



★ 19 Center locations ● 25 Satellite offices

Building Oregon's Best Businesses

Small businesses are big business in Oregon

In every community, small businesses serve the needs of residents and industry, from restaurants to retail stores to industry and consultants, small businesses connect people, ideas and commerce. To help support these businesses, Oregon's 19 Small Business Development Centers are strategically located in urban and rural communities. To further expand this reach, Centers partner with educational institutions, cities, and chambers of commerce to open satellite locations to provide local training and advising to clients. There is always a helping hand nearby.

Each Center taps into a statewide network of support, with access to specialized resources and tools that can assist clients with the most pertinent questions and relevant topics. This statewide network means that even the smallest Centers can access the resources and knowledge of the top experts in Oregon. Working together, we are building Oregon's best businesses.

Learn more online at OregonSBDC.org



The Oregon SBDC Network is funded in part through a Cooperative Agreement with the U.S. Small Business Administration and the Oregon Business Development Department. Programs and services are provided to the public on a non-discriminatory basis. Language assistance services are available for limited English proficient individuals.



2021 Programs & Services

BUSINESS STAGES



IDEA

Determining Your Potential

You have an idea for a business, but it isn't off the ground yet. You may have some of the pieces in place or a working plan but aren't yet in business. This is sometimes also called pre-venture.



LAUNCH

Launching into Opportunity

Your business is up and running. The door is open and the paperwork has been filed for the business. You may not yet be profitable and things still feel new.



EXPANSION

Growing Your Business

Your business is generating a consistent source of income and you regularly see new customers. You are looking at new opportunities for your business.



RENEWAL

Adjusting to Change

Business conditions and leadership can lead to changes in direction. This is a time to look at new processes and big decisions to move your business forward.



EXIT

Preparing for the Next Stage

You are ready to make a big change in the business and exit to new opportunities. Business succession plans need to be identified early to achieve your desired outcomes.

SERVICES

Advising



Our knowledgeable advisers are here to help businesses with planning, analyzing cash flow, accessing capital, marketing, hiring and more. Clients learn from experienced advisers who bring important skills and perspectives to help businesses thrive. All advising is confidential and provided at no cost to clients.

Training



Learn the skills you need for a successful business. Experienced instructors teach classes on marketing, bookkeeping, human resources, business planning and other topics businesses need to master to be successful. In the classroom and online, businesses owners learn from each other as well as the instructor, developing important skills that lead to thriving businesses.

PROGRAMS

Capital Access Team



The Capital Access Team is a specialized team of advisers who focus on helping businesses access the capital needed to launch or grow a business. Advisers are often former lenders in the area who understand the local capital landscape and help businesses determine the best path forward.

Global Trade Center



It's a big world. Sell to it. The Global Trade Center helps Oregon businesses connect to the global market by offering specific advising and training to succeed in these bigger international markets. Global Trade Center advising is available to all Oregon small businesses at no cost through their local SBDC.

Market Research Institute



The Market Research Institute provides actionable business intelligence to help small business owners make better market-building decisions. Using the latest business research tools, the Market Research Institute provides no-cost and low-cost reports to Oregon's small businesses. These reports help businesses with critical location and market decisions.

SCALE Oregon



SCALE Oregon helps growing, traded-sector companies reach the next level. Businesses receive specialized advising, CEO mentoring and have an opportunity to access other services including market research, business planning, and financial analysis. SCALE Oregon is limited to traded-sector companies with seven or more employees and more than \$1 million in annual revenue.

Small Business Management Program



A signature program of the Oregon SBDC Network, the Small Business Management program is a unique combination of classroom learning and one-on-one advising that helps make businesses more successful. During the up to three-year program, business owners learn how to run a successful small business while collaborating with peers. This program is available at most SBDCs.

Latino Outreach



Oregon's Latinos and Latinas are an important part of our local economies and communities. The SBDCs provide special assistance with Spanish-speaking advisers who are often trusted members of the Latino community. These advisers provide one-on-one advising at no cost, helping small business owners start and grow successful businesses.

CCB Test Preparation



In partnership with the Oregon Construction Contractors Board, SBDCs offer classes that meet the CCB's required 16 hours of study before individuals are eligible to take the Licensing Exam. These classes are available in person, online and soon with a mobile app.

Transition Planning



Sometimes it can be difficult to leave a business that you have spent years creating. Our transition assistance advisers help business owners create plans that can help make this process easier. These advisers have additional training to help businesses transition from one party to the next, whether it is a family member, employee or a third-party.

Disaster Assistance



SBDCs help small businesses recover from disasters throughout Oregon. This assistance can help with accessing federal resources, budgeting and cash flow, understanding state assistance programs and the needs of the whole business. All Centers are supported by the larger statewide network and have access to specially trained advisers and resources. These services are also available in Spanish. Disaster assistance is provided in partnership with local communities, the SBA and Business Oregon.

Disaster Resilience Planning



Emphasizing preparedness, Oregon's SBDCs meet with business owners to help prepare for the worst before the worst happens. These steps include having accounting files backed up to cloud-based servers that can be accessed remotely, understanding supply chain risks and preparing for emergencies with employees. Businesses are also encouraged to use financial planning and tools to mitigate risks. Disaster resilience planning is also emphasized throughout SBDC class curriculum.

Cybersecurity & Innovation



The Cybersecurity and Innovation programs help Oregon's businesses protect against cyber threats and receive grants for innovative solutions to problems faced by federal agencies. Cybersecurity assistance is provided jointly with the Technology Association of Oregon and Mt. Hood Community College.

BUSINESS TOOLS

GrowthWheel



GrowthWheel is a visual toolbox that helps business owners make better decisions and take action in their business. The tool is offered free of charge exclusively to Oregon SBDC clients. The tool helps SBDC advisers and clients map business decisions and address challenges.

LivePlan



Created by Eugene-based Palo Alto Software, LivePlan simplifies business planning, budgeting, forecasting and performance tracking for small businesses. This advanced software is available at no cost for Oregon SBDC clients at participating Centers, and is often used in SBDC business plan trainings.

Bizminer



Bizminer provides industry statistical reports, including industry financial analysis benchmarks and industry trends. These reports are available at the national, local and zip code levels, making the tool an invaluable resource for industry research and business planning. Bizminer is accessible to business advisers and directors at each SBDC.

Learn more about our programs and services at OregonSBDC.org/services