

**Small Business Retention & Expansion (BRE) and Startup Business Program Success Stories
1st Quarter, Fiscal Year 2019-2020**

Testimonials on the First OEN Mid-Valley PubTalk and the OEN Mid-Valley Venture Catalyst:

Oregon Entrepreneurs Network (OEN) networking and informational PubTalks have been very popular in Portland and other parts of the state and are now being offered in the Mid-Valley. The inaugural OEN Mid-Valley PubTalk was attended by 40 people. The event featured a panel of attorneys specializing in mergers and acquisitions, sharing with attendee's insight through a moderated question and answer session. Included below is a testimonial and picture from the first OEN Mid-Valley PubTalk:

Catharine & Matt, [Hoss Soss](#)

"OEN PubTalks provide excellent opportunities for us to learn from the experts and network with our Oregon peers. Whether the topic is funding, marketing, or retail strategies, the focus is always relevant to us as entrepreneurs since we tend to wear all the hats in our small business! We're seriously thrilled that the new venture catalyst Mike White is bringing more OEN events like PubTalks to Salem -- having them closer to home means we will be able to learn more, connect more, and grow more."



Success Stories from In-Person Visits with Small and Startup Businesses During the Quarter:

The case studies below are examples of staff assistance to small and startup businesses.

Enhanced Visitor Experience

Warren Franklin is a professional broadcaster as well as the founder and CEO of Enhanced Visitor Experience, whose main product is a mobile phone application that allows customers to experience “enhanced and expanded information at attraction-based organizations like museums, gardens, zoos, aquariums, historical sites, and more.” Warren attended the first Oregon Entrepreneurs Network (OEN) Mid-Valley PubTalk and has utilized a variety of services that City staff have connected him with including the Virtual Incubation Program and the Startup 411 class.

The Portland Press

Brandon Appel is the co-founder and co-owner of The Portland Press, a food cart that specializes in gluten-free pressed waffle sandwiches that will be moving into the Fork Forty Food Hall on State Street. City staff welcomed Brandon to Salem, informed him of relevant resources and contacts to help him get established in the community, as well as connected him with the Downtown Revitalization Manager and information regarding establishing a downtown re-circulator/shuttle service.

Marion County Meals

Frank Smith is the owner of Capitol Coffee downtown. He is working to establish a commercial kitchen/facility to train and assist adults with employment barriers in obtaining food and beverage industry careers. Frank has plans for the facility to also potentially serve as a raw foods processing site in the event of a natural disaster. Staff connected Frank with a variety of resources and contacts to help him refine his business plan, explore funding, and identify partners.

Innovative Manufacturing and Design (IMD)

Travis Jones is the founder of Innovative Manufacturing and Design which provides precision machining and fabrication services. Travis also serves as an advising member to Chemeketa Community College’s Machining Technology program and has plans to offer internships to local students in the future. City staff connected Travis with a variety of funding resources and ultimately introduced him to an investor that allowed IMD to continue operations and secure a new contract for services.