

BizTips...ENews

Small Business Development Centers

Blue Mountain Community College and Eastern Oregon University
Members of the Oregon BizCenter Network www.bizcenter.org



For all your business needs—make us your first stop!

We Serve:

Baker, Grant, Morrow,
Umatilla, Union and
Wallowa Counties

Websites:

www.bizcenter.org
[www.bluecc.edu/
businessindustry](http://www.bluecc.edu/businessindustry) and
www.eou.edu/sbdc

Our office hours vary, we recommend you call prior to visiting any of our office locations.

EOU La Grande

1607 Gekeler Lane
(541) 962-1532

BMCC PENDLETON

2411 NW Carden Ave. M-11
(541) 276-6233

BMCC HERMISTON

980 SE Columbia Dr.
(541) 567-1800 x3341

BMCC BAKER CITY

3275 Baker Street
1-888-441-7232

By Appointment Only

BMCC MILTON-FREEWATER

311 N. Columbia
1-888-441-7232

By Appointment Only



Small Business Week : April 21—25



The Small Business Development Center staff salutes those small business owners in our communities who provide us with products and services that add a special quality to life here in eastern Oregon.

Each year the President of the United States issues a proclamation calling for the celebration of Small Business Week. Annually, National Small Business Week is sponsored by the U.S. Small Business Administration (SBA). The celebration honors the estimated 25.5 million small businesses in America. During National Small Business Week ceremonies, the SBA announces the National Small Business Person of the Year, selected from state winners.

Trade associations, chambers of commerce and business organizations frequently sponsor candidates for the awards, although anyone is free to make a nomination. *We'll be soliciting for nominations this fall for the 2009 award.*

Continued on page 4...

Did You Know?

- ⇒ Small Businesses employ more than half the country's private work force?
- ⇒ Small businesses create three of every four new jobs?



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April 2008



**Featured Business for April:
SIMTEK CONTROLS, LLC
Stanfield, OR
Phone: (541) 289-4888**

SIMTEK Controls, LLC is a manufacturer of industrial controls for food processing plants, municipalities -water control systems and other businesses that have a need for automated controls in their manufacturing processes.

The business was started 1997 by Dennis and Kim Simmons and operates out of a separate facility at their personal residence located in rural Stanfield, Oregon. Dennis bootstrapped the business into existence by moonlighting while employed by Lamb Weston. Over time his spare time business became so overwhelming that he decided that it was unfair to his employer and decided to strike out on his own.

When Dennis informed his wife Kim of his decision she was in agreement, but secretly worried about the prospects of losing the security of a paycheck. Her worrying caused Kim to become physically ill with ulcers, however, after a time she recovered and has become a devoted partner to her husband and their enterprise.

A substantial portion of the company's business has been generated by subcontracting for a competitor located on the west side of the state. This strategy has helped the company gain a foothold in the marketplace, add two new employees and generate demand for their product.

Dennis's ability to produce the software as well as the hardware provides SIMTEK with a competitive advantage over other manufacturers who must rely on subcontractors to provide the software.

Kim enrolled in the Small Business Management Program at Blue Mountain Community College in 2007. She believes that the program will provide her with necessary management skills to help her and Dennis manage and grow the business.

The Small Business Management Program is a unique multi-dimensional learning experience that is convenient (a portion of the class sessions are on line from the comfort of your office or home) and inexpensive. This is not your typical college course. It's designed for the busy business owner or manager. No term papers or tests, just productive, targeted learning!

For more information call toll free, 1-888-441-7232.

"The SBDC is partially funded by the U.S. Small Business Administration (SBA). SBA's funding is not an endorsement of any products, opinions, or services. All SBA funded programs are extended to the public on a nondiscriminatory basis.

Special arrangements for handicapped individuals will be made if requested in advance.

Contact the SBDC toll free, 1-888-441-7232.





*BizTips: Art Hill, Vice President BMCC Customized Training and Small Business Development Center. To read recent articles go to www.bluecc.edu/businessindustry and select BizTips Articles.
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Information at Your Fingertips

Used to be – less than ten years ago – if you needed information or advice for your business, you had only a few options. You could attend a expert's seminar, read a book, visit a reference library, or talk with an experienced (and trusted) fellow business owner. All these options took time, and some were expensive or unavailable.

It's still good to talk with an expert like the ones at your Small Business Development Centers. But now you can turn to the Internet for guidance, and sometimes for a complete solution. Even the experts tell you to check the Web first.

Of course, you can always "Google" almost any topic, but unless you're really good at specifying the right search keywords, you might get a blizzard of related but useless stuff. A good reference librarian can help you search quickly and effectively. At least you'll be able to ask smarter questions.

Here are a few Web pages you can use for targeted business information.

The Oregon Small Business Development Center Network site <http://www.bizcenter.org> is being completely updated for re-release in January, but even the current version has good business basics like the "BIZ TOOLS" worksheets for standard financial analysis.

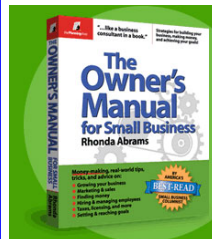
Some newer sites really shine. Visit <http://bizstats.com/index.asp> to generate a standard financial statement for your type of business. For example, select "Retailing – Restaurants and Drinking Places" and enter your approximate annual gross revenue. Up pops a typical financial statement that includes average profitability and expenses for similar businesses across the country.

Interested in finding funding for your business? Go to <http://sbdnet.utsa.edu/SBIC/finance.htm> and click on "Finding Financing for your Business." Despite a couple of broken links, the same site also has good information on valuation of your business for sale or acquisition.

Finally, let's look at a site that clearly and simply explains when a person can be paid as an independent contractor, and when you must hire them as an employee. Start at <http://www.irs.gov/businesses/small/index.html> then click on the first topic, "Self Employed Individuals or Independent Contractors." Then click on "Who is Self-Employed?" Not only will you find the IRS definition of an independent contractor, there's even a link "[employees vs. independent contractors](#)" in the last paragraph for more detail.

If information is important to your business and time is money, you can now have more of both – right at your fingertips.

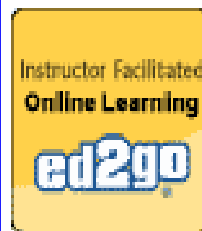
HOT BizBook For April...



Your car came with one. Your DVD came with one. Even your toaster came with one. But the single most costly, complicated thing you own—your business—came with nothing more than a stack of business cards and a dream.

The Owners Manual for Small Business
Bookstore Price \$19.95

Author:
Rhonda Abrams



EDUCATION TO GO ...

For the person on the go!
www.ed2go.com/bmcc

From the comfort and convenience of your own home or office, you can acquire valuable new skills. **We now offer over 200 courses!** All courses require Internet access and e-mail. **Courses start once a month (usually the 3rd Wednesday) and run for six weeks. Classes are never canceled for low enrollment or lack of space!** Once a lesson is released, you will have access to it throughout the six-week course, 24 hours a day, seven days a week. All courses are non-credit, however, we transcript all hours and courses as proof of completion. Call (541) 276-6233 or toll free, 1-888-441-7232.

Courses Include: Business Start-Up, Web-Page Design, Sales, Computer Software Programs, Grants, Marketing, and many, many more!

Continued from page 1.....

Selection criteria for Small Business Persons of the Year are:

- Staying power: a substantiated history as an established business.
- Growth in number of employees: a benchmark to judge the impact of the business on the job market.
- Increase in sales and/or unit volume: an indication of continued growth.
- Current and past financial reports: substantiating the improved financial position of the business; a profit-and-loss statement and balance sheet for the last three complete years.
- Innovative product or service: illustration of the creativity and imagination of the nominee.
- Response to adversity: examples of problems faced in the nominee's business and the methods used to solve them.
- Contribution by nominee to aid community-oriented projects: through the use of his/her personal time and other resources.

For more information, log on: <http://www.nationalsmallbusinessweek.com>

Northeast Oregon Economic Development Department Announces Entrepreneurs of the Year Awards for Baker, Union and Wallowa Counties: *Website, www.neodd.org*

Jeremy Thamert, founder of Oregon Power Solutions in Baker City, Greg Barreto, founder of Barreto Manufacturing in Union County and Kathy Shoemaker, owner of The Cougars' Den in Wallowa were named NEOEDD's first Entrepreneurs of the Year. The entrepreneurs received awards for recognizing opportunities, taking calculated risks and building a successful business around the recognized opportunity.

Jeremy Thamert received his award as part of the Baker County Chamber of Commerce awards early in January. Jeremy started Oregon Power Solutions in 2003. Oregon Power Solutions is a consulting firm that provides everything a land-owner or developer would need to determine if a wind-farm is feasible. The company owns and installs meteorological towers, collects wind data, conducts feasibility studies, prepares environmental impact statements and completes financing packages for agencies such as US Rural Development. The company recently attracted a substantial equity investment and is poised to grow and capitalize on the numerous tax credits that are available to support the development of green energy. In the future, Oregon Power Solution plans to develop its own wind farms.

Greg Barreto received his award at the PubTalk™ in LaGrande at Foley Station on Feb. 28. Barreto started his world-famous brand of rototillers in his Salem-area garage in the 1980s. He moved to Union County in 1987 and currently employs about 60 people. Barreto Manufacturing is recognized for innovative design and quality products. Their products are sold nationally, primarily to the rental yard industry. Greg Barreto is known for his character and the value he places on people – especially his employees.

Kathy Shoemaker received her award at the PubTalk™ in Enterprise at Terminal Gravity on Feb. 27. Shoemaker purchased a video and pizza business in Wallowa two years ago. She has turned the business around and expanded services including catering meals for WHS. She is recognized for her home-made pizza dough, hospitality, and involvement and support for community events.



PubTalk™

Coming to Hermiston and Pendleton in May

Page 5

Entrepreneurs, investors, business leaders, and service professionals are invited to attend “PubTalk™ on **Tuesday, May 20th in Hermiston** at Ye Olde Pizza Shoppe and on **Thursday, May 22nd in Pendleton** at Elvis’ Bar & Grill @ the Pendleton Airport. Both events are from 5:00 – 7:30 PM.

PubTalk™ is an informal event that includes time for networking, a presentation by a keynote speaker and “pitches” to the audience by companies most commonly seeking advisors, capital investment or wanting audience input on ideas how they can grow their company. The keynote presentation will be information regarding “***The Oregon Growth Account***” by Stan Timmerman who is a member of the OGA board. He will make the presentation at both events.

The purpose of the Oregon Growth Account is to earn returns for the Education Stability Fund by making investments in or providing seed capital for emerging growth businesses, in Oregon, through external general partners.

The keynote will be followed by brief presentations by two local companies.

The cost of the event is \$10 in advance; \$15 at the door and includes snacks and the program. If you **bring a business colleague**, that individual is admitted for FREE. To RSVP for both locations call Jill at 1-888-441-7232 or email sbdc@bluecc.edu.

PubTalk™ is sponsored by the Greater Eastern Oregon Development Corporation, the Greater Hermiston Chamber of Commerce, the Small Business Development Center and the Pendleton Chamber of Commerce in partnership with the Oregon Entrepreneurs Network.

It is the policy of the Blue Mountain Community College Board of Education and School District that there will be no discrimination or harassment on the grounds of race, color, sex, marital status, religion, national origin, age or disability in any educational programs, activities or employment. Persons having questions about equal opportunity and nondiscrimination should contact the Executive Assistant to the President at 103 Pioneer Hall, Phone 541-278-5951 or TDD 541-278-2174.