto:larad@sba.pdx.edu)

### Other Contact

Leslie Croghan, Business Advisor  
[bop@sba.pdx.edu](mailto:bop@sba.pdx.edu)

## MISSION

The Portland State University Business Outreach Program's mission is to help local small businesses, including emerging, minority, and women-owned businesses, achieve their potential and provide students with opportunities for community-based learning.

## FOCUS OF PROGRAM SERVICES

PSU BOP provides business advisory services through business development workshops, one on one consulting services, student consulting services, and through partnerships with community partners. Services consist of but are not limited to business assessments, business and marketing plan development, financial planning, bookkeeping set up and training, human resource support, operations assistance, and product cost analysis.

### *Services Offered*

Business Consulting, Business Plan Training, Loan Packaging, Peer Networks, Mentoring, Topical Workshops

### *Fees charged*

The fee for the business development workshop series is on a sliding scale based on household income. Participants eligible for long-term services do not have an associated fee.

### *Organization Operating Budget*

\$250,000

### *Program Funding*

65% State or local government sources, 10% Private sources, 1% Income from Program activities

### *2010 Achievements*

Since 1994 over 600 businesses have been assisted. Over 1500 students have been placed as consultants with a value of over \$1,000,000 (based on \$3000 per project). In 2010 PSU BOP served 70 entrepreneurs and small business owners in the Portland area and placed 45 PSU students' consulted small businesses in the community. 95% of participants are low-income individuals and 70% of participants are minority or women owned businesses.

### ORGANIZATION INFORMATION

Number of Staff FTE: 2

Number of Staff PTE: 4

### CLIENT INFORMATION

Percent of Urban Clients: 100%

Number of Clients Served  
in 2010: 70

# Rogue Community College (RCC)

SBDC | Founded in 1970

## CONTACT

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214 SW 4th St  
Grants Pass, OR 97527  
Phone 541.956.7492  
www.roguecc.edu/sbdc

## MISSION

Helping create the best run businesses in the state.

## FOCUS OF PROGRAM SERVICES

Provide high-quality, free business counseling to all levels of business including pre ventures, start ups, early stage, mature, and exiting. Offer comprehensive business training on many business topics, including business planning, finance, Quickbooks, marketing, sales, social media, website development, business technology, small business management, and more.

### *Services Offered*

Business Incubator, Business Plan Training, Cooperative Development, Loan Packaging, Peer Networks, Mentoring, Topical Workshops, IDAs for Microenterprise, Bilingual Services, Economic Gardening (stage 2 business growth), Personal Counseling

### *Fees charged*

Fee for all business training and some business services beyond counseling.

### *Organization Operating Budget*

\$500,000

### *Microenterprise Program Budget*

\$100,000

### *Program Funding*

43% Federal government sources, 41% State or local government sources, 16% Income from program activities

### *2010 Achievements*

Serving over 100 microenterprise clients and being one of the highest performing SBDCs in the state



### ORGANIZATION INFORMATION

Number of Staff FTE: 2

Number of Staff PTE: 11

Microenterprise Staff PTE: 5

### CLIENT INFORMATION

Percent of Rural Clients: 100%

Number of Clients Served  
in 2010: 1840

# Rural Development Initiatives (RDI)

Nonprofit 501(c) (3) | Founded in 1991



## CONTACT

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2620 River Road  
Eugene, OR 97404  
**Phone** 541.684.9077  
<http://rdiinc.org/>

## MISSION

Rural Development Initiatives builds leadership networks and rural communities.

## FOCUS OF PROGRAM SERVICES

RDI builds leadership networks and communities by working in the areas of community building, leadership development, economic vitality, networking, and organizational development with specialized programming for Latino, tribal, and youth audiences.

### *Services Offered*

Bilingual Services, Peer Networks, Topical Workshops, helping entrepreneurs start businesses, financial literacy training

### *Fees charged*

RDI provides some services on a contract basis, charging a range of fees for services.

### *Organization Operating Budget*

\$2,670,324

### *Microenterprise Program Budget*

\$198,793

### *Program Funding*

94% Private sources, 5% Federal government sources, 1% State government

### *2010 Achievements*

RDI was named one of Oregon's Best Nonprofits. In 2010 we concluded more than five years of work with Connecting Oregon for Rural Entrepreneurship (CORE) leading a statewide collaborative building entrepreneurial development systems in seven regions across Oregon with more than 20 statewide, regional, and local partners to share best practices and learn from each other. Our partners and RDI provided assistance to more than 2,750 entrepreneurs over the five years. RDI also provided leadership training to more than 600 participants through our Ford Institute Leadership Program, Cultivando Comunidad, and our Native American Leadership Program. RDI also assisted more than 150 nonprofits through our organizational development programs including Effective Organizations and Community Collaborations.

#### ORGANIZATION INFORMATION

Number of Staff FTE:	21
Number of Staff PTE:	5
Microenterprise Staff PTE:	4

#### CLIENT INFORMATION

Percent of Rural Clients:	100%
Number of Clients Served in 2010:	1000

# Salem Keizer Community Development Corporation

(SKCDC) CDC | Founded in 1992



## CONTACT

---

P.O. Box 7364  
Salem, OR 97303  
**Phone** 503.856.7077  
www.salemkeizercdc.org

### Primary Client Contact

Arraceli Avila, Community Outreach Coordinator  
araceli@salemkeizercdc.org

## MISSION

SKCDC's mission is to help low and moderate income families attain financial self-sufficiency through the provision of safe, stable, quality affordable housing, financial asset building opportunities, and community and resident services.

## FOCUS OF PROGRAM SERVICES

SKCDC provides affordable housing to families and individuals earning 60% or less area median income through new construction and preservation of current affordable housing in existing Salem Keizer neighborhoods. We currently own and operate 149 affordable rental units with the acquisition of a new 28-unit property (Royal Pines) in late 2010. Our units range from apartments to townhomes and single family houses in twelve locations throughout Salem Keizer. Although affordable housing is our primary focus and a key component towards reducing homelessness and economic hardship, we understand that housing alone does not get to the root of poverty. That is why SKCDC has developed the Families First resident services program. Families First is open to all residents and neighbors and includes youth after school and summer programs, community gardens, emergency dental vans, annual health fairs, access to individual development savings accounts, free tax filing workshops, referrals, translation services, and an upcoming financial literacy program.

### ORGANIZATION INFORMATION

Number of Staff FTE: 2

Number of Staff PTE: 2

### CLIENT INFORMATION

Percent of Urban Clients: 100%

Number of Clients Served  
in 2010: 800

### *Services Offered*

IDAs for Microenterprise, bilingual Services, affordable housing, tax workshops, financial literacy classes, and youth programs

### *Fees charged*

SKCDC does not charge fees for resident and community services.

## Maura Schwartz

Independent Consultant | Founded in 2004

## CONTACT

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<http://sites.google.com/site/mauraschwartz/>

## FOCUS OF PROGRAM SERVICES

Maura Schwartz is a senior level cooperative consultant with 20 years experience working with domestic and international cooperative businesses, associations, and nonprofit organizations. Services include researching and writing feasibility analyses and business plans for entrepreneurs looking to start cooperative businesses; training for boards, committees, and members; technical writing for proposals, final reports, and midterm project evaluations; designing project work plans; strategic planning; and project management.



# Small Business Legal Clinic of Lewis and Clark College

Founded in 2001



## CONTACT

---

310 SW 4th Avenue, Suite 1000  
Portland, OR 97204  
**Phone** 503.768.6940  
<http://go.lclark.edu/sblc>

**Primary Client Contact**  
Becka Martiniz Griffin, Operations Manager  
[rcmg@lclark.edu](mailto:rcmg@lclark.edu)



## MISSION

The SBLC provides business transactional legal services to low income small and emerging businesses.

## FOCUS OF PROGRAM SERVICES

The SBLC provides business transactional legal services to low income small and emerging businesses. Our services include contract review and drafting, employment counseling, entity selection and formation, intellectual property creation, and help with regulatory compliance.

### *Fees charged*

Sliding scale administrative fee based on the owners annual household gross income, which is paid per matter. Administrative fees start at \$25 per matter.

### *Organization Operating Budget*

\$391,500

### *Program Funding*

59% State or local government sources, 37% Private sources, 3% Income from Program activities, 1% Federal government sources

### *2010 Achievements*

Total Clients 125; Total Matter 200; Legal Interns Educated 22; Total Attorney Volunteers 76

### ORGANIZATION INFORMATION

Number of Staff FTE: 3

Microenterprise Staff FTE: 3

### CLIENT INFORMATION

Percent of Urban Clients: 96%

Percent of Rural Clients: 4%

Number of Clients Served  
in 2010: 353

# South Central Oregon Economic Development District

(SCOEDD) Nonprofit Microenterprise Service Provider | Founded in 1999

## CONTACT

P.O. Box 1529  
Klamath Falls, OR 97601  
**Phone** 541.884.5593  
www.scoedd.org

**Primary Client Contact**  
Betty Riley, Executive Director  
betty@scoedd.org



## MISSION

SCOEDD's mission is to build cooperation and collaboration between private, public, and community entities that support planned growth that allows for an economy with an expanded industrial base; leadership in alternative, renewable energy development; and an educated and well-trained workforce.

## FOCUS OF PROGRAM SERVICES

The Rural Microenterprise Technical Assistance and Loan Program have been conceived to encourage entrepreneurship and provide economic benefit to potential and existing local business owners. The program will provide training, technical assistance, advisory services and loan funds for enterprise development throughout Klamath and Lake Counties. Through this collaborative effort KLCCR will recruit eligible applicants to investigate and train to develop new businesses that will provide supplemental or full-time employment. This program will seek to establish an opportunity for learning and funding small businesses in local communities and will seek to overcome traditional obstacles involved in start-up or newly established businesses. Training will provide skills and knowledge necessary to organize, manage, market and finance small business; technical assistance and advisory services will assist the business through start up and expansion to maintain viable operations. A Microenterprise Loan Fund will provide the base capital necessary to begin new ventures or expand fledgling operations when traditional capital sources are not available.

### *Services Offered*

Business Consulting, Business Plan Training, Personal Counseling, Mentoring, IDAs for Microenterprise, Microloans, Loans other than Microloans, Loan Packaging

### *Fees charged*

None

### *Organization Operating Budget*

\$500,000

### *Microenterprise Program Budget*

\$5,000

### *Program Funding*

41% Local or state government sources, 35% Federal government sources, 19% Income from program activities, 6% Private sources

### ORGANIZATION INFORMATION

Number of Staff FTE:	3
Number of Staff PTE:	2
Microenterprise Staff FTE:	2
Microenterprise Staff FTE:	2

### CLIENT INFORMATION

Percent of Rural Clients:	100%
Number of Clients Served in 2010:	23

### LOAN INFORMATION

Amount loaned in 2010	\$265,000
Amount available to loan	\$600,000
Average loan size	\$88,333
Average interest rate	6%
Largest loan considered	\$170,000
Smallest loan considered	\$45,750

# Southern Oregon Regional Economic Development, Inc.

## CONTACT

---

673 Market Street  
Medford, OR 97504  
Toll free 800.805.8740  
Phone 541.773.8946  
www.soredi.org

**Primary Client Contact**  
Ron Fox, Executive Director  
ron@soredi.org



# Southern Oregon University

SBDC | Founded in 1984

## CONTACT

---

101 S. Bartlett Street  
Business Center  
Medford, OR 97501  
Phone 541.552.8300  
www.sou.edu/sbdc

**Primary Client Contact**  
Jack Vitacco, Director  
vitaccoja@sou.edu

**Other Contact**  
Mary Lee Hurd, Program Coordinator  
hurd@sou.edu



## MISSION

The core mission of the SOU SBDC is to deliver excellence in counseling, resources, and information to small business owners to start, grow, and sustain their business to positively impact local economy, employment, and personal wealth.

## FOCUS OF PROGRAM SERVICES

The SOU SBDC provides one on one, confidential, no fee counseling to small business owners and pre venture entrepreneurs. Professional business advisors mentor and guide clients through expertise in all facets of small business management.

### *Services Offered*

Business Consulting, Business Plan Training, Mentoring, IDAs for Microenterprise, Bilingual Services, Peer Networks, Topical Workshops, Loan Packaging

### *Fees charged*

Counseling is no fee. Minor fees are charged for training and workshops based on recovering the costs to deliver the service.

### *Organization Operating Budget*

\$154,250

### *Program Funding*

78% State or local government sources, 20% Federal government sources, 2% Income from program activities

### *2010 Achievements*

SOU SBDC served 23 LMI Microenterprise businesses with focused classroom training through CDBG funding

#### ORGANIZATION INFORMATION

Number of Staff FTE: 2

Number of Staff PTE: 3

#### CLIENT INFORMATION

Percent of Urban Clients: 75%

Percent of Rural Clients: 25%

Number of Clients Served  
in 2010: 579

# Southwestern Oregon Community College

SBDC

## CONTACT

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2455 Maple Leaf Lane  
North Bend, OR 97459  
**Phone** 541.756.6866  
[www.socc.edu](http://www.socc.edu)



# Successful Business Management (SBMCo)

## CONTACT

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PO Box 277  
Marylhurst, OR 97036  
**Phone** 503.305.8351  
<http://sbmco.biz>

Primary Client Contact  
Danny Crossman  
[danny@sbmco.biz](mailto:danny@sbmco.biz)



# Sustainable Northwest

Founded in 1995

## CONTACT

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813 SW Alder, Suite 500  
Portland, OR 97205  
**Phone** 503.221.6911  
[www.sustainablenorthwest.org/](http://www.sustainablenorthwest.org/)



# Tillamook Bay Community College

SBDC

## CONTACT

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4301 Third Street  
Tillamook, OR 97141  
**Phone** 503. 842.2236  
[www.tbcc.cc.or.us/~tbccbiz/](http://www.tbcc.cc.or.us/~tbccbiz/)



# Treasure Valley Community College

SBDC

## CONTACT

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650 College Blvd.  
Ontario, OR 97914  
**Phone.** 541.881.5762  
**Email** bizcenter@tvcc.cc  
<http://www.tvcc.cc.or.us/Academics/BizCenter/index.cfm>



# Trillium Artisans

Founded in 1999

## CONTACT

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9119 SE Foster  
Portland, OR 97266  
**Phone** 503.775.7993  
[www.trilliumartisans.org](http://www.trilliumartisans.org)

**Primary Client Contact**  
Amanda McCloskey, Executive Director  
[amanda@trilliumartisans.org](mailto:amanda@trilliumartisans.org)



# Jon Turino

For Profit Microenterprise Service Provider

## CONTACT

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310 SW Park Ave, 11th Floor  
Portland, OR 97205  
**Phone** 503.425.3362  
[www.connectthedots.qwest.com/portland](http://www.connectthedots.qwest.com/portland)

**Primary Client Contact**  
Jon Turino, Small Business Community Representative  
[jonathan.turino@qwest.com](mailto:jonathan.turino@qwest.com)



## MISSION

Facilitate great experiences for current and prospective CenturyLink customers.

## FOCUS OF PROGRAM SERVICES

To provide knowledge, advice and help on Internet access, web sites, marketing and social networking to existing and emerging businesses.

# Umpqua Community College

SBDC | Founded in 1984

## CONTACT

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2555 NE Diamond Lake Blvd  
Roseburg, OR 97470  
**Phone** 541.440.7824  
[www.umpqua.edu/small-business-development-center](http://www.umpqua.edu/small-business-development-center)



# Umpqua Community Development Corporation

CDC | Founded in 1991



## CONTACT

605 SE Kane St  
Roseburg, OR 97470  
**Phone** 541.673.4909  
www.umpquacdc.org

### Primary Client Contact

Virginia Elandt, MEDAL program manager  
velandt@umpquacdc.org

### Other Contact

Andreana Daniels, MEDAL associate  
adaniels@umpquacdc.org

## MISSION

The mission of Umpqua CDC is to work for and with people to provide safe, affordable housing and community based economic development opportunities so that our community may collectively and individually recognize its intrinsic value and realize its potential.

## FOCUS OF PROGRAM SERVICES

Umpqua CDC's MicroEnterprise Development and Learning (MEDAL) program offers one-on-one counseling, classroom trainings, and peer-to-peer support programs to disadvantaged entrepreneurs in Douglas and Coos County. Program for Investment in Microentrepreneurs (PRIME) evaluates the feasibility of the business idea and business counseling needs of each prospective entrepreneur. This is enriched with access to capital through the Dream\$avers Individual Development Account. The Think Local Umpqua initiative consists of a grassroots coalition of business owners, farmers, community members, and government officials who promote economic localization. The group organizes collaborative marketing opportunities, networking events, public education campaigns, professional development opportunities, and other community building activities.

### Services Offered

Personal Counseling, Business Plan Training, Loan Packaging, Peer Networks, Mentoring, Topical Workshops, Cooperative Development, IDAs for Microenterprise

### Fees charged

Any individual who is not 80% AMI is charged a fee for service based on a sliding scale.

### Organization Operating Budget

\$1,918,170

### Microenterprise Program Budget

\$195,353

### Program Funding

84% Federal government sources, 7% Private sources, 6% State government sources, 3% Income from program activities

### 2010 Achievements

The highlights of the project are 292 individuals received microenterprise assistance through the MEDAL program; 24 high school seniors received financial literacy training and an introduction to entrepreneurship; 66 individuals completed a financial fitness program; 300 businesses directly benefitted from the Think Local Umpqua initiative; facilitated or developed 9 workshops on the topics of business development, networking, and marketing; Provided 2 business planning curriculums of 6 sessions each with a focus on start-up businesses; assisted 39 entrepreneurs through business plan process; 4 businesses started as a result of programs provided.

### ORGANIZATION INFORMATION

Number of Staff FTE: 25

Microenterprise Staff FTE: 2

Microenterprise Staff PTE: 2

### CLIENT INFORMATION

Percent of Rural Clients: 100%

Number of Clients Served  
in 2010: 722

# Warm Springs Community Action Team

Founded in 2005



## CONTACT

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1144 Warm Springs Street  
Warm Springs, OR 97761  
**Phone** 541.553.3148  
<http://wscat.bbnow.org>

**Primary Client Contact**  
Lonnie James

# West Columbia Gorge Consortium

Government Agency | Founded in 2009

## CONTACT

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226 W. Historic Columbia River Hwy.  
Troutdale, OR 97060  
**Phone** 503.669.7473  
[www.WCGConsortium.biz](http://www.WCGConsortium.biz)

**Primary Client Contact**  
David R. Eatwell, Economic Development Director  
[EcDev@WCGConsortium.biz](mailto:EcDev@WCGConsortium.biz)



## MISSION

To promote business retention and growth within the communities of Troutdale, Fairview, Wood Village, and Cascade Locks.

## FOCUS OF PROGRAM SERVICES

Assist with site selection, business planning, market research, securing financial support, and assistance with site and construction permits.

### *Services Offered*

Business Consulting, Business Plan Training, Loan Packaging, Mentoring, Topical Workshops, Cooperative Development

### *Fees charged*

None

### *Organization Operating Budget*

\$95,000

### *Program Funding*

90% State or local government sources, 10% Private sources

### *2010 Achievements*

Retained 7 businesses and added 6 new businesses.

#### ORGANIZATION INFORMATION

Number of Staff FTE: 1

Microenterprise Staff FTE: 1

#### CLIENT INFORMATION

Percent of Urban Clients: 95%

Percent of Rural Clients: 5%

Number of Clients Served  
in 2010: 82

# Wildhorse Business Service Center

## CONTACT

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Located at Tamastlikt Cultural Institute  
72777 Hwy 331  
Pendleton, OR 97801  
**Phone** 541.966.1918  
[www.umatilla.nsn.us/bsc.html](http://www.umatilla.nsn.us/bsc.html)

### Primary Client Contact

Kathleen Flanagan, Manager  
[kathleen.flanagan@wildhorseresort.com](mailto:kathleen.flanagan@wildhorseresort.com)

## MISSION

To promote business retention and growth within the communities of Troutdale, Fairview, Wood Village, and Cascade Locks.

## FOCUS OF PROGRAM SERVICES

Business Service Center was established through a cooperative effort between the Confederated Tribes of the Umatilla Indian Reservation and ONABEN, a Native American Business Network. Business Service Center provides technical assistance to Native Americans (living within the Tribes' 60 mile service area) who are interested in starting a business or growing an existing business.

### *Services Offered*

Individual business counseling  
Business classes and workshops  
Assistance in accessing capital  
Resource library with books, videos, and magazines for doing business research  
Free use of copier, fax, scanner, and computer with business software and high speed Internet

### *Programs Offered*

Indianpreneurship™ A Native American Journey into Small Business 12-week business class that is story-based using Native American entrepreneurial experiences as a basis for illustrating business principles.

Indianpreneurship™ Growing a Business in Indian Country™ is a 2-year small business management program for existing businesses that want to grow.

Native American Entrepreneur Revolving Loan Fund established in partnership with Greater Eastern Oregon Development Corporation and Business Service Center to create a Native American revolving loan fund for small business development. Eligible uses include the purchase of fixed assets, working capital, or debt restructure.

American Indian Business Leaders entrepreneurship club is a high school chapter of the National American Indian Business Leaders organization. The benefits for AIBL members:

Membership in a Nationally recognized Professional American Indian Organization  
Assistance from Professional Chapters  
Leadership Training  
Scholarship Information  
National Conference Participation  
Subscription to AIBL Newsletter



# Write to Know



## CONTACT

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Kathi Jaworski  
P.O. Box 7214  
Eugene, OR 97401  
Phone 541.953.4755  
Email [kjaworski@write-to-know.com](mailto:kjaworski@write-to-know.com)  
<http://write-to-know.com>



# Wy'East Resource Conservation and Development Council

501(c)(3) Nonprofit with Rural Microenterprise Expertise | Founded in 1994



## CONTACT

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625 SE Salmon Ave. #7  
Redmond, OR 97756  
Phone 541.923.4358 ext 119  
[www.wyeast rcd.org](http://www.wyeast rcd.org)

**Primary Client Contact**  
Bill Mintiens, Executive Director  
[bill@wyeast rcd.org](mailto:bill@wyeast rcd.org)

**Other Contact**  
Monica Mattis, Finance Manager  
[monica@wyeast rcd.org](mailto:monica@wyeast rcd.org)



## MISSION

Wy'East employs strategies that protect, restore, enhance, and sustain both communities and natural resources.

## FOCUS OF PROGRAM SERVICES

We have incorporated the enterprise facilitation rural economic development principles from the Sirolli Institute to help rural community members research and start businesses in their communities.

### *Services Offered*

Personal Counseling, Peer Networks, Mentoring

### *Fees charged*

None

### *Organization Operating Budget*

\$400,000

### *Microenterprise Program Budget*

\$100,000

### *Program Funding*

75% State government sources, 25% Local government sources

### ORGANIZATION INFORMATION

Number of Staff FTE: 2

Microenterprise Staff FTE: 1

### CLIENT INFORMATION

Percent of Rural Clients: 100%

Number of Clients Served  
in 2010: 70

# Affiliate Members and Resource Partners

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Affiliate Members and Resource Partners offer resources to Oregon's entrepreneurs, but may not offer the one-on-one technical assistance, training, and other direct services for entrepreneurs.

## Albina Community Bank of Portland, Oregon

**CONTACT** 430 NW 10th Avenue  
Portland OR 97209  
**Phone** 503.445.2150  
[www.albinabank.com](http://www.albinabank.com)

**MISSION** Albina Community Bank creates hope and financial opportunity for the economically under served by building lasting banking relationships with those who care most about our community.

## Alliance of Portland Neighborhood Business Associations (APNBA)

**CONTACT** 240 N Broadway, Suite 127  
Portland, OR 97227  
**Phone** 503.477.9648  
[www.apnba.com](http://www.apnba.com)

**MISSION** The APNBA is an alliance of the 30+ business district associations in Portland that provides a unified communications network for small businesses in the downtown Portland area.

**PRODUCTS & SERVICES** Workshops and seminars

## Business Referral Network

**CONTACT** 255 Capitol Street, NE Suite 151  
Salem OR 97310  
**Phone** 503.986.2200  
[www.filinginoregon.com](http://www.filinginoregon.com)

**PRODUCTS & SERVICES** The business referral network provides general information on starting and operating a business in Oregon.

# California Association for Microenterprise Opportunity (CAMEO) | State Microenterprise Association



**CONTACT** 1 Hallidie Plaza Suite 210  
San Francisco, CA 94102  
**Phone** 415.992.4480  
[www.microbiz.org](http://www.microbiz.org)

**Primary Client Contact**  
Claudia Viek, CEO  
[cameo@microbiz.org](mailto:cameo@microbiz.org)

**MISSION** CAMEO's mission is to promote economic opportunity and community well-being through Micro Enterprise development.

CAMEO expands resources and builds capacity for local Micro Enterprise development organizations throughout the state that provide entrepreneurs with small business financing, technical assistance and business management training.

CAMEO also promotes best practices and public awareness of the economic impacts of Micro Enterprise development. And, CAMEO advocates at the state and federal level for public policies that support Micro Enterprise development in California.

## Centro Cultural of Washington County

**CONTACT** 1174 N Adair St  
Cornelius, OR 97113  
**Phone** 503.359.0446  
[www.centrocultural.org](http://www.centrocultural.org)  
[centroinfo@centrocultural.org](mailto:centroinfo@centrocultural.org)

**MISSION** Centro's mission is to promote social and economic development, meet basic human and community needs, and increase cultural consciousness and understanding among diverse groups of the community.

**PRODUCTS & SERVICES** Workshops and seminars, training classes, referrals, one-on-one counseling.

## City of Newberg, Economic Development Revolving Loan Fund

**CONTACT** 414 East First Street, PO Box 970  
Newberg OR 97132  
**Phone** 503.537.1213  
<http://ci.newberg.or.us>

### **Primary Client Contact**

David Beam, Economic Development Planner  
[david.beam@newbergoregon.gov](mailto:david.beam@newbergoregon.gov)

### **PROGRAMS & SERVICES**

Through the Newberg Economic Development Revolving Loan Fund, the City of Newberg has over one million dollars in loan funds available to assist new businesses and improve and expand established businesses. The City also has access to other loan and grant funds to improve the business climate within the community.

## Corporation for National and Community Service (CNCS)

**CONTACT** 620 SW Main Street Room 714  
Portland OR 97205  
**Phone** 503.326.3282  
[www.americorps.gov](http://www.americorps.gov)

### **Primary Client Contact**

Amy Dailey, State Director  
[or@cns.gov](mailto:or@cns.gov)

**MISSION** The Corporation's mission is to provide opportunities for Americans of all ages and backgrounds to engage in service that addresses the nation's educational, public safety, environmental, and other human needs to achieve direct and demonstrable results and to encourage all Americans to engage in such service. In doing so, the Corporation will foster civic responsibility, strengthen the ties that bind us together as a people, and provide educational opportunity for those who make a substantial commitment to service.

## Florence Area Chamber of Commerce

**CONTACT** 290 Highway 101  
Florence, OR 97439  
**Phone** 541.997.3128  
[www.florencechamber.com](http://www.florencechamber.com)

**MISSION** The primary function of the Florence Chamber of Commerce is to serve as a catalyst—a common vehicle through which business and professional people work together for the common good of the community. The Chamber also gathers statistics, answers inquiries, visits new businesses, and promotes the beauty of the area as a place to live, work, and play.

## Housing And Community Service Agency of Lane County (HACSA) Family Self-Sufficiency Program

**CONTACT** 300 West Fairview Drive  
Springfield OR 97477  
**Phone** 541.682.4090  
[www.hacsa.org](http://www.hacsa.org)

**MISSION** The Family Self-Sufficiency Program (FSS) is a voluntary program available to residents of the Housing And Community Services Agency's public housing units and HACSA's Section 8 Program. The FSS Case Manager and the participant work together to create a five-year plan that includes employment goals and identifies training and education needs, and then works to identify and locate services necessary to reach these goals. FSS also refers clients who are interested in starting their own business to microenterprise development programs. They are a member of the VIDA collaborative and set up IDA accounts for home ownership and education only for FSS participants.

## Greater Hillsboro Area Chamber of Commerce

**CONTACT** 5193 NE Elam Young Pkwy., Ste. A  
Hillsboro, OR 97124  
**Phone** 503.726.2151  
[www.hillchamber.org](http://www.hillchamber.org)

### **Primary Client Contact**

Jon Michael Kowitz, Vice President of Business Development  
[jonmk@hillchamber.org](mailto:jonmk@hillchamber.org)

## Housing Authority of Portland (HAP)

**CONTACT** 135 Ash Street  
Portland, OR 97204  
**Phone** 503.802.8300  
www.hapdx.org

**MISSION** The mission of the Housing Authority of Portland is to assure that the people of the community are sheltered. HAP has a special responsibility to those who encounter barriers to housing because of income, disability, or special need. HAP will continue to promote, operate, and develop affordable housing that engenders stability, self-sufficiency, self-respect, and pride in its residents and represents a long-term community asset. HAP will be a community leader in creating public commitment, policy, and funding to preserve and develop affordable housing.

## Metro Regional Center

**CONTACT** 600 NE Grand Ave  
Portland, OR 97232  
**Phone** 503.797.1700  
www.metro-region.org

**MISSION** Metro is a directly elected regional government serving Clackamas, Multnomah and Washington counties focused on urban planning and development and transportation issues. The Data Resource Center develops maps (population demographics) to aid in business and economic development.

**PRODUCTS & SERVICES** Online databases (GIS data), GIS mapping, site selection assistance, land use planning, transportation planning and logistics.

## Mid-Willamette Valley Council of Governments

**CONTACT** 105 High Street SE  
Salem OR 97301  
**Phone** 503.588.6177  
**Email** mwvcog@mwvcog.org  
www.mwvcog.org

**MISSION** The Mid-Willamette Valley Council of Governments is a voluntary association of 42 local governments. Members include Marion, Polk, and Yamhill counties, 31 cities, 7 special districts, and the Confederated Tribes of Grand Ronde.

The MWVCOG's purposes include pooling local resources to achieve efficiency and economy and to join together to address issues of common concern. Member services include economic and community development, transportation systems planning, SBA loans, GIS, mapping and census services and local government capacity-building services.

**PRODUCTS & SERVICES** Loans & financing, GIS mapping, online databases (primarily demographics), site selection assistance.

## Mount Hood Economic Alliance

**CONTACT** 4336 Condor Ave  
Portland, OR 97239  
**Phone** 503.228.5565  
[www.mthoodea.org](http://www.mthoodea.org)

**Primary Client Contact**  
Mary MacArthur

**MISSION** The mission of the Mount Hood Economic Alliance is to improve the region's quality of life by addressing local needs and priorities and providing a balance of opportunities for economic growth and long term prosperity through economic diversification and job creation for the current population.

The Mount Hood Economic Alliance is a partnership between Clackamas, Hood River and Wasco counties that administers the Regional Investment and Rural Investment Programs which fosters and promotes economic development.

**PRODUCTS & SERVICES** Loans and financing.

## Multnomah County Library (Business Library)

Government Agency

**CONTACT** 801 SW 10th Avenue  
Portland OR 97205  
**Phone** 503.988.5123  
[www.multcolib.org/business](http://www.multcolib.org/business)

**Primary Client Contact**  
Abigail Elder

**PRODUCTS & SERVICES** Business resource library, online databases (accessible via internet).



## Neighborhood Partnerships

**CONTACT** 1020 SW Taylor, Suite 680  
Portland, OR 97205  
**Phone** 503.226.3001  
[www.tnfpf.org](http://www.tnfpf.org)

**Primary Client Contact**  
Joy Hunt  
[jhunt@neighborhoodpartnerships.org](mailto:jhunt@neighborhoodpartnerships.org)

**MISSION** Neighborhood Partnerships creates opportunity and works to maximize resources for low-income people.



## Next Door Inc.



**CONTACT** 1005 W. 6th St.  
The Dalles, OR 97058  
General information 541.386.6665  
The Dalles office 541.296.8118  
[www.nextdoorinc.org](http://www.nextdoorinc.org)

**MISSION** Opening doors to new possibilities by strengthening children and families and improving communities.

## One Economy

**CONTACT** 920 SW Third Avenue Suite 400  
Portland, OR 97204  
**Phone** 503.282.2824  
[www.one-economy.com](http://www.one-economy.com)

**MISSION** One Economy maximizes the potential of technology to help low-income people improve their lives and join the economic mainstream.

## Oregon Nanoscience and Microtechnologies Institute (ONAMI)

**CONTACT** PO Box 2041  
Corvallis OR 97339  
[www.onami.us](http://www.onami.us)

**MISSION** ONAMI is focused on research and commercialization of nanoscience and microtechnologies to foster the creation of new products, companies and jobs in the Pacific Northwest.

**PROGRAM & SERVICES** Lab facilities

## Oregon Opportunity Network



**CONTACT** 847 NE 19th Avenue Suite 150  
Portland, OR 97232  
**Phone** 503.223.4041  
<http://oregonon.org>

**MISSION** Our mission is to support and strengthen our members through advocacy, communications, peer learning, and best practice development. Our vision is that all Oregonians have the opportunity to succeed in life. Opportunity begins in sustainable communities where a variety of people have a place to call home and an income sufficient to meet their basic needs. We support our members through the following activities: providing opportunities for training, technical assistance, and peer support; serving as a communication hub to connect our members and partners with news, best practices and industry trends; promoting and advocating for the industry at the local, state, and federal levels; and developing new opportunities for partnership.

## Oregon State University | Austin Family Business Program (OSU AFB)

**CONTACT** College of Business 201C Bexell Hall  
Corvallis, OR 97331  
**Phone** 541.737.3326  
www.familybusinessonline.org

**MISSION** The mission of the Austin Family Business Program is to help family-owned businesses manage day-to-day operations while planning for future growth.

## Portland Development Commission (PDC)

Government Agency



**CONTACT** 222 NW Fifth Avenue  
Portland, OR 97209  
**Phone** 503.823.3201  
www.pdc.us

**Primary Client Contact**  
Lynn Knox, Economic Opportunity Manager  
knoxl@pdc.us  
421 SW 6th Ave.  
Portland, OR 97204  
**Phone** 503.823.2387

**MISSION** The PDC's vision is to be a catalyst for positive change in the creation of a world-class 21st century city in which economic prosperity, quality housing, and employment opportunities are available for all. Our mission is to bring together resources to achieve Portland's vision of a diverse, sustainable community with healthy neighborhoods, a vibrant central city, a strong regional economy, and quality jobs and housing for all.

Created by Portland voters in 1958, PDC has played a major role in keeping Portland one of America's most livable cities. During the past nearly 50 years, PDC has taken forward 20 urban renewal plans that have helped change the face of the city—making it a better place to live for all Portlanders.

### PRODUCTS & SERVICES

Waterfront development, small business loans, affordable housing, new retail opportunities, transit-oriented development, business retention and recruitment are among the initiatives that make up the day-to-day work of the PDC staff. PDC Business Services concentrates on creating and retaining jobs; attracting and leveraging private investment; and nurturing business formation and growth.

As the city's business advocates, PDC staff can:

1. help existing or new businesses navigate a wide variety of public and nonprofit resources;
2. assist businesses in evaluating Portland as a viable and effective location where a company can thrive; and
3. match business owners with financial and technical resources that can give companies a competitive edge.

Assistance includes location and site selection, incentives, financial services, retention, expansion and recruitment services, development assistance, regional partnerships, workforce connections, and target industry support.

## Portland State Business Accelerator (Portland State University)

**CONTACT** 2828 SW Corbett Ave, Suite 100  
Portland OR 97201  
**Phone** 503.725.2312  
[www.psba.pdx.edu](http://www.psba.pdx.edu)

**MISSION** The mission of the Portland State Business Accelerator is to incubate and accelerate start-up technology companies, especially those in the sectors of Green Tech & Sustainability, IT & Software, and Electronic Devices.

**PRODUCTS & SERVICES** Discounted office space, workshops and seminars, networking opportunities, administrative services, lab facilities (available to those with development agreements with PSU faculty).

## Portland State University (PSU USP)

Nohad A. Toulan School of Urban Studies and Planning

**CONTACT** 506 SW Mill Street, Suite 350  
Portland, OR 97201  
**Phone** 503.725.4045  
[www.pdx.edu/usp](http://www.pdx.edu/usp)  
[susp@pdx.edu](mailto:susp@pdx.edu)

**MISSION** The mission of the Nohad A. Toulan School of Urban Studies and Planning is to assist in the development of healthy communities through an interdisciplinary program of teaching, research, and public service. Faculty and students engage the intellectual, policy, and practice aspects of urban studies and planning from the local to the international levels and actively participate in the analysis, development, and dissemination of the innovations for which Portland and the Pacific Northwest are known.

## The Rebuilding Center of Our United Villages

**CONTACT** 3625 N Mississippi Avenue  
Portland, OR 97227  
**Phone** 503.331.1877  
[www.rebuildingcenter.org](http://www.rebuildingcenter.org)

## SCORE (Senior Corps of Retired Executives) Counselors to America's Small Business

**CONTACT** OD Tower, 601 SW Second Avenue, Suite 950  
Portland, OR 97204  
**Phone** 503.326.3441  
[www.scorepdx.org](http://www.scorepdx.org)

**MISSION** SCORE is an all-volunteer organization of retired and working professionals that provides free business counseling and advice, email counseling, and workshops through local chapter offices.

## Southwest Washington Contractors Association

**CONTACT** 7017 NE Hwy 99, Suite 214  
Vancouver, WA 98665  
[www.swca.org](http://www.swca.org)

**MISSION** The Southwest Washington Contractors Association supports contractors by providing work space and facilities, specific project bid information, local construction news, and networking opportunities for construction professionals.

## State of Oregon, Business Development Department (OBDD)

**CONTACT** 775 Summer Street NE  
Salem, OR 97301  
**Phone (Salem)** 503.986.0161  
**Phone (Portland)** 503.229.5114  
[www.oregon4biz.com](http://www.oregon4biz.com)

## State of Oregon, Employment Department Self-Employment Assistance Program

**CONTACT** 875 Union St. NE  
Salem, OR 97311  
**Phone** 503.947.1867  
[www.workinginoregon.com](http://www.workinginoregon.com)

### Primary Client Contact

Pat Sanderlin, Coordinator Self-Employment  
Assistance Program  
[william.p.sanderlin@state.or.us](mailto:william.p.sanderlin@state.or.us)

## State of Oregon, Governor's Office

**CONTACT** 255 Capitol Street NE, Suite 126  
Salem, OR 97301  
**Phone** 503.986.6522  
[www.oregon.gov/Gov/MWESB/](http://www.oregon.gov/Gov/MWESB/)

### **Primary Client Contact**

Cheryl Myers, Director of Economic & Business Equity (MWESB)  
[cheryl.L.myers@state.or.us](mailto:cheryl.L.myers@state.or.us)

**MISSION** Business and Advocacy Development for Oregon certified Disadvantage Business Enterprise (DBE), Minority Business Enterprise (MBE), Women Business Enterprise (WBE) and Emerging Small Businesses (ESB)

### **FOCUS OF PROGRAM SERVICES**

Represent Oregon's certified DBE, MBE, WBE and ESB businesses to the governor, legislature, and state and local agencies. Oversee the resolution of business concerns certified businesses. Provide outreach through organizations and events to promote the use of certified firms. Train certified businesses on how to compete for government contracts. Plan and perform training for state and local government buyers on doing business with certified firms. Support and provide technical assistance to vendors and certified firms in responding to bids and requests for proposals. Refer vendors to small business services networks.

## State of Oregon, Housing and Community Services (OHCS)

**CONTACT** 725 Summer Street NE, Suite B  
Salem, OR 97309  
**Phone** 503.986.2112  
[www.hcs.state.or.us](http://www.hcs.state.or.us)

**MISSION** The mission of Oregon Housing and Community Services (OHCS) is to "Reach out for opportunities to create partnerships that improve Oregonians lives, and the quality of our communities." As Oregon's housing finance agency, OHCS provides financial and program support to create and preserve opportunities for quality, affordable housing for lower- and moderate-income Oregonians. OHCS administers federal and state antipoverty, homeless, and energy assistance, and community service programs. OHCS also assists in the financing of single-family homes, the new construction or rehabilitation of multi-family affordable housing developments, and administers grants and tax credits to promote affordable housing. It also administers the Oregon Individual Development Account (IDA) initiative and is represented on the State Micro- Enterprise Advisory Committee. The current agency was created in 1991 when the legislature merged the Oregon Housing Agency with State Community Services. The coordination between housing and services creates a continuum of programs that assists and empowers lower-income individuals and families in their efforts to become self-reliant.

## State of Oregon, Office of Minority, Women and Emerging Small Business (OMWESB) | Government Agency

**CONTACT** 350 Winter Street NE, Rm 200  
Salem, OR 97301  
**Phone** 503.947.7976  
[www.oregon.gov/DCBS/OMWESB/index.shtml](http://www.oregon.gov/DCBS/OMWESB/index.shtml)

**MISSION** OMWESB is the sole certification authority in Oregon for targeted government contracts for disadvantaged, minority and-women-owned businesses, and emerging small businesses.

**PRODUCTS & SERVICES** Training classes.

## State of Oregon, Office of Vocational Rehabilitation Services (OVRs)

Government Agency

**CONTACT** 500 Summer Street NE, E-87  
Salem, OR 97301  
**Phone** 503.945.6260  
[www.oregon.gov/DHS](http://www.oregon.gov/DHS)

**MISSION** The mission of the Office of Vocational Rehabilitation Services (OVRs) is to assist Oregonians with disabilities secure, retain, or regain employment and independence. The DHS OVRs program is funded through a federal-state partnership with the US Department of Education-Rehabilitation Services Administration. The OVRs program Contract microenterprise development services from providers for clients with disabilities seeking self employment.

## State of Oregon, Small Business Ombudsman for Worker's Compensation

Government Agency

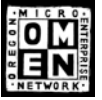
**CONTACT** 350 Winter St NE  
Salem, OR 97309  
**Phone** 503.378.4209  
[www.oregon.gov/DCBS/SBO/index.shtml](http://www.oregon.gov/DCBS/SBO/index.shtml)

**PROGRAMS & SERVICES** The Oregon Small Business Ombudsman for Worker's Compensation provides information and assistance to small businesses regarding workers' compensation insurance and refers them to the most likely carriers.

## Sterling Savings Bank

**CONTACT** 9755 S.W. Barnes Rd. Suite 105  
Portland, OR 97225  
**Phone** 1.800.650.7141  
[www.sterlingsavingsbank.com](http://www.sterlingsavingsbank.com)





## Travel Oregon

**CONTACT** Phone 1 800.547.7842  
<http://www.traveloregon.com/>

**MISSION** Travel Oregon is the official travel guide to planning an Oregon vacation, with suggestions on places to go, things to do, places to stay, where to eat, and of course abundant outdoor recreation. TravelOregon.com is the complete source of Oregon travel and vacation information.

## USDA Rural Development

Government Agency

**CONTACT** Oregon State Office  
1201 NE Lloyd Blvd., Ste. 801  
Portland, OR 97214  
**Phone** 503.414.3365  
[www.ruralOregon.biz](http://www.ruralOregon.biz)

### Primary Client Contact

Jeff Deiss, Business & Cooperative Program Director  
[jeff.deiss@or.usda.gov](mailto:jeff.deiss@or.usda.gov)

**MISSION** We provide leadership on food, agriculture, natural resources, and related issues based on sound public policy, the best available science, and efficient management. We administer more than 40 programs designed to improve the economic stability of rural communities, businesses, residents, farmers, and ranchers and improve the quality of life in rural America.

### PROGRAMS & SERVICES

USDA Rural Development delivers a wide range of financial assistance to rural businesses and communities including loans, loan guarantees and grants. Rural Development-Oregon works in financial partnership with local economic organizations—banks and other lenders, economic development groups, colleges, local government agencies, tribes and utility coops—to offer more than a dozen programs; some provide direct assistance to rural small businesses. For current information about eligibility, terms and conditions, funding levels and application deadlines, visit our website.

## U.S. Export Assistance Center (Portland Office)

Government Agency

**CONTACT** One World Trade Center  
121 SW Salmon St, Suite 242  
Portland, OR 97204  
**Phone** 503.326.5156  
[www.buyusa.gov/oregon](http://www.buyusa.gov/oregon)

**MISSION** The U.S. Export Assistance Center is a federal government agency dedicated to helping small-to-medium sized Oregon and Southwest Washington companies develop international markets.

### PRODUCTS & SERVICES

One-on-one counseling, workshops and seminars, market research, export assistance, loans and financing

## U.S. Small Business Administration (SBA)

**CONTACT** 601 SW 2nd Avenue #950  
Portland, OR 97204  
**Phone** 503.326.2682  
[www.sba.gov/or](http://www.sba.gov/or)

**MISSION** Providing quality resources that make a difference for small business.

## Washington State Microenterprise Association

**CONTACT** P.O. Box 23580  
Federal Way, WA 98093  
**Phone** 253.927.1030  
[www.wamicrobiz.org](http://www.wamicrobiz.org)

### Primary Client Contact

Teresa Lemmons, Executive Director  
[teresa@wamicrobiz.org](mailto:teresa@wamicrobiz.org)

**MISSION** Washington SMA serves individuals and organizations that demonstrate support for the development and strengthening of small business in Washington State.



## Wells Fargo Bank

**CONTACT** 1300 SW 5th Avenue  
Portland, OR 97201  
**Phone** 503.886.4614  
[www.wellsfargo.com](http://www.wellsfargo.com)

### Primary Client Contact

Judith Olsen, Vice President & Community Development Manager  
[judith.olsen@wellsfargo.com](mailto:judith.olsen@wellsfargo.com)

**MISSION** Wells Fargo provides lending, investments, and services that promote affordable housing, community service, and economic development.



## Women Entrepreneurs of Oregon (WEO)

**CONTACT** PMB 119, 3 Monroe Parkway, Suite P  
Lake Oswego, OR 97035  
www.oregonweo.org

**MISSION** WEO's mission is to provide tools for success for women in business and to offer education, networking, and mentoring opportunities.

## Worksystems, Inc.

**CONTACT** 1618 SW First Ave., Suite 450  
Portland, OR 97201  
**Phone** 503.478.7300  
www.worksystems.org

### Primary Client Contact

Andrew McGough, Executive Director

**MISSION** Worksystems, Inc. is a nonprofit organization serving the City of Portland, and Multnomah and Washington counties. The mission of the organization is to coordinate a regional workforce system that supports individual prosperity and business competitiveness.

**PRODUCTS & SERVICES** Resources for training, research and evaluation, workforce planning, and development.

## WSU Small Business Development Center

SBDC

**CONTACT** 12000 NE 95th Street, Suite 504  
Vancouver WA 98682  
**Phone** 360.260.6372

### Primary Client Contact

Janet Harte

**PRODUCTS & SERVICES** One-on-one counseling, referrals, research.

# OMEN

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Eugene, OR

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*OMEN thanks its Board of Directors for their generous financial support that is in addition to their contributions of time and talents.*

# OMEN

## Membership Application

For a list of member benefits, please refer to page 8.

Organization: \_\_\_\_\_

Contact Person: \_\_\_\_\_  
name title

Address: \_\_\_\_\_

\_\_\_\_\_

city state zip

Phone no. : \_\_\_\_\_ Fax no. : \_\_\_\_\_

E-mail address: \_\_\_\_\_

Website (if applicable): \_\_\_\_\_

How can OMEN help you?: \_\_\_\_\_

### Annual Dues:

- |  |       |
|--|-------|
| <input type="checkbox"/> Microenterprise / Small Business Practitioner | \$200 |
| <input type="checkbox"/> Affiliate Organization                        | \$500 |
| <input type="checkbox"/> Individual Member / Enterprise                | \$25  |

Signature of person completing application:

\_\_\_\_\_

name title date

Name of person designated to represent your organization to OMEN (if different):

\_\_\_\_\_

name title

Please return this form with payment to:

### OMEN

1220 SW Morrison St., Suite 805  
Portland, Oregon 97205

Or submit your application online using a credit card at [www.oregon-microbiz.org/members/join-omen/](http://www.oregon-microbiz.org/members/join-omen/)

### Questions?

Contact us at 503.546.9913 or email at [info@oregon-microbiz.org](mailto:info@oregon-microbiz.org)

