



Aaron Barnes, owner of Keto Butta and a client of the Clackamas SBDC

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Army Veteran Turns Illness into Business Opportunity with Keto Butta

Arron Barnes, a nine-year Army veteran, started his small business with guidance from the Clackamas Small Business Development Center. Taking advantage of the center's veteran's discount, Arron attended the Greenhouse business basics course and received counseling in finance and marketing.

Arron's first business idea was born from a several-year struggle with Irritable Bowel Syndrome. The condition limited his diet and experiencing dissatisfaction with his food choices, he started a local raw juice delivery service. Three years later, he suffered from Candida—the overgrowth of bad bacteria in the gut which is fed by sugar and carbohydrates. According to Arron, “Whenever I would eat sugar, I would get a tingling sensation in my toes. At first, I thought it was gout. But then I got a burning sensation in my gut. There were a couple other symptoms as well. All those symptoms together indicated to me that I had candida., so I cut sugar and carbs from my diet.”

His new diet became what is now widely known as the Keto Diet—drastically reducing carbohydrate intake and replacing it with fat. This reduction in carbohydrates puts the body into a metabolic state called, “ketosis.” In the first few weeks of dieting, Arron dropped 14 pounds, eating a lot of nuts, but eventually grew tired of that. This prompted him to mix a lot of different ingredients into a delicious almond butter. The goal was to have a spread that had more nutrition per bite. Shortly after, Arron made the decision to start Keto Butta as a business. Keto Butta is a nutrient-dense almond butter loaded with MCT Oil, superfoods, and no sugar.

Clackamas SBDC Greenhouse Instructor, Jeff Selby, says Arron is a real go-getter: “I first met Arron at a Clackamas Community College event for veterans and was pleased that he registered for my class. I haven't met anyone else who reads more business books, listens to more business podcasts, or dedicates as much time to professional learning than him. He's so driven and I believe that has contributed to his success.”

Arron's advice to other veteran entrepreneurs is simple: “It will cost you more and take you longer than you think to get started. You can find success, though. Surround yourself with good people and mentors.”

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 January 10 & 11, 8:00 AM—4:50 PM

Course Code # XSBM-0010-30

or, Friday, & Saturday February 7 & 8, 8:00 AM— 4:50 PM

Course Code # XSBM-0010-31

or, Friday, & Saturday March 6 & 7, 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 and informational binder. 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. Call 503-594-0738 for more information.



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, January 9
or, Thursday, February 6
or, Thursday, March 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 bizcenter@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 new business.

Instructor: Jeff Selby

Farm & Ranch Transition Planning

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 January 16

Nine 3 hour classes plus counseling for only **\$525!**
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 February 25 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,
January 15–February 12

6:15PM-9:00 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,
January 7– March 10
6:00 PM–8:50 PM
Saturday, March 14
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