

SCORE Central Oregon:

We Help Small Businesses

SCORE is a non-profit
resource partner of the
United States

Small Business Administration



SCORE Central Oregon

What does SCORE do?

SCORE is America's small business resource

- One-on-one mentoring, primarily in person
 - Also phone and online as needed
- Local workshops, seminars, & events
- Business tools & templates at scorecentraloregon.org

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What does SCORE cost?

\$0

Free, personal, confidential
mentoring and advising

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SCORE Central Oregon:

Who we are

21 volunteers; Over 500 years of cumulative business experience
Deep and wide expertise including:

- Restaurants
- Retail
- Manufacturing
- Digital Marketing
- Marketing & Sales
- IT Selection, Development, & Implementation
- Finance & Accounting Business Advice
- Business Planning

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How SCORE Mentors Help Clients

- Confidentially review business ideas
- Explain how to apply for licenses, purchase equipment, lease real estate
- Help create a detailed business plan
- Coach clients through pre-finance prep
- Help take the business to the next level
- Explain how to effectively add employees
- Strategize on using ind. contractors
- Help update business plans
- Coach clients on new marketing strategies
- Analyze cash flow and expansion capital
- Brainstorm new ideas




SCORE mentors often work in teams to meet your needs.

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Community Partners

- Deschutes Public Library
 - Tuesday Library Night
 - Workshops
 - Book A Librarian
- **Worksource**
 - SEA Program
- **Chambers of Commerce**
- **SBDC/COCC**
- **EDCO**
- **SBA**

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
C.O. Key Goals and Metrics

- **Continue to grow and serve our client base**
 - Jan & Feb mentoring requests +34% YoY
 - 328 mentoring sessions in the past 5 months
 - Total Services +20% in F2018
- **Improve our One and Done rate**
 - Currently 19 points above the national average
- **Service more In Business clients**
 - Currently 8 points above the national average
- **Expand and diversify our volunteer base**
 - Volunteers +39% in F2018
 - Clients = 63% female, Mentors = 80% male.

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