

# Small Business Development Center Portland Community College

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**Director, SBDC**



# About the SBDC Portland Community College

The Small Business Development Center (SBDC) at Portland Community College is the largest in the Oregon SBDC network, serving 600 small businesses in 2017.

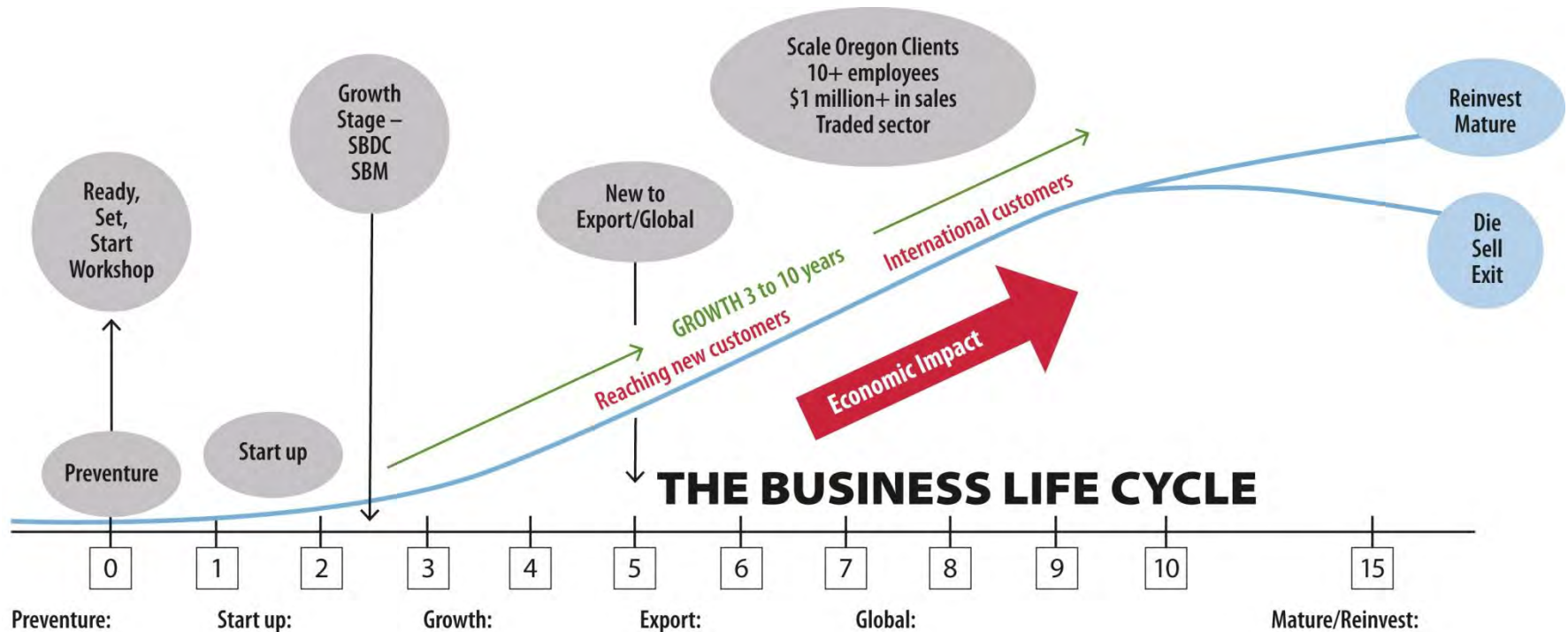
Funded in part by Portland Community College, SBA and Business Oregon, this strong partnership fosters small business and economic development, creating jobs for families, and strengthening communities.



# Creating Equitable Student Success and Opportunity, While Helping Build Oregon's Best Businesses

- Small business is a key driver of local, regional and state economies
- SBDCs support small business by offering training, mentorship, market research as well as expanding to new markets and accessing capital
- Business is local and so is the PCC SBDC with 4 locations within the service district
- Oregon SBDCs provide assistance for small business owners including minority, women and veteran business owners

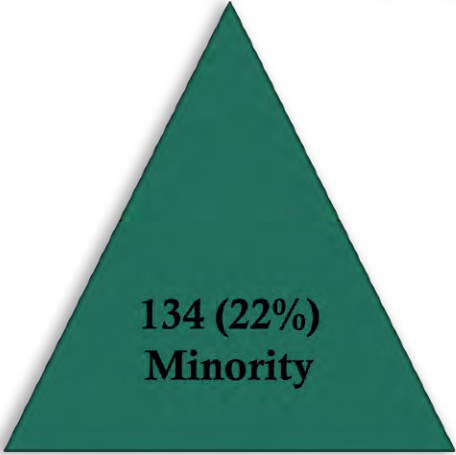
# Business Growth & Lifecycle





# 2017 Key Performance Metrics:


Jobs Created and Retained: 283    Capital: 8.1M  
Net New Sales: 4.9M



134 (22%)  
Minority



600 Clients



Women-  
Owned  
209  
(35%)



\$8.1M Capital



23 (4%)  
Veteran

# Oregon Special Services



- **Cybersecurity**
- **Capital Access**
- **Market Research**
- **International Trade Assistance**
- **Small Business Innovation Research (SBIR) Grant Assistance**

# Capital Access Team

- Supports SBDC clients state-wide with expertise and experience on capital access
- Provides SBDC staff with professional development increasing financial literacy
- Provides education and outreach, strengthening relationship with lending organizations and community partners

# Global Trade Center

- Supports SBDC clients state-wide with expertise and experience on international trade and trade compliance
- Provides SBDC staff with professional development increasing trade advising capabilities state-wide
- Creates strong partnership with Business Oregon, Department of Commerce, SBA, EXIM Bank and others



# Specialty Training Programs and Expertise Meet the Team

- Architects, Contractors, and Engineers (ACES): Regina Gilbert
- Encore Entrepreneurship: Jackie Babicky Peterson
- Food Entrepreneurship: Jill Beaman
- Retail and Restaurant Training: Leslie Hildula
- Trade-sector Advanced Small Business Management: Sean Harry

# Host Institution Value Proposition

- Strong support for PCC Accreditation core theme of Economic Development
- **Strong leverage with host's Business, Workforce and Continuing Education division and other PCC departments**
- Effective partnerships: trade associations, assistance partners, regional economic development groups and chambers of commerce

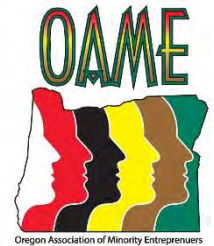
# Thank You Our Partners



PROSPER  
PORTLAND



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# Questions?

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