# Rainier Economic Development Council Minutes August 2, 2021 Rainier City Hall 106 West "B" Street Rainier, OR 97048

## 1. Call Meeting to Order

REDCO Board President Mike Kreger called the meeting to order at 5:07 p.m.

#### 2. Roll Call

Board Members Present: Connie Budge, Scott Cooper, Robert duPlessis, Mike Kreger and Levi Richardson

Board Members Absent: Brenda Tschida and Jenna Weaver

## 3. Agenda

# a. Approve March 1, 2021 Meeting Minutes

Scott Cooper moved to approve the minutes. That motion was seconded by Connie Budge and adopted unanimously.

## b. Approve June 28, 2021 Meeting Minutes

Budge had a correction to the minutes. Cooper moved to approve the minutes as amended. That motion was seconded by Budge and adopted unanimously.

## c. Approve May 17, 2021 Budget Committee Meeting Minutes

- d. Approve June 7, 2021 Budget Committee Meeting Minutes
- e. Approve June 16, 2021 Budget Committee Meeting Minutes

Budge moved to approve the May 17, 2021, June 7, 2021 and June 16, 2021 REDCO Budget Committee meeting minutes. That motion was seconded by Cooper and adopted unanimously.

## f. Approve Accounts Payable

Cooper moved to approve the accounts payable. That motion was seconded by Board Secretary and Treasurer Robert duPlessis and adopted unanimously.

# g. Approve Resolution 102--Establishing Authorized Persons to Sign Checks and Transfer Funds

City Administrator W. Scott Jorgensen explained that the resolution was necessary due to the passing of former city councilor and REDCO Treasurer Rick Sanders. He was a signer on the REDCO account and needs to be removed from it. The resolution has no other changes to the signers.

Cooper moved to approve the resolution. That motion was seconded by Levi Richardson and adopted unanimously.

### h. Monthly Financials

duPlessis moved to approve the monthly financials. That motion was seconded by Cooper and adopted unanimously.

## i. Settlement Inquiry

Budge said she had asked for consensus at the last meeting for her to meet with Jorgensen and Kreger. There were issues that came up during that meeting that she wanted to see addressed about policies and procedures. Some of her questions require research. She wants the board to be able to direct Jorgensen to bring back his findings and report back at the next meeting. Jorgensen said this was necessary because he follows the direction of the entire board, as opposed to individual members. Budge said one question was about the most recent lawsuit settlement with USG. Did it take into account payments made prior to the agreement? Was that included in what was recorded at the district court in Eugene?

Cooper moved to direct Jorgensen to pursue the inquiry. That motion was seconded by Richardson.

Budge said she went through papers and found a document that was signed by Mike Avent in 2012. It went to the district court in Eugene. She wants to know if it was squashed or followed through. REDCO had made \$1.2 million in payments prior to the settlement and she wants to see if that was ever credited to the payoff amount. She wants Jorgensen to go to the court to find out.

The motion passed unanimously.

## j. 2006 Intergovernmental Agreement Status

Budge said the original agreement was with several special districts for tax increment financing to fund REDCO. Some opted in over time and some opted out. It needs to be straightened out. We need to know who they are. Annual reports are supposed to be filed with them.

Cooper moved to direct Jorgensen to check into the IGA. That motion was seconded by duPlessis and adopted unanimously.

## k. Annual Report Update

duPlessis moved to direct Jorgensen to follow up on ensuring that the annual reports have been filed with the special districts. That motion was seconded by Richardson and adopted unanimously.

## I. City of Rainier Intergovernmental Agreement

Budge said that under the 2012 agreement, \$75,000 was taken out of the REDCO budget and given to the city. Under the IGA, any change to that policy needed to be done in writing. She couldn't find anything about it in past REDCO meeting minutes. If that amount was removed from the budget, it needs to be done properly. duPlessis

said he recalls there being a discussion about it at REDCO and council. Jorgensen asked if a resolution would be suffice. Board members agreed by consensus.

Cooper moved to direct Jorgensen to draft the resolution. That motion was seconded by Richardson and adopted unanimously.

2	A .15		1/	4: ~
3.	Au	ourn	Mee	ung

Kreger adi	ourned the	meeting	at 5:47	p.m.

	Date
Mike Kreger, President	
	Date
Robert duPlessis, Secretary	

# RAINIER ECONOMIC DEVELOPMENT COUNCIL

1	1/1	/20	21
---	-----	-----	----

Treasurer

# Accounts Payable Listing:

Approve Accounts Payable: Vendor City of Rainier City of Rainier City of Rainier USG SHI International Corp	Invoice # 9012021 10012021 11012021 B14145562 & B14152661	Inv Date 09/01/21 10/01/21 11/01/21 09/30/21	### Amount  \$ 600.00  \$ 600.00  \$ 600.00  \$ 275,000.00  \$ 1,056.97
Totał			\$ 277,856.97
Chair			Date
·			 Date

### BEFORE THE RAINIER ECONOMIC DEVELOPMENT COUNCIL

### **RESOLUTION #103**

# A RESOLUTION TO CODIFY CHANGES TO THE INTERGOVERNMENTAL AGREEMENT BETWEEN REDCO AND THE CITY OF RAINIER

**WHEREAS**, an Intergovernmental Agreement (IGA) dated July 9, 2012 was made between the City of Rainier and the Rainier Economic Development Council; and

**WHEREAS**, Section 3 of the IGA states that the City agrees to make annual payments of \$75,000 to REDCO starting January 31, 2013 and continuing yearly thereafter during the terms of the Agreement, unless terminated earlier; and

**WHEREAS**, due to operational changes that have since been made, those payments are no longer made from the City to REDCO; and

WHEREAS, under the terms of the IGA, the cancellation of those payments should be formalized;

**NOW THEREFORE, BE IT RESOLVED** that The City of Rainier will no longer be making annual payments of \$75,000 to REDCO.

THIS RESOLUTION PASSED AND APPROVED by the REDCO Board of Directors this 1s	t day
of November, 2021.	

Mike Kreger, President	Robert duPlessis, Secretary

SHFCU	Chk
9/17/2	21

# Reconciliation Summary

Page 1

	_		A D E D	TOANCACTIONS
RANK	STATEMENT	- <b>-</b>	CLEAKED	TRANSACTIONS:

RΔNK	STATE	MENT CLEARED TRA	NSACTIONS:			
						8,919.44
	Previ	ous Balance:				
	Cho	cks and Payments		1	Item	-10.00
	Crie	osits and Other Cr	edits	0	Items	0.00
	Sor	vice Charge		_	Items	0.00
	Tnt	erest Earned		0	Items	0.00
						8,909.44
	Endin	g Balance of Bank	Statement:			0,505.
YOUR	RECOF	RDS UNCLEARED TR	ANSACTIONS:			
		l Dalament				8,909.44
	Clear	red Balance:				
	Che	ecks and Payments		2	Items	-1,200.00
	Dei	posits and Other C	redits	0	Items	0.00
	50,					
		_	= /24 /24 -			7,709.44
	Regi	ster Balance as of	7/31/21:	0	Items	0.00
	Ch	ecks and Payments	nadits	0		0.00
	De	posits and Other C	Learca			
						7,709.44
	Regi	ster Ending Balanc	e:			7,702111
<b>^</b>		7	nRoads July 2021	1		
	_	7	nkoaus July 2023	-		Page 2
SHFCU Ch	k					
9/17/21		Uncleared Tra	ansaction Detail	up	to 7/31/21	
		Davisa	Memo		Category	Clr Amount
Date	Num	Payee	110			
Uncleare	d Che	cks and Payments				
/	4447	city Of Painier	Inv #070121		Administrati	-600.00
7/15/21	1143	City Of Rainier City Of Rainier	Inv #080121		Administrati	-600.00
//15/21	7.T <del>.4.4</del>	City of Maria				1 200 00
Total Un	nclear	ed Checks and Paym	ents		2 Items	-1,200.00
, 0						

Total Uncleared Deposits and Other Cr... 0 Items 0.00

Total Uncleared Transactions 2 Items -1,200.00



P.O. Box 537 St. Helens, OR 97051 503.397.2376 inroadscu.org





REDCO PO Box 100 106 West B Street Rainier, OR 97048

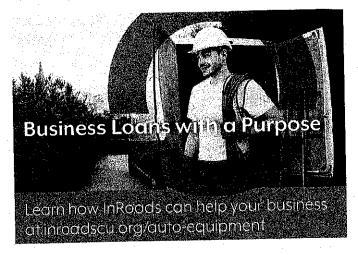


# Statement Date

07/31/21

Account #

XXXXXXXXX04



tatement Summary		Totali	Balance:	\$8,914.44
reposit Accounts ccount Type ublic Funds Savings (1) ublic Fund Checking (2)	<b>Previous Balance</b> 5.00 8,919.44	<b>Deposits</b> 0.00 0.00	<b>Withdrawals</b> 0.00 10.00	Ending Balance 5.00 8,909.44
Public Funds Savings (1)	07-01-21 To 07-31-21			
		可能的现在分词 化二甲基甲基甲基甲基甲基甲基甲基甲基甲基甲基甲基甲基甲基甲基甲基甲基甲基甲基甲基	s Balance: g Balance:	\$5.00 \$5.00
ojvidends YTD	0.00			
The second secon	STORE OF THE STORE OF THE STORE OF THE STORE STORE STORE OF THE STORE			
Public Fund Checking (2)	07-01-21 To 07-31-21			
Public Fund Checking (2)	07-01-21 To 07-31-21	Previou	s Balance:	\$8,919.4
ost Tran Date Date Description		Previou Deposits	s Balance: Withdrawals -10.00	Ending Balanc
ost Tran Date Date Description	07-01-21 To 07-31-21  Business Acct Service CHG \$10.00	Deposits	Withdrawals	\$8,919.44  Ending Balance 8,909.44  \$8,909.44
ost Tran Date Date Description		Deposits	Withdrawals -10.00	Ending Balanc 8,909.4
Post Tran Date Date Description D7-07 Miscellaneous Debit	Business Acct Service CHG \$10.00	Deposits Endin	Withdrawals -10.00 g Balance:	Ending Balanc 8,909.4 \$8,909.4
ost Tran late Date Description 17-07 Miscellaneous Debit	Business Acct Service CHG \$10.00	Deposits	Withdrawals -10.00 g Balance:	Ending Balanc 8,909.4 \$8,909.4
Post Tran Date Date Description D7-07 Miscellaneous Debit	Business Acct Service CHG \$10.00  bits  Date Amount	Deposits Endin	Withdrawals -10.00 g Balance:	Ending Balanc 8,909.4 \$8,909.4

# Reconciliation Summary

BANK STATEMENT		CLEARED	TRANSACTIONS:
----------------	--	---------	---------------

BANK STATEMENT CLEARED TRANSACTIONS:		
Previous Balance:		661,139.68
FIEVIOUS DOISHOUT	O Thoma	0.00
Checks and Payments	0 Items 2 Items	6,825.19
Deposits and Other Credits	0 Items	0.00
Service Charge Interest Earned	1 Item	336.37
Ending Balance of Bank Statement:		668,301.24
YOUR RECORDS UNCLEARED TRANSACTIONS:		
Cleared Balance:		668,301.24
L Bassants	0 Items	0.00
Checks and Payments Deposits and Other Credits	0 Items	0.00
Register Balance as of 7/31/21:		668,301.24
Checks and Payments Deposits and Other Credits	0 Items 0 Items	0.00 0.00
Register Ending Balance:		668,301.24
↑ LGIP July 2021		Page 2
LGIP Pool Account		Page 2
9/17/21 Uncleared Transaction Detai	l up to 7/31/21	
Date Num Payee Memo	Category	Clr Amount
Uncleared Checks and Payments		
Total Uncleared Checks and Payments	0 Items	0.00

Total Uncleared Deposits and Other Cr... 0 Items 0.00

Total Uncleared Transactions 0 Items 0.00



# **Account Statement**

		Account S	Account Statement	The second Control of the Control of the Second of the Sec
	S S S. S. S. S. S. S. S. S. S.	NIONIT DEVELOP	MENT COUNCIL - 5606	
RAINIER ECONOMIC DE	EV COUNCIL - RAHMIEN FOR		Share or	Dollar Amount
Trade Settlement Date Date	Transaction Description		Unit Price	of Transaction Balance
Oregon LGIP				661,139.68
Opening Balance		Pocoling Bocoling	istrih	3,582.94 664,722.62
07/09/21 07/09/21		Gds/Natural Nesources		3,242.25 667,964.87
07/16/21 07/16/21	Columbia County Treasurer - Turnover 2020-15	over 2020-15		336.37
07/30/21 08/02/21	Accrual Income Div Reinvestment - Distributions	- Distributions		668,301.24
Closing Balance				
	Month of July	Fiscal YTD July-July		
Opening Balance Purchases Redemptions	661,139.68 7,161.56 0.00	661,139.68 7,161.56 0.00	Closing Balance Average Monthly Balance Monthly Distribution Yield	668,301.24 665,493.11 0.60%
	568 301 24	668,301.24		
Closing Balance		76 366		
Dividends	336.37	330.37		

# Reconciliation Summary

BANK STATEMENT CLEARED TRANSACTIONS:		
		8,909.44
Previous Balance:  Checks and Payments Deposits and Other Credits Service Charge Interest Earned  Ending Balance of Bank Statement:	3 Items 0 Items 0 Items 0 Items	-1,210.00 0.00 0.00 0.00 7,699.44
YOUR RECORDS UNCLEARED TRANSACTIONS:		
Cleared Balance:		7,699.44
Checks and Payments Deposits and Other Credits	0 Items 0 Items	0.00 0.00
Register Balance as of 8/31/21: Checks and Payments Deposits and Other Credits	0 Items 0 Items	7,699.44 0.00 0.00
Register Ending Balance:		7,699.44
↑ InRoads Aug 20	21	Page 2
SHFCU Chk 9/17/21 Uncleared Transaction Deta	ail up to 8/31/21	
Date Num Payee Memo	Category	Clr Amount
Uncleared Checks and Payments		
Total Uncleared Checks and Payments	0 Items	0.00

Total	Uncleared	Deposits a	and Other Cr	0	Items	0.00
Total ♠	Uncleared	Transactio	ons	0	Items	0.00



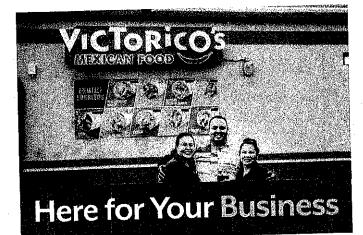
P.O. Box 537 St. Helens, OR 97051 503,397.2376 inroadscu.org

# **Statement Date**

08/31/21

# Account #

XXXXXXXXX04





REDCO PO Box 100 106 West B Street Rainier, OR 97048



	SATE	建设建筑				l Balance: Withdrawal	\$7,704.44 s Ending Balance
eposit Account count Type			Previou	s Balance	Deposits 0.00	0.0	E 00
iblic Funds Savings	(1)			5.00 8.909.44	0.00_	1,210.0	
iblic Fund Checking	(2)		al granders we success?	na Again to the grade	X 1 1 2 2 2 1 2 1 2 2 2 1 3 2 2 1 1 1 1 2 2 2 1 1 1 1		
ublic Funds Sa	vings (1)	08-01	-21 To 08	-31-21			00
					Solven, and the first out of the solven and the sol	ous Balance: -	\$5.00
	。 《《古代·文文》	typesian betriller villeren	7		End	ling Balance:	\$5.00
ividends YTD	( garaking zvoja ( zkovi)		0.0	0			
ublic Fund Che	ockina (2)	08-01	-21 To 08	-31-21			
					Previ	ous Balance:	\$8,909.44
ost Tran			(2014)	en en transmission de la companya de	Deposits	Withdrawa	ls Ending Balance
ate Date Desc						-600.0	0 8,309.44
Checi	Check (# 1143 \$-600.0	0 NC Trace	e:000022070	300000001	18	-600.0	7,709.44
8-16 Share	e Check <# 1144 \$-600.0	O NC Trace	a.000022070	300000001	19	. *	
Chec	(# 1144 \$-600.0 Haneous Debit B	usiness Ac	ct Service Ch	IG \$10.00		-10.0	
)8-18 Misce	indifficulty Books =		•		En	ding Balance:	\$7,699.44
• <del>•</del>	and Other Debi	ite					
ithdrawals, Fees,	ount	Date	Amount		Date Am	ount	<u>Date</u> <u>Amount</u>
<u> </u>	0.00				•		1 Dobito
Total Cour	nt Fees	Total A	mount Fees		Total Count Debit	<u>s Total</u>	Amount Debits
10001	1		-10.00		0		0.00
leared Items This	Period					W	Check # Amour
		_	Date	Check #	Amount	Date	Check # Amou
Date Check			08-16	1144	600.00		

Statement Period Account #

July 2021

XXXXXXXXX04

P.O. Box 537 St. Helens, OR 97051 503.397.2376 inroadscu.org

NROA

REDCO PO BOX 100 106 West B Street Rainier OR 97048



# **Monthly Activity**

Deposits Withdrawals ACH Debits Checks Deposited Checks Cleared	0 0 0 0
Total Monthly Activity	0

Service Fee	\$10.00
Total Relationship*	\$8,916.00
Relationship Credit	\$0.00
Adjusted Service Fee	\$10.00

<sup>\*</sup>Total relationship includes the average balances for the prior month for all deposits and all month-end loan balances for the prior month combined.

Uncleared Deposits and Other Credits

# Reconciliation Summary

RANK	STATEMENT	CLEARED TRA	NSACTIONS:			
	Previous B					668,301.24
	Checks a Deposits Service Interest	nd Payments and Other Cre Charge		0 1 0 1	Items Item Items Item	0.00 1,399.94 0.00 312.60 670,013.78
YOUR	RECORDS -	- UNCLEARED TR	ANSACTIONS:			470 042 78
	Cleared B	alance:				670,013.78
	Checks Deposit	and Payments s and Other Cr	edits	0 0		0.00 0.00
	Checks	Balance as of and Payments s and Other Cr		0 0		670,013.78 0.00 0.00
	Register	Ending Balance	e:			670,013.78
<b>^</b>			LGIP Aug 2021			Page 2
LGIP Po 9/17/21	ol Account	Uncleared Tra	nsaction Detail	up	to 8/31/21	1 450 -
Date	Num	Payee	Memo		Category	Clr Amount
Uncleare	ed Checks a	ınd Payments				
		necks and Payme	ents	(	0 Items	0.00

Total Uncleared Deposits and Other Cr	0	Items	0.00
Total Uncleared Transactions ♠	0	Items	0.00

# **Account Statement**

OREGON STATE TREASURY

					Children to the state of the st	以下 一日	
DATNITER ECONO	MIC DE	PATNIER ECONOMIC DEV COUNCIL - RAINIER ECONOMIC DEVELOPMENT COUNCIL - 5606	MIC DEVELOP!	MENT COUNCIL - 5606			
					Share or	Dollar Amount	Balance
Trade se Date	Settlement Date	Transaction Description		No.	Unit Price	Of Iransaction	
Oregon LGIP							668,301.24
Opening Balance					1,00	1,399.94	669,701.18
08/12/21	08/12/21		. 2021-1 Tributions		1.00	312.60	670,013.78
08/31/21	09/01/21	Accrual Income DIV Relitivestifiert - Distribution					670,013.78
Closing Balance							
		Month of August	Fiscal YTD July-August				
Opening Balance Purchases Redemptions		668,301.24 1,712.54 0.00	661,139.68 8,874.10 0.00	Closing Balance Average Monthly Balance Monthly Distribution Yield		670,013.78 669,214.51 0.55%	
Closing Balance		<b>670,013.78</b> 312.60	<b>670,013.78</b> 648.97				

SHFCU Chk		September 20	021 InRoads			Page 1
10/25/21		Reconciliat	ion Summary			
BANK S	STATEMENT CLEA	RED TRANSACT	IONS:			
	Previous Balance:					7,699.44
	Checks and Paym Deposits and Ot Service Charge Interest Earned	her Credits	6	) )	Item Items Items Items	-10.00 0.00 0.00 0.00
	Ending Balance o	f Bank Stater	ment:			7,689.44
YOUR	RECORDS UNCLE Cleared Balance: Checks and Pay Deposits and Co Register Balance Checks and Pay Deposits and Co	ments ther Credits e as of 9/30/ ments	/21:	0 0 3 1	Items Items Items Items Items	7,689.44 0.00 0.00 7,689.44 -276,656.97 280,000.00
	Register Ending	Balance:				11,032.47
<b>^</b>		September	2021 InRoads	S		Page 2
SHFCU Chl 10/25/21			ion Detail u			-
Date	Num Payee		Memo		Category	Clr Amount
Uncleare	d Checks and Paym	ents				
Total Ur	ncleared Checks at	nd Payments		6	) Items	0.00

Total Uncleared Deposits and Other Cr... 0 Items 0.00

Total Uncleared Transactions 0 Items 0.00



REDCO PO BOX 100 106 West B Street Rainier, OR 97048

P.O. Box 537 St. Helens, OR 97051 503.397.2376 inroadscu.org



09/30/21

Account # XXXXXXXXX04





•		Augment stated.	1		The state of the s	
Mo	bilize	e Yot	ır Bi			
	1	• /			3 <b>4</b> , 1	
į.					4	
		A STATE OF S				
				Am I V		ŀ
33 H	11					ĺ
Learn	more at in	roadscu.c	org/busin	iess-onlin	e-mobile	
			樂樂	The Bark	ic d	l

Statement Summary Deposit Accounts Account Type Public Funds Savings (1) Public Fund Checking (2)	Previous Balance 5.00 7,699,44	Total B Deposits 0.00 0.00	alance: Withdrawals 0.00 10.00	\$7,694.44 Ending Balance 5.00 7,689.44
Public Funds Savings (1) 09-01-21	To 09-30-21	Previous Ending	Balance: Balance:	\$5.00 \$5.00
Dividends YTD:  Public Fund Checking (2) 09-01-2:	L To 09-30-21	Previous	Balance:	\$7,699.44
Post Tran Date Date Description 09-07 Miscellaneous Debit Business Acct S	ervice CHG \$10.00	Deposits Ending	Withdrawals -10.00 Balance:	7,689.44 <b>\$7,689.44</b>
			D	ate Amount
Withdrawals, Fees, and Other Debits  Date Amount Date	Amount	Date Amount	•	

XXXXXXXXX04

August 2021



P.O. Box 537 St. Helens, OR 97051 503.397.2376 inroadscu.org

**REDCO** PO Box 100 106 West B Street Rainier OR 97048



# **Monthly Activity**

Deposits Withdrawals ACH Debits Checks Deposited	0 0 0
Checks Cleared  Total Monthly Activity	2

Service Fee	\$10.00
Total Relationship*	\$8,290.00
Relationship Credit	\$0.00
Adjusted Service Fee	\$10.00

<sup>\*</sup>Total relationship includes the average balances for the prior month for all deposits and all month-end loan balances for the prior month combined.

# Reconciliation Summary

BANK STATEMENT CLEARED TRANSACTIONS:		
		670,013.78
Previous Balance:		0.00
Checks and Payments Deposits and Other Credits Service Charge Interest Earned	<pre>0 Items 1 Item 0 Items 1 Item</pre>	718.72 0.00 303.11
Ending Balance of Bank Statement:		671,035.61
YOUR RECORDS UNCLEARED TRANSACTIONS:		
Cleared Balance:		671,035.61
Checks and Payments Deposits and Other Credits	0 Items 0 Items	0.00 0.00
Register Balance as of 9/30/21: Checks and Payments Deposits and Other Credits	1 Item 0 Items	671,035.61 -280,000.00 0.00
Register Ending Balance:		391,035.61
↑ September 2021	LGIP	Page 2
LGIP Pool Account		, ugu -
10/25/21 Uncleared Transaction Deta	ail up to 9/30/21	
Date Num Payee Memo	Category	Clr Amount
Uncleared Checks and Payments		
Total Uncleared Checks and Payments	0 Items	0.00

Total Uncleared Deposits and Other Cr... 0 Items 0.00

Total Uncleared Transactions 0 Items 0.00



# **Account Statement**

For the Month Ending September 30, 2021

TREADOR.		Account Statement	atement		
AINIER ECONOMIC	AINIER ECONOMIC DEV COUNCIL - RAINIER ECONOMIC DEVELOPMENT COUNCIL - 5606	MOMIC DEVELOPM	ENT COUNCIL - 5606 Share or	Dollar Amount	Ralance
Trade Settlement	nent Transaction Description		Unit Price	of Transaction	
Date					670,013.78
Oregon LGIP					670.732.50
pening Balance 09/10/21	)/21 Columbia County Treasurer - Turnover 2021-02	over 2021-02	1.00	718.72	671,035.61
		- Distributions			671,035.61
Josing Balance	Month of September	Fiscal YTD July-September		671 035 61	
Opening Balance	670,013.78 1,021.83	661,139.68 9,895.93 0 0 0	Closing Balance Average Monthly Balance Monthly Distribution Yield	670,526.99 0.55%	
Redemptions					
Closing Balance	671,035.61	671,035.61			
Dividends	303.11	952.08			
DIVIDGINO					



# **★** 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.



# **Preparing for the Next Stage**

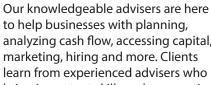
You are ready to make a big change in the business and exit to new opportunities. Business succession plans need to be identified early to achieve your desired outcomes.

# **SERVICES**

# **Advising**







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, tradedsector 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**











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.