Portland Community College Small Business Development Center
Helping Build Oregon's Best Businesses
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March 23, 2023

Dear Co-Chairs Woods and Gomberg and Members of the Committee:

Thank you for the opportunity to provide written testimony with regard to Senate Bill 5524. SB 5524's proposed biennium budget for the Oregon Business Development Department (OBDD), includes primary funding for statewide economic development ecosystem partners and retains access to critical business support services and affordable training that together are helping to make a historic post-pandemic economic recovery possible.

Over the past forty years the Oregon SBDC statewide Network with 20 Centers and 43 locations have provided business technical support, training and specialized statewide services to more than 626K of Oregon's best businesses seeking to recover, thrive, create and retain jobs. But this unique service model only works with the ongoing budgetary commitments of our primary stakeholders including our local host educational institutions, SBA and OBDD. In 2022, the SBDC statewide model served more than 5K clients including Lisa Tran of Tân Tân Foods, part-owner of a popular multigenerational Vietnamese restaurant business with multiple locations around the Portland Metro area. Lisa participated in the PCC SBDC's *Getting Your Recipe To Market (GYRM)* program to produce, bottle and sell their specialty sauces as commercial-ready food products. "Everything from the first day of class has built the solid foundation on which my products and subsequent business has been built upon," Lisa expressed. The mentorship and networking opportunities she received during GYRM proved invaluable, including a connection to New Seasons Market that led to other retail opportunities. Tân Tân Foods now sells into nearly 400 stores including Safeways and Albertsons across Oregon, Washington and Northern California.

Funding SB 5524 provides business owners statewide access to no-cost specialized services like the Oregon SBDC Network's *Market Research Institute, Cybersecurity Program* and the *Capital Access Team (CAT)*, which has helped clients access more than $321M to start and grow since 2010. CAT works with business owners like Brandon Morlock, founder of Past Lives, a 26,000 sq ft maker-space in east Portland to access capital. Inspired by a life-changing accident and time spent in prison, Brandon created Past Lives to change how work is done and provide second-chance employment opportunities for people coming out of the prison system. Unlike other local maker-spaces, it offers a wood shop, metal shop, machine shop, screen-printing machinery, fabric arts shop, stained glass shop, tech hub, electronics fab bench, art framing area, common work areas and private studio space for members. Through his work with the SBDC Capital Access team, Morlock successfully secured an investment to open Past Lives' new location and grow the business.

Continued funding for the Oregon Business Development Department budget ensures continued access to no-cost global business advising services provided by the Oregon SBDC Network's *Global Trade Center (GTC).* Since 2017 the GTC staffed by SBDC global business professionals, provides training and advising to entrepreneurs who are new to export, like Michel Mouzong. When Michel founded the NEMILIS Global Strategy Group, he reached out to the SBDC GTC for assistance to access global business resources, improve business infrastructure and gain specialized training. Through the SBDC GTC, Michel leveraged specialty no-cost joint advising with SBDC global trade advisors and their resource partners in the areas of international trade best practices, trade regulation and completed several PCC SBDC courses, including *Business Builders* and *Buying and Selling Outside the U.S.*,

Senate Bill 5524 provides fiscal continuity to Oregon's economic development ecosystem by funding OBDD whose leadership helps guide critical economic development agencies, programs and initiatives that have proven instrumental in supporting Oregon's small business economic recovery.
Thank you for your time, and please feel free to contact me or your local SBDC Director if you have any questions.

Sincerely,

Tammy Marquez-Oldham, PCC SBDC Center Director

The Oregon Small Business Development Centers are partially funded by the
US Small Business Administration and the Oregon Business Development Department.
All services provided on a non-discriminatory basis.

OREGON SMALL BUSINESS DEVELOPMENT CENTER NETWORK

2022 Economic Impact

Portland 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

$10,759,488

Advising Services Provided to Local Businesses

204 Pre-Venture

330 Existing Businesses

534 Clients Advised

1,472 Advising Hours

1,778 Contact & Prep Hours

Training Provided

39 Events

485 Attendees

Jobs

83 Created

135 Retained

New Businesses

13 Started

Sales Increase

$5,215,975

Client Demographics

320 Women

170 Minority

52 Hispanic

16 Veterans

Learn more about the Portland SBDC at OregonSBDC.org/portland

POWERED BY SBA U.S. Small Business Administration

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.