COMING IN 2016

Loans for Small Manufacturers: A $250,000 loan program to help small manufacturers increase their revenue and grow jobs. Oregon has about 3,300 manufacturers and 79 percent of them have 20 or fewer employees. When they look to expand, these small companies often don’t qualify for traditional commercial loan programs.

Rural Entrepreneurs: A $250,000 initiative to support new rural entrepreneurship programs that drive economic opportunity for all Oregonians. The program will work with non-profit and public agencies to expand seed capital and mentor opportunities available in rural communities.

Food and Beverage Roadmap: Food and beverage industries (think Tillamook Cheese and Oregon pinot noir) are one of Oregon’s most promising growth sectors. The expanding middle class in developing countries, such as China and Brazil, provide unique opportunities for Oregon’s high-value food products. The Food and Beverage Roadmap will provide a thoughtful business plan to help the industry take advantage of global market opportunities. The Roadmap will be completed in mid-2016.

Innovative Financing for Startups: A $5 million program to support small, young companies that often struggle to find conventional financing. The Small Business Expansion Program provides an alternative to conventional debt and equity financing by allowing businesses to make periodic revenue payments as a percentage of net sales, combined with traditional monthly payments. We’re now accepting loan applications.
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**SMALL BUSINESS INNOVATION // Energy Storage Solutions**

The Portland startup earned a $75,000 matching grant to support its research into next generation energy storage for solar and wind power. Energy Storage Solutions also won grants through Oregon BEST and the Small Business Innovation Research program and raised $3.2 million in venture capital to start large-scale battery production. Energy Storage Solutions was among five companies that received SBIR matching grants in 2015 to support Oregon's small business innovators.

“We are developing the safest and cleanest battery technology that efficiently stores energy from renewable sources such as sun and wind and, as a result, allows significant increase of renewable energy penetration to the grid.”

*Julia Song, Founder and Chief Technology Officer at Energy Storage Systems*

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**RURAL ECONOMIES // D.R. Johnson**

The family-owned company from Riddle became the nation's first supplier of certified structural wood product known as cross-laminated timber, or CLT. The massive panels of engineered wood are used to build taller wooden buildings. Governor Kate Brown approved a $100,000 loan to offset the fixed costs of building out the company's new production line. In 2015 D.R. Johnson made CLT panels for a project at Western Oregon University and a mixed-use building in Portland.

“Our company has historically embraced opportunities presented by new technology and markets. We're proud that, working in collaboration with key partners, we have achieved this milestone.”

*Valerie Johnson, President of D.R. Johnson*

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**EXPORTS // Metolius Climbing**

Business Oregon secured $450,000 in federal grants in 2015 to expand its export promotion program to help small business grow their sales overseas. Business Oregon reported $116 million in export sales in fiscal year 2015, six times the agency's target. Metolius Climbing used the program to showcase its products in Germany and closed significant sales at the show.

“The export assistance program enables small Oregon businesses to expand into international markets with confidence by offsetting some of the costs that make these trade shows prohibitive.”

*Chip Miller, Global Sales Director of Metolius Climbing*
In 2015, Governor Kate Brown announced a statewide Trade & Logistics Initiative to help small businesses continue to move their products to global markets. Business Oregon co-hosted six summer workshops to hear from small business owners and is now working on a set of recommendations to present to the 2016 Legislature. Our partners on the initiative are: the Oregon Department of Agriculture, the Port of Portland and the Oregon Department of Transportation.

Roseburg Public Schools won a $1.5 million grant through the Seismic Rehabilitation Grant Program to expand its high school gym renovation to be earthquake safe. "The grant will leave us with a beautiful gym that's also safe for our 1,600 students, staff and parents," said Cheryl Northam, chief operations officer at Roseburg Public Schools. The district plans to apply for another grant in Business Oregon’s $205 million program in 2015-17.

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