



Meet **YOUR** southwestern Oregon
Small Business Development Center



SOUTHWESTERN SBDC

HERE FOR THE LIFE OF YOUR BUSINESS



Start Up



Launch



Expansion



Renewal



Exit

OREGON SBDC NETWORK

- 17 Community Colleges
- 2 State Universities
- 1 Economic Development Organization
- United States [Small Business Administration](#)
- [Business Oregon](#)



U.S. Small Business
Administration





OREGON SMALL BUSINESS DEVELOPMENT CENTER NETWORK

2023 Economic Impact

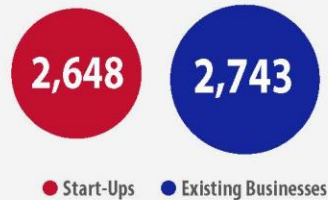
Oregon SBDC Network
Building Oregon's Best Businesses

Through our work with SBDC clients in our state, we help create new jobs and improve the economic vitality of Oregon. Here are the Network's 2023 economic impact numbers.

Capital Infusion to Local Businesses

\$54,552,039

Advising Services Provided to Local Businesses



5,391
Clients Advised
13,194
Advising Hours
17,880
Contact & Prep Hours

Training Provided

702
Events
6,941
Attendees

Jobs

904

634

● Created ● Retained

New Businesses

245
Started

Sales Increase

\$31,998,765

Client Demographics



Learn more about the Oregon SBDC Network at OregonSBDC.org



Oregon Small Business Development Centers are funded in part through a cooperative agreement with the U.S. Small Business Administration, and by 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.



**SMALL BUSINESS
MANAGEMENT (SBM)
PROGRAM**



**CLASSES
and
PROGRAMS**

Small Business Development Center Services

**NO COST
ONE-ON-ONE ADVISING**



CAPITAL ACCESS TEAM (CAT)

A photograph of two women in an office setting. The woman on the left, wearing a purple button-down shirt, is seated at a wooden desk and pointing at a document. The woman on the right, wearing a blue denim jacket, is leaning over the desk, looking at the same document. They are both smiling. In the background, there is a computer monitor displaying a website with a green landscape image and some text. A window with a view of trees is also visible. A framed picture of a waterfall hangs on the wall to the left.

ADVISING
SOLUTIONS



LEARNING OPPORTUNITIES



[CENTERS](#) [SERVICES](#) [CLASSES](#) [RESOURCES](#) [ABOUT](#) [SMALL BUSINESS TIPS](#)

CENTERS

Southwestern SBDC

Main: 541-888-7182 | southwestern-oregon@oregonsbdc.org



REQUEST ADVISING



SUCCESS STORIES

OUR TEAM

Welcome to the Small Business Development Center at **Southwestern Oregon Community College**.

We are located on the southern Oregon coast and cover Coos, Curry and western Douglas counties from the coastal mountain range to the Pacific Ocean.

Our mission is to strengthen and support an entrepreneurial culture. We do this through dedicated service to businesses that help our communities thrive.

Link to Information about Upcoming Classes Here:
<https://tinyurl.com/SWOregonSBDCclasses>

oregonsbdc.org/centers/southwestern-sbdc



SMALL BUSINESS MANAGEMENT (SBM) PROGRAM

- Nine-month program (October - June)
- Monthly one-on-one business advising/coaching
- Interactive, fun classes with industry experts
- Networking among business owners





Capital Access Team (CAT)

- Specialists offer advising, training, and support.
- Help businesses analyze their financial models to determine the best path forward
- 75% of clients who complete the process will receive funding

<https://oregonsbdccat.org/>

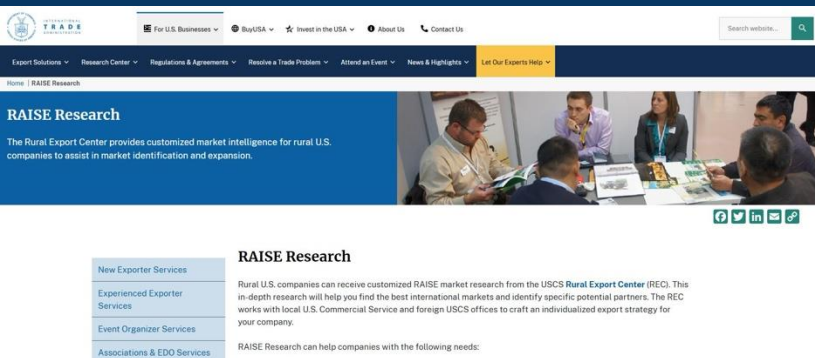


Market Research Institute (MRI)

Offered statewide via our SBDC location at Southern Oregon University.

- Industry Trends and Statistics
- Consumer Profiles for Products and Services
- Demographic and Psychographic Data
- Geographic Analysis
- Local, Regional and National Competitors
- Manufacturers, Distributors, and Other Supply-Chain Information
- Financial Benchmarking

<https://oregonsbdc.org/service/market-research-institute/>



RAISE Research

The Rural Export Center provides customized market intelligence for rural U.S. companies to assist in market identification and expansion.

RAISE Research

Rural U.S. companies can receive customized RAISE market research from the USCS Rural Export Center (REC). This in-depth research will help you find the best international markets and identify specific potential partners. The REC works with local U.S. Commercial Service and foreign USCS offices to craft an individualized export strategy for your company.

RAISE Research can help companies with the following needs:

- New Exporter Services
- Experienced Exporter Services
- Event Organizer Services
- Associations & EDO Services

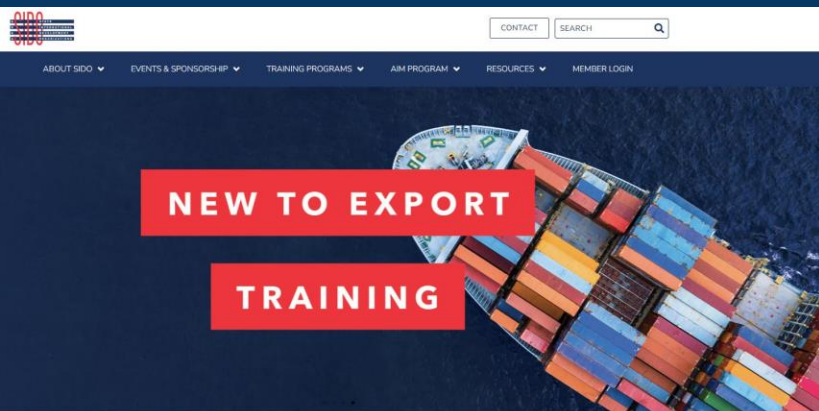
RAISE Research

Offered by the USCS

Rural Export Center (REC).

- Determine if there is export opportunity, and where, including prioritized country rankings.
- Build a strategic export plan based on data and on-the-ground realities.
- Determine if a Trade Show, Trade Mission, or overseas trip is a worthwhile investment.
- Develop a prospective buyer list, to see who is currently on the ground active in your industry segment.
- Amplify your presence at a trade show by developing a contact list to do promotions before the trade show.
- Prepare for a meeting with a prospective buyer by researching opportunities in advance of the meeting

<https://www.trade.gov/raise-research>



State International Development Organizations (SIDO)

The State International Development Organizations (SIDO) is the premiere and only U.S. organization dedicated to supporting the Governors international trade agencies. SIDO is a non-profit, non-partisan organization and serves as a central resource for Governors, state and local trade organizations, exporters, investors, and other key stakeholders on international trade promotion and investment attraction.

<https://sidoamerica.org/>



Global Trade Center (GTC)

Offered statewide via the Portland SBDC and our advisors in Coos Bay and Brookings.



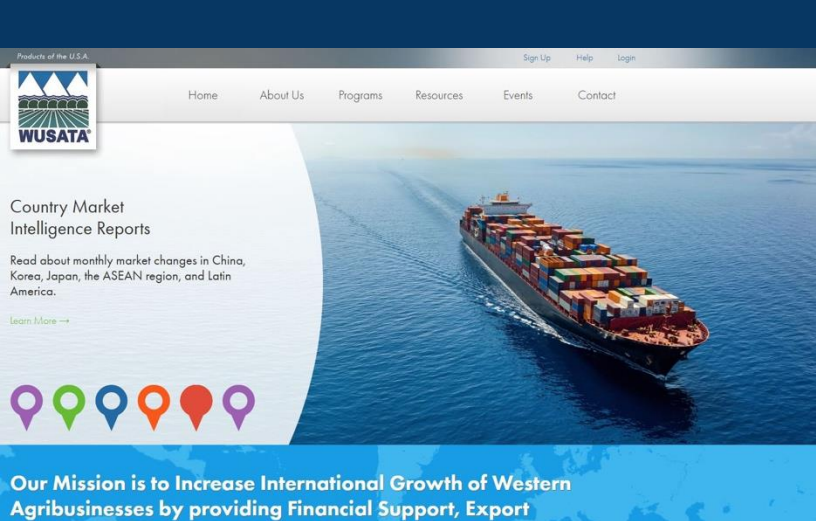
- Working with a trade advisor, you can assess your company's readiness, create an export plan with the "Export Business Planner" tool, learn the benefits and trade-offs of reaching global customers, and understand how to get paid.

- Receive one-on-one trade-specific business advising at no cost from the Oregon SBDC Global Trade Center's team of [Certified Global Business Professionals](#).

- Access specialized training programs to develop your export readiness, such as [Buying and Selling Outside the United States](#) and [CGBP Exam Prep Training](#).

- Get support from a powerful support network of global trade partners such as the [Small Business Administration](#), [U.S. Export Assistance Center](#), [U.S. Commercial Service](#), [Business Oregon](#), and the [Port of Portland](#).

<https://oregonsbdc.org/service/global-trade-center/>



Western United States Agricultural Trade Association (WUSATA)

**WUSATA is a nonprofit organization
that works closely with the Oregon
Department of Agriculture.**

- Provides exporting resources to food and agriculture companies.
- Participants must be headquartered in the WUSATA region.
- Participants must be classified as a small business according to the Small Business Administration.
- Participant's products must contain at least 50% US agriculture content, meaning ingredients are farmed, fished, or forested in the USA.

<https://www.wusata.org/>

USDA Accepting Applications for Agribusiness Trade Mission to Hong Kong

Learn More

USDA Accepting Applications for Agribusiness Trade Mission to Hong Kong

USDA Announces \$300 Million in Additional Regional Agricultural Promotion Program Grants to Diversify U.S. Agricultural Export Markets

Family Run Farm Finds Success in the Pulses Market

Everyone Say Cheese at SIAT Paris 2024

Foreign Agriculture Service (FAS) US Department of Agriculture

The Foreign Agricultural Service (FAS) links U.S. agriculture to the world to enhance export opportunities and global food security.

In addition to its Washington, D.C. staff, FAS has a global network of nearly 100 offices covering approximately 180 countries. These offices are staffed by agricultural attachés and locally hired agricultural experts who are the eyes, ears, and voice for U.S. agriculture around the world.

FAS staff identify problems, provide practical solutions, and work to advance opportunities for U.S. agriculture and support U.S. foreign policy around the globe.

<https://www.fas.usda.gov/>



We Still Make Things Here in
Oregon

Business Oregon

Global Trade Specialists

For more information, please contact one of our Global Trade Specialists:



Emma Weber
Administrative Specialist
STEP Program Coordinator
Supporting all target industries
971-719-3606



Alexa Byers
Global Trade Specialist
Aerospace & Defense
Advanced Manufacturing
Food & Beverage
503-475-1832



Sharon Kim-Gell
Global Trade Specialist
Outdoor Gear & Apparel
Cleantech & Energy
Business Services
971-374-3077



Steve Thompson
Global Trade Specialist
STEP Program Director
Life Science/Bio
Medical Technology
High-Tech
971-374-3076

As a Global Trade Team, Business Oregon can help promote Oregon and Oregon goods internationally at selected events targeting certain industry sectors.

Business Oregon's international recruiters and in-country representatives also attract Foreign Direct Investment to the state. Hundreds of foreign-owned businesses in Oregon hire thousands of employees, and those investments are vital to our growing economy.

<https://www.oregon.gov/biz/programs/homeareas/overseas/pages/default.aspx>



Small Business Development Center **Partners and Resources**





The Bay Area Chamber of Commerce has many different committees for members to participate in.

Networking events: WBC, Business After Hours, Ribbon Cutting and Special Events.

Government Affairs: Monthly meetings with government officials to voice business concerns.



The primary purpose of SCDC is to work to bring economic development and resources to the South Coast.



Women in Business events, Business Lending, Grant Writing, etc.



Non-Credit Workshops, Business Development Planning, Information for additional services and other business organizations and resources.



Assisting employers with finding and training employees (sometimes with financial assistance), while also assisting workers in learning new skills, receiving certifications, and finding jobs.

SMALL BUSINESS ADMINISTRATION (SBA)

- Online training
- Business plan samples
- Events/videos
- Loan programs



BUSINESS OREGON

- Finance programs
- R&D resources
- Business development experts
- [Certification Office for Business Inclusion and Diversity](#) (COBID) certification

A dark green silhouette of the state of Oregon with a torn-paper edge effect. The text is centered within the outline.

Oregon **START A BUSINESS** Guide

503.986.2200

<https://sos.oregon.gov/business/pages/starting-business.aspx>

OREGONBUYS

OregonBuys
(www.oregonbuys.gov/bsol/) features
procure-to-pay automated processes
from request through payment,
including:

- Workflows and approvals
- Solicitations
- Bid submission
- Purchase orders
- Invoicing and reporting



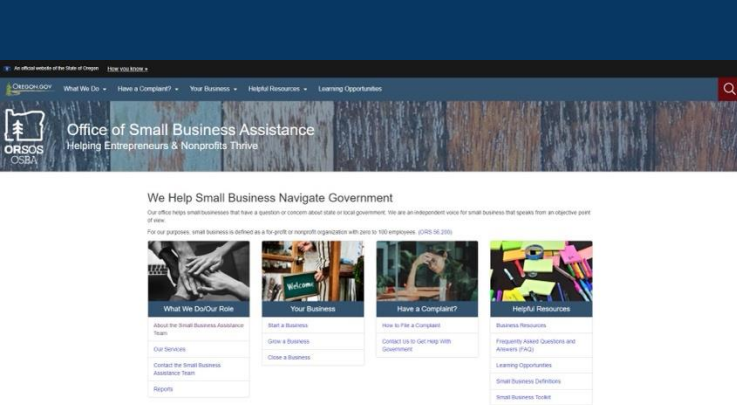
GOVERNMENT CONTRACT ASSISTANCE PROGRAM (GCAP)

Helping Oregon businesses compete and win government contracts.

- Counseling
- Training and conferences
- Proposal review
- Assistance with SBA certifications
- Free to become a client



www.gcap.org



Oregon Secretary of State's Office of Small Business Assistance



Trevor Leahy, Secretary of
State's Small Business
Ombudsman

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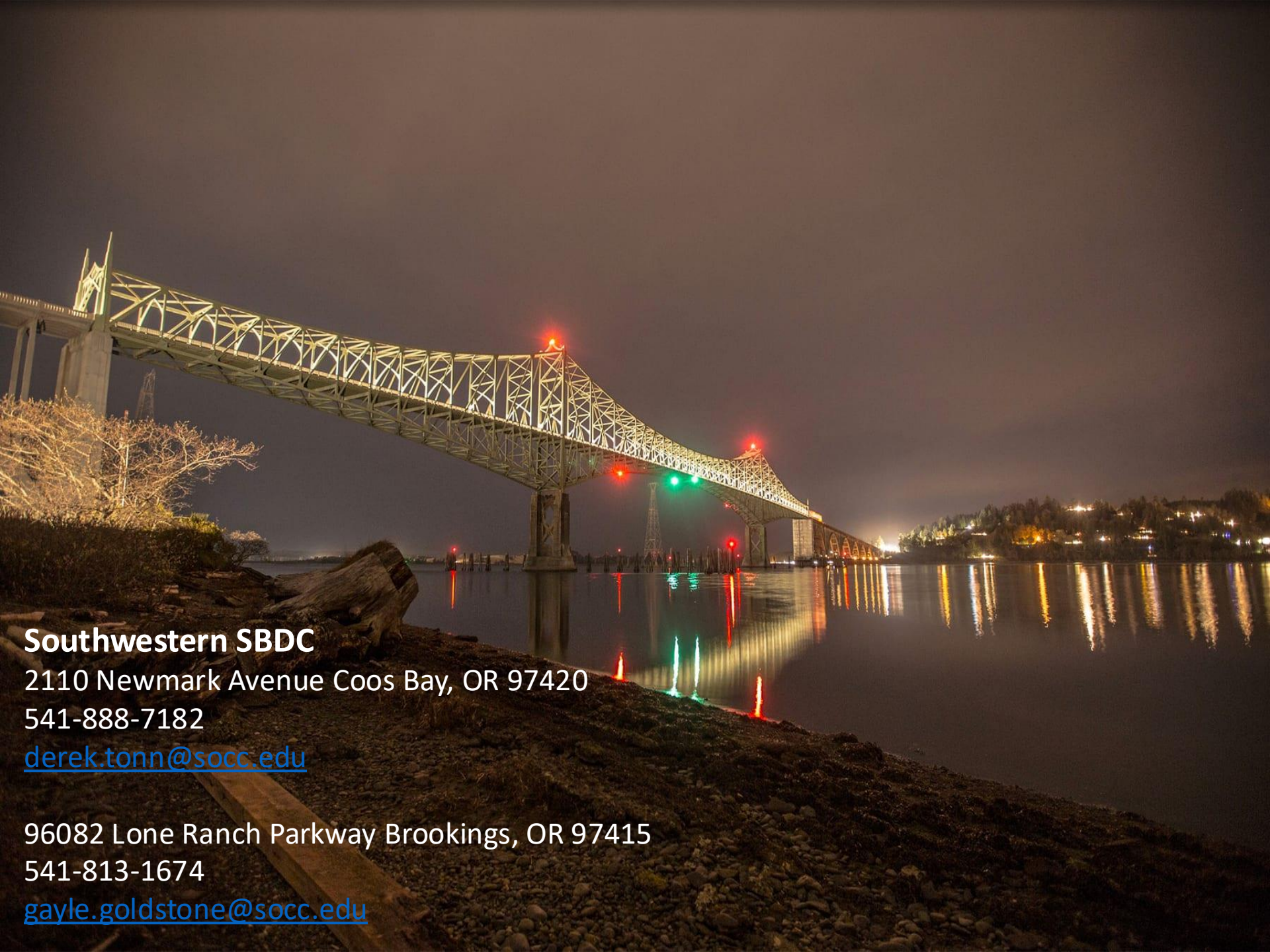
WHAT'S NEXT?



Advising: (oregonsbdc.org/SWoregon)

Business Classes

Small Business Management (SBM) Program



Southwestern SBDC

2110 Newmark Avenue Coos Bay, OR 97420

541-888-7182

derek.tonn@socc.edu

96082 Lone Ranch Parkway Brookings, OR 97415

541-813-1674

gayle.goldstone@socc.edu