



Treasure Valley Community College Small Business Development Center

Helping Build Oregon's Best Businesses

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April 17, 2023

Dear Co-Chairs Gomberg and Woods and Members of the Joint Committee on Ways and Means Subcommittee on Transportation and Economic Development:

Thank you for the opportunity to provide written testimony regarding **Senate Bill 5524**; the bill that contains key funding for the Oregon Small Business Development Centers (OSBDC), under the direction of the Oregon Business Development Department (OBDD).

I am Andrea Testi, Director of the Treasure Valley Community College (TVCC) Small Business Development Center (SBDC). For the past twenty-three years I have had the honor of working in this rural community with entrepreneurs and small business owners, who are as varied and colorful as the majestic Eastern Oregon landscape. I have the distinction of being the current longest-serving director in the OSBDC network and have deep knowledge of the significant impact our statewide services provide to entrepreneurs and small businesses.

The TVCC SBDC provides business advisory, technical assistance, and education to people in Malheur and Harney Counties. In 2022 we served 263 registered clients who demonstrated over \$4.38 million in capital infusion back into our communities. Over 1,538 hours of one-on-one business advisory and mentorship remained the core function of our center, and the key deliverable that our clients and community continued to request.

The small business climate remains uncertain in this highly volatile economy. Business owners are faced with complex regulations and forms to navigate, difficult fiscal decisions to make, workforce shortages, and personal distress. The job of the SBDC is to ensure that every small business has access to key advisory services and to provide the ongoing mentorship critical to surviving and growing in this undulating economy.

The TVCC SBDC advisory team has deep roots in our communities. Time invested in one-on-one advisory brings new ideas and commitment to our businesses, increases productivity, and builds the enthusiasm they need to sustain and grow. Whether it is with taxes, financing, marketing, intellectual property, or networking as examples, we provide impact by helping them overcome challenges, discover new opportunities, and close the gap in their knowledge.

The resiliency of rural Eastern Oregonians is remarkable. The entrepreneurial spirit runs strong. Sustainable and enhanced funding from our key partners - OBDD, the federal Small Business Administration (SBA), and our host college TVCC - provide our center with the ability to work with our communities and help them create an amazing future for small businesses in Eastern Oregon.

Thank you for your support of the work we do at the state's Small Business Development Centers and for your work on this important committee. Please feel free to contact me for additional information.

Warm Regards

Andrea R. Testi, Director
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2022 Economic Impact



Treasure Valley SBDC
Building Oregon's Best Businesses

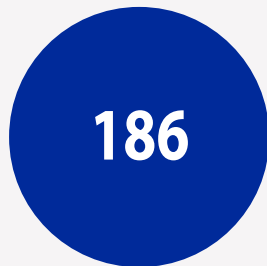


Through our work with SBDC clients in our region, we help create new jobs and improve the economic vitality of Oregon. Here are our Center's 2022 economic impact numbers.

Capital Infusion to Local Businesses

\$4,377,159

Advising Services Provided to Local Businesses



● Start-Ups ● Existing Businesses

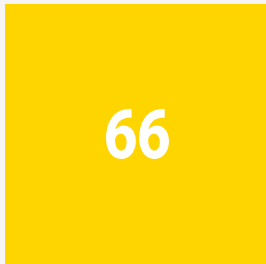
263
Clients Advised
1,033
Advising Hours
1,538
Contact & Prep Hours

Training Provided

21
Events

242
Attendees

Jobs



● Created ● Retained

New Businesses

13
Started

Sales Increase

\$1,290,611

Client Demographics



● Women ● Minority ● Hispanic ● Veterans

Learn more about the Treasure Valley SBDC at OregonSBDC.org/treasurevalley



Oregon Small Business Development Centers are funded in part through a cooperative agreement with the U.S. Small Business Administration, and by the Oregon Business Development Department. Programs and services are provided to the public on a non-discriminatory basis. Language assistance services are available for limited English proficient individuals.

