Meeting Your Need For Accessible Credit

Who says small businesses must have collateral and a long history of profitability before they can qualify for business financing?

Not Bank Of America.

We provide business financing that's designed specifically with small businesses in mind.

This financing was developed in response to a specific need identified in the market-place: The need among small businesses -newer businesses, especially - for loans and credit lines that don't require collateral or a long history of profitability.

Advantage Business Credit gives small businesses the opportunity to borrow from $2,500 to $50,000 unsecured. For many small businesses, this can mean the difference between accessing the funds needed to take advantage of growth opportunities, or missing these opportunities altogether.

Example: A small printing outfit's biggest competitor is going out of business and holding a "firesale" of all its equipment, including a small specialized press that would enable the printer to bid on more jobs and thus expand the business. The printing company could buy the press for $40,000 if it had the cash on-hand, but it doesn't. And since the company has only been in business for two years, it doesn't yet have sufficient collateral or a long enough history of profitability to qualify for many types of bank loans.

With Advantage Business Credit, the printer could access immediately the $40,000 needed to acquire the printing press.

Loan or credit line - it's up to you Advantage Business Credit can take one of two forms: Advantage Business Credit Loans and Advantage Business Credit Lines. An Advantage Business Loan would be appropriate for infusions of permanent working capital, equipment purchases, and improvements to your premises. It can provide up to 100% financing and there are no pre payment penalties or balloon payments. Loan amounts range from $2,500 to $50,000.

Other BofA financing programs

In addition to our Advantage Business Credit program, Bank of America offers a full range of business financing programs, including:
- **Lines and Loans over $50,000**
- **Commercial Real Estate**
- **Letters of Credit**

An Advantage Business Credit Line can be used for a variety of financing purposes: to fill temporary cash flow gaps, take advantage of supplier or trade discounts, finance receivables, or for seasonal working capital. It's an open-ended line of credit, which means it does not have to be repaid in full once a year as long as the business remains in good standing. Credit lines range from $10,000 to $50,000.

As financing needs grow, many small businesses move on to larger credit lines. But for most small businesses that are relatively new, it's nice to know that a small unsecured credit line is there when you need it.

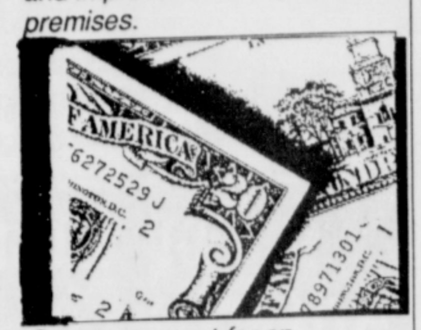
Most importantly, Advantage Business Credit puts you in control. The minimum monthly repayment is only 2% of outstanding principal plus interest, so you have the flexibility to draw down and repay your credit line according to your business' cash flow needs - and you can do so via a tool-free phone call. Remember. Any principal payments you make replenish your available credit, and interest is charged only on the amount of funds that are borrowed.

QUICK AND EASY CREDIT APPLICATION AND FAST ACCESS TO FUNDS

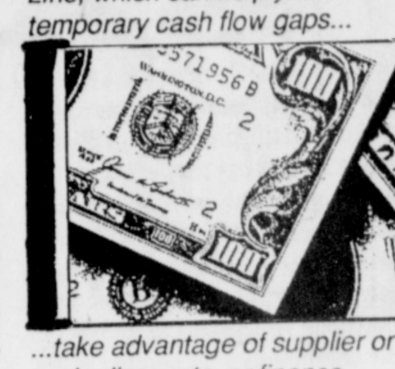
Apply for Advantage Business Credit is quick and easy. Approval requires no collateral and only two consecutive years of business profitability. Once your credit application is approved, you'll receive fast access to your loan or credit line. There's no need to come back into the bank for any more paperwork - we'll simply mail you a copy of the credit disclosure.

Advantage Business Credit is just one of many BofA loan products that are tailored to meet the special needs of small businesses. To find out more about this or any other BofA business financing program. Please visit your nearest BofA branch.

With an Advantage Business Loan from BofA, you can access up to $50,000 unsecured for infusions of permanent working capital, equipment purchases, and improvements to your premises.



Or, you may opt for an Advantage Business Credit Line, which can help you fill temporary cash flow gaps...



...take advantage of supplier or trade discounts, or finance receivables.

One Handicap Benefits Others

A Portland woman seeking to accommodate the limitations of her own handicap has created a business which is bringing work to the many workers with disabilities at Edwards Enterprises, a Hillsboro corporation. Carolyn Buck, who hastened into retirement by severe back problems, decided last Christmas that she could and would no longer endure the physical discomforts of hours of gift wrapping for her family. Reluctant to spend the time, effort and money required by this annual chore, Buck made several dozen colorful and reusable fabric gift bags. Even before Christmas, friends and family had endorsed her earth friendly products, encouraging the 64-year old retiree's re-entry into the business world.

In a job with hours and tasks tailored her limitations, Carolyn Buck founded a company called Presentations to share her back-saving, money-saving, earth-saving fabric gift bags with others who cannot or no longer wants to spend the time and money to warp gifts in boxes, paper, tape and ribbon. When she needed help to assemble her colorful Santa Sack gift bags into assortments for marketing, Buck sought out and engaged the services of Edwards Enterprise, a division of the Edwards Center which is a private non-profit corporation providing a variety of residential, employment and alternative to employment options to adults with developmental disabilities. This entrepreneurial business which provides job coaching to assure skill development and stable placement for its workers is no simple fold and wrap operation. Edwards Enterprises offers labelling, blister packaging , bulk, mail preparation, collating/stapling, small parts assembly, shrink wrapping, hot gluing, heat sealing, packaging, sorting, corrugated packaging and assembly.

Because the Jewish holiday of Hanukkah falls in the same season as Christmas and has its own gift-giving tradition, Buck Created a special Hanukkah Handsel collection of gift bags in the blue and white colors of that holiday. This was not merely an ecumenical gesture for many Christians wish to present gifts to their Jewish friends but choose not to use the traditional Christmas wrappings or Buck's new colorful Christmas wrappings or Buck's new Colorful Christmas print fabric gift bags.

Created from distinctive 100% cotton print fabrics, each gift bag sold by Presentations has a color-coordinated drawcord and specially created gift tag, making gift wrapping and labelling as easy as tying your shoe! In addition to saving their users time, money and energy, the use and re-use of the fabric gift bags eliminate the customary waste and mess of discarded paper, ribbons and boxes, as well as the possibility that a gift may inadvertently be lost among the cast out debris. Presentations is located at 811 E. Burnside, Suite 216, Portland, 97214, may be reached at 235-6965 and its products may be seen at the upcoming Magic of Christmas gift show at the coliseum on November 4 through 7 as well as other holiday bazaars and shows throughout the northwest.

Oregon Does It Again, Workers/Comp. Premiums Fall

Oregon employers received a surprising gift, yet another drop in average workers' compensation rates. The 1994 statewide average reduction of 4.3 percent was announced by Department of Consumer and Business Services Director Gary Weeks at a Portland news conference. It's the fourth reduction in many years. The new premiums will save Oregon employers an estimated $25 million dollars compared to the current year. Since most employers must purchase workers' comp., any drop in rates quickly spreads through the economy. Twenty-five million dollars would pay wages for 840 industrial jobs or a basic health care package for almost 19,000 workers for a year, Weeks approves the rates in his capacity as Oregon Insurance Commissioner.

Weeks said, "After the reductions of 11.4 percent for 1993, 11.0 percent for 1992 and 12.2 percent for 1991, we thought we had wrung just about every possible savings out of the workers'comp system. I'm delighted to say we were wrong about that." From Salem, Governor Barbara Roberts added that "the additional improvement is a tribute to Oregon's employers, workers, and government working together to improve safety and health, and to Oregon's reform laws."

Weeks pointed to the construction industry as a bright spot. Its average rate will drop more than 10 percent in 1994. The Economic Development Department, the Portland Development Commission and other business recruiters have confirmed that Oregon's workers' comp. system is one of the state's major assets in attracting new jobs to Oregon and retaining existing ones.

However Weeks cautioned that "the state will have to stay extremely vigilant to keep a lid on workers costs in the future." Weeks said additional Oregon OSHA safety consultants approved by the 1993 Oregon Legislature will help. He predicted the next challenge will be more medical cost containment.

The Workers Compensation Division is considering development of medical utilization and treatment guidelines that would make sure injured workers receive quality cost-effective care, but not unnecessary care.

Governor Roberts said, "Oregon has become the national model for workers' compensation. The reforms created a win-win situation where individual workers suffered fewer injuries and illnesses, while employers saw premium rates drop. Maximum benefits to workers also increased. This has made Oregon more attractive for new business."

MERC Seeks Ideas To Plug Fund Gap

Financial stability is the aim of a business plan that was launched by the Metropolitan Exposition-Recreation Commission (MERC) at the Oregon Convention Center. "We have some pretty serious challenges ahead," said MERC Chair Sam Brooks, "For example, the funds which support the Civic Stadium and the Portland Center for Performing Arts may be gone within two years. Are there some creative ideas out there can help us meet the bottom line and still serve our community?

To find those creative ideas, MERC will invite over 50 regional-civic and business leaders to contribute their expertise to a planning process. In addition, Chairman Brooks and General Manager Pat LaCrosse plan to speak to civic groups throughout the region about MERC and its business plan.

During the next four months, many public sessions are scheduled to analyze the business of each MERC facility, to identify issues, brainstorm ways to cut costs, increase business and improve service to the community. The MERC facilities include the Oregon Convention Center, Civic Stadium and the Portland Center for Performing Arts. In addition, the Multnomah County Expo Center is scheduled to be transferred to MERC via a pending consolidation agreement between Metro and Multnomah County.

Commissioners Brooks, Cliff Carlsen, Richard Arees, Mitzi Scott and Richard Waker will host a buffet breakfast to kick off the development. The invited leaders will hear about MERC's business plan and will have a chance to discuss the development process. Members of the public may be seated in the audience during the presentation.