

Oregon Coast Community College Small Business Development Center Network

**State of the Center; *Past, Present and
Future!***



First thing's first

Who is Your New
Director?



A bit about the past (2022 -23)...

- 11 SBM graduates
- \$25,000 grant from Lincoln City
- \$30,000 grant from the county
- \$15,000 from EDALC for media center upgrades



2022 Economic Impact

Oregon Coast SBDC
Building Oregon's Best Businesses



Through our work with SBDC clients in our region, we help create new jobs and improve the economic vitality of Oregon. Here are our Center's 2022 economic impact numbers.

Capital Infusion to Local Businesses

\$691,500

Advising Services Provided to Local Businesses



● Start-Ups



● Existing Businesses

205

Clients Advised

445

Advising Hours

573

Contact & Prep Hours

Training Provided

42

Events

329

Attendees

Jobs



● Created



● Retained

New Businesses

5

Started

Sales Increase

\$590,000

Client Demographics



● Women



● Minority



● Hispanic



● Veterans

Learn more about the Oregon Coast SBDC at OregonSBDC.org/oregoncoast



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.



Atlas Centers - LT Clients

Long-term clients are defined as having at least 5 consulting hours (contact plus preparation/research) in a single year.

Owner Greg Price

Run May 17, 2023 12:18:21 AM

As Greg Price

Customers Center

Is (=)

160 Oregon Coast

Customers Clients

Any

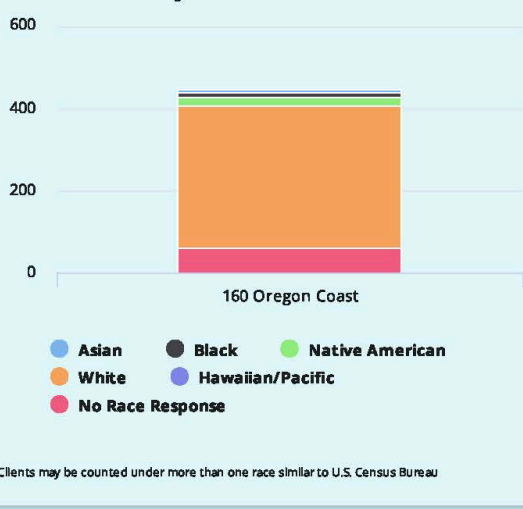
Sessions Date

Last Year

Jan 1, 2022 - Dec 31, 2022

All Clients

Client Race by Center



Business Consulting by Center

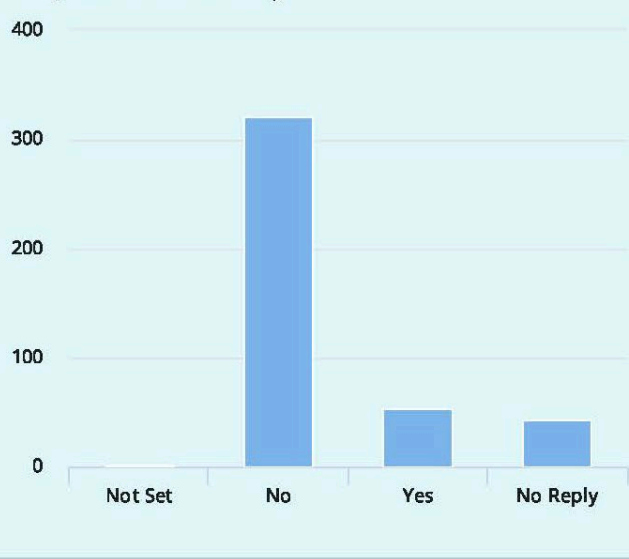


Business Consulting

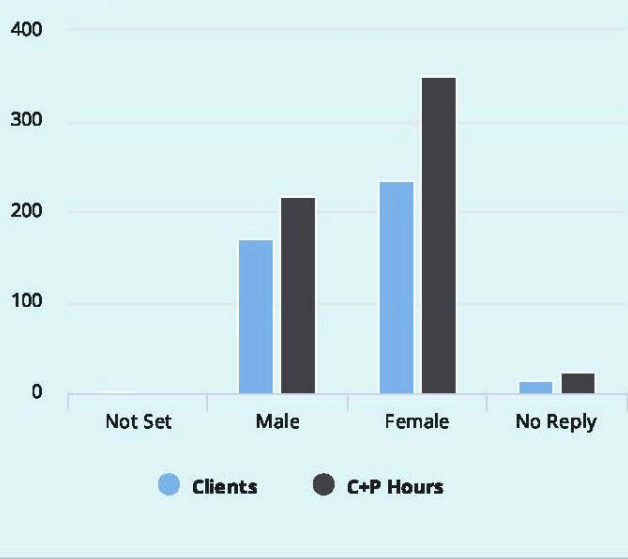
Clients	421
Contact Hours	456.15
Preparation/Research Hours	132.00
Total Contact + Prep Hours	588.15

Customer Demographics

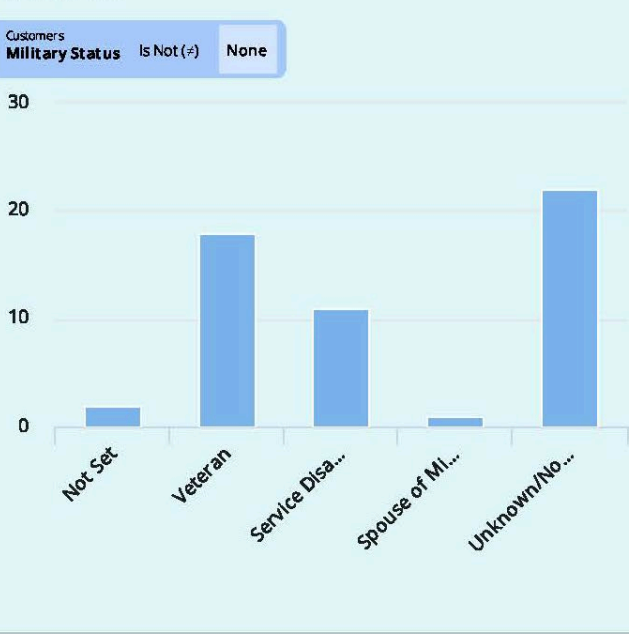
Hispanic Ethnicity



Gender



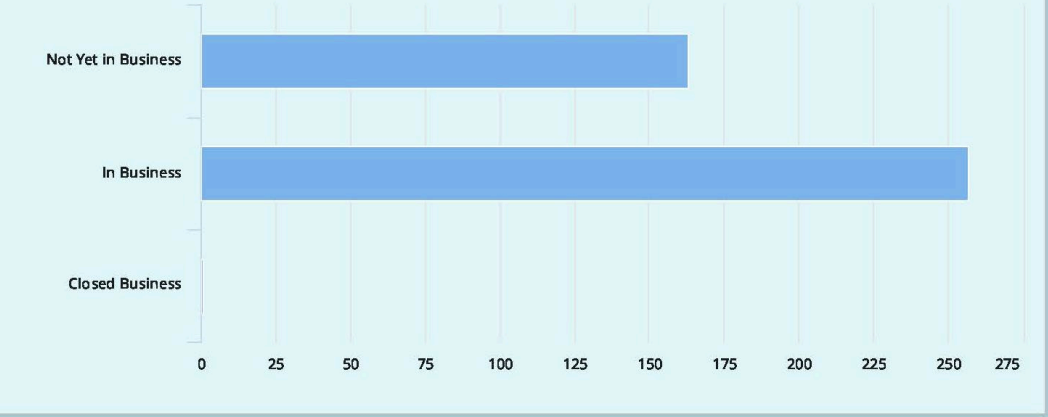
Veteran



Military



Current Business Status

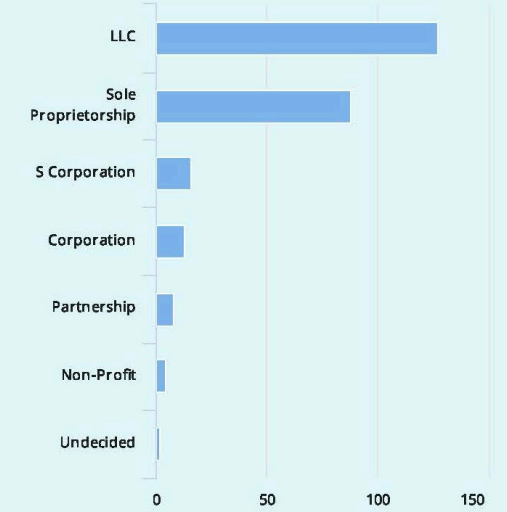


At least one aggregate is needed

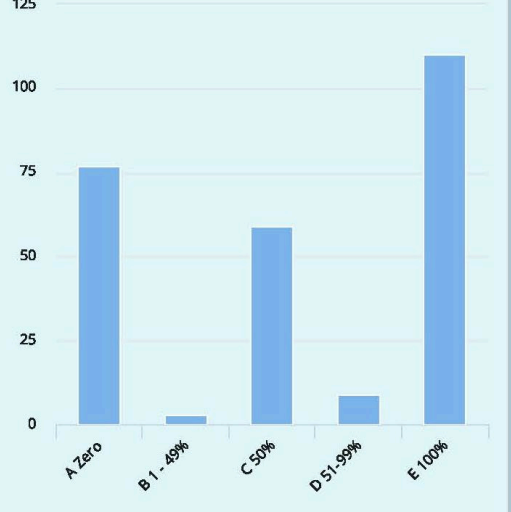
Existing Business Clients

Customers
Business Status Is Not (≠) Not Yet in Business

Business Organization



Woman Owned Firms



Type of Business

Business Type	Clients
11 Agriculture, Forestry, Fishing and Hunting	12
23 Construction	44
31 Manufacturing	7
42 Wholesale Trade	1
44 Retail Trade	44
48 Transportation and Warehousing	4
51 Information	1
52 Finance and Insurance	5
53 Real Estate and Rental and Leasing	8
54 Professional, Scientific, Technical Services	14
55 Management of Companies and Enterprises	1
61 Educational Services	3
62 Health Care and Social Assistance	16
71 Arts, Entertainment, and Recreation	21
72 Accommodation and Food Services	41
81 Other Services (except Public Administration)	36
Total	258

Firms by Age of Business

Age of Business Concern	Clients	Employees	Annual Sales
A New Business < 1 Year	22	28	214,250
B 1 to 3 Years	62	109	2,102,031
C 4 to 5 Years	73	162	9,118,232
D 6 to 10 Years	23	53	2,331,410
E 11 to 20 Years	45	202	8,177,579
F 21 to 50 Years	31	181	22,084,270
G 51 Plus Years	2	47	
Total	258	782	44,027,772

Firm Size by Annual Sales

Annual Sales	Clients	Employees	Annual Sales
	116	292	
A Zero/Non-Reported	26	24	0
B \$1 - \$24,999	27	34	229,515
C \$25k - \$99k	31	44	1,689,022
D \$100k - \$499k	34	131	8,712,535
E \$500k - \$999k	12	81	8,766,700
F \$1M - \$4.999M	11	170	18,130,000
G \$5M Plus	1	6	6,500,000
Total	258	782	44,027,772

Firm Size by Total Employees

Total Employees	Clients	Full-Time	Part-Time	Total Employees
A 0-4	210	195	67	262
B 5-9	32	94	110	204
C 10-19	11	59	87	146
D 20-99	5	109	61	170
Total	258	457	325	782

* Based on U.S. SBA Standard Firm Size

2022 Economic Impacts

- 42 training events with 329 attendees
- 205 new clients served, 119 existing, 86 start-ups
- 445 advising hours, 573 contact and prep hours
- 5 new businesses starts
- \$691,500 in capital infusion

2022 Economic Impacts, continued

- \$590,000 in sales increase
- 19 new jobs created, 15 retained
- 121 women owned business, 31 minority owned
- 23 Hispanic owned, 15 Veteran owned

What's Going On Today?



We are hiring!

- 1 FTE position
- 2-3 PT positions
- Just hired NCC – Talaina King
- Directing multiple center, how does that work?
- Shared resources
 - Training and advising

...Continued

- Spanish language advising and training
- Investing in marketing and technology
- Growing the advisory committee (5/19/23)
- Develop a new and improved SBM program, now scheduled for fall of 2023
spring of 2024

...Continued

- New virtual training programs
 - Quickbooks , AI for Small Businesses, Excel, Digital Marketing and more to come
- Hungry for Success, Summer Series
- Business After Hours – Pelican Brewery
- Disaster Planning and Recovery
- Equity , Inclusion, and Diversity

Looking to the Future

- Improving the SBDC registration process
- Restaurant SBM
- Bringing back CCB licensing
- Business Continuity Program
- ASBDC, National Presentation
- HB 2908

Continued

- Culinary program/commercial kitchen
- Model regional director position to the network and stakeholders
- Specialized advising
 - Ocean industries, restaurants, retail, agriculture, CTE

Questions for the Board

- Where do you see the greatest opportunities for the SBDC in the small business community?
- What are the most important functions or services the SBDC can provide the college?
- Where are their opportunity for improvement?



**“I had a miraculous dream in which
our list of questions all had answers.”**

Questions?

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