

Business

Monies available for businesses

All growing businesses need cash. Finding business financing can be challenging. For those of you looking for a business loan or grant dollars, here's a brief guide to available programs.

Financing Source	Financing Program(s)	Program Requirements	Terms	Contact Person
Bureau of Indian Affairs	Loan Guarantee Program	1) \$350,000 loan maximum 2) Must be 51% Indian owned business 3) Minimum 20% equity in cash or unencumbered assets 4) Applicant must be a member of a federally recognized Indian tribe. 5) Must find a lender willing to make the loan with the guarantee condition.	Terms are defined by the lender.	SBD Staff or BIA Staff at the Portland Area Office (503) 231-6716
Bureau of Indian Affairs	Direct Loan Program	1) Applicant must be a member of a federally recognized tribe. 2) Finance a "for profit" business that will benefit a reservation economy. 3) \$350,000 loan maximum. 4) Minimum 20% equity in cash or unencumbered assets	Terms are defined by the BIA at the time of loan approval.	SBD Staff
Mid-Willamette Council of Governments	SBA 504 Program	1) To be used for land, buildings, new construction, and equipment. 2) Up to \$1,000,000 or 40% of the project. 3) Should create 1 job for each \$35,000.	10 to 20 year term, the interest rate is approximately the U.S. Treasury Note rate + 1.7%, and loan fees of 2.875%.	John Salfstrom (503) 588-5177
Mid-Willamette Council of Governments	Yamhill County Revolving Loan Fund	1) To be used for land, construction, equipment, and working capital. 2) Business must be located in Yamhill County. 3) Loan limited to 33% of total project amount. 4) Should create 1 job for each \$15,000.	Interest rate is 50% of the prime rate, but not less than 6%, term not greater than 120 months, and 1.5% loan fees.	John Salfstrom (503) 588-5177
Mid-Willamette Council of Governments	Regional Revolving Loan Fund	1) To be used for land, buildings, new construction, equipment, and working capital. 2) Agriculture and manufacturing related businesses in Marion, Polk and Yamhill Counties. 3) Should create 1 job for each \$15,000. 4) \$5,000 to \$150,000 with a maximum of 33% of project cost.	Interest rate is determined by the loan committee with a minimum of 6%. Terms up to 15 years, and loan fees of 1.5%.	John Salfstrom (503) 588-5177
Mid-Willamette Council of Governments	Rural Community Loan Program	1) To be used for land, buildings, new construction, equipment, and working capital. 2) Business must be located in a community with less than 25,000 in Marion, Polk and Yamhill counties. 3) \$150,000 maximum loan up to 50% of project cost. 4) Should create 1 job for each \$25,000.	Interest rate is a minimum of 5%, terms up to 20 years, and loan fees of 1.5%.	John Salfstrom (503) 588-5177
Mid-Willamette Council of Governments	Oregon Business Development Fund (OBDP)	1) To be used for land, buildings, new construction, equipment, and working capital. 2) Business must be in manufacturing, processing or tourism industry. 3) \$250,000 maximum loan or 40% of total project. 4) Should create 1 job for each \$15,000.	Interest rate is 1% above US Treasury securities, term up to 25 years, and 1.5% loan fees.	John Salfstrom (503) 588-5177
ONABEN Financial	Microloan Program	1) \$2,500 maximum loan 2) Can be a start-up business. 3) Loan can be subordinated to collateralize other debt.	\$50 application fee due at the time of application, maximum 3 year term.	SBD Staff or ONABEN 1-800-854-8289 or 243-5015
Small Business Administration	Low Doc Program	1) Can be a start-up business. 2) Business must have average annual sales of less than \$5 million and employ less than 100 people. 3) Other terms and conditions as defined by the lender. 4) Applicant must apply through their local bank/lender.	Interest rates and terms vary based on loan size, purpose, and ability to repay.	Local bank or lending institution.
Cascades West Financial	Microloan Program	1) Aimed at women, low-income, minority and rural entrepreneurs and business owners. 2) Business must be located in: Benton, Clackamas, Hood River, Jefferson, Lane, Linn, Lincoln, Marion, Multnomah, Polk, Tillamook, Wasco, Washington, or Yamhill County. 3) Can be used for machinery & equipment, furniture & fixtures, inventory and working capital. 4) Maximum loan amount is \$25,000. 5) Borrower must have 20% equity.	Interest rate is up to 12.375%, maximum term of 6 years, and the loan fee is \$100 plus additional costs.	Cascades West (503) 757-6854
State of Oregon				

Tribal Business Development Manager Resigns



In April, Mitch Conley, Small Business Development Division Manager, resigned from his position. Mitch was the Division Manager since June 1989, and developed a successful Native American small business development center that is a model for others being organized around the country. Philosophical differences with tribal administration

were cited as his reason for leaving his position.

In addition to his intensive business counseling and training with Grand Ronde tribal members, Mitch also conceived and created Oregon Native American Business and Entrepreneurial Network (ONABEN). ONABEN is a non-profit corporation created by a coalition of Northwest Indian Tribes to address the needs of Native American entrepreneurs. ONABEN currently offers business development training programs aimed at creating successful small businesses, owned and operated by Native Americans. ONABEN began with funds from Grand Ronde, Siletz, Warm Springs and the Klamath Tribe. The Small Business Administra-

tion currently funds ONABEN. It has been instrumental in developing and enhancing over 300 Native American businesses in the state of Oregon.

Mitch was well known by Grand Ronde tribal members for his expertise, and willingness to listen. Several successful tribal businesses were developed with the guidance of Mitch and his staff.

Mitch Conley gave his heart and soul to Grand Ronde entrepreneurs. Mitch's commitment to the Grand Ronde Tribe and its tribal members will be missed. His staff would like to say a warm-hearted "Thank you" to Mitch for his guidance and nurturing. We will miss you, and wish you the best in your travels.

SBD receives a BIC!

The Small Business Administration (SBA) recently awarded the first Business Information Center (BIC) to a Native American group--- Oregon Native American Business and Entrepreneurial Network (ONABEN). BIC provides computer equipment, business reference materials and staff to assist entrepreneurs develop prosperous businesses.

ONABEN's BIC equipment will be divided between Grand Ronde, Warm Springs, and the Klamath Tribe. These are the first SBA sponsored BIC in Indian country. Seattle is the closest BIC location in the Pacific Northwest.

Receiving this equipment and materials is a tremendous opportunity for Native business development. Mitch Conley, former Grand Ronde SBD Division Manager and Patrick Borunda from ONABEN were instrumental in obtaining this for Oregon Native American business development.



Small Business Development staff, clockwise from left: Penny DeLoe, former Division Manager Mitch Conley, Shelley Hansen, Elaine Moore, and Debby Childers. Not pictured: Sam Henny.

Computer training schedule for June

If you are interested in jumping into the "high tech" age, this is your chance. Debby Childers, Administrative Assistant in Small Business Development, offers computer training classes each month. These classes are based on first-come, first serve. All classes are from 2:00 to 4:00 p.m. on days indicated. No fee for tribal members, \$10 fee for non-tribal members. (Coming Soon: classes will be expanded to a four hour format, and the fee will increase to \$50 per class for non-tribal members.)

Please note the new location is the modular building behind Spirit Mountain Development Corp., 28840 Salmon River Highway. To register, please call Penny DeLoe in Small Business Development at 879-2476. If you don't see the class you're interested in, or the times aren't convenient, call Debby or Penny at 1-800-422-0232.

Print Shop Deluxe -- June 2
Beginning Windows -- June 6
Beginning Word -- June 9
Advanced Windows -- June 13
Advanced Word -- June 16
Beginning Excel -- June 19
Intro to P C's -- June 23
Advanced Excel -- June 26
Print Shop Deluxe -- June 30