Umpqua Small Business Development Center
Helping Build Oregon's Best Businesses
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March 23, 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 work on this important committee and for this opportunity for me to testify in regard to **SB 5524**.

SB 5524 contains important funding for **Business Oregon** which, in turn, provides critical funding for our state's 20 Small Business Development Centers. This funding allows our Centers to support businesses around the state with free and low-cost business advising and instructional services. Such services are in place to help entrepreneurs start up and/or grow their local businesses with the intent to positively impact local and state economies.

Last year, my Center in rural Douglas County served over 200 local businesses, spending hundreds of hours in one-on-one advising sessions. During these sessions, we provided technical assistance, professional coaching, assistance in business plan development and much more. In addition, we facilitate numerous classes each year focused on strengthening the business acumen of our clients while working to increase the success and impact of their respective businesses across our service area. Of these classes, we are particularly proud of our Small Business Management program (SBM) and our Construction Contractors Board Training and Exam Program (CCB). Through the SBM, business leaders are provided with in-depth training on topics including financial analysis, creating sales and marketing plans, human resources, negotiating, succession planning and more during this 9-month program. And, through our CCB program, our rural Center is providing the groundwork, training and ongoing support for dozens of new contractors each academic quarter. All of our services lead to furthering the skills and confidence of our participants while furthering the economic interests of our region.

Funding through SB 5524 helps my Center and SBDC locations around the state continue our work. A critical part of our mission is to provide services at no or low cost to our constituents. This service is made possible through funding from Business Oregon.

Thank you for your time and work on this important Committee. Please feel free to contact me if you have any questions or would like to know about our services or Center.

Sincerely,

Christopher Glenn, Director
UCC Small Business Development Center
Roseburg, OR