

Entrepreneurs of the Month: Reyn & Liz Leno



This month, Reyn and Liz Leno, who own *R&L Janitorial*, are Entrepreneurs of the Month. Their business is so new, they only have one client...The Confederated Tribes of Grand Ronde.

Every evening they do the janitorial office work after everyone has gone home, plus one major clean-up on Sunday. Liz works for the Tribe during the day as a Floater, (someone who helps out different programs as needed) and Reyn also works for Zimbrick Logging. Between the two of them, they have three full-time jobs.

Reyn explained their reasons for starting up the business. "This business is a chance for a new opportunity. Lots of people in the timber industry are looking towards other things, because they're unsure of their future." Liz says she won't quit her position with the Tribe they decide to pursue more clients, because Reyn wants to run the business. He started the Economic Development ONABEN Greenhouse class, but didn't have the chance to graduate. Economic Development has helped them in other ways, though.

"We already had the money we needed to buy supplies and things for the business," said Reyn. "But the Tribe helped us with our taxes and paper work. They set everything up on computer. Plus it's a lot easier to go through (Economic Development) because they can help you with your permit, licences, and liability insurance."

Added Liz, "It's also a lot easier having our checkbook on computer. If anyone ever needs to see our finances, it's all right there. We don't have to keep papers sorted and organized."

The Lenos cited another reason for exploring the possibilities of this business: spend more time with their kids. "Our son Shonn will be going off to college. We can attend some of his wrestling matches during the day," explained Reyn.

"Our kids are a big part of the job. They come out and help us for extra money. For the future, the hours we work would allow us more time to spend with them."

Conley Receives Recognition

Oregon Native American Business and Entrepreneurial Network (ONABEN), was first conceived by Business development branch manager Mitch Conley after he began working for the Tribe. Mitch's first call to action after being hired by the Tribe was to plan and implement tribal business development projects. Soon after he began in his position, tribal members began calling for assistance with other personal business projects. Mitch discovered early on that there was a great need for business planning and financing assistance for Grand Ronde tribal members, and one of his solutions to the problems resulted in the formation of ONABEN. ONABEN is a coalition of four Oregon tribes—Grand Ronde, Siletz, Warm Springs, and Klamath, who came together and provided funding and expertise to ONABEN. ONABEN offers one-on-one counseling, Greenhouse Business development classes, and Advanced Management training for Native Americans.

Mitch served as the Chairman of the Board during ONABEN's first year of operation, and in February, 1993 the Board presented him with a plaque recognizing him for his efforts in creating and enhancing their endeavors. Congratulations to Mitch on a job well done! Keep watching in the newsletter for more services offered by ONABEN.

Computer Training Available

The Small Business center in the Economic Development office is offering a variety of Computer training classes in May. Classes are open to all tribal members and their families. Registration is limited to three people per class, call Debby at 1-800-422-0232 to reserve your space. Don't forget that the computer lab in the Small Business Development Center is open during regular business hours Monday through Friday and Tuesday evenings. The center is available for business correspondence, school projects, and practice. We have several games—if you are unsure of your computer skills, stop by and play a little bit.

Business Development Seminar "Cash Flow Management"

Do you one of the top reasons why businesses fail? Insufficient cash planning! On Tuesday, May 18, come to the Tribal Community Center at 6:30 P.M. for a session on "Cash Flow Management". Elaine Moore, Business Development Specialist, will educate seminar participants on what cash flow management is, how it affects your business, and how to plan for "cash down times". If you currently operate a business, this seminar could help you stay in business. If you are planning on owning your own business, this information presented in this seminar can ensure that your business will grow and prosper. Remember that all of our seminars are open to the public, so bring your friends and family. For more information about the seminar, please contact Debby Childers 1-800-422-0232.

Greenhouse Classes To Begin

ONABEN's ten-week Greenhouse Business development classes will begin again in May. There will be a four-week introductory session before the ten-week class begins. Classes will be offered in Salem and Portland. The exact dates, places, and times have not been determined, but if you are interested, call Debby Childers (1-800-422-0232 or 879-5211). Debby will contact you once the date and times have been determined. Registration began the 19th of April, so hurry and call. ONABEN Greenhouse classes give an overview of the business planning process. If you think you may be interested in owning and operating a business, the class is a good opportunity to learn what is involved.

ONABEN will be offering an Advanced Greenhouse class for those who have graduated from the first classes. These classes are scheduled to begin in May. Again, call Debby for more information.



**SMALL BUSINESS DEVELOPMENT CENTER
SERVICES:**



Fax Service
Computer Lab
Library--Magazines, books & videos
Phone Message Center
Mail Center
Phone Service
Photocopy Service
Business Planning & Management Assistance
Training in Management & Computer Usage

Location:
9615 Grand Ronde Road
Grand Ronde, OR 97347
at the Economic
Development/Planning
Modular

Hours:
Monday thru Friday 8:00 am
to noon & 1:00 pm to 5:00 pm
Special Tuesday Hours: 5:00
to 9:00 pm

For more information contact Debby at
879-5211 or 1-800-422-0232



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