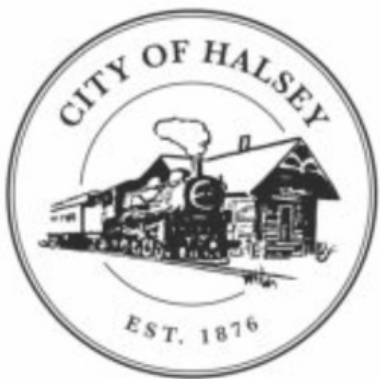


Business Tool Kit

Local Resources for Small Businesses, Startups and Entrepreneurs



IN THIS DOCUMENT

LOCAL ORGANIZATIONS

**PROGRAMS AND SERVICES
AVAILABLE**

CONTACT INFORMATION

WAYS TO GET STARTED

No Wrong Door

There are many resources available to entrepreneurs, startups, new businesses and existing businesses through various organizations that serve this area. We like to say there is “no wrong door.” Any of the people below can help you find the right person to talk with to take the next step – even if what you need to do is figure out what your next step is. Even if you’re just kicking around ideas and not quite ready to launch – reach out. We can help you locate resources that might make an idea into something more.

City of Halsey

100 Halsey Street PO Box 10



City Administrator:

Admin@HalseyOR.gov

541-369-2522

Small Business

Development Center



Linn-Benton Community College

sbdc@linnbenton.edu

541-917-4930

Community Lending Works



Corvallis Regional Office

info@communitylendingworks.org

541-345-0446

Regional Accelerator & Innovation Network

Nate Conroy

nate@oregonrain.org

971-260-4114



Foundry Collective

Corvallis Office



team@corvallisfoundry.com

541-812-1911

Corvallisfoundry.com

Oregon Cascades West Council of Governments

Albany Office

541-967-8630

www.ocwcog.org



Willamette Workforce Partnership



Albany Office

541-967-2171 X 2410

WillWP.org

*Podemos conectarlo con recursos en Español.

The City of Halsey

Yes, we are an economic resource to you! We are partnered with all the mentioned organizations in this toolkit, and then some. We have a vested interest in making Halsey a great place to do business, and we are here to support anyone who has or would like to have a business in town.

How We Help

Funding Opportunities: Through our partnerships, there are several grants and financial incentives available to businesses residing in Halsey. These opportunities include:

- **Building Restoration Grants:** The Oregon Main Street (OMS) Project offers grants for façade restoration, structural repairs, and code compliance. OMS does not accept applications directly from individual businesses. All applications must be submitted to the City of Halsey first to be considered.
- **Clean Energy Incentives:** The Energy Trust of Oregon offers reimbursements for qualifying clean energy installments. This includes new energy-efficient equipment and insulation.

Please contact City Hall to learn more about these funding opportunities and information on how to apply.

Business Permits: All businesses operating in Halsey should get a permit from City Hall. Business Permits are free!

Advertising: The city's website has a commerce page that lists local businesses in town. This service is also free to all businesses operating in Halsey.

Resources: We are partnered with many of the programs and organizations listed in this document. If you're not sure where to start or what you need to succeed, visit us at City Hall and we can get you connected.



*Podemos conectarlo con recursos en Español.



Small Business Development Center at LBCC Albany



How We Help

Oregon's small businesses are as unique as our state. Our services help small businesses at every stage – from pre-launch to exit – with the advice and tools needed to be successful. From free advising to capital access, we have the resources to help. Services include:

- Advising
- Training
- Business Tools and Software
- Workshops and Classes

Workshops: Find A Class Near You

From our intensive Small Business Management Program classes to workshops on new laws, HR and emerging marketing trends, we have the classes you need to help start and grow your business. It all starts by connecting with your local center.

Helping Build Oregon's Best Businesses

Who We Are

SBDC Programs deliver professional, high quality, individualized business advising and technical assistance to existing small businesses and pre-venture entrepreneurs. SBDCs provide problem-solving assistance to help small businesses access capital, develop and exchange new technologies, and improve business planning, strategy, operations, financial management, personnel administration, marketing, export assistance, sales and other areas required for small business growth and expansion, management improvement, increased productivity and innovation.

We have offices in Albany and Corvallis to serve this two-county region. We help small businesses of all types and industries. We offer advising and training covering a broad range of business topics, from getting a business started to developing an exit strategy, and everything in between. Advisers listen to client needs then work with them to develop long term strategies to meet client goals.

**Contact: sbdc@linnbenton.edu
www.oregonsbdc.org**



How We Help

We offer financial education services not available elsewhere in the Willamette Valley. This allows us to pair all of our personal and small business loans with these educational resources to ensure that you, as the borrower, continue to be successful.

Contact:

info@communitylendingworks.org
www.communitylendingworks.org

Strengthening Our Neighborhoods Through Lending

Community Lending Works is a Community Development Financial Institution (CDFI) that provides access to capital and asset building services to help you work toward financial stability. We are also the only CDFI in the region making small business and microenterprise loans under \$100,000, offering both start-up and expansion funds. Our focus is to help you build a brighter financial future. We see you as more than a credit score! We strive to understand your circumstances and tailor our loans to suit your individual needs. Through our loan products, we hope to assist you in moving forward financially – thus making your life and our community better.

In addition, our hands-on underwriting process takes many aspects of a client's profile into account when making a lending decision, which makes us the ideal lender for those with imperfect credit history or other financial challenges.



Oregon RAIN: Regional Accelerator & Innovation Network

RAIN helps advance the formation of local-impact, innovative startup companies that generate jobs, wealth, and opportunities for the state of Oregon. Oregon RAIN, which is run by experienced entrepreneurs and angel investors, connects entrepreneurs with strategic resources for launching and scaling business ventures, including mentor connections, educational and training programs, and access to capital.

How We Help

- People:** We work hard to connection you to mentors, industry experts and stakeholders that can help you succeed.
- Programs:** We match you to training workshops, accelerators, and other educational programs to increase your startup's chance of success.
- Physical Assets:** We help you find office space, tools, equipment, labs and other physical resources needed to grow your venture
- Capital:** We help you meet our network of angel investors and financial institutions to request the capital needed to grow your start up.

Programs & Events: RAIN offers a variety of events, workshops, meet-ups and group and individual coaching. They help entrepreneurs get connected to a variety of supporting resources across the state. Check with a RAIN venture catalyst or with your local community to find out about upcoming events.

Contact Nate Conroy: nate@oregonrain.org
www.oregonrain.org

**Contact:**

team@corvallisfoundry.com
www.corvallisfoundry.com

The Foundry Collective's nonprofit mission is to help communities develop strong, vibrant, and creative entrepreneurial ecosystems that contribute to improved prosperity and enjoyment of life. Corvallis Foundry is where community starts. Community enables and supports changemakers and risk-takers. Community supports small businesses and local economies. It enables people to take risks and it brings together resources for creating new, exciting opportunities.

How We Help

- **Work Space:** Corvallis Foundry offers work spaces that can be rented monthly, as well as some great, shared spaces for events and activities. Corvallis Foundry also has permanent desk space, ideal for remote workers and office space for growing startups.
- **Connect to Resources:** Foundry events can help connect you to other entrepreneurs and startups, to mentors and other resources. Foundry staff is knowledgeable about what resources are available in the area and how to connect to them.
- **Events:** Corvallis Foundry hosts a variety of meetup events and workshops in their Corvallis location. They also help coordinate some satellite events out in other Linn & Benton communities.



Pitchfork Incubator Kitchen supports small scale food entrepreneurs helping them create, launch, and scale successful food and beverage businesses. Pitchfork provides access to shared community kitchen space which reduces expenses and increases your odds for success. Pitchfork also creates community that encourages the sharing of ideas and skills, making everyone better for it.

How We Help

Pitchfork offers a 1200-square-foot gluten-free commercial kitchen area, and food business training. This application only program offers members educational training on food safety, business planning, market development, branding, funding and other areas. Food businesses accepted into the incubator program receive extensive mentoring. Immersion in an entrepreneurial environment ensures collaboration with industry experts and peers.



Contact: team@corvallisfoundry.com
www.pitchforkincubator.com



WILLAMETTE WORKFORCE
PARTNERSHIP

Willamette Workforce Partnership is a private nonprofit organization governed by a board of directors serving Linn County.

We lead workforce development by identifying local labor market needs and working with the community to address these issues. We do this by establishing policy and overseeing the workforce fund investments allocated to Linn County.

How We Help

Programs and services offered:

- Training and support to businesses and their employees.
- Targeted funding and support to high growth sectors in the region, including manufacturing, transportation, warehousing and distribution.
- Grants and support for worker training.
- Full recruitment services at no cost to the employer.

Contact Dean Craig: dcraig@willwp.org
WillWP.org



Oregon Cascades West Council of Governments (OCWCOG) manages a variety of local, State, and Federal programs to serve residents, local governments, and businesses in the Willamette Valley and Oregon coast.

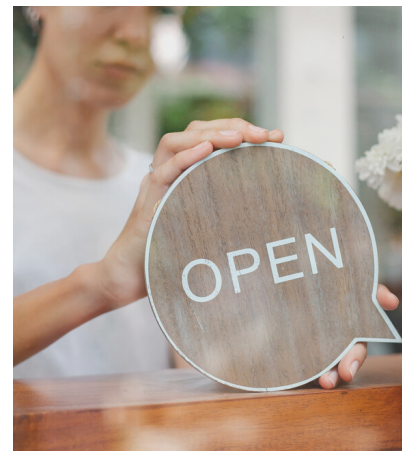
How We Help

Our Business Services include Human Resources, finance and accounting, IT and website, and communications and event consulting services. Services are available to members, partners, and local businesses at a nominal cost.

OCWCOG's Cascades West Business Lending (CWBL)

This program aims to encourage new employment opportunities, and promote a stable and diversified economy for our tri-County Region of Benton, Lincoln, and Linn Counties. The goal of our CWBL program is to foster economic development by providing access to capital for small business owners, for either start-up or expansion needs. This gives businesses the opportunity and capacity to play an important role in determining their futures.

Contact Marit Nelson: mnelson@ocwcog.org
www.ocwcog.org



Business Referral Leads: Linn County

[illegible]

Economic Development Entities

Business location options & assistance ♦ Business planning & development
Help with regulations ♦ Referrals to resource providers ♦ Community statistics
Governmental loan funds & access to capital ♦ Training & workforce development

Albany-Millersburg Economic Development Corporation ♦ Inventory of available industrial land & buildings ♦ Business location assistance ♦ Community statistics ♦ ID of help needed ♦ Referrals to incentives & support ♦ Help finding capital - Linn Investment Fund ♦ Business plan writing assistance & review ♦ Business advocacy & assistance <i>Serves Albany, Millersburg, & greater Linn County</i>	www.albany-millersburg.com John Pascone, President 435 1st NW / PO Box 548 Albany, OR 97321 Phone: 541.926.1519 Email: jpascone@albany-millersburg.com
The Business Enterprise Center (BEC) ♦ Business development support & mentoring ♦ Preferential space lease options ♦ Business Plan review and assistance for Community Public Offerings <i>Serves region from Corvallis location</i>	www.thebec.com 460 SW Madison, Suite 1 Corvallis, OR 97333 Phone: 541.758.4009 Email: thebec@thebec.com
Community Services Consortium ♦ Screening/selecting employees ♦ Development of in-house training programs ♦ Recruiting employees ♦ Employee training - subsidized training funding <i>Serves Benton, Lincoln, & Linn Counties</i>	www.communityservices.us Sharee Cooper 545 SW 2nd Suite A Corvallis, OR 97333 Phone: 541.758.2633 Email: scooper@communityservices.us
Linn-Benton Community College – Small Business Development Center ♦ Business plan writing assistance & review ♦ Business counseling ♦ Small Business Management Program ♦ Going into Business ♦ CCB ♦ SCORE ♦ QuickBooks: Introduction, Intermediate, Advanced, & Payroll ♦ Record keeping, budgeting & financial statement analysis ♦ marketing ♦ Business growth planning ♦ continuing professional education classes <i>Serves Linn & Benton Counties</i>	www.linnbenton.edu Charlie Mitchell, SBDC Co-Director 6500 Pacific Blvd. SW Albany, OR 97321 Phone: 541.917.4930 Email: mitchec@linnbenton.edu
Linn-Benton Community College – Customized Training ♦ Leadership management & supervision ♦ Lean Manufacturing	www.linnbenton.edu Karin Magnuson, Training Specialist 6500 Pacific Blvd. SW

<ul style="list-style-type: none"> ♦ Staff & organizational development ♦ Industrial technologies & safety ♦ Strategic planning, facilitation, & coaching ♦ Command Spanish & English as a second language <p><i>Serves Linn & Benton Counties</i></p>	<p>Albany, OR 97321 Phone: 541.917.4276 Email: magnusk@linnbenton.edu</p>
<p>North Santiam Canyon Economic Development Corporation</p> <ul style="list-style-type: none"> ♦ Free confidential one-on-one business coaching ♦ Educational programs for businesses ♦ Help facilitate larger economic development projects in the communities we serve ♦ Referrals to incentives & support network <p><i>Serves Aumsville, Scio, Stayton, Sublimity, Lyons, Mill City, Gates, Detroit, Idanha and all of Linn and Marion county areas</i></p>	<p>www.growsantiam.org Allison Ford McKenzie, Executive Director PO Box 673 Mill City, OR 97360 Phone: 503.871.5188 Email: allison@growsantiam.org</p>
<p>Oregon Business Development Department – State of Oregon</p> <ul style="list-style-type: none"> ♦ Business development & industrial location assistance ♦ Business advocacy ♦ Business development loans & grants ♦ Infrastructure loans & grants ♦ Statistical information & market data ♦ Workforce training support ♦ Oregon Prospector Lands Data Base <p><i>Statewide - Doing business as "Business Oregon"</i></p>	<p>www.oregon4biz.com Melissa Murphy, Regional Dev. Officer 775 Summer St NE, Ste 200 Salem, OR 97301 Phone: 541.346.8620 Cell: 541.954.0913 Email: seanstevens@biz.state.or.us</p>
<p>Oregon Cascades West Council of Governments</p> <ul style="list-style-type: none"> ♦ Federally-designated Cascades West Economic Development District ♦ Develops & manages regional Comprehensive Economic Development Strategy ♦ Community & economic development project identification & development ♦ ID grant & loan sources, grant writing, grant administration ♦ Project management ♦ Group facilitation & strategic planning <p><i>Serves Benton, Lincoln, & Linn Counties; District also includes Lane County</i></p>	<p>www.ocwcog.org Phil Warnock, Community & Economic Development Director 1400 Queen SE, 205 Albany, OR 97322 Phone: 541.924.8474 Email: pwarnock@ocwcog.org</p>
<p>Oregon Cascades West COG – Business Lending Services</p> <ul style="list-style-type: none"> ♦ Provides access to federal and local business loan funds ♦ Commercial loan packaging, financing & support ♦ SBA 504 & 7(a), Rural Development, Business Investment, local funds <p><i>Serves Benton, Lincoln, & Linn Counties (Statewide 504 loans)</i></p>	<p>www.ocwcog.org Sandra Easdale, Loan Officer 1400 Queen SE, 205 Albany, OR 97322 Phone: 541.924.8460 Email: seasdale@ocwcog.org</p>