

HB 5028

Ways & Means Transportation and Economic Development Subcommittee

March 14, 2013

Testimony prepared by Michael Lainoff, State Director
Oregon Small Business Development Center Network

Co-Chair Johnson, Co-Chair Jenson and members of the Committee, I'm Michael Lainoff, State Director of the Oregon Small Business Development Center Network. On behalf of Oregon's 19 SBDCs and the 18,000 businesses we advise and train each year, I seek restoration of our Network's state funding at its pre-Recession level: \$2.3 million, an investment that will be matched by federal and local dollars.

For thirty years, Oregon's SBDCs have helped build our state's best businesses. During the recent recession, our client businesses have led their communities on the path of economic recovery. Thus far this biennium OSBDCN-assisted entrepreneurs have **started 422 new businesses, secured \$47,719,956 in new financing, increased their sales by \$30,000,000 and, most importantly, hired 1,800 Oregonians.** I bring to you today, for the public record, brief messages from a few constituents in your districts acknowledging the successful outcomes they achieved in working with their local SBDCs. You will be hearing from more in the days ahead.

As you consider our request, please be assured that the entire \$2.3 million appropriation will be dedicated to business assistance services throughout the state. We will fund our Network's administrative functions from other sources. As evidenced by OSBDCN's current and historical performance, please know that our investment in Oregon's SBDCs will yield a highly-leveraged return: increased business starts, increased access-to-capital, and more jobs for Oregonians.

Appropriation of the SBDC budget at \$2.3 million, we will ensure that every dollar is spent wisely. Our mission: Helping Build Oregon's Best Businesses.



370 S. Main Street, Pendleton, OR 97801

(541) 276-2585

March 11, 2013

Representative Bob Jenson

Dear Bob:

I know that you have always been a strong supporter of economic growth in Oregon and especially Eastern Oregon. In keeping with your history of working for small businesses in Oregon I would like to call your attention to the request that the Oregon Small Business Development Center Network has before the Oregon Legislature. They are requesting funding of \$2.3 million, which was the amount appropriated by the Oregon Legislature in the 2007-09.

This organization is vitally important for small business's that are daily faced with the reality of a dearth of capital for expansion of their organizations! During the 2011-13 biennium (as of 3/6/13), Oregon businesses have reported the following economic impacts as a direct result of Oregon SBDC Network (OSBDCN) assistance:

- 1,780 new jobs
- 417 new business starts
- \$47,511,956 in new financing
- \$29,271,240 in increased sales

One would be hard pressed to find any other financial organization that is such a force multiplier for small businesses in the state of Oregon!

I hope that you will vote in the affirmative for this modest request which has such a huge economic impact for our state!

Sincerely,

Norm Winters
SVP
Old West Federal Credit Union
541-276-2585
nwinters@oldwestfcu.org



December 17, 2012

To Whom it May Concern:

I am a co-owner of High Life Adventures in Warrenton and would like to take this time to express our appreciation for the Small Business Development Center (SBDC). We have taken advantage of the SBDC's support services since January 2012 and they have been an invaluable resource for contacts and business strategy advice during the process of opening our small business.

We have received numerous hours of helpful business counseling from Dick Powell and other members of SBDC and Clatsop Economic Development Resources (CEDR) during the development of our new business. We have also attended marketing seminars and received one on one counseling, all offered free of charge.

We are extremely grateful for the role the Small Business Development Center has played during our successful first year of business and encourage the continued support of their resources.

Sincerely,

Lancey Larson

March 3.2013

To: Dan Biggs & Craig Grant,

I wanted to extend to you and all those who make the SBDC possible my greatest thanks and appreciation. Your insight of planning, all the way through implementation of those plans , was key in the successful launching of DK.Precision. Your help in writing our business plan was beyond any I thought we could receive. It allowed us to focus more on our production and learning more about our new machines than we would have otherwise had. As you know we have invested \$94,000 including more than \$54,000 dollars in loans. Your continued support, including the upcoming manufacturing round table event, is something that we look forward to and are counting on to help us reach our future goals. Again, my partner and I thank you and all the folks that make the SBDC possible.

Dale Lincoln

DK.Precision
Tillamook, Oregon

From: Steve & Lynda Neahring [mailto:sndairy@nehalemtnet.net]
Sent: Sunday, March 10, 2013 8:31 PM
To: Dan Biggs
Subject: Thank You

Dear Dan,

Thanks for all the encouragement and ideas as we have looked for another revenue stream for the dairy that would fit with the composting we are already doing. We appreciate all your time, effort, and trips to Nehalem..

-----Original Message-----

From: Nicole Twigg <twiggnicole@yahoo.com>

To: Dan Biggs <biggs@tillamookbay.cc>

Cc: Craig Grant <cgrantwork@aol.com>

Sent: Fri, Mar 8, 2013 1:17 pm

Subject: SBDC

Hi Dan & Craig,

I wanted to drop a note to thank for the work you have been doing to help us get our business back on its feet and running smoothly again. It has been very difficult financially and emotionally to continue to provide our service and to keep our business functioning throughout the process of the Employment Division audit. We sincerely appreciate your help and guidance during this process.

I am looking forward to working with you more as you help us during the process of refining our employee policies and hopefully help us to budget and work towards growing our business.

Nicole Twigg

Broker ~Kiwanda Coastal Properties

cell: [503-816-9516](tel:503-816-9516)

twiggnicole@yahoo.com

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