Mercy Corps Northwest Business Resource Pack



Small Business Education & Mentoring





Southern Washington residents & businesses

Free One-on-One Technical Assistance

For those living or doing business in Southern Washington, receive one-on-one technical assistance through 2023 by filling out the brief form located <u>here</u>.

Portland-based businesses

Free Advising Appointments

For businesses based in Portland and offered through the **Portland Small Business Hub**, book directly with Mercy Corps Northwest Community Navigators: <u>Cinthya for English or Spanish</u> and <u>Greg for English</u>

For additional free offerings through 2023 register directly on our website: <u>https://nw.mercycorps.org/events</u>



PARTNER RESOURCES: Online Classes

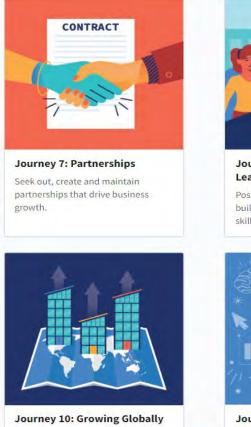
Small Business Administration free self-paced courses on the Ascent online platform





PARTNER RESOURCES: Online Classes

Small Business Administration free self-paced courses on the Ascent online platform



Discover the potential ways of taking your business global and plan your path for expanding into international markets.



Journey 8: Entrepreneurial Leadership

Position your business for growth by building and refining your leadership skills.



Journey 9: Managing Sales

Outline strategies to build and strengthen your sales process and sales team.



Journey 11: Opportunity and Innovation

Identify and capitalize on new growth opportunities, and drive innovation that aligns with customer needs.

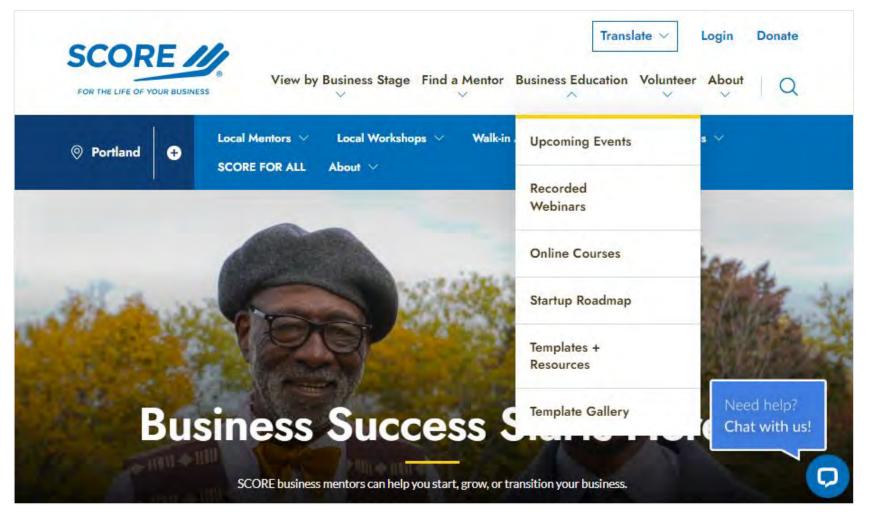


Journey 12: Opportunity Assessment

Learn strategies to evaluate new opportunities for business growth from a wide-angle lens.



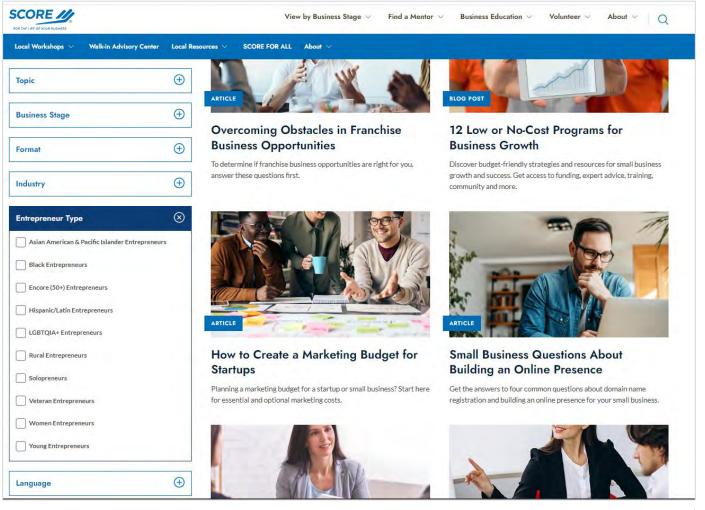
PARTNER RESOURCES: SCORE.org





SCORE <u>www.score.org</u>

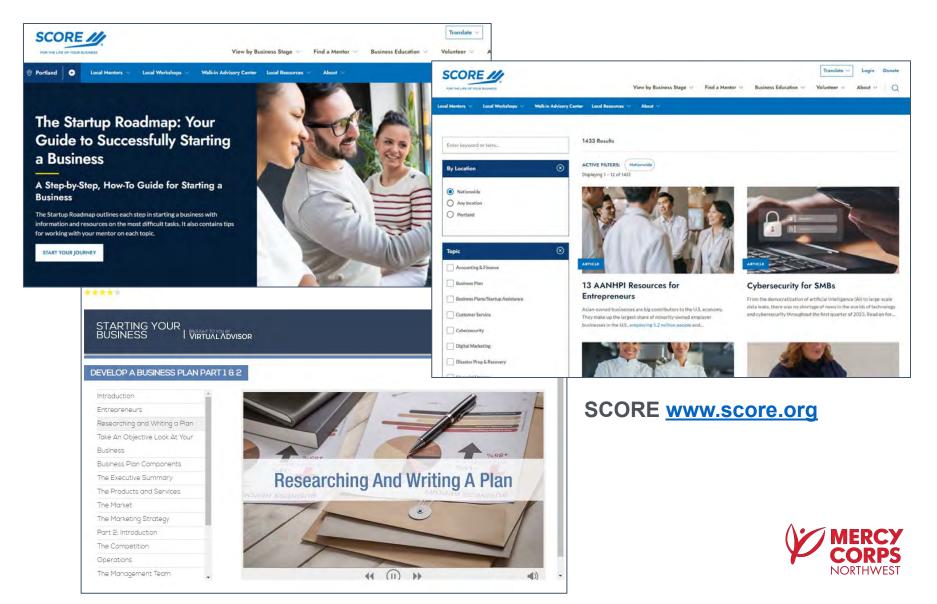
PARTNER RESOURCES: SCORE.org



SCORE <u>www.score.org</u>



PARTNER RESOURCES: SCORE.org



Long Term Mentoring at Mercy Corps

Our business mentorship program provides a place for entrepreneurs and volunteer business mentors to create profiles describing their strengths and interests. Entrepreneurs and mentors read each others profiles then reach out through our messaging platform to start a conversation.

Free online matching service to help you find a mentor!

www.micromentor.org





MicroMentor is the world's largest community of entrepreneurs and volunteer business mentors.



Small Business





Oregon IDA Grants

What's your savings goal?



While Mercy Corps no longer offers new direct Individual Development Account awards, there are many providers that do. Visit the **Oregon IDA Initiative** page at **oregonidainitiative.org** to explore current providers.

Washington state and beyond: https://prosperitynow.org/map/idas



Grants: A Competitive Source of Funds

Explore these providers



Prosper Portland prosperportland.us/

- Business & community development grants in the City of Portland
- Technical assistance to support your success



MESO mesopdx.org/

- Grants for business and community
- Clackamas, Multnomah, and Washington counties in Oregon



Hello Alice helloalice.com/

- Start-up and existing businesses, nationwide
- Various grants between \$5,000 - \$25,000



Grant Applications: What to Expect

All grant applications are different; however, they generally provide the following information for potential applicants:

- Eligibility guidelines
- Documentation requirements
- The process to apply
- Selection process
- Timeline from application to awarding of grant and disbursement of funds



Grant Applications: What to Expect

Grant applications typically require the following information:

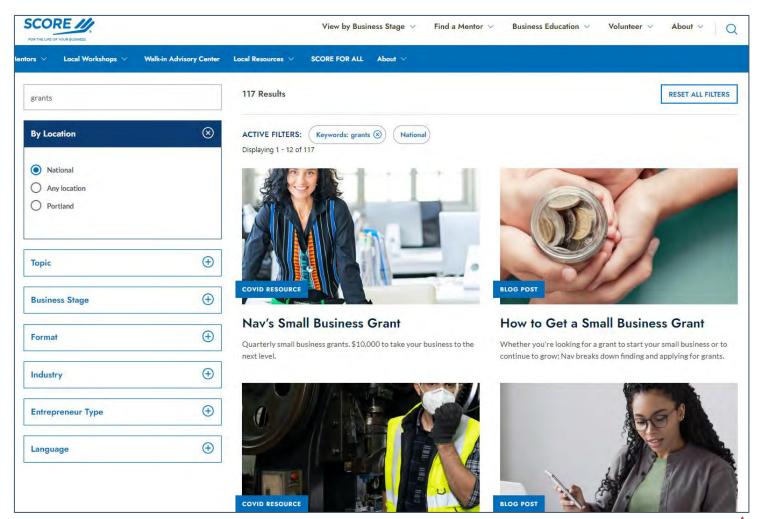
- Company information
- Primary contact
- Proof of business registration
- Basic business financial information (sales volume, number of employees, number of years in business)
- Brief description of your business
- How you qualify to apply?
- Why are you applying for the grant? How will you use the money?

Some grant applications also require the following:

- Financial statements
- Tax returns
- Business plan including financial projections



Grant Opportunities: SCORE.org



SCORE.org grants resources



MERC

Grant Applications: Learn the Essentials

Grant Writing Classes

Length: 3 hours, Price: \$95

To see available dates/times, use the "Choose a Session" drop down box below.



https://grant-foundation.org/grant-writing-class/

This comprehensive class will teach you the essentials of researching and applying for grants. The class consists of five sections:

1. Evaluating your Needs

In order to identify grant opportunities that are appropriate for you or your organization, you must first evaluate the nature of your funding needs so that you can match those needs to potential grant opportunities. This section consists of a self-evaluation exercise designed to identify any issues that can effect your eligibility and success in applying for grant funding.

2. General Fundraising

Grant writing is a form of fundraising and must be understood in the context of fundraising as a whole. This section provides an overview of best practices in all the major types of fundraising including grants.

3. Finding Grants

There are two fundamental types of grants: government and private. Government grants are awarded at the federal, state and local levels. Private grants are awarded by corporate foundations, family foundations, charitable foundations and endowments, among others. This section explores all the major databases that can be used to find both government and private grant opportunities.

4. Grant Applications & Proposals

Applying for a grant is often called "grant writing" because grant applications generally require the writing of a grant proposal. This section details the different parts of a typical grant application and the best practices in writing each section of a grant proposal.

5. Grant Management & Follow-up Steps

This section covers two items: what to do if your grant application is successful and what to do if your grant application is unsuccessful. If awarded a grant, you may be required to meet certain reporting requirements – procedures that grant recipients must follow to ensure that the grant money is used correctly. If you are not awarded a grant, there are certain follow-up steps that can help make your next try more successful.

Participants will receive a certificate of completion. Course materials include a list of all the major grant databases, a preparation checklist, a glossary of terms, and samples of applications, proposals, query letters, timelines and budgets.



Small Business

Loans



Loans

Explore these providers



Craft3 craft3.org/

- A Community Development Financial Institution (mission-based)
- Capital for businesses, homeowners, nonprofits, and communities



Business Impact NW businessimpactnw.org/

- Funding for women, veterans, BIPOC, immigrants, and entrepreneurs with disabilities
- Loan readiness coaching



U.S. SBA sba.gov/funding-programs

- 7(a) Loan

 most popular and flexible
- 504 Loans
 - $\circ~$ for fixed asset purchases
- Microloans
 - $\circ~$ up to \$50,000

Note: the SBA is a guarantor, not a direct lender



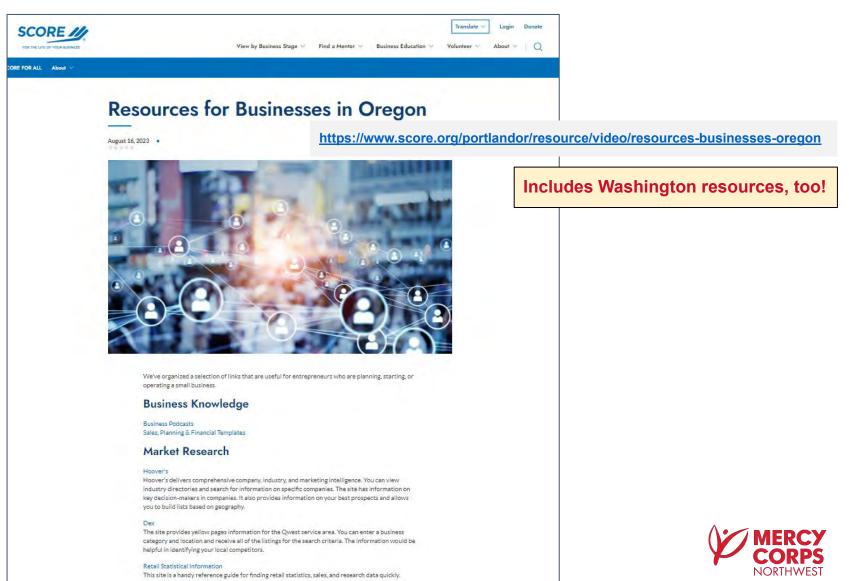
Looking for a loan available to ITIN-holders? Check with <u>Craft3</u>, <u>Rivermark Credit Union</u>, or <u>MESO</u>.

Additional

Resources



General Resources: SCORE.org

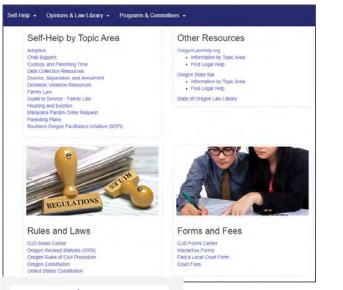


City of Portland Public Data Portland Mans.com - Portland Public Data is an easy-to-use database for obtaining City of Portland

Legal resources for Oregon

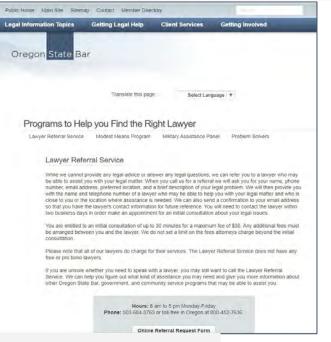


https://oregonlawhelp.org/





Legal Aid Services of Oregon: <u>https://lasoregon.org/</u>





https://www.osbar.org/public/ris

www.courts.oregon.gov

Legal resources for Washington

Free legal advice

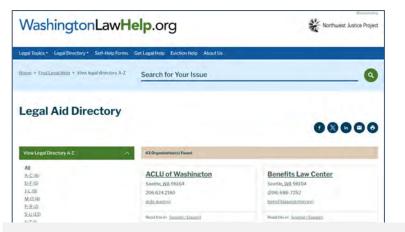
Contact the **Coordinated Legal Education**, Advice, and Referral - CLEAR. CL EAR is Northwest Justice Project's toll-free telephone service for eligible low-income people to obtain free legal assistance with civil legal problems.

Call toll-free at 1-888-201-1014 - if you are under 60 and low-income. King County residents should call 206-464-1519 for information and referral.

If you are over 60 at any income level call CLEAR toll-free at 1-888-387-7111.

Washington free legal advice:

https://www.dshs.wa.gov/altsa/kinship-care/legal-issues#:~:text=Contact%20the %20Coordinated%20Legal%20Education.under%2060%20and%20low%2Dincome





Washington State Bar Association: https://www.wsba.org/



Washington Legal Aid Directory: https://www.washingtonlawhelp.org/find-legal-help/directory

• Where to Start: the official site of the US government, <u>https://www.irs.gov/</u>



A Guide to Starting a Small Business

This Small Business Guide is intended to provide quick references about Federal tax considerations when opening and running a small business.



Guía para comenzar una pequeña empresa

Esta Guía para pequeñas empresas tiene como intención proveer referencias breves acerca de consideraciones sobre impuestos federales al abrir y operar una pequeña empresa.

A Guide to Starting a Small Business

English: https://www.irs.gov/pub/irs-pdf/p5557.pdf Spanish: https://www.irs.gov/pub/irs-pdf/p5557sp.pdf



Small Business and Self-employed Tax Center:

https://www.irs.gov/businesses/small-businesses-self-employed

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With a section organized by specific industry & profession:

https://www.irs.gov/businesses/small-businesses-self-employed/industries-professions-and-business-tax-centers#industries

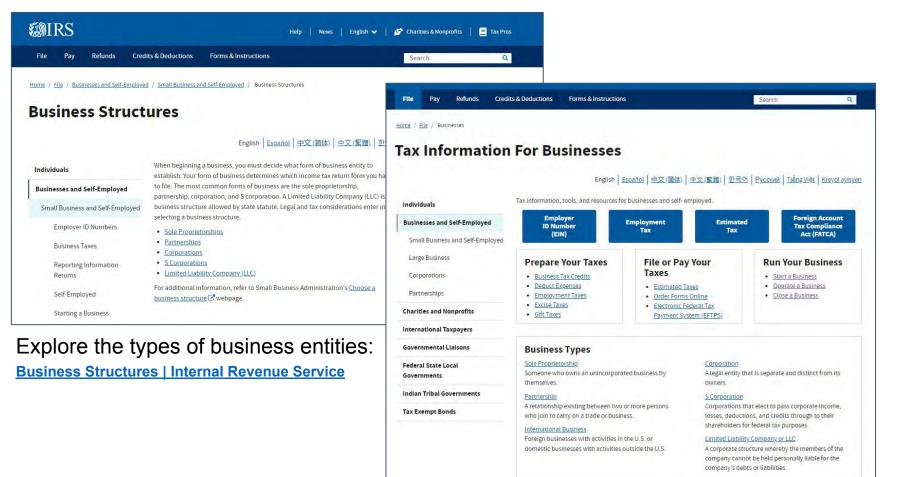


MIRS	Help News English 🗸 (🚰 Charities & Nonprofits 🕴 📒 Tax Pros
File Pay Refunds Cred	its & Deductions Forms & Instructions	Search Q
ome / File / Businesses and Self-Employe	d / Small Business and Self-Employed / Business Taxes	
Business Taxes		
	English <u>Español</u> <u>中文</u> (简体) <u>中文</u> (繁體) <u>한국</u> 0	거 Русский Tiếng Việt Kreyòl avisyen
Individuals	The form of business you operate determines what taxes you must pay and how	
maniadado	you pay them. The following are the five general types of business taxes.	Related Topics
Businesses and Self-Employed	Income Tax	Business Structures
	Estimated Taxes	Online Tax Calendar
Small Business and Self-Employed	<u>Self-Employment Tax</u>	<u>Starting a Business</u>
Employer ID Numbers	Employment Taxes	<u>E-file Employment Tax Forms</u>
	<u>Excise Tax</u>	
Business Taxes	Income Tax	
in the second in		Publications
Employment Taxes	All businesses except partnerships must file an annual income tax	Publication 583, Starting a Business
Estimated Taxes	return. Partnerships file an information return. The form you use depends on how	and Keeping Records
	your business is organized. Refer to <u>Business Structures</u> to find out which returns you must file based on the business entity established.	<u> </u>
Self-Employment Tax (Social	you must me based on the business entity established.	Tax Return
Security and Medicare Taxes)	The federal income tax is a pay-as-you-go tax. You must pay the tax as you earn or	1040 us individual international internation
Funda Funda	receive income during the year. An employee usually has income tax withheld from	
Excise Taxes	his or her pay. If you do not pay your tax through withholding, or do not pay	
Electronic Filing Options	enough tax that way, you might have to pay estimated tax. If you are not required to make estimated tax payments, you may pay any tax due when you file your	Films Status
	return. For additional information refer to Publication 583.	THENDY
Forms and Instructions	recent of additional monifold of recently addition 305.	Larre Via Ma
	Estimated tax	Orderend The American Street
Reporting Information	Conservable you must not taken an income including calf amples	Tax Return Overdue?
Returns	Generally, you must pay taxes on income, including self-employment tax	

Business taxes and tax returns:

https://www.irs.gov/businesses/small-businesses-self-employed/business-taxes





Tax information for businesses: Businesses | Internal Revenue Service

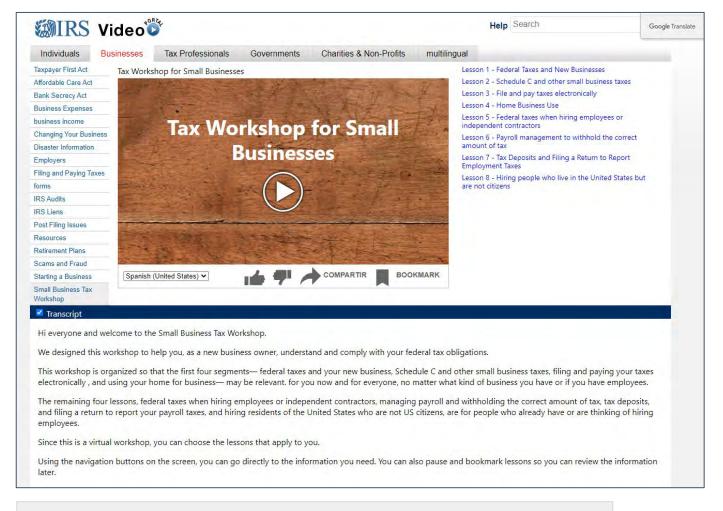


File Pay Refunds Credi	is & Deductions Forms & Instructions	Search	Q			
ome / File / Businesses and Self-Employed	/ Small Business and Self-Employed / Employer ID Numbers					
Employer ID Nu	mbers		WIRS	Help News	English 🗸 💅 Charities & Nonprofits E	Tax Pros
	English Español 史文(函体) 史文(蜜香) 한국이	H Pyccsun Tiếng Việt	File Pay Refunds Cred	its & Deductions Forms & Instructions	Search	٩
Individuals Businesses and Self-Employed Small Business and Self-Employed	Alert You must complete each EIN application individually instead of using any automated process.	Related Topics Taxnayer identificat (TIN) 	12 . S. T. T. T. S	a / <u>small duriness and self-timedoyed</u> / What kind of records should I kee	ib.	
Employer ID Numbers Business Taxes Reporting information Returns Self-Employed Starting a Business Operating a Business Closing a Business Industries/Professions	An Employer Identification Number (EIN) is also known as a Federal Tax Identification Number, and is used to identify a business entity. Generally, businesses need an EIN. You may apoply for an EIN in various ways, and now you may apolyconline. This is a free service offered by the Internal Revenue Service and you can get your EIN immediately. You must check with your state to make sure you need a state number or chatter. • Do You Need a NEIN? • Do You Need a New EIN? • How to Apoly for an EIN • How to Apoly for an EIN • How to Apoly for an EIN • How to Apoly Will IT Take to Get a Number? • Lost on Misplaced Your EIN? • How to An existing and You EIN Prefixes • Canceling an EIN Closing Your Account • Who is a Resonsible Party?	Publications Publication 1635.E- identification Nomi Understanding Your Forms About Form 8822:B Address of Respons Business Video	Individuals Businesses and Self-Employed Small Business and Self-Employed Employer ID Numbers Business Taxes Reporting Information Returns	English 도oniol 보고기도매 한국의 Eyecand Tidegy You may choose any recordikeeping system suited to your business that clearly shows your income and expenses. The busine you are in affects the type of records you need to keep for federal tax purposes. Your recordikeeping system should include a summary of your business transactions. This summary is ordinarily made in your business books (for example, accounting journals and ledgers), Your books must show your gross income, as well as your deductions and credits. For most small businesses, the business checking account is the main source for entries in the business books. Some businesses choose to use electronic accounting software program or electronic system you choose should meet the sa basic recordskeeping principles mentioned above. All requirements that apply to hard copy books and records also apply to electronic records. For more detailed information refer to Publication 533. Starting a Business and Keeping Records. Supporting Business Documents Burchases, alee, payroll, and other transactions you have in your business will generate supporting documents. Supporting		
	• When a subgeometarity • Broom EIN Identity Theft nployer ID Numbers (E umbers Internal Revenue S	· /	Self-Employed Starting a Business Operating a Business Closing a Business Industries/Professions Small Business Events	Purchases, sales, payroll, and other transactions you have in you documents include sales slips, paid bills, involves, receipts, dep information you need to record in your books, it is important to books and on your tax return. You should keep them in an order year and type of income or expense. The following are some of the types of records you • Gross receipts are the income you receive from your busine amounts and sources of your gross receipts, Documents for j • Cash register tapes • Deposit Information (cash and credit sales)	osit slips, and canceled checks. These documents or keep these documents because they support the er ly fashion and in a safe place. For instance, organize should keep: ss. You should keep supporting documents that sho	ontain the ntries in you e them by

Business Recordkeeping:

https://www.irs.gov/businesses/small-businessesself-employed/what-kind-of-records-should-i-keep





Free Small Business Tax Video Workshops (8 lessons)

Small Business Tax Workshop

Captioning and transcript available in 7 languages besides English



Tax Preparers & Accountants

The IRS may not recommend a specific accounting or tax professional, but there are several organizations that can help you find an accounting or tax professional that will fit your needs:

Oregon Society of CPAs: <u>https://www.orcpa.org/</u> Oregon Society of Enrolled Agents: <u>https://orsea.org/</u> Oregon Association of Tax Consultants: <u>https://www.oatc-oregon.org/</u> Oregon Association of Independent Accountants: <u>https://oaia.net/</u>

Washington Society of CPAs: <u>https://app.wscpa.org/</u> Washington Society of Enrolled Agents: <u>https://wssea.clubexpress.com/</u> Washington Association of Accounting and Tax Professionals: <u>https://www.waatp.org/</u>

IRS Tax Topic #254: *How to Choose a Tax Preparer* https://www.irs.gov/taxtopics/tc254

IRS Subscription Services (to sign up for newsletters): https://www.irs.gov/newsroom/e-news-subscriptions



Bookkeeping support & training

One of the SBA's resource partners offers low-cost support and training:



ONE-ON-ONE BOOKKEEPING SUPPORT

Need customized training for an issue, project, or bookkeeping system? Meet with an Accounting Advisor for one-on-one training that meets your specific needs. Common projects include:

- · Setup and training on a system other than QuickBooks Online
- Learn how to use your bookkeeping system for payroll, invoicing, or other advanced training
- File Review with support to fix issues that are found and training on how to prevent the issue from happening again

ELIGIBILITY

COST

This program costs \$1,500, but thanks to our funding partners, you may qualify for a \$1,400 subsidy, reducing your fee to just \$100.

After your assessment and/or completed GroundWork application, we will notify you if you are eligible for a subsidy, and how much your fee will be. Subsidies are available based on sponsor criteria, prioritizing BIPOC, women, some geographic areas, and more.

IBRN Partners: Please submit a referral for your client in Stacker to receive instructions on getting your client registered with a subsidy.

In-Depth Bookkeeping Support — Livelihood NW



· How to choose a bookkeeping system or software

REGISTER FOR AN UPCOMING CLASS

LIVELIHOOD NW CLIENT DISCOUNT

Intro to Bookkeeping

Current Livelihood NW Clients enrolled in one of our Long Term Business Support programs are automatically eligible for a client discount. *Email your advisor to request a discount code BEFORE registering.*

Intro to Bookkeeping — Livelihood NW



Washington business resources



Serving Communities ~ Building Infrastructure

Associate Development Organizations

Washington State is composed of 39 counties, each one represented by an Associate Economic Development (ADO) organization that furthers the county's or region's economic development goals. These ADOs are funded in part by the Department of Commerce and their performance and expertise is critical to our goal of growing the economy and building communities statewide.



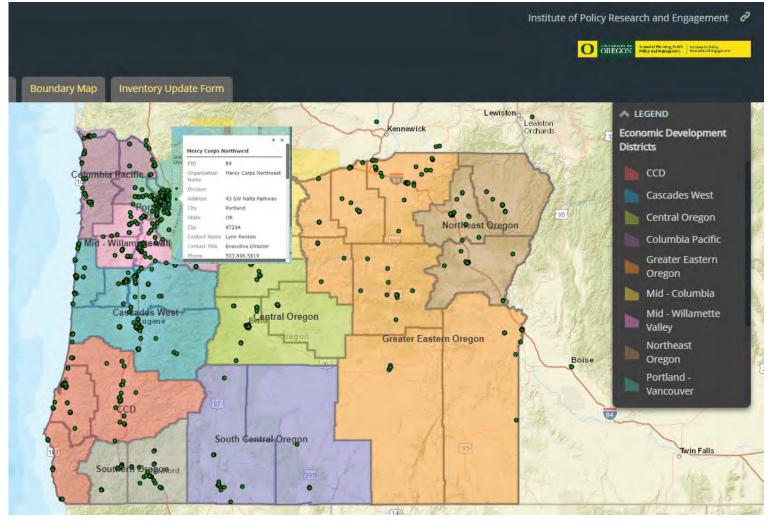
Economic Partners

- Washington Business Hub
- Export Finance Assistance Center of Washington (EFACW)
- Centers of Excellence
- Center for Advanced Manufacturing (CAMPS)
- Ex-Im Bank
- Governor's Office for Regulatory Innovation and Assistance
- Impact Washington
- SCORE
- Small Business Administration
- Washington Small Business Development Center (SBDC)
- Trade Development Alliance
- U.S. Commercial Service
- Washington Economic Development Association
- Washington State China Relations Council
- Washington State Office of Minority & Women's Business Enterprises
- Worksource WA





Oregon business resources



Interactive Map of the Oregon Economic Development Ecosystem





Mercy Corps Northwest is committed to listening, learning, and taking action.

Learn more at <u>nw.mercycorps.org/CARM</u>



Wishing you all the best with your endeavors!

