

Oregon Coast Community College Small Business Development Center Network

SBDC Center Updates

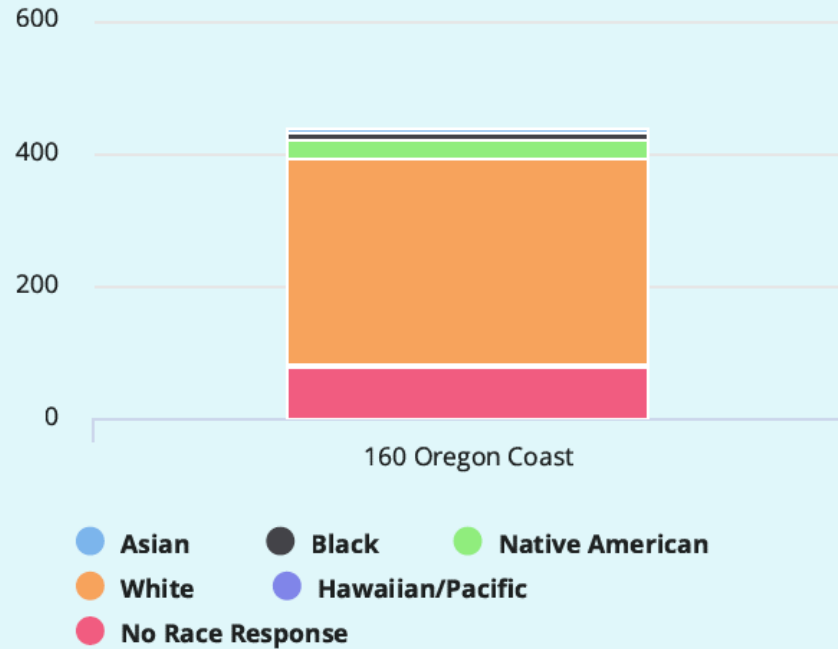


Funding

- State funding (OBDD)
- State bill 3410
- Federal (SBA)
- OCCC
- County
- Lincoln City
- NW Oregon Works
- Program Income
- Georgia Pacific

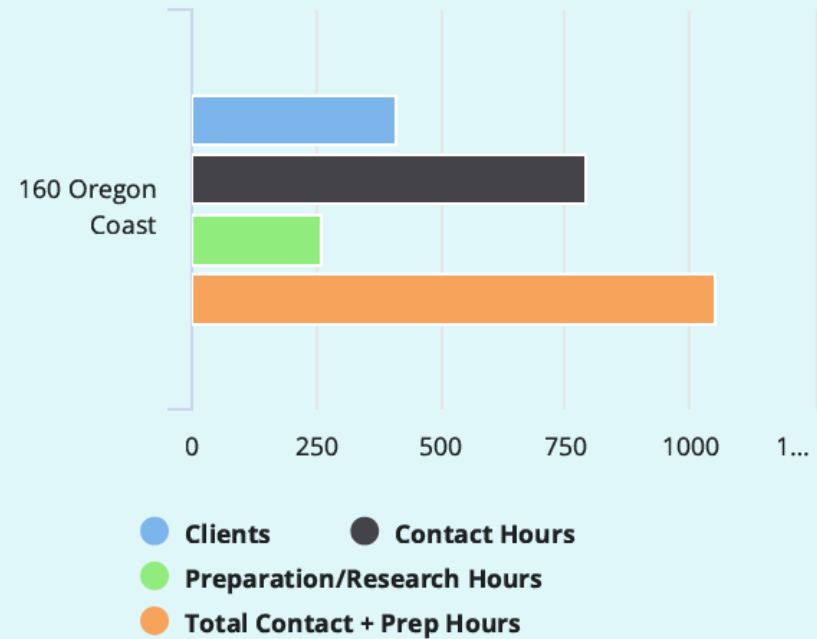
Current Funding is strong and diversified!

Client Race by Center



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

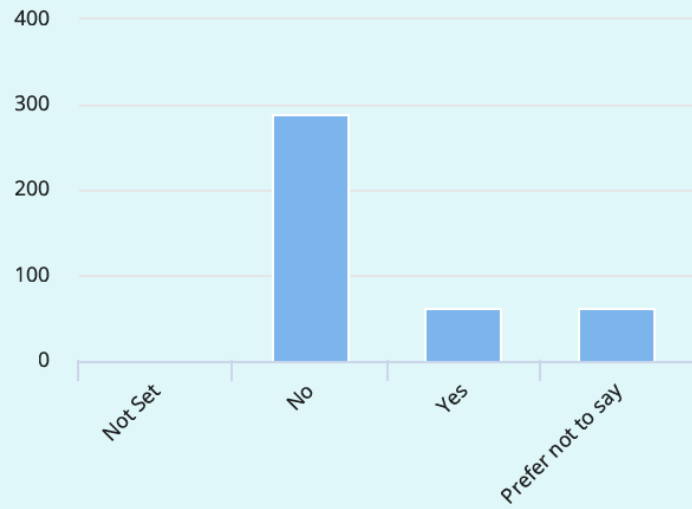
Business Consulting by Center



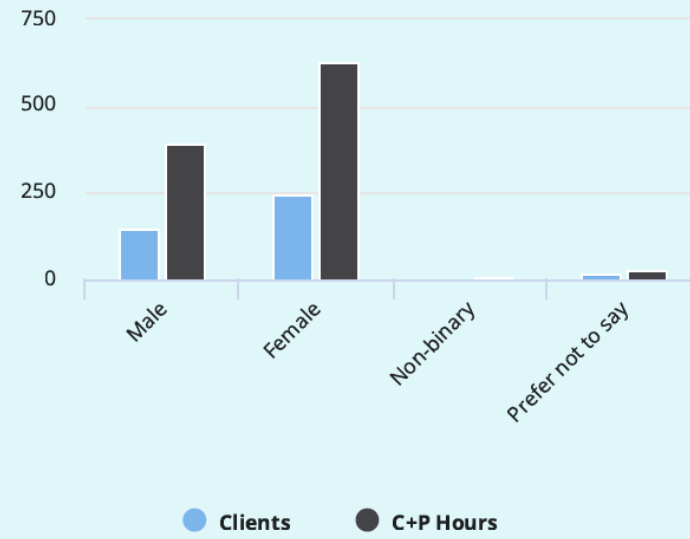
Business Consulting

Clients	412
Contact Hours	792.70
Preparation/Research Hours	259.52
Total Contact + Prep Hours	1,052.22

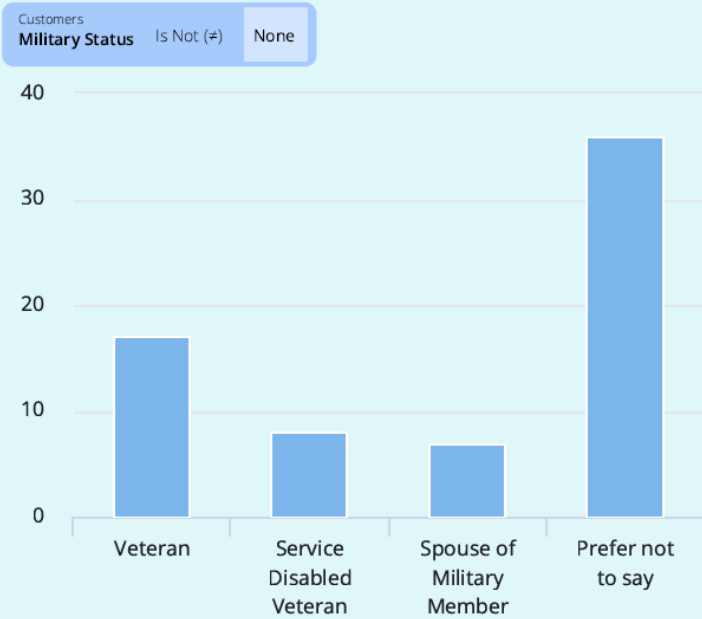
Hispanic Ethnicity



Gender



Veteran



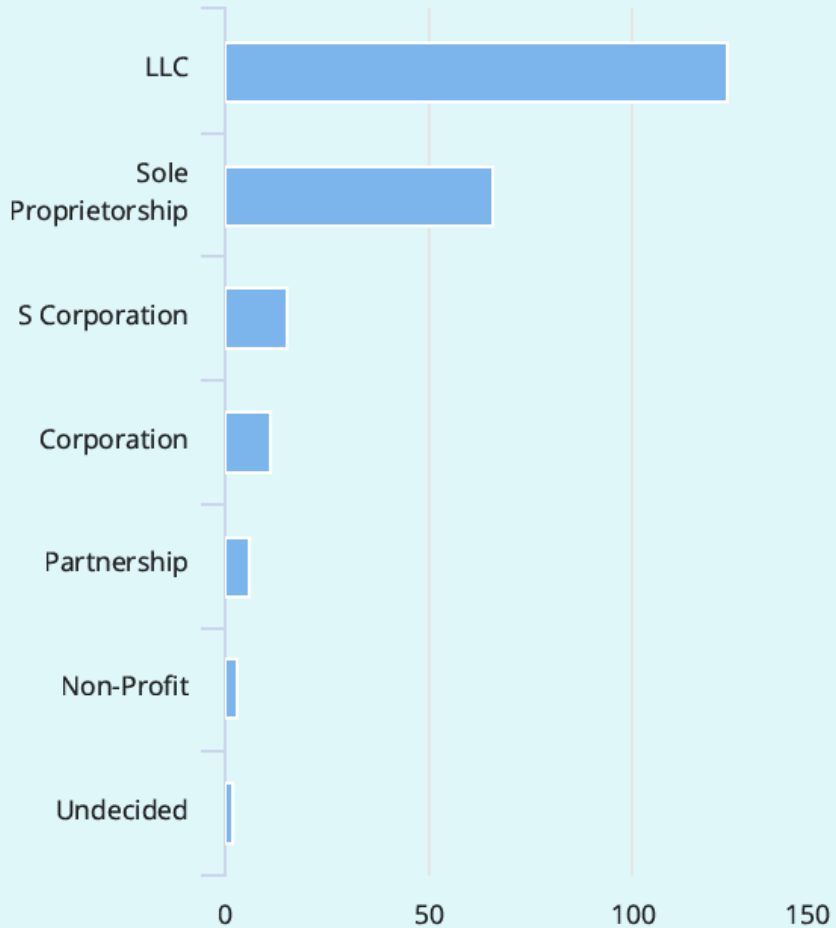
Military



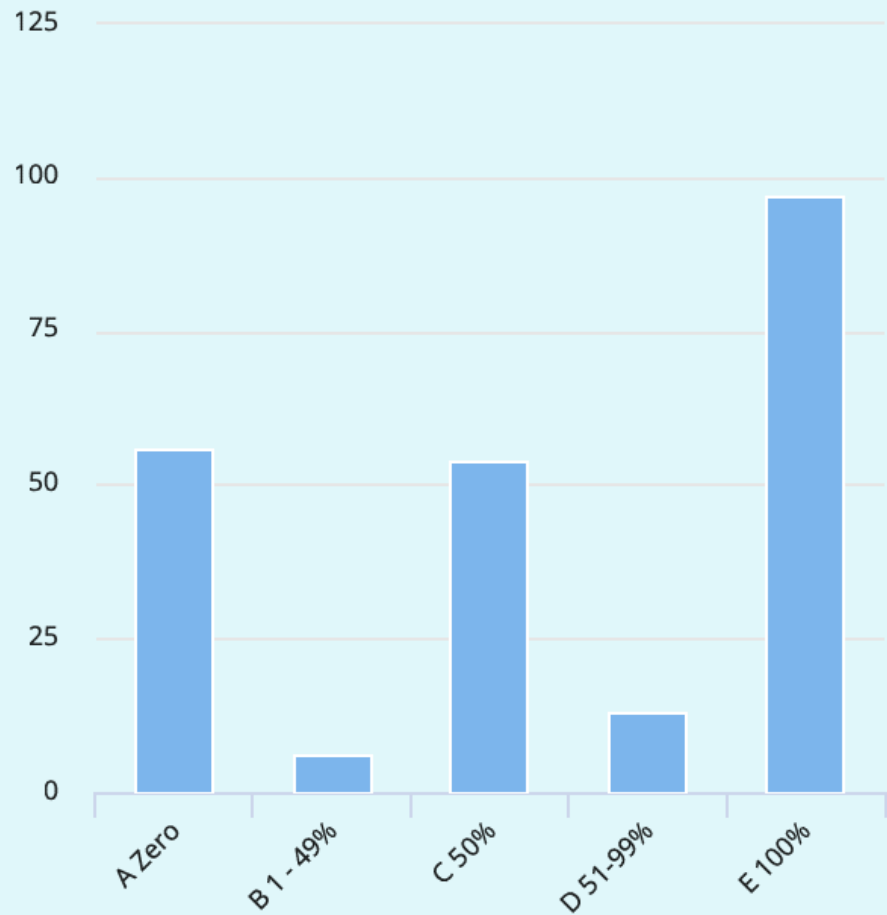
Existing Business Clients

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

Business Organization



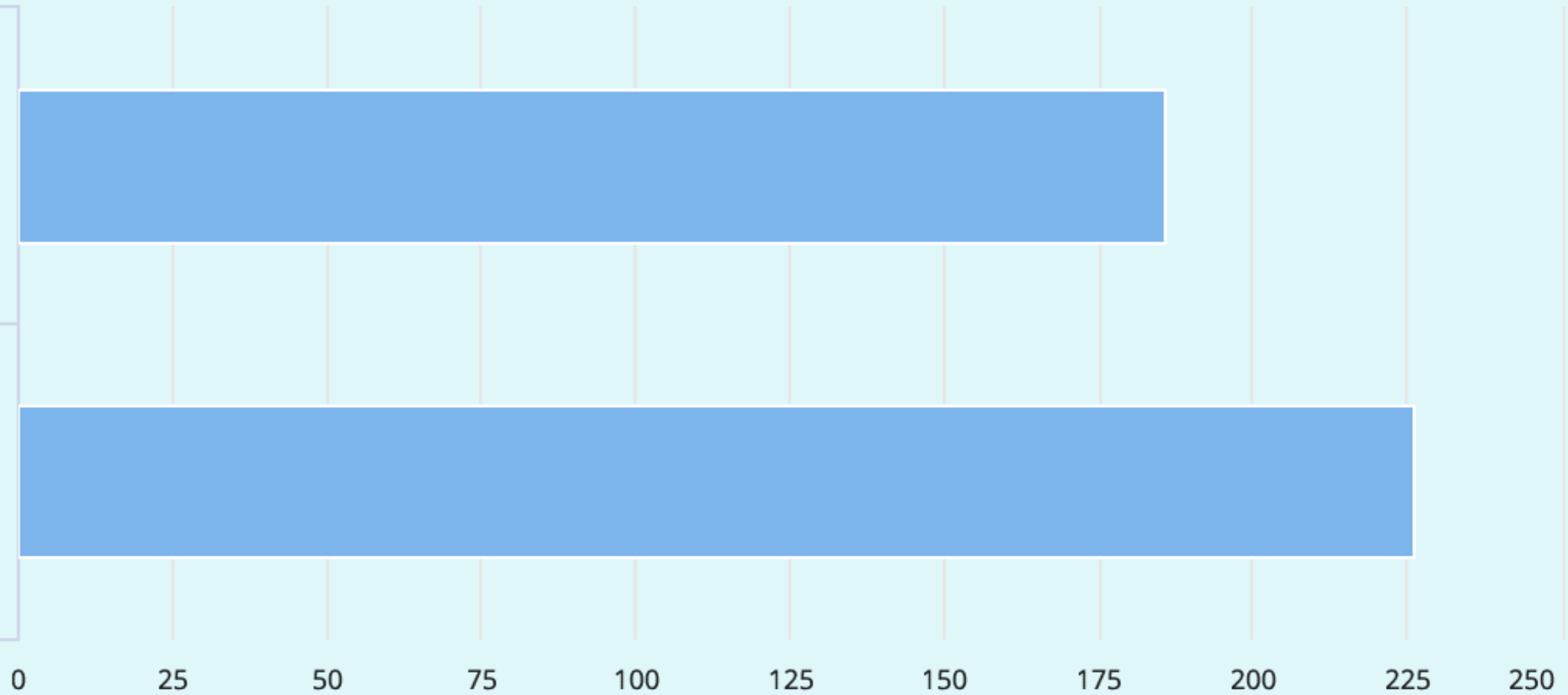
Woman Owned Firms



Current Business Status

Not Yet in Business

In Business



Type of Business

Business Type	Clients
11 Agriculture, Forestry, Fishing and Hunting	13
22 Utilities	1
23 Construction	24
31 Manufacturing	8
42 Wholesale Trade	1
44 Retail Trade	36
48 Transportation and Warehousing	3
51 Information	1
52 Finance and Insurance	2
53 Real Estate and Rental and Leasing	6
54 Professional, Scientific, Technical Services	13
55 Management of Companies and Enterprises	2
56 Administrative and Support	3
61 Educational Services	2
62 Health Care and Social Assistance	10
71 Arts, Entertainment, and Recreation	24
72 Accommodation and Food Services	37
81 Other Services (except Public Administration)	40
Total	226

Firms by Age of Business

Age of Business Concern	Clients	Employees	Annual Sales
A New Business < 1 Year	58	80	1,484,161
B 1 to 3 Years	45	79	3,516,915
C 4 to 5 Years	60	212	9,852,124
D 6 to 10 Years	8	27	1,891,000
E 11 to 20 Years	25	235	14,067,514
F 21 to 50 Years	26	131	8,459,164
G 51 Plus Years	4	14	364,770
Total	226	778	39,635,648

Firm Size by Annual Sales

Annual Sales	Clients	Employees	Annual Sales
A Zero/Non-Reported	83	184	
B \$1 - \$24,999	18	15	0
C \$25k - \$99k	36	44	270,838
D \$100k - \$499k	29	40	1,582,000
E \$500k - \$999k	36	164	9,968,730
F \$1M - \$4.999M	12	62	7,966,700
G \$5M Plus	11	194	12,842,000
Total	226	778	39,635,648

Firm Size by Total Employees

Total Employees	Clients	Full-Time	Part-Time	Total Employee
A 0-4	182	197	64	261
B 5-9	29	94	86	180
C 10-19	10	50	81	131
D 20-99	5	113	93	206
Total	226	454	324	778

* Based on U.S. SBA Standard Firm Size

Programming

- AI for Small Businesses
- Digital Marketing and Branding
- Excel, QB, and Capital Access, Equity Financing
- Business Law, Inventory Management
- CCB, Starting Your Restaurant, Content Creation Lab
- La Educacion Financiera y Tu Negocio
- Childcare Business Accelerator Program

New Programming

- CCB training and Licensing in Spanish and English
- Retail Small Business Management
- 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
- 8 week program starting January 29st
- All LCSD high school students applicable
- Awards for contestants
- \$10,000 grant from Georgia Pacific

[YEP Video Link](#)



Small Business Management Programs

- Restaurant SBM
 - In-person and online
- Retail SBM
 - In-person and online
- Traditional SBM
 - In-person
- 52 Full-time equivalents registered!

Building The Team

- Kelliane Parker – Our new assistant director
- Leslie Hildula – Retail and restaurant SBM program manager and advisor
- Michele Merhib – Business advisor and community engagement
- Shannon Mann – Accounting and financial literacy advisor
- Kasten Spethmann – Equity investment and capital access
- Sean O'Connor – Digital marketing and business technology
- Gabriela Orellana – Spanish language and advising

Challenges

- Hiring and Recruiting – Spanish language advisor
 - Bilingual services
- Funding - end of 3410
- Economic Impact
- Registration process and data entry
- Seasonality

Impact

- Unique Clients served – 176
 - Contact hours – 671
- Minority clients served –
 - 44 Contact hours - 179
- Business starts – 8
- Jobs created – 19
- Capital formation - \$692,950
- Sales increase - \$1,076,580
- Events – 36
 - Attendees - 316



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

Questions?

Gregory Price

Director

Small Business Development Center

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