

## SENATE AMENDMENTS TO SENATE BILL 930

By COMMITTEE ON BUSINESS, TRANSPORTATION AND ECONOMIC DEVELOPMENT

April 28

1 On page 1 of the printed bill, line 2, after “businesses” insert “; and appropriating money”.

2 Delete lines 4 through 31 and delete page 2 and insert:

3 **“SECTION 1. (1)(a) As used in this section, ‘emerging growth business’ means a business**  
4 **with high growth potential that:**

5 **“(A) Has between 10 and 99 employees;**

6 **“(B) Has between \$1 million and \$50 million in annual gross revenues; and**

7 **“(C) Is in the traded sector, as defined in ORS 285A.010, and is positioned for growth.**

8 **“(b) The Oregon Business Development Department may modify and add to the list of the**  
9 **characteristics of an emerging growth business in paragraph (a) of this subsection by rule.**

10 **“(2) The department shall, together with the network of small business development**  
11 **centers established in ORS 285B.165 to 285B.171 and the Oregon University System, enter**  
12 **into contracts as necessary to develop and implement a regional Grow Oregon pilot program**  
13 **based on the findings of the Task Force on Stage Two Business Development and Economic**  
14 **Gardening created under section 1, chapter 90, Oregon Laws 2010. The department shall se-**  
15 **lect the region in which the pilot program under this subsection is located through a public**  
16 **procurement process with criteria and measurable outcomes to be determined by the de-**  
17 **partment.**

18 **“(3) The pilot program contracted for, developed and implemented under subsection (2)**  
19 **of this section shall deliver and provide one or more of the following services to eligible ap-**  
20 **licants:**

21 **“(a) Consultation, advice and information about targeted marketing strategies, research**  
22 **and analysis.**

23 **“(b) Marketing recommendations, including information about geographic information**  
24 **systems interpretation.**

25 **“(c) Technical assistance and information about the use and application of social media**  
26 **and technology.**

27 **“(4)(a) An emerging growth business may file with the department an application to re-**  
28 **ceive one or more of the services listed in subsection (3) of this section. The application must**  
29 **contain or be accompanied by any required information and fee, and be filed in such a man-**  
30 **ner, as the department prescribes by rule.**

31 **“(b) The department shall develop by rule criteria, including a business needs assess-**  
32 **ment, for the approval of completed applications filed pursuant to paragraph (a) of this sub-**  
33 **section.**

34 **“(5) The department shall provide the services described in subsection (3) of this section**  
35 **upon determination that:**

1           “(a) Moneys are available to provide the services applied for;  
2           “(b) The emerging growth business has a need for the services applied for;  
3           “(c) The emerging growth business has a reasonable prospect of accessing new markets,  
4           creating jobs and increasing revenues with receipt of the services; and  
5           “(d) The emerging growth business meets the criteria and conditions of the business  
6           needs assessment developed by the department under subsection (4)(b) of this section.  
7           “(6) The department may charge a reasonable fee to an emerging growth business whose  
8           application has been approved under subsection (4) of this section for the provision of ser-  
9           vices listed in subsection (3) of this section. Fees received under this subsection may be used  
10          by the department for the administration of the Grow Oregon pilot program and for the di-  
11          rect costs to approve applications and perform business needs assessments under subsection  
12          (4) of this section.  
13          “(7) The department may, in consultation with the network of small business develop-  
14          ment centers established in ORS 285B.165 to 285B.171 and the Oregon University System,  
15          seek funding from federal sources and private sector investments to support the provision  
16          of services to emerging growth businesses under this section.  
17          “(8) The department may enter into contracts with private, nonprofit and public business  
18          entities for the provision of services to emerging growth businesses under this section.  
19          “(9) Where possible, the department shall integrate the services listed in subsection (3)  
20          of this section with services that are available in the existing business development  
21          infrastructure when providing services to a emerging growth business under this section.  
22          “(10) The department shall obtain an independent third party evaluation of the Grow  
23          Oregon pilot program contracted for, developed and implemented under subsection (2) of this  
24          section and, following the completion of the evaluation, shall prepare and submit a report to  
25          the committees of the Legislative Assembly that have authority over the subject areas of  
26          business and economic development on the date of the convening of the next regular session  
27          of the Legislative Assembly as specified in ORS 171.010.  
28          “SECTION 2. There is appropriated to the Oregon Business Development Department, for  
29          the biennium beginning July 1, 2011, out of the State Lottery Fund, the amount of \$\_\_\_\_\_   
30          for the purpose of carrying out the provisions of section 1 of this 2011 Act.  
31          “SECTION 3. The Legislative Assembly finds that the development of a regional pilot  
32          program for the provision of services by the Oregon Business Development Department, as  
33          described in section 1 of this 2011 Act, will assist Oregon businesses with their business and  
34          marketing needs so as to enhance the positive growth of those businesses and the ability of  
35          those businesses to hire new employees.  
36          “SECTION 4. (1) Sections 1 to 3 of this 2011 Act are repealed on June 30, 2013.  
37          “(2) All moneys appropriated by section 2 of this 2011 Act that are unexpended and un-  
38          obligated on the date of the repeal of sections 1 to 3 of this 2011 Act shall revert to the  
39          General Fund and be available for general governmental expenses.”.  
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