

Prosperity Led by Local Entrepreneurs



Started in 2004 | **Governor's Regional Solutions Priority Project**

Invited into communities to help **catalyze inclusive entrepreneurial ecosystems**
and innovation-based economies

Experts at building **entrepreneurial infrastructure** through an inclusive lens

We are a team of entrepreneurs | Connecting entrepreneurs to:
PEOPLE | PROGRAMS | PHYSICAL ASSETS | CAPITAL

RAINcatalysts

IMPACT REPORT

MAR 2020 - MAR 2023

CEO Message

Spotlights

Organizational Growth

Pandemic Impact Survey

Impact by the Numbers

Additional Programs

What's Next?

Testimonials & Contact Us

Our Impact

ORGANIZATIONAL GROWTH

THROUGH DEC 2019

THROUGH MAR 2023

ENTREPRENEURS ASSISTED	391	2,227
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REVENUE GENERATED	\$9.5M	\$37.1M
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CAPITAL RAISED	\$3.5M	\$28.4M
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JOBS CREATED	335	795
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COMMUNITIES SERVED	20	52
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ACCELERATOR GRADUATES	137	401
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What is an Entrepreneurial Ecosystem?



Entrepreneurial ecosystems are defined as a set of:

interdependent actors and factors coordinated in such a way that they **enable productive entrepreneurship and innovation** within a **particular territory.**

INNOVATION THRIVES
IN DENSE NETWORKS.

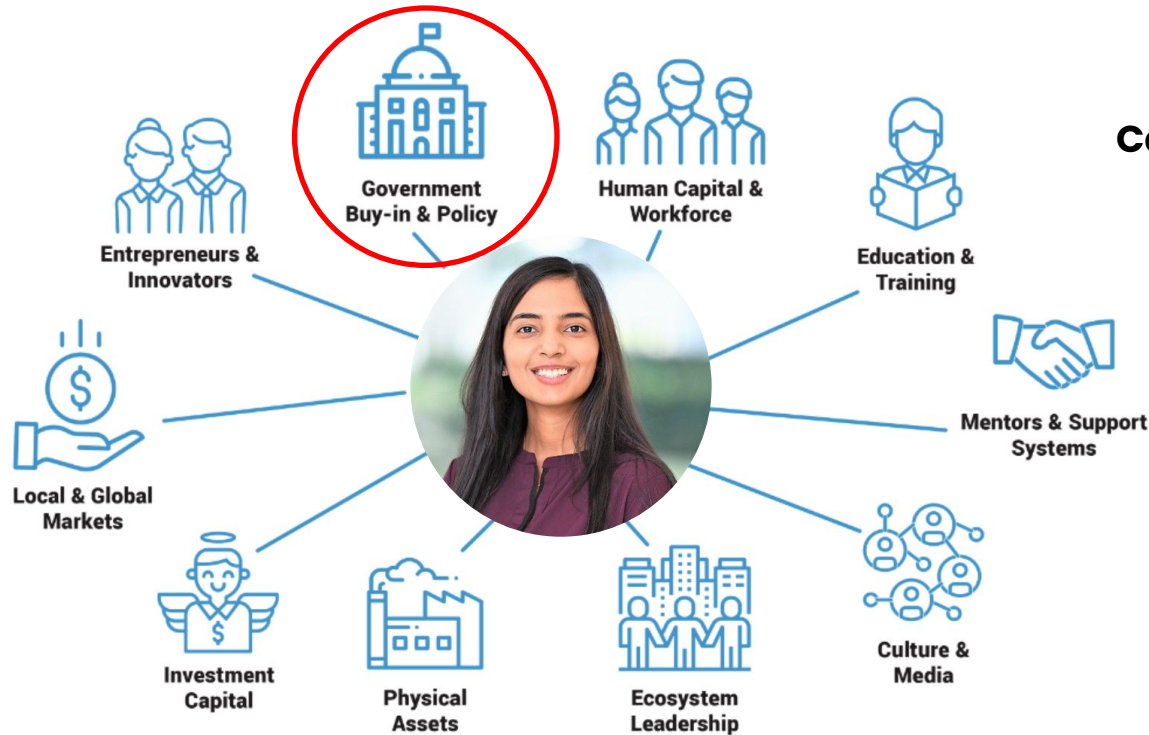


Sample of the Entrepreneurial Ecosystem "Actors" in Oregon



The 10 Elements of a Thriving Entrepreneurially Economy

We Monitor
These Elements



An **Ecosystem Catalyst** coordinates the “Actors” & “Factors”

We Identify & Fill Gaps

Examples of Filling an Ecosystem Gap: Access to Capital

- Catalyzed **4 Seed-stage Venture Funds** through U.S. EDA + State of Oregon funds:
 - ◆ Willamette Valley Capital
 - ◆ Elevate Capital
 - ◆ Cascade Seed Fund I
 - ◆ Portland Seed Fund IV
- Launched a place-based **Crowdfunding platform** (w/Republic based in NYC) where **Oregon small businesses raising between \$50K – \$250K** can post their deal and raise funds globally
 - ◆ \$100 minimum to invest in these deals





Arable Brewing Company



A specialized microbrewery and event space in Lane County, Oregon

WOMEN FOUNDERS

VETERAN FOUNDERS

LOCAL

B2C

CONSUMER GOODS & RETAIL



\$68,660

Raised



122

Investors

Successfully funded and closed on October 1, 2022.

Thomsen's Inc.

A proven, efficient system for public health & safety | Test, Clean, & Certify!



B2B

WOMEN FOUNDERS

INDUSTRIAL EQUIPMENT & SUPPLIES



\$67,091

Raised



51

Investors

Successfully funded and closed on April 18, 2023.

Surveyed Oregon Startup + Small Biz Owners:

85 Owners (CEOs/Founders...)

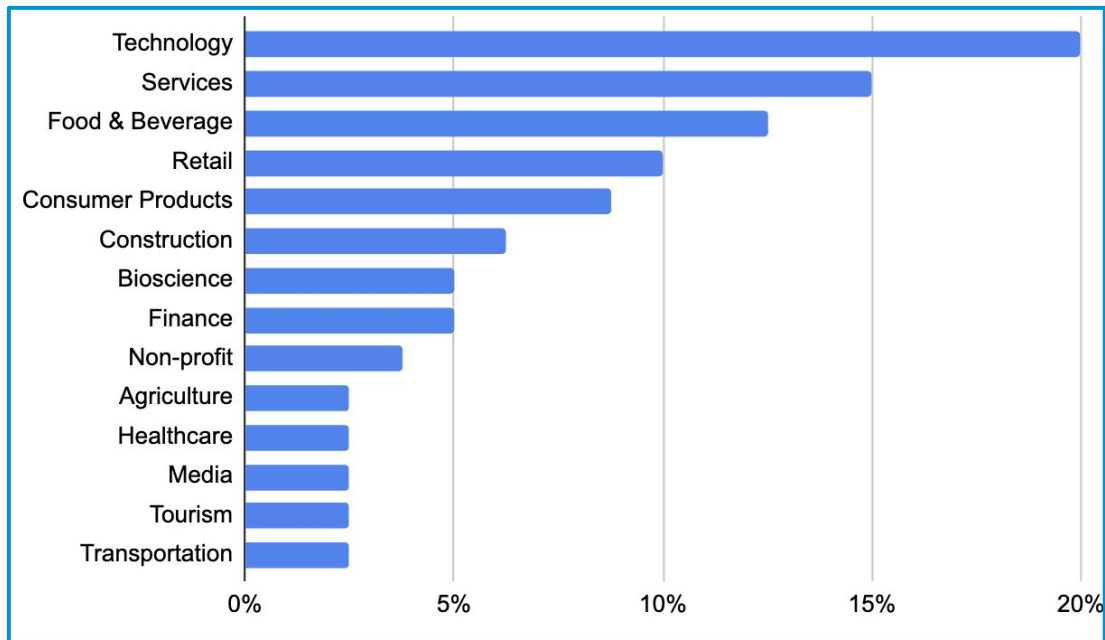
→ 8 Metro Areas (**41%**)

→ 30 Rural Cities (**59%**)

→ **52% Male** | **48% Female**

39% opted for confidentiality

Industries



Surveyed Oregon Startup + Small Biz Owners:

Migration of Businesses:

- 7% moved into OR (from out of state)
- 15% moved within the State
- 4% moved out of State

- Considering moving out of State
 - ◆ **(12% = YES | 21% = MAYBE)**



- Family
- Better Lifestyle
- Space to Expand

- Lack of Capital
- Cost of Living
- Business Taxes
- Employment Regulations
- Lack of Workforce
- High Cost Manufacturing Space



Oregon Startups Raising Capital

Not raising capital (19%)

→ **Raising capital (64%)**

- ◆ Unable to raise capital (32%)
- ◆ Raised capital, but from outside OR (24%)
- ◆ Raised capital, but some from inside OR and some from outside OR (17%)
- ◆ Raised capital inside OR (8%)



Of those who raised capital:
50% raised from outside the State

Still need to raise \$30M in capital



The Entrepreneur is always at the center of the Ecosystem!

