

Business

Entrepreneur of the Month: Dave Jeffers

By Tracy Olson

Dave Jeffers, of Tucson, Arizona, owns *Whitecloud Moving and Storage*, a company specializing in the distribution of new product household goods and electronics.

Dave has been in the moving and storage business for more than a dozen years, but has owned his own business for just eighteen months.

He said he wanted to do it because he enjoys the challenge of creating a success for himself.

"In this business," he said, "there's a fine line between being successful and going down the tubes."

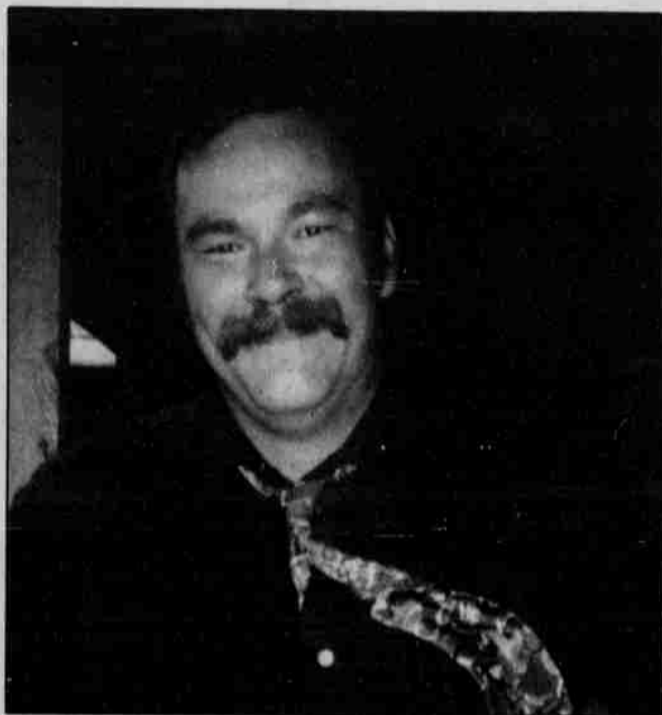
Dave is currently trying to get a BIA loan in Arizona, which would allow him to purchase equipment and have a cash reserve for the future. He's also entering into a partnership with another moving and storage company.

Whitecloud Moving and Storage represents Burnham Van Lines, one of the largest and most respected van lines in the nation. Several of Dave's eight employees are former Burnham workers.

Dave said that he will need to expand soon, because of the large company contracts he's been receiving.

One of the largest, REMCO Corporations, used *Whitecloud* to store and move \$4-5 million worth of electronic household items such as camcorders, televisions, VCRs, and computers.

"I try to remain cost competitive," said Dave. "That's the way this industry works." Being cost competitive is what draws clients to *Whitecloud* over a larger, more well-known conglomerate. He admits his work keeps him busy for about fourteen hours every day, but Dave has a philosophy about hard work: "I believe a person should set out to learn something new every day. If you don't, then that day has been wasted."



Dave Jeffers

Department of Transportation offers financing

Contractors who want to do business with the U.S. Department of Transportation have two new options assisting them in meeting that goal. The Department of Transportation offers:

1. A short-term lending program
2. A bonding assistance program.

The short-term lending program is designed to assist a certified minority, women-owned, and disadvantaged business enterprises in obtaining short-term working capital to finance Department of Transportation contracts. The program offers a revolving line of credit up to \$500,000 to cover accounts receivable for transportation related contracts. Financing is to cover working capital needs, not equipment purchases or other long term uses, refinance of existing debt, payment of non-current taxes or distributions, or payments to stockholders. Loan applicants need to provide:

1. Business financial statements for the past three years, prepared by an independent accountant.
2. Business tax returns.
3. Cash flow projections.

4. Current aging of accounts receivable and accounts payable.
5. Company and contract performance history.

Under the bonding assistance program, the Department of Transportation offers 80% guarantees through participating bonding agents. The maximum bond amount per project is \$1,000,000, and the bond approval and insurance is handled through the surety agents. Bonding assistance program applicants need to provide:

1. Business financial statement from previous year, prepared by an independent accountant.
2. Company and contract performance history.
3. Incompleted contracts schedule.
4. References from banks, suppliers and agencies/contractors.
5. Bid/Proposal solicitations.

Applications for both Department of Transportation programs can be obtained by calling OSDBU, (Office of Small, and Disadvantaged Business Utilization) at 1-800-532-1169 or (202) 366-2852.

Tribal member business registry

Tribal member businesses wanting to bid on projects with Spirit Mountain Development Corporation will need to be registered with the Small Business Development Department of the Tribe. As a registered Grand Ronde tribal business, participants will receive all tribal and Spirit Mountain Development RFPs (request for proposals) and bid requests. (Keep in mind that Spirit Mountain Development Corporation will not accept bids from tribally-owned business not registered.) Small Business Development will assist tribal members in meeting the bonding and insurance requests per bid specifications. Start-up businesses can receive planning assistance to qualify for future tribal business projects. Any Grand Ronde tribal member owned business can register by contacting the Small Business Development staff members: Mitch Conley, Shelley Hanson, Elaine Moore, or Debby Childers at 1-800-422-0232.

Computer class schedule

WORD FOR WINDOWS: Offered August 22, 2-4 p.m.

WINDOWS: Offered August 11, 2-4 p.m.

BASIC COMPUTERS: Offered August 10, 6-8 p.m.

PRINT SHOP DELUXE: Offered August 18, 10 a.m.-noon.

BEGINNING DOS: Offered August 15, 2-4 p.m.

EXCEL: Offered August 18, 1-4 p.m.

All classes held at the Business Development Center. Monthly seminars will be halted until September.

Indian product marketing opportunity

The Intertribal Agriculture Council is offering a "Made by American Indians" Trademark. Eligible Indian products can be marked by the sticker to notify purchasers that the product is Native American made. Initially, trademarks are being used for agricultural products. But in the future, stickers will be available for Indian arts and crafts, and manufactured items. For more information regarding the "made by American Indians" trademark program, call or write: Intertribal Agriculture Council, 100 North 27th Street, Suite 500, Billings, Montana 59191. Phone: (406) 259-3525.

Business loans available to minorities

Cascadia Revolving Fund in Seattle is a non-profit organization lending money to small businesses and non-profit agencies. The maximum loan amount is \$100,000, and loans are short-term (one to five years) with a variable interest rate.

Some of Cascadia's target groups are minority and women-owned businesses, as well as rural small businesses. Loan processing takes three or more months, due to the fact that Cascadia gets involved with the borrower and their business. There is a pre-application process which can be handled over the phone.

You will need to explain the nature

of your business, the amount of your loan, the term you are requesting, the use of the loan proceeds, and possible sources of collateral.

After completing the phone pre-application process, the loan officer will determine if your request meets Cascadia's criteria. If your request is denied, you will be informed of the basis for the decision, and if approved you will be invited to submit a Loan Application Package. For more information about the Cascadia Revolving Fund, contact Small Business Development at 1-800-422-0232, or Cascadia at (206) 447-9226.

Tribal member offers assistance

David Lewis, is a Grand Ronde tribal member interested in helping Native people with credit problems buy property in Oregon. If you are interested in purchasing a house or some property, Dave Lewis is well versed in helping first-time buyers and understands the difficulties associated with attempting to become financially stable. For any questions, call (503) 585-1767.

Sealed Bid Notification

The Grand Ronde Tribe will be conducting sealed bidding for surplus tribal office property August 19. The items will be a variety of used office products: desks, chairs, tables, assorted wall sized pictures, etc.

Viewing of the property will be August 19, from 8:30 a.m. until noon. A list and notification of where the items can be viewed will be posted at the Tribal Administration office. Submit your sealed bid by August 20, 1994, 12 p.m. to the Tribal Purchasing Department. The opening of the sealed bids will be August 20 at 1 p.m. at a designated area. Notification to highest bidders will be on site by 2 p.m. of the same day, and all property needs to be picked up by 5 p.m. on August 20. Any questions regarding the items for bid, please contact Patti Grosser of the Purchasing Department, 1-800-422-0232.