



## OREGON SMALL BUSINESS DEVELOPMENT CENTER NETWORK

### Building Oregon's Best Businesses

LANE COMMUNITY COLLEGE | 1445 WILLAMETTE ST. STE 5 | EUGENE, OR 97401-3015  
541-463-5250 OFFICE | OregonSBDC.org

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#### Testimony relating to HB 3410

Co-Chairs Woods and Gomberg, and members of the committee:

Oregon's Small Business Development Centers have helped 626,000 businesses over the course of their existence in Oregon, and House Bill 3410 with the -2 amendments – which includes the Rural Economic Development package – could help them have an even greater economic impact on helping to recover from the pandemic and solve some of our biggest problems.

The bill sets aside \$3 million for Business Oregon to create a grant program for the state's SBDC Network – the largest business assistance provider in the state, with 20 regional centers and a Global Trade Center in more than 43 locations across the state – to help individual centers better meet the needs of small businesses in their local communities.

Our centers are working to help fledgling builders get set up with their CCB licenses so they can build the housing supply our people need. These programs are offered in English and in Spanish to accommodate a diversity set of new builders. Some centers are creating programming to help startup daycare operations develop to serve our state's working families by giving children a safe place to be while their parents are on the job. Many parts of the state have been designated as childcare deserts and more business advising and services for daycares will help them grow, thrive and maintain viable businesses both now and into the future. SBDCs also have been working hard to help small businesses bounce back from the COVID pandemic through advising services and training. The success of these programs in the centers where they began is leading to replication at other centers. When these programs work in one place, others adopt them and adapt them to their own community needs.

Under House Bill 3410, Oregon's SBDCs can apply for grants to fund economic projects such as business incubation for certain industries, extra support for businesses still recovering from the pandemic, regional economic development initiatives and expanding SBDCs' abilities to serve underrepresented businesses. Results of the grant-funded initiatives will be measured by the SBDC Network's robust reporting system. We will be held accountable for our use of these resources, and we are confident this is an opportunity to show you how much we can do if we are provided with the means to innovate more. We are confident our state's SBDC Network will deliver a strong return on the investment of House Bill 3410.

The Oregon SBDC network is unique in that it is a direct connection with small businesses, chambers of commerce, economic development agencies and local governments in every county – in every corner – of the state. Through its shared resources, it ensures business advising and expertise of the highest caliber is available to Oregon entrepreneurs, no matter their zip code. Every single community in the state is served directly by an SBDC. As a result, they are the only economic development organization most able to have a deeper impact in communities all over the state.

SBDCs are the largest providers of business services to underserved populations across Oregon. They each develop programs from the ground up based on the particular needs in their own communities, supported by the resources of the state network, including its roster of more than 150 professional business advisers – a group with a wide range of expertise and



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professional experience. Many of Oregon's most successful and innovative high-tech manufacturing firms have worked with their local SBDCs, as have food producers, childcare providers, farmers, contractors, retailers, restaurateurs and more.

For more information about the Oregon Small Business Development Center Network or to find a SBDC nearby, those interested can visit <https://oregonsbdc.org/>.

Sincerely,

Marcus Gregory, State Director  
Oregon Small Business Development Center Network