

Development Center News

Helping Create Joy & Wealth
for Small Business Owners

7726 SE Harmony Rd

Milwaukie, OR 97222

Contact us at

[www.bizcenter.org/
clackamas](http://www.bizcenter.org/clackamas)



Or 503-594-0738

The Clackamas SBDC provides in-depth, confidential, one-on-one guidance to businesses and prospective entrepreneurs at no fee. We can help you assess and create a plan for your business that leads to joy and wealth.



Clackamas BizCenter is a member of the Oregon Small Business Development Center Network and operates in partnership with the SBA and the Oregon Business Development Department

Registration instructions may be found on page 2

Fall 2018

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Kuliti Shriferau Follows Her Dream with the Help of the Clackamas SBDC

Have you met someone who navigates change with quiet calm and remains focused on their vision? This is Kuliti Shriferau! She immigrated to the United States in 1990, leaving behind her war-torn, poverty-stricken existence in Ethiopia. Her dream was clear: a better life. She met each challenge from learning a new language, a new culture, attending college, then citizenship.



Kuliti Shriferau and daughter, Mia

After graduating from college and working a few months in a corporate job she could not see continuing in a 9 to 5 routine. Her beautiful daughter arrived and she quickly assessed her skills and interests and settled upon caregiving. Serving those in need led her to explore her own business providing care services in her home. Kuliti's unique ability to be compassionate and come back the next day with a renewed sense of purpose is unusual.

It all started with a business plan to gain her first loan from a family member to start the business. The amazing care she provided quickly earned her the opportunity to serve more clients and their families. After repaying the loan, she pursued a larger home-based facility. Soon, she outgrew the second facility she had carefully refurbished.

Next, Kuliti settled on a third 10-unit home in the West Linn area. This positioned her to move to the next level as a Group Home. A mountain of paperwork in the application was the only obstacle after obtaining the loan. Sherrie Henson at Columbia Bank was supportive during the entire loan process and urged her to seek help with the application, referring Kuliti to the Clackamas Small Business Development Center (SBDC). With the help of an experienced SBDC Counselor, Diana Tourney, the application was ready for submission. Kuliti is so excited that her desire to become a Licensed Group Home Provider is now reality! Her persistence to create a care facility will expand the number of clients she can provide safe quality of care. Kuliti will also be employing more people to keep her 24/7 operation running smoothly.

Kuliti is an inspirational entrepreneur the SBDC at Clackamas Community College considers it a privilege to serve. Way to go, Kuliti!

Free Seminar!

Going into Business

Thursday, October 4
or, Thursday, November 1
or, Thursday, December 6
6:30 PM—9:20 PM

To reserve a place in one of these **FREE** Going Into Business seminars, call 503-594-0738 or e-mail bizcenter@clackamas.edu.

Are you starting (or thinking about starting) a business? Before you go too far, find out what it takes to start up and successfully operate your own business in Oregon. This class will help you assess whether business ownership is the right path for you. Discover what resources are available to you for researching, starting up, financing and managing your dream business, so that it doesn't turn into your worst nightmare.

Instructor: Jeff Selby

Ranch & Farm Succession Planning

Third Thursday of each month,
October 18, 2018—September 19,
2019

1:00 PM—3:50 PM

Course Code # SBM-024-02

Fee: \$200

Develop a step by step succession plan by working with a team of professionals with experience in the ag business.

Session Topics include:

- Transition Options
- Financial Considerations
- Tax & Legal Strategies
- Wills & Trusts
- Conservation Easements
- Land Trusts

Instructor: Diana Tourney

*This class is available in classroom
and as a live virtual class.*

Call 503-594-0738 for details

Small Business Recordkeeping & Tax Basics

Saturday, October 6

9:00 AM-12:50 PM,

Course Code # XSBM-0013-18

Fee: \$59

This class will help you understand basic accounting terminology for your small business and assess various options for tracking income and expenses, entity structure, taxes and recordkeeping requirements

Instructor: Catherine Weesner

Required: Proficiency with computers & Windows

Growthwheel SBM Premier SBDC Class Seating is Limited!

First Thursday of each month,
October 5-June 6 2018

1:00 PM—3:50 PM

Course Code # SBM-021A-01

Modular fee \$265

This class allows small business owners the opportunity to step back from working IN the business in order to work ON the business. Using the GrowthWheel toolbox we will work on four key challenges every business, large or small, must address: an attractive business concept; building lasting customer relations; maintaining profitable operations; building a strong organizational structure.

Ask about our Veteran's discount.

This class is available in modular form per term also. First three of nine sessions for only \$265!

To Register Online:

- Go to www.clackamas.edu/sbdc
- Click on **CougarTrax** near the bottom of the page.
- Click on: the **green Continuing Education** symbol on the right—center of the page
- Click on: **Search for Classes/Workshops**
- From the drop down list for **Topic Code** select **SBM**
- Select the class (check the dates) and complete registration (**requires credit card or debit card payment**)

Contractor's Corner

Preparing for the CCB Exam

Friday, October 5, 8:00 AM—4:50 PM &
 Saturday, October 6, 8:00 AM—4:50 PM
 Room HW-130
 Fee: \$425*
 Course Code # XSBM-0010-30

or, Friday, November 2, 8:00 AM— 4:50 PM &
 Saturday, November 3, 8:00 AM— 4:50 PM
 Room HW-130
 Fee: \$425*
 Course Code # XSBM-0010-31

or, Friday, November 30, 8:00 AM—4:50 PM &
 Saturday, December 1, 8:00 AM—4:50 PM
 Room HW-130
 Fee: \$425*
 Course Code # XSBM-0010-32

This class helps prepare students to qualify for and successfully pass the Construction Contractors Board (CCB) exam required for contractor certification in Oregon. The class fulfills the CCB pre-exam educational requirement.

Instructor: Steve Long

**Fee includes 16 hours classroom time, study guide, chapter complements. Fee also includes the exam needed to get your contractor's license (for more info: <http://cms.oregon.gov/ccb>). Note: State or U.S. Govt-issued ID is required.*

Preparing for the CCB Exam Offered in Spanish

Friday, October 19
 8:00 AM—4:50 PM &
 Saturday, October 20 & 27
 8:00 AM— 4:50 PM
 Room HW-130
 Fee: \$425
 Course Code # XSBM-0010-33

Or Friday, November 9
 8:00 AM—4:50 PM &
 Saturday, November 10 & 17
 8:00 AM—4:50 PM
 Room HW-130
 Fee: \$425
 Course Code # XSBM-0010-34

Or Friday, December 7
 8:00 AM—4:50 PM &
 Saturday, December 8 & 15
 Room HW-130
 Fee: \$425
 Course Code # XSBM-0010-35
Instructor: Ofelia Lara

QuickBooks Pro: Part I

Wednesdays,
 September 26—October 24
 6:00 PM-8:50 PM
 Fee: \$229
 Course Code # XSBM-0011-21

In this introductory class, you will find out how to set up your books right the first time, using QuickBooks Pro. If you are new to QuickBooks or have little bookkeeping experience, this class will get you started. Topics include how to navigate in QuickBooks, enter your sales and pay bills.

Instructor: Catherine Weesner

Required: Proficiency with computers and Windows

QuickBooks Pro: Part II

Saturday,
 November 3
 9:00 AM—4:20 PM
 Fee: \$149
 Course Code # XSBM-0012-22

In this continuation class, you will find out about some of the QuickBooks built-in features. Topics include how to create and customize company forms and reports, do basic job costing, memorize transactions and reconcile bank and credit card statements.

Instructor: Catherine Weesner

Required: Completion of, or enrollment in QuickBooks Pro:Part I

Small Business

Finance

Saturday, May 12
 9:00 AM—11:50 AM,
 Room HW-130
 Fee: \$49
 Course Code # XSBM-0015-17

You can improve financial results and make sound business decisions by better understanding financial statements and basic financial management concepts. If you could benefit from a review of (or introduction to) financial basics in a non-threatening atmosphere with other small business owners, this class is for you.

Small business counselor and instructor, Janet Powell, customizes her classes to meet the needs of her students.

Innovation Bridge

A process to take an idea to making money.

10 week -2 hours per week. 20 hours for \$200

Wednesdays, October 11—December 13 6:30 PM—8:20 PM

- Imagine making an extra \$100 per day doing something you love!
- Supplement your existing income with a side-hustle
- Create extra income to supplement your retirement
- Discover if your business idea is a good one

This is a great workshop for anyone who is considering launching a business full-time or as a side-hustle business.

Call Kathy @ 503-594-0738 for details

Instructor
Jeff Selby



Real Estate Broker License Course

Instructor Sondra McFeters



Tuesdays, September 25—
November 27
6:00 PM—8:50 PM
Saturday, December 1
9:00 AM—4:50 PM HW-120
Fee: \$600

Course Code: SBM-010-01

Learn about:

- Real Estate Law
- Real Estate Finance
- Oregon Real Estate Practices
- Contracts
- Agency
- Real Estate Brokerage
- Property Management

This accelerated course prepares students to qualify for the Oregon Real Estate Broker's license exam in just 10 weeks. It is a hybrid course, combining live lecture with online home study to meet the 150 hour requirement of the Oregon Real Estate Agency. Attendance is recommended at all evening classes as well as the Exam Preparation Day on Saturday following the last evening class. The course and instructor are certified by the OREA.