



Marshall Doyle (center), President of Cal-Cert Company, receives the Small Business Administration's 2019 Small Business Person of the Year award for the State of Oregon.

Photo courtesy of Andie Petkus Photography

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***PORTLAND, Ore.** – The U.S. Small Business Administration (SBA) 2019 Oregon Small Business Person of the Year is Marshall Doyle, president of Cal-Cert Company in Clackamas, Oregon.

Founded in 1976, Cal-Cert Company is a veteran-owned business providing calibration and certification of testing equipment used in the construction, aerospace and automotive industries. After 20 years as the owner, Doyle transformed Cal-Cert's small three-person local field calibration business into a national ISO 17025 accredited service provider with more than 50 employees and three offices across the U.S.

"The spirit of innovation and entrepreneurship in our small business community is part of what makes life in the Pacific Northwest so special," SBA Portland District Director Martin Golden said. "Marshall Doyle represents the thousands of small business owners who dedicate themselves to building a better life for their families, employees and communities."

The SBA Small Business Person of the Year award – part of National Small Business Week May 5-11, 2019 – recognizes small business owners who demonstrate staying power and substantiated history as an established business with at least three years of business operation. Winners must also show growth in net worth and business expansion, increase in jobs and sales, innovativeness of products or services, response to adversity and contributions to community-oriented projects.

"The SBA, the Small Business Development Center (SBDC), the host colleges and their partners provide amazing resources and tools to build outstanding business," Doyle said. "Without the training, networking and funding the SBA supports, many of us would not make it."

In 2002, the company found itself on the brink of bankruptcy with shrinking sales and mounting debt since its purchase in 1999. Doyle turned to the SBDC at Clackamas Community College to help save his business and dream.

The SBDC advisers helped Doyle design and implement a "turnaround" to save the company. He learned how to develop a sustainable financial model and numerous other operational processes he needed to thrive in the marketplace.

Today, Cal-Cert has market share in 41 states and 13 countries enjoying an 18-fold increase in gross revenue. The company's success has allowed Doyle to give back to his community by serving as a mentor through the SBDC network at Clackamas Community College as well as being actively involved in local high schools and Portland State University.

"National Small Business Week is a time to recognize the impact of small businesses, which make up 99 percent of all businesses in the Pacific Northwest and create two out of every three net new jobs," SBA Regional Administrator Jeremy Field said. "Small business owners represent our country's best. They are innovators, job creators and community leaders. Shining a spotlight on their inspirational stories and journeys is an honor."

*excerpts from the Small Business Administration's April 30, 2019 press release.

Growthwheel SBM: the Premier SBDC Program

Nine 3-hour sessions, plus counseling, for only \$695

First Thursday of each month, October 5-June 6 2018 1:00 PM—3:50 PM Course Code # SBM-021-01

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!

Construction Contractors License — Education and Exam

Preparing for the CCB Exam

Friday & Saturday October 4 & 5, 8:00 AM—4:50 PM

Course Code # XSBM-0010-30

or, Friday, & Saturday October 25 & 26 8:00 AM— 4:50 PM

Course Code # XSBM-0010-31

or, Friday, & Saturday November 15 & 16, 8:00 AM—4:50 PM

Course Code # XSBM-0010-32

Fee for your choice of classes: \$425*

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: Kathleen Lansing

**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 photo ID is required.*

Class offered in Spanish, also.



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**)

Free Seminar!

Going into Business

Thursday, October 3
or, Thursday, November 7
or, Thursday, December 5
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 biz-center@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

Farm & Ranch Small Business Management

This comprehensive program includes lectures, Q&A opportunities with experienced farm & ranch professionals along with individual counseling sessions.

Class meets on the third Thursday of each month, beginning October 17.

Nine 3 hour classes plus counseling for only **\$500!** Virtual class room available for those who prefer to join us online.

Two people from the business may attend at no additional cost.

For more information call Kathy @ 503-594-0738

Small Business Greenhouse

The Greenhouse Program supplies entrepreneurs with knowledge, tools, and resources to successfully operate all types of new and existing businesses. By learning the fundamentals of Leadership, Marketing, Technology, and Finance, students will be better prepared to build a solid business foundation. This weekly, 16-session program includes lectures, guest speakers, discussion, peer networking, and individual business counseling.

This course is held on Tuesday evenings beginning October 15 for **\$495**. Cost includes two hours of individual, confidential counseling per month. A second person from the business may attend at no extra cost.

Call Kathy @ 503-594-0738

QuickBooks Pro Part I

Wednesdays,
September 25–October 23

6:00 PM-8:50 PM

Fee: \$269

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

Real Estate Broker License Course

Instructor Sondra McFeters



Tuesdays, October 1–
December 5
6:00 PM–8:50 PM
Saturday, December 7
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.

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