

Oregon Coast Community College Small Business Development Center Network

SBDC Center Updates



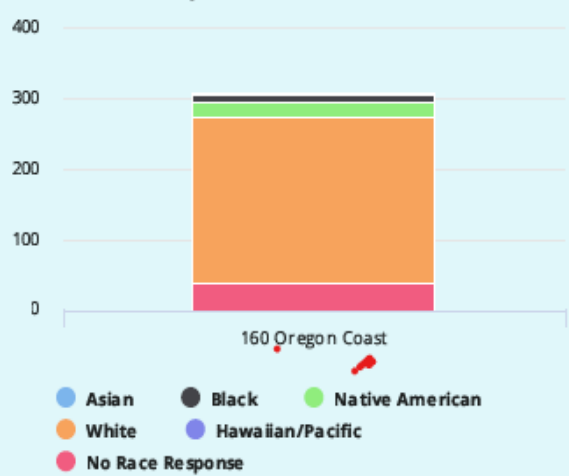
Funding

SBDC Funding is Strong and Diversified

- State funding and 3410
- Federal (SBA)
- OCCC
- County
- Lincoln City
- NW Oregon Works
- Program Income

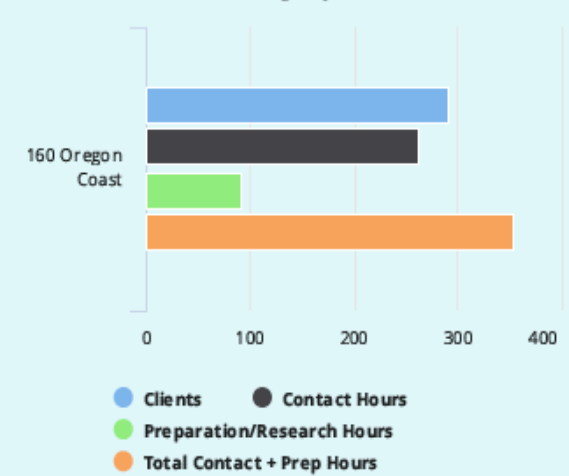
All Clients

Client Race by Center



Clients may be counted under more than one race similar to U.S. Census Bureau

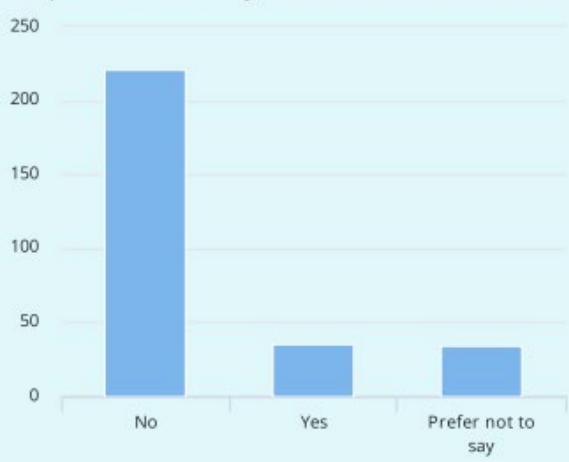
Business Consulting by Center



Business Consulting

Clients	290
Contact Hours	262.15
Preparation/Research Hours	90.50
Total Contact + Prep Hours	352.65

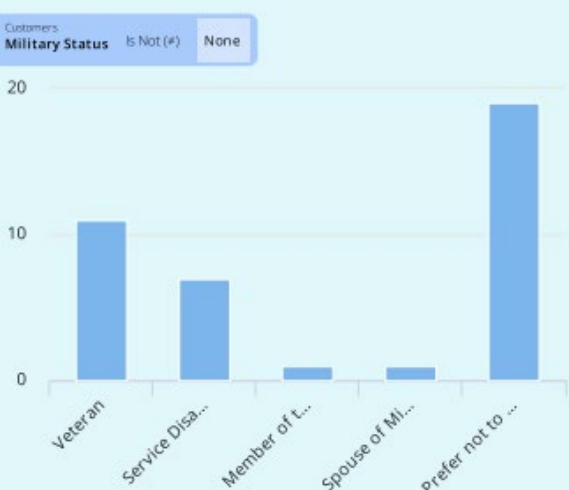
Hispanic Ethnicity



Gender



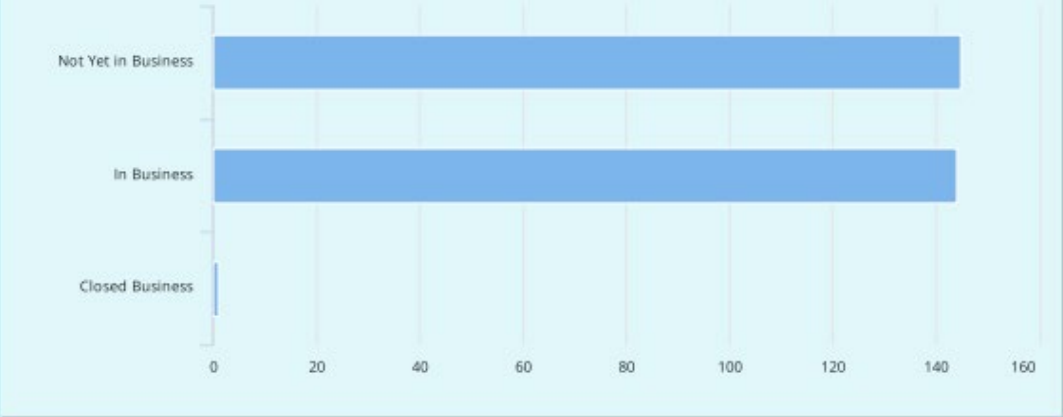
Veteran



Military



Current Business Status

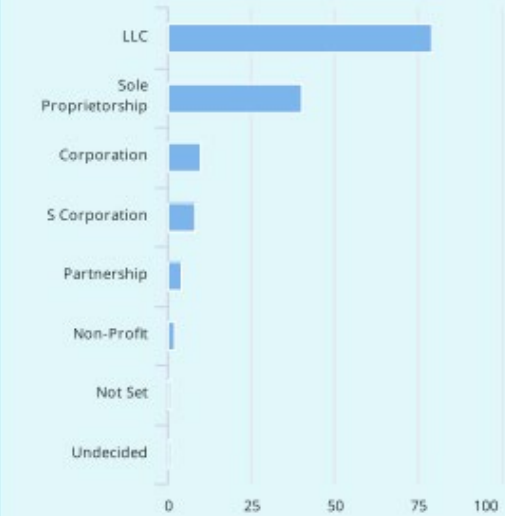


At least one aggregate is needed

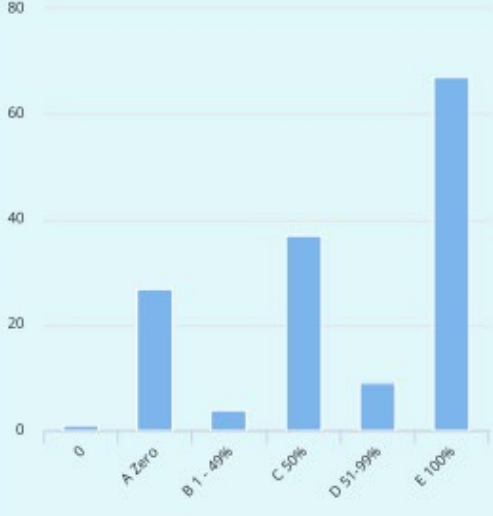
Existing Business Clients

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

Business Organization



Woman Owned Firms



Type of Business

Business Type	Clients
Not Set	1
11 Agriculture, Forestry, Fishing and Hunting	9
23 Construction	9
31 Manufacturing	5
42 Wholesale Trade	1
44 Retail Trade	26
48 Transportation and Warehousing	3
52 Finance and Insurance	3
53 Real Estate and Rental and Leasing	6
54 Professional, Scientific, Technical Services	9
56 Administrative and Support	2
61 Educational Services	2
62 Health Care and Social Assistance	9
71 Arts, Entertainment, and Recreation	14
72 Accommodation and Food Services	25
81 Other Services (except Public Administration)	21
Total	145

Firms by Age of Business

Age of Business Concern	Clients	Employees	Annual Sales
	2	2	
A New Business < 1 Year	31	50	1,304,461
B 1 to 3 Years	33	65	3,623,922
C 4 to 5 Years	31	135	6,159,950
D 6 to 10 Years	7	24	483,000
E 11 to 20 Years	21	217	11,309,380
F 21 to 50 Years	19	267	12,153,000
G 51 Plus Years	1	12	
Total	145	772	35,033,713

Firm Size by Annual Sales

Annual Sales	Clients	Employees	Annual Sales
	54	141	
A Zero/Non-Reported	9	7	0
B \$1 - \$24,999	18	25	142,953
C \$25k - \$99k	22	35	1,140,000
D \$100k - \$499k	25	124	7,355,680
E \$500k - \$999k	7	42	5,189,700
F \$1M - \$4.999M	9	323	14,200,000
G \$5M Plus	1	75	7,005,380
Total	145	772	35,033,713

Firm Size by Total Employees

Total Employees	Clients	Full-Time	Part-Time	Total Employees
A 0-4	109	95	42	137
B 5-9	20	60	75	135
C 10-19	11	55	98	153
D 20-99	4	112	80	192
E 100-499	1	150	5	155
Total	145	472	300	772

* Based on U.S. SBA Standard Firm Size

Programming

- Small Business Management Program
 - 11 Attendees
- Restaurant Small Business Management Program
 - 26 Attendees
- Childcare Accelerator Program
 - 7 Attendees
- Total Courses YTD
 - 39 Events and 341 Attendees

Programming

- AI for Small Businesses
- Digital Marketing and Branding
- Excel, QB, and Capital Access
- Blue Economy, Inventory Management
- CCB, Inventory Management, Content Creation Lab
- La Educacion Financiera y Tu Negocio

New Programming

- CCB training and Licensing in Spanish
- Small Business Management in Spanish
- Beyond Survival – Personnel Management
- Lincoln County Pitch Competition
- Food and Service Industry, and Culinary
- Customer Service and Hospitality
- FTE for Advising

Youth Entrepreneurship Program (YEP)

- Partnering with NWOW, EDALC, LCSD, OCCC Foundation and Lincoln City
- 12 week program starting January 31st
- All LCSD high school students applicable
- Stipends for students and teachers
- \$10,000+ in awards and scholarships

Building The Team

- Kelliane Parker – FT Advisor, instructor and program manager
- Leslie Hildula – RSBM program manager and advisor
- Fletcher Conn – Capital Access Team and Blue Economy
- Arlene Soto – SBM program manager
- Chuck Toombs - Instructor
- Additional resources and support through inter-governmental agreement

Challenges

- Hiring and Recruiting
- Local Advising, in-person
- Economic Impact
- Bilingual Services
- Registration Process



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

Questions?

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