OREGON SMALL BUSINESS DEVELOPMENT CENTER NETWORK

Capital Access Team 2017 Economic Impacts

CAT Clients

- 100 Leads
- 77 Engaged
- 77% Engagement

CAT Clients by Year:

<table>
<thead>
<tr>
<th>Year</th>
<th>CAT Clients</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>140</td>
</tr>
<tr>
<td>2013</td>
<td>169</td>
</tr>
<tr>
<td>2014</td>
<td>152</td>
</tr>
<tr>
<td>2015</td>
<td>141</td>
</tr>
<tr>
<td>2016</td>
<td>108</td>
</tr>
<tr>
<td>2017</td>
<td>77</td>
</tr>
</tbody>
</table>

Top Industry Sectors:

- 13% Manufacturing
- 7% Accommodation & Food Services
- 10% Retail Trade
- 11% Other Services
- 5% Healthcare
- 3% Agriculture
- 3% Wholesale Trade
- 48% Other

Efficacy Metrics

- 33% 33/100 Completed CAT Process
- 79% 26/33 Funded Of Those Completed
- 848 Total CAT Client Advising Hours

Economic Impacts

- 2017 OSBDCN Capital Formation $64,303,584
- CAT Team 2017 Capital Formation $35,632,627 (55% of State Total)

- 40% Seller Contract
- 27% Bank/Credit Union Loans
- 17% Economic Development Agency Loans
- 11% Angel Investor
- 3.0% Owner Equity
- 0.85% Friends/Family
- 0.6% Non-Traditional Lender

CAT Regions

- 4 New Business Starts
- $42,020 Capital Formation Per Business Advising Hour
- 75 Jobs Created
- $1,455,447 Average Deal Size

Return on Investment

- 219X $219 returned for every program dollar invested

Learn more about Oregon SBDC Network’s Capital Access Team at bizcenterCAT.org

Oregon’s Small Business Development Centers are partially funded by the U.S. Small Business Administration, the Oregon Business Development Department, and the Oregon Public Utility Commission. All services provided on a non-discriminatory basis.