

Business Development Center

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www.roguecc.edu/bdc

The Business Development Center (BDC) is a community based resource to assist the starting and growth of local businesses. It provides free-of-charge business coaching in Josephine County in partnership with the Small Business Administration and Oregon Community and Economic Development Department grant funding.

In addition, the BDC offers quality business training throughout the RCC District. The center houses a business library comprised of books, an online library, magazines, and business audio tapes and videos (VHS and DVD). The BDC also has a 14-station computer lab used for providing computer based business training.

The Business Development Center provides the following services to existing and potential businesses:

Historic City Hall, 214 SW Fourth Street, Grants Pass, (541) 956-7494

- Free confidential business assessment and customized business coaching
- Free “Smart Start Your Business” class for business start-ups
- Consulting for business ready to grow to the next level
- Practical business training taught by industry experts
 - Small Business Management course and coaching (one or two years)
 - Financial management/QuickBooks series
 - Supervisory and HR training
 - Marketing, sales, and customer service training
 - MS Office (Excel, Word, Access, PowerPoint)
 - Web page development
 - Contractor’s education for state licensing
 - Non-profit business management courses
 - Distance learning through Ed 2 Go and others
 - Free business forums: government contracting, financing, IRS, Hub Zone

Illinois Valley Business Entrepreneurial Center (IV BEC)

www.roguecc.edu/sbdc/ivbec

Kerby Belt Building, 24353 Redwood Highway, Kerby, (541) 956-7400

The IV BEC portion of the Kerby Belt Building has been remodeled and expanded to house the Business Entrepreneurial Center (BEC). The BEC will provide the Illinois Valley with business development services geared specifically for businesses in the valley. Intensive business assessment and evaluation will be followed by customizing specific services and trainings offered by the SBDC or other business development organizations and professions.

Small Business Management (SBM)

www.roguecc.edu/sbm

- Historic City Hall, 214 SW Fourth Street, Grants Pass, (541) 956-7494
- RCC Riverside Campus, 117 S. G, Medford, (541) 245-7617

The SBM course is aimed at helping small business owners be more successful identifying and achieving their business goals. A statewide program that has been offered in the Rogue Valley for over 20 years, the SBM course offers a client-centered approach for learning proven and systematic business practices that will help business owners more effectively manage business operations and increase profitability.

The SBM A curriculum and SBM B curriculum serve owners of established, non-competing businesses who want to succeed and are willing to invest time to attend one three-hour evening class each month and one two-hour counseling session each month with the instructor on site at your place of business

The SBM class is designed as two full years of topics geared to provide small business owners with information and tools they can apply for more effective management and profitability.

A Curriculum

- Effective Business Practices
- Understanding Your Financial Statements and Management
- Principles of Marketing
- Promotional Strategies
- Managing Cash Flow
- Personal Selling
- Effective Human Resources Management
- Banking and Borrowing Money
- Management Strategies

B Curriculum

- E*Myth Revisited
- Tax Planning and Business Law
- E-Marketing
- Financial Analysis
- Managing Employee Performance
- Providing Great Customer Service
- Placing a Value on Your Business
- Financial Planning and Insurance
- Leadership and Managing Change