



Business Development Corporation
—A CERTIFIED DEVELOPMENT COMPANY—

QUARTERLY NEWSLETTER

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OUR MISSION:

To encourage economic development, diversify, local economies, support industry and enhance quality of life for all in the region.



A MESSAGE FROM CCD

Since our inception, 50 years ago, CCD has worked diligently to identify and address challenges facing our region. We all want to live and do business in a thriving and healthy community. Ensuring that we can develop or maintain a thriving and healthy community takes all of us working together.

CCD and our regional partners met this in 2021 by aggressively applying for several grants to bring additional resources to CCD and our region. 2022 will be a year to see results from this labor and the impacts that demonstrate these resources make a difference!

CCD was recently notified that our \$150,000 grant application to Business Oregon for Technical Assistance for Underrepresented Businesses had been recommended for funding. CCD is extremely excited and grateful to be receiving these funds to enable us to continue working with our regional businesses. Outcomes from the grant are divided into three main categories:

- Provide Access to Communication Networks
- Assist with Financial Resource Identification
- Provide Business Acumen and Technical Training/Support

With all these opportunities CCD has hired additional staff to provide additional capacity in implementing and delivering on these new resources. We have a new staff member assisting in the Community Development Department, a new staff member assisting both the Finance and the Community Development Departments, and a previous staff member has come back to the CCD team in the Accounting Department.

CCD is still anticipating filling two additional positions. One will provide additional support to the Accounting Department and the other will provide support to our Economic Development Department.

We want to thank Curry County! CCD now has office space in Curry County that will be used by staff. The office will be open by appointment only and the current plan is to have staff travel to Curry County on Tuesday's and Thursday's. Six staff members will share in this responsibility. More information will be shared as this office space is developed.

All departments continue to be busy. From underwriting/processing loans, administering grants, moving the Economic Recovery Initiative project into phase 4, working on the next CEDS update, providing direct technical assistance to businesses, and writing/submitting several grant applications that will potentially bring additional support to CCD and our region.

As you can see, 2022 has started off with many opportunities and challenges that we will work as a team to address.

We always want to thank our regional and community partners for your support. Your support enables us all to achieve the goal of living and doing business in a thriving and healthy community.



Executive Director

Mervsa Haga

CCD STAFF CHANGES



BRANDI MEDEIROS **COMMUNITY DEVELOPMENT DIRECTOR**

Brandi has been a dedicated employee, starting her career at CCD in 2011.

Within her new role, she is the point person for the Community Development Department. She and her team serve the counties, cities, and special districts of Coos, Curry, and Douglas counties with a variety of services that include:

- Project Development
- Grant & Project Administration
- Environmental Review & Labor Standards Monitoring
- Enterprise Zone Management Services

Brandi is one of the team members whose task is to promote, prepare, monitor, and report on the regional Comprehensive Economic Development Strategy plan for our Economic Development District region.

Brandi has worked on wastewater projects, water systems, community facilities, transportation project, and more. The Board of Directors and staff congratulates Brandi on her promotion to Community Development Director.

CONTACT INFORMATION:

Brandi Medeiros
Community Development Director
541-672-6728 Ext. 308
b.medeiros@ccdbusiness.com



JANET TIDRICK **COMMUNITY DEVELOPMENT TECHNICIAN**

Janet has joined the Community Development Department and will be assisting the team with providing labor standard/prevaling wage record keeping, site visits, and checking certified payroll reports.

She will assist with infrastructure and community facility projects, Enterprise Zones management activities, and participate with the development, implementation, and management of the Comprehensive Economic Development Strategy (CEDs) for CCD's service region of Coos, Curry, and Douglas counties.

CCD is excited and would like to congratulate Janet on her new role as Community Development Technician.

CONTACT INFORMATION:

Janet Tidrick
Community Development Technician
541-672-6728 Ext. 302
j.tidrick@ccdbusiness.com

CCD STAFF CHANGES



JEANELL FIPPS

LOAN SERVICES/COMMUNITY DEVELOPMENT TECHNICIAN

Jeanell was recently hired to assist the Finance and the Community Development Departments.

She will provide additional capacity to the Finance Department by assisting with loan portfolio servicing tasks, as well as provide additional capacity to the Community Development Department by assisting with prevailing wage monitoring, record keeping, and other departmental support.

Jeanell moved to Coos Bay in 1988 and raised her two children here for 18 years. In 2006 she moved to Texas and was able to obtain many years of experience in Office Management and Bookkeeping. She moved back to Coos Bay in 2019. She has always considered Coos Bay her hometown and she loves being a part of this wonderful community.

CCD would like to welcome Jeanell to the CCD team and her new role as Loan Servicing/Community Development Technician.

CONTACT INFORMATION:

Jeanell Fipps

Loan Servicing/Community Development Technician

541-756-4101 Ext. 4

j.fipps@ccdbusiness.com

OUR VISION:

Provide opportunity for proactive economic growth through diversification and expansion.



TECHNICAL ASSISTANCE PROGRAM

The TAP Department is made possible by grants procured from several sources:

- Business Oregon Technical Assistance for Underrepresented Business Program (BOTAUBP)
- Business Oregon Community Development Block Grant (CDBG)
- Judith Ann Mogan Foundation
- Rural Local Initiatives Support Corporation (LISC)
- Rural Opportunity Initiative (ROI)
- USDA Rural Business Development Grant (RDBG)

TAP Client Update:

80 small business owners have requested Technical Assistance since July of 2021. There are 27 clients in Coos County, 14 in Curry County and 39 clients in Douglas County. These clients employ 266 people and report \$12,904,943 in annual gross revenue.

- Startups 7
- For Profit 67
- Non-Profit 6

Technical assistance requested by clients includes: bookkeeping, job descriptions, marketing and branding help, succession and business planning, property development and more.

For more information on technical assistance for your business visit our website at ccdbusiness.org

FREE TRAININGS AND PROFESSIONAL DEVELOPMENT

1. Verizon Small Business Videos:

Setting a big goal can be daunting, but help is here. They've put together some top tips from the Verizon Small Business Digital Ready experts to help you find success for your business in 2022. Find tips from industry leaders, and enroll in their courses for free, when you sign up for Verizon Digital Ready today.

2. Ascent for Women Owned Small Business:

New Government Contracting Journey Added to the Ascent Digital Platform

This week, the SBA launched Journey 6 of the Ascent e-learning platform focused on educating women business owners about venturing into government contracting to help expand their businesses. The Government Contracting Journey 6 identifies opportunities and prepares businesses to pursue those prospects. The new journey has six components or excursions:

- Government As Your Customers – helps you understand government as a customer.
- Govt. Contracting Opportunities – evaluates contracting opportunities with local, state, and federal governments
- Government Subcontracting Opportunities – helps to identify subcontracting opportunities.
- Set-Aside Certifications - guides you through what is needed to plan and pursue federal government contracting certs.
- Federal Solicitations – analyzes the components of the federal solicitation process.
- General Services Administration (GSA) Contracts – analyzes opportunities for GSA contracts.

TECHNICAL ASSISTANCE PROGRAM CONTINUED

Government Contracting and Procurement

Are you exploring providing products and services to the federal government? If so, there are certifications you can obtain that provide an advantage.

- HUB Zone - All small businesses in Coos, Curry and Douglas counties are in Historically Underutilized Business (HUB) Zones.
- Women Owned Business
- Women Owned Disadvantaged Business
- And more . . .

Women own or co-own 45% of all businesses in the United States. These businesses represent all types of industries and are owned by all types of women. The majority are small, with great potential for growth in both revenues and job creation.



Contact:
KEM TODD
Technical Assistance Coordinator
at CCD today to learn more and get
started on your government contracting
goals.

541-672-6728 Ext. 307
k.todd@ccdbusiness.com



TECHNICAL ASSISTANCE PROGRAM

CLIENT SUCCESS STORY

Tropicália Brazilian Cuisine is located in Curry County at 777 Cottage Street, Suite C, Brookings Oregon 97415. The business is owned by Samuel Athayde an immigrant from Brazil, and Constance Athayde who is a native Oregonian. They employ 3 full time and 4 part time employees in their café which opened in April 2019. The café is 525 square feet, and they hope to secure a second, larger location in the future.

Their Story:

After moving to Brookings four years ago with the hopes of opening a Brazilian Restaurant. Their five-year plan was accelerated by four years when an opportunity to receive a small start-up loan was presented. The loan was small, and a small space was rented. A not so small menu was developed that featured common Brazilian street foods such as Pão de Queijo, and Açaí. After much renovation an unused room was transformed, and a little Brazilian cafe was opened April, 2019 in Brookings.

Like any new business, there were ups and downs the first year. Presenting a whole new cuisine to a small coastal town, securing exotic ingredients, and promoting a previously unknown business location were challenges. When the COVID crisis hit before the first-year anniversary, community members were quick to step-up and offer support through word-of-mouth promotion, buying gift certificates, and inviting their friends for lunch.

As mentioned, Tropicália, the cafe, was opened ahead of the original business plan and this meant improvising in some areas of business operations. With the completion of the second year, and a continuing growth in sales, it was time to solidify some of the foundational aspects of the business. Bingo! CCD Business Development announced an expanded option for technical assistance. As we approach our third year anniversary, we are extremely grateful for not only the assistance provided through CCD, but for the knowledge and resources that were shared throughout the technical assistance. We know that the support provided is an integral part of the stabilization of our new business that navigated through COVID, and in establishing a small cafe in Brookings for the long run.



SMALL BUSINESS

FINANCE FAQ

U.S. Small Business Administration Office of Advocacy Article Here: **[Small Business Finance Faq.](#)**

FEATURED QUESTIONS:

1. Why do small businesses seek financing?

Small businesses borrow mainly for four reasons: to start a business, purchase inventory, expand, or to strengthen the firm's financial health. Firms choose different means of financing depending on the intended purpose.

3. Where does small business financing come from?

Business financing comes from numerous sources categorized either as internal (family and friends/ personal savings) or external (bank loans). Existing businesses often use retained business earnings. 77% of businesses used business earnings as their primary source of funding in 2019, compared with 64% in 2016.

9. How much debt do small businesses carry?

The amount of debt that a business carries differs with age, size, and industry of the firm. According to the 2021 Small Business Credit Survey, 79% of all small employer firms and 59% of non employer firms had an outstanding debt in 2020. The majority of young firms are likely to have less debt compared with established firms.

16. What is the default rate for small business loans?

The default rate for small business loans remains low according to PayNet's index. The year-to-year small business default rate declined from 3.3% in October 2020 to 2.1% in October 2021.

Our DEI Commitment: CCD is committed to building and enhancing a positive impact on our communities, region and state. This requires our team to reflect on equity and inclusivity so we can learn from the broadest perspectives. We recognize that race and gender are historical markers of diversity, especially in traditionally conservative communities. However, we further believe that diversity includes categories such as age, disability, nationality, intellectual perspective, socioeconomic background, religion, sexual orientation, and gender identity. Inclusion encompasses empowering the voice of all members of a community.



FINANCE DEPARTMENT REVOLVING LOAN FUNDS

CCD IN-HOUSE REVOLVING LOAN FUNDS:

Eligible projects can be located in Coos, Curry, Douglas, Jackson, Josephine, and a portion of Lane counties.

These programs were created to assist with business financing when other financing is not available or a traditional lender is looking for a partner to assist their client.

Eligible project costs include: land & building costs, leasehold improvement costs, equipment, inventory, and working capital. The collateral pledged must adequately secure the entire loan.

CCD often takes on higher-risk loans, such as a start-up business venture. While this alternative loan program may be more accessible to a wider group of borrowers, CCD does not compete with banks; but rather our programs compliments their financing options so that local businesses can start and grow.



COMMUNITY DEVELOPMENT DEPARTMENT

CCD supports and coordinates community and economic development activities within the region. By maintaining excellent working relationships with Business Oregon, USDA-Rural Development (USDA-RD), Department of Environmental Quality (DEQ), and the Economic Development Administration (EDA), CCD can identify priority economic development project needs and assist local governments in applying for grants, loans, and other funding sources. The Community Development Department provides assistance that allows communities to revitalize, expand or upgrade their physical infrastructure to attract new industry; encourage business expansion; diversify local economies; and generate or retain long-term, private sector jobs.

How Can We Help You...

- Project Development - We will help find project funding.
- Labor Standards & Project Monitoring - We have an experience staff.
- Funding Applications - We can help with completing funding applications.
- Assist with "New Business" Development - We will help you or refer you to our partners.
- Tax Abatement - We manage all 10 Enterprise Zones located in our service region.

BRANDI MEDEIROS

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JANET TIDRICK

Community Development Technician
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JEANELL FIPPS

Loan Servicing/
Community Development Tech
541-756-4101 x4
j.fipps@ccdbusiness.com



City of Winston
Snow Street



Canyonville WWT

SBA 504 LOAN PROGRAM

Small Business Administration (SBA) 504 loans are great for small business owners or entrepreneurs looking to start or expand their business.

Obtaining an SBA 504 loan is a smart business decision in any economy, but now is the time to capitalize on historically low interest rates and ensure the success of your investments for years to come.

Of course, low interest rates are only one of the many advantages of SBA 504 loans. Besides being the only loans in the country backed by the U.S. government, they offer many benefits, especially appropriate for businesses struggling due to the challenges such as having to cease operations or cut back on staff because of the COVID-19 pandemic.

If you have been thinking of applying for an SBA 504 loan, there is no better time to act. CCD Business Development Corporation can provide SBA 504 loans for projects located in Oregon.

SBA 504 RATES MARCH 2022

25-year	3.92%
20-year	3.76%
10-year	3.80%

CCD'S LENDING TEAM

Michele Laird
Business Finance Manager
(541) 756-4101 X 3
m.laird@ccdbusiness.com

Louie Robida
SBA 504 Loan Officer
(503) 789-8191
l.robida@ccdbusiness.com

CCD'S UNITY LENDING PARTNERS

LCOG
Dan Betschart
Program Manager
(541) 682-3359
dbetschart@lcog.org

OCWCOG
Sandra Easdale
Senior Loan Officer
(541) 924-8460
seasdale@ocwcog.org

MWVCOG
Alison Boswell
Loan Officer
(503) 540-1612
Aboswell@mwvcog.org

FINANCE DEPARTMENT

FEATURED LOAN PROJECTS

CCD IN-HOUSE RLF PROJECT:

Azimuth Directional Drilling, Inc.

399 Grouse Butte Lane

Roseburg, OR 97470

541-637-0833

facebook.com/Azimuth-Directional-
Drilling-INC-605334309989176

The logo for Azimuth Directional Drilling Inc. features the word "AZIMUTH" in a large, bold, stylized font with a metallic or 3D effect. Below it, "DIRECTIONAL DRILLING INC" is written in a smaller, clean, sans-serif font. The background of the logo is dark, and the text is light, creating a high-contrast look.

SBA 504 PROJECT:

IJP LLC

New Hope Counseling of Albany, LLC

dba North Albany Wellness Center

938 8th Avenue SW

Albany, OR 97321

(541) 760-2197

www.northalbanywellnesscenter.com



ABOUT CCD

CCD Business Development Corporation (CCD) is a private non-profit corporation formed in 1971.

CCD was designed by the three-county region of Coos, Curry, and Douglas not as a replacement for the individual county development efforts, but as a focal point for economic development in the region. CCD is recognized by the U.S. EDA as an Economic Development District (EDD).

In 1981, CCD expanded their financial services. The U.S. Small Business Administration designated CCD as a Certified Development Company (CDC) enabling CCD to begin helping businesses with SBA financing programs.

While SBA 504 loans are designed to help small businesses finance the purchase of fixed assets, they are also a valuable economic development tool since small business expansion benefits communities through job creation, business growth and increased tax revenues.

WE WANT YOUR BUSINESS!

A CDC is a nonprofit organization certified by the SBA to provide 504 loans to small businesses. Nationwide, there are 260 CDCs. Some only make 504 loans; others offer a range of programs to help small businesses. A CDC receives certification to operate statewide, and with approval from SBA, can be given certification to serve multiple, contiguous states. A CDC operates under the leadership of a board of directors who are drawn from the service area.

CCD'S TEAM IS READY TO SERVE YOU AND YOUR CLIENTS

**Visit our website or contact us today
to learn more!**

WWW.CCDBUSINESS.ORG

Coos Bay Office (541) 756-4101

Roseburg Office (541) 672-6728

Gold Beach Office (By Appointment Only)