Oregon START A BUSINESS Guide



Corporation Division
Secretary of State

SOS.oregon.gov/Business

Dear Oregon Entrepreneur,

Welcome to The Oregon Start a Business Guide.

The Secretary of State, Corporation Division presents several business information resources, including the Business Xpress portal and, of course, this guide. Many state agencies worked to provide information on government registration and licensing requirements for businesses. This guide provides basic information and a general checklist to guide you through the process of starting a business in Oregon. The guide also highlights business assistance programs that can help you as you begin and continue to operate your business.

For businesses that hire employees, the <u>Oregon Employer's Guide</u> provides a general checklist to guide you through government's requirements for Oregon employers.

Use the guides independently or together, depending on the specific needs of your business.

Please contact our office for further information:

Secretary of State, Corporation Division

Public Service Building 255 Capitol St. NE, Ste. 151 Salem, OR 97310-1327 (503) 986-2200

CorporationDivision.SOS@sos.oregon.gov

sos.oregon.gov/business
Business.Oregon.gov

PUBLICATION LIMITATIONS

The participating government agencies share all information allowed by law and help each other enforce compliance with the individual programs. If you have any questions about the material covered in this booklet, please contact the appropriate agency. Phone numbers are listed in each section, along with material provided by the agency. Information in this publication is not a complete statement of laws and administrative rules. No information in this guide should be construed as legal advice.

The State of Oregon has made every effort to ensure accuracy of the information at publication, but it is impossible to guarantee that the information remains continuously valid.

This publication is updated periodically; assistance with corrections and additions is welcome. Please email suggestions to the Business Information Center at CorporationDivision.SOS@sos.oregon.gov.

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STARTING A BUSINESS CHECKLIST

Starting a successful business requires a great deal of preparation. The following is a list of recommendations to help you get your business off to a good start.

	1.	Preparation			
		Knowledge & Experience		Research	
	2.	Planning			
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		Learn about licensing with this video		Check <u>License Directory – Oregon</u> <u>Licenses, Permits and Registrations</u>	
	7.	Other Requirements, if needed			
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COMPREHENSIVE NEW BUSINESS CHECKLIST

STEP 1 – PREPARATION

Knowledge

You should have experience in and knowledge of the business you plan to enter. If you don't have either, consider working in the industry or with a successful owner/operator for at least six months.

Experience

Having prior experience in management of people and finances is critical to increasing your chances of business success, since the majority of businesses fail due to poor or inexperienced management. If you feel you could use help in this area, Oregon's Small Business Development Centers are an excellent resource for training and assistance to help your business succeed. See "Small Business Development Centers" in this guide for more information or go online to OregonSBDC.org.

Research

Do your homework. Hours spent studying your proposed business idea can save you money in the long run and give you the proper information to make sound business decisions. Here are valuable resources to help you plan.

- Oregon's Small Business Development Centers (SBDC) provide services to Oregon's small businesses. Find the SBDC in your area at <u>OregonSBDC.org</u>.
- Visit the Oregon Business Xpress one-stop business portal at Business.Oregon.gov. Find the Startup Toolkit.
- Connect with the Small Business Administration at sba.gov.
- Consult with a counselor at score.org.
- Consult with the <u>Small Business Legal Clinic</u> (SBLC) at Lewis & Clark Law School. The SBLC provides
 affordable legal services to low-income small and emerging businesses, including business financing, contract
 review and drafting, and entity selection and formation.
- University of Oregon's <u>Business Law Clinic</u> provides free legal services to small and start-up business on a waiting list basis. It also prepares law students to represent business clients through a clinical program in which students are trained in representing small businesses. All client work is performed by law students who are closely overseen by supervising attorneys.
- Your banker knows a great deal about your area, including average income, level of competition, real estate, and rental values, and bankers can be of great assistance, if you take the initiative. Establishing a credit line with your bank can help you develop a sound relationship with your banker, and a good record of payment is an advantage when applying for business loans.
- Contact insurance brokers about coverage needed for your business activity and for approximate premiums.
 Since insurance is a competitive business, contact several agents for a comparison of both suggested coverage and premiums.
- Visit your local library. A librarian can help you find information on starting, running, and marketing your business.
- Check with relevant trade associations and your local Chamber of Commerce to find out about networking opportunities and other resources.

STEP 2 - PLANNING

Business Xpress

Business Xpress is a "One Stop Shop for Business", and provides information to help you:

- Write a business plan
- Determine your scope of services
- Identify your business structure
- Estimate your opening costs
- And much more

<u>Oregon's Business License Directory</u> allows you to search to see if your business is regulated and how to contact the right agency.

Write a Business Plan

Whether you are just starting out or already own a small business, completing a basic business plan will help you succeed. Do you need help writing a business plan? The Small Business Administration (SBA) offers a step-by-step tool to <u>Build Your Business Plan</u>. Answering a few essential questions will help you clarify and organize what you already know – or need to know – about your business operations. Completing a business plan provides you with a better understanding of the financial needs and profit potential of your business.

Seek Professional Advice

Consider consulting at least two professionals:

- An attorney Consider getting advice on any legal questions pertinent to your business such as contracts, agreements, tax law, liability issues, raising capital through the sales of securities, and labor laws (if you plan to hire employees) or landlord-tenant laws (if you plan to lease your place of business). If you do not have an attorney, the Oregon Bar may be able to refer you to one. You can obtain a referral by contacting the Oregon State Bar toll-free at 1-800-452-7636, or online at https://www.osbar.org/public/ris/.
- An accountant A certified public accountant or a licensed tax consultant can advise you and possibly save you money on taxes if you are buying or starting a business. Your accountant can review tax forms with you, help you fill out the proper reports and provide up to date financial information. If you do not have an accountant, you may call the Oregon Association of Independent Accountants at 503-282-7247, visit oaia.net, contact the Oregon Society of Certified Public Accountants at 503-641-7200, or visit orcpa.org for referrals.

Financing

Columbia Gorge

Identify how you will finance your business. New businesses often underestimate the amount of money it takes to get a business started. An entrepreneur should raise sufficient capital to cover their startup costs and cash-flow requirements for a business, plus an additional reserve. For more information on state loan programs and other tools to raise capital, check the financing sections of Business Oregon. For more information on raising capital through sale of securities, check out https://dfr.oregon.gov/business/licensing/financial/securities/Pages/index.aspx and https://www.sec.gov/smallbusiness.

Startup capital can be hard to find. Income-qualified individuals may be able to participate in an Individual Development Account (IDA) to save money to open a business. IDAs are matched savings accounts which allow participants to get up to three dollars for every dollar they save. Find an IDA provider online.

Business Assistance Programs

Business assistance programs listed in this guide are divided into three broad categories: management and technical services, financial resources, and marketing and international trade assistance. However, some of the programs provide assistance in more than one area. **Note:** This is not a complete list of resources available in Oregon; this list is intended to give you some initial contacts for assistance in these areas.

MANAGEMENT & TECHNICAL SERVICES

<u>Business Xpress</u> provides information and assistance to help you grow your business. <u>Business Oregon</u> provides reports and services for and about Oregon businesses.

Oregon Small Business Development Center (SBDC) Network

Lincoln City

The <u>Oregon Small Business Development Center Network</u> provides a variety of services to the business community. Services include business advising, training, referrals, and information on capital and global trade for both new and ongoing businesses. These services are delivered through Small Business Development Centers (SBDCs) located throughout the state.

SBDCs have a variety of classes from starting up, to growing a business, to exiting a business. SBDCs also offer tools and other resources that can be helpful. Additional assistance is available in the areas of access to capital, international trade, and technology transfer.

For more information on the services offered, contact the SBDC Network Office or the SBDC in your area. There is an SBDC at each of Oregon's community colleges and at two other regional universities.

Oregon SBDC Network Office

1445 Willamette St. Suite# 5, Eugene, OR 97401 541-463-5250, 541-345-6006 (fax)

Salem

OregonSBDC.org

Albany	<u>Eugene</u>	<u>Medford</u>	<u>Seaside</u>
Bend	Grants Pass	<u>Ontario</u>	The Dalles
Clackamas	<u>Gresham</u>	<u>Pendleton</u>	<u>Tillamook</u>
Coos Bay	Klamath Falls	Portland	Global Trade Center
Columbia County	<u>La Grande</u>	Roseburg	Siovai Tiado Contor

SCORE "Counselor to America's Small Business"

If you want individual counseling, contact the **closest** SCORE Chapter address listed below. When calling by telephone, please ask for "SCORE Counseling."

SCORE, Portland

620 SW Main St., Ste. 313 Portland, OR 97205 (503) 326-3441 (503) 326-2808 Fax scorepdx@scorevolunteer.org portlandor.score.org

SCORE, Eugene/Springfield

c/o Chamber of Commerce 1401 Willamette Street Eugene, OR 97401 (541) 465-6600 willamette.score.org

SCORE, Central Oregon Chapter #701 PO Box 6416 Bend, OR 97708 (541) 316-0662 office@centraloregonscore.org centraloregon.score.org

Electronic Counseling can be done via score.org

Oregon Business Development Department

The Oregon Business Development Department (Business Oregon) is the economic development agency for the state of Oregon. Business Oregon works with both communities and businesses, and uses its programs and expertise to help businesses grow, so they in turn can add jobs, diversify the economy, and increase Oregon prosperity. In partnership with the private sector, Business Oregon provides direct services such as access to capital, lean manufacturing consulting, assistance with international markets, business recruitment, and more.

Much like the community bank down the street, Business Oregon can work with you to deliver small business loans in the form of debt financing at favorable terms. If there's not a good fit with one of its direct loan programs, Business Oregon can also work with those banks and credit unions down the street to provide loan guarantees and loan-loss reserve accounts to help free up capital to those "almost bankable" business applicants. Those interested in doing business in Oregon should investigate private sources of assistance as well.

Business Oregon 775 Summer Street NE, Suite 200 Salem, OR 97301-1280 503-986-0123 1-800-735-2900 (TTY) oregon.gov/biz

Contact Business Oregon's Regional Development Officers

Business Oregon's Regional Development Officers serve as a gateway to the full suite of the agency's programs and services. If you aren't sure where to start, reach out to your region's staff person.

https://www.oregon.gov/biz/aboutus/contactus/Pages/default.aspx

Gilliam, Morrow, Umatilla, and Wheeler counties
Grant, Harney, and Malheur counties
Clackamas, Multnomah, and Washington counties
Klamath and Lake counties. 541-219-2895
Marion, Polk, and Yamhill counties
Baker, Union, and Wallowa counties
Hood River, Wasco, and Sherman counties
Benton, Lane, Lincoln, and Linn counties
Clatsop, Columbia, and Tillamook counties
Crook, Deschutes, and Jefferson counties
Coos, Curry, and Douglas counties
Jackson and Josephine counties
Business Recruitment
Business Finance
Global Trade/Exporting
Broadband Development

Emerging Business Assistance Programs

There are a number of organizations that provide resources for technical assistance and promote targeted economic opportunities to small businesses, including minority-, women-, and disabled veteran-owned businesses around the state.

Oregon Association of Minority Entrepreneurs (OAME)

The Oregon Association of Minority Entrepreneurs (OAME) is a non-profit organization that promotes and develops entrepreneurship and economic development. OAME is a statewide organization with core services that include: business counseling, microloans, business incubation (office space and conference rooms available), business opportunities, and networking events (where everybody's IN, Nobody's OUT). For more information, contact OAME, 731 N. Hayden Meadows Drive, Portland, OR 97217, 503-249-7744, or visit oame.org.

Certification Office for Business Inclusion and Diversity (COBID)

The Certification Office for Business Inclusion and Diversity administers the Airport Concessionaire Disadvantaged Business Enterprise, Disadvantaged Business Enterprise, Minority and Women Business Enterprise, Service-Disabled Veteran Business Enterprise, and Emerging Small Business Certification programs. As the sole certification authority in Oregon, COBID provides "one-stop" certification services. These certification programs create a level playing field as certification provides businesses the opportunity to bid on goal-oriented public projects and connect with government contracting entities, encouraging diversity and inclusion in the procurement process. Certification is free in Oregon. COBID, a unit within Business Oregon, is located at 775 Summer Street NE, Ste. 200, Salem, OR 97301-1280. Contact COBID at 503-986-0075, or visit https://www.oregon.gov/biz/programs/COBID/Pages/default.aspx

ONABEN – A Native American Business Network

ONABEN, (Our Native American Business Network), founded in 1991, is a national non-profit organization that serves entrepreneurs and tribes throughout the Pacific Northwest. ONABEN can be found online at https://onaben.org/.

Oregon Main Street

Oregon Main Street (OMS) is part of Heritage Programs in the Oregon Parks and Recreation Department. OMS is designed to assist with the revitalization of traditional downtowns and historic commercial districts, promote economic development, and encourage historic preservation. The program uses an approach that advocates a return to community self-reliance, local empowerment, and the rebuilding of central business districts based on their assets, unique architecture, personal service, local ownership and entrepreneurship, and sense of community. For additional information, please go to oregonmainstreet.org or contact 503-986-0670.

Business Law Clinic

University of Oregon's Business Law Clinic provides free legal services to small and start-up business on a waiting list basis. It also prepares law students to represent business clients through a clinical program in which students are trained in representing small businesses. All client work is performed by law students who are closely overseen by supervising attorneys. For more information visit https://law.uoregon.edu/become-practice-ready/clinics/bizlaw.

Small Business Legal Clinic (SBLC)

The Small Business Legal Clinic (SBLC), located at Lewis & Clark Law School, provides business transactional legal services to low-income small and emerging businesses, primarily those owned by women, minorities, or recent immigrants. As part of Lewis & Clark Law School, the SBLC provides valuable hands-on training to future business attorneys, while providing a service to those who need it most. Clients placed in the SBLC Intern Program work with upper-division law students who are closely supervised by a clinical law professor. For more information, visit https://law.lclark.edu/centers/small-business-legal-clinic/

Self Employment Assistance (SEA)

The Self Employment Assistance (SEA) program allows qualified unemployment insurance claimants to start or expand a business while receiving unemployment benefits. Approved participants then work full-time on their self-employment venture instead of looking for work. The income earned from your approved SEA business while on SEA will not reduce your weekly benefit amount. SEA is a program for unemployment claimants who are likely to exhaust their unemployment benefits before they can find work in their regular occupation. When you apply for SEA, your business idea is evaluated, and you must continue to seek work until you are approved for the program in writing. Please visit OregonSEA.org or contact the Special Programs Center at the Oregon Employment Department at 1-800-436-6191.

Small Business Advocates

The Office of Small Business Assistance serves as an independent voice for small businesses within state government. The Office's Small Business Advocates help entrepreneurs by investigating and helping to resolve business complaints and questions about state and local government. For more information visit oregon.gov/smallbusiness

Get Help

If you feel your business has been unfairly or unreasonably treated by state or local government and you've tried to resolve the issue without success, request help <u>online</u>, via <u>email</u>, or call the Advocates toll-free at 1-844-469-5512.

Office of the National Ombudsman (SBA)

The National Ombudsman's mission is to assist small businesses when they experience excessive or unfair federal regulatory enforcement actions, such as repetitive audits or investigations, excessive fines, penalties, threats, retaliation, or other unfair enforcement action by a federal agency.

Learn more about the Office of the National Ombudsman or file a complaint online.

Office of the National Ombudsman 409 3rd Street, SW, Suite 7125 Washington, DC 20416 Toll-free 888-734-3247 TTY 800-877-8339

Office of Advocacy (SBA)

The Office of Advocacy is an independent voice for small businesses within the federal government, the watchdog for the Regulatory Flexibility Act (RFA), and the source of small business statistics. The Office of Advocacy advances the views and concerns of small business before Congress, the White House, the federal agencies, the federal courts, and state policy makers.

Region 10 Web page https://advocacy.sba.gov/tag/region-10/

Office of the Taxpayer Advocate

The Taxpayer Advocate, whose office was created in 2021 and is housed in the Department of Revenue, is a voice and a resource for taxpayers. The Advocate will serve taxpayers whose problems are not resolved through ordinary channels; receive and evaluate complaints of improper, abusive, or inefficient service by agency employees; promote taxpayer issues and concerns to department policymakers and state legislators; and problem-solve and suggest options to taxpayer dilemmas through normal channels of which the taxpayer may not have been aware. For more information visit the Office website at https://www.oregon.gov/dor/Pages/Taxpayer-Advocate.aspx.

FINANCIAL RESOURCES

Federal, state, and local governments provide some financial assistance to small businesses in the form of loan programs. These loan programs generally do not provide funds for more than 30-50 percent of a business proposal and the loan applicants must demonstrate that they have sufficient capital, in addition to the loan, to fund the business. Loan applicants should demonstrate repayment ability, sufficient management expertise, and commitment to operate the business successfully.

Many Oregon cities and counties have economic development programs, which include financial assistance. A business should contact the city and county in which they are located, or are interested in locating, for details of their programs.

Businesses can also raise money from investors through the sale of securities. Keep in mind, however, that the offer and sale of securities are subject to a highly complex system of federal and state regulation and there can be significant civil and criminal penalties for violating them, even if the conduct was not intentional. The securities laws define "security" broadly and so it is possible to sell a security without knowing it. Businesses should always seek the assistance of an attorney with an expertise in securities law or contact the appropriate regulatory agency before it raises capital. A qualified attorney should be able to give your business the proper guidance regarding whether the transaction involves a security, the security regulations requirements, possible exemptions, and any disclosure requirements. It is always wise to ask early and often about the application of the securities law to your business' fundraising efforts.

The following is a list of some financial resources available to small businesses. Contact your local Small Business Development Center or local economic development agencies for additional information on financial assistance in your area.

Local Revolving Loan Funds

There are many revolving loan funds for small business financing administered by local governments and development groups. In most cases, funding has been provided by the Department of Housing and Urban Development through the State of Oregon, or by the federal Economic Development Administration. For additional information, contact the U.S. Economic Development Administration at 503-326-3078.

Oregon Contacts for Revolving Loan Funds

Prosper Portland

1900 SW Fourth Ave Suite 100 Portland, OR 97201 503-823-3201

Cascade Capital Funding

698 12th Street SE, Ste. 210 Salem, OR 97301 503-990-6868

Mid-Columbia Economic Development District

515 East Second Street The Dalles, OR 97058 541-296-2266

Oregon Cascades West Council of Governments

1400 Queen Ave SE Ste 201

CCD Business Development Corporation

744 SE Rose Street Roseburg, OR 97470 541-672-6728

Southern Oregon Regional Economic Development Inc.

100 E. Main St., Ste. A Medford, OR 97501 541-773-8946

Central Oregon Intergovernmental Council

334 NE Hawthorne Avenue Bend OR 97701 phone 541-548-8163

NE Oregon Economic Development District

101 NE First St Suite 100 Enterprise, OR 97828

Albany, OR 97322 541-426-3598 541-967-8720 1-800-645-9454

SBA Loan and Loan Guarantee Programs

The U.S. Small Business Administration (SBA) is a federal agency created by Congress to help small businesses. The SBA offers small firms financial assistance through guaranteed loan programs. To obtain information on the loan programs, contact the U.S. Small Business Administration, 620 SW Main St., Ste. 313, Portland, Oregon 97205, call 503-326-2682, or visit SBA online at https://www.sba.gov/district/portland.

The SBA also sponsors programs that provide business counseling and assistance with business development, international trade, and obtaining federal government contracts. In addition, the SBA furnishes assistance for women and minorities in business.

Business Development Assistance

Business Oregon focuses on creating opportunities for Oregon companies. These opportunities pave the way for businesses to expand production, enter new global markets, and compete and win in the global economy. Through its own programs and expertise, or by matching clients with specialized partners, Business Oregon's job is to support Oregon business. Business Oregon has regional development officers located across the state to work closely with businesses and local officials. Business Oregon helps businesses access capital, find industrial property, export to global markets, and identify available business incentives. Staff have a wealth of experience to do all this and help identify what programs or assistance are best suited to help grow Oregon's industries. For more information, call 503-986-0123 or visit https://www.oregon.gov/biz.

Small Business Assistance

Business Oregon works with businesses in Oregon to increase their potential for success. The department coordinates with venture funds, entrepreneurial organizations, and service providers by helping them to access different sources of equity capital. It facilitates improved communications and linkages among various providers of services, including small business development centers, government contracts, marketing, minority business, and other small business organizations. For information, call 503-986-0123, or visit oregon.gov/biz

Access to Capital

Business Oregon has a team of professionals to assist businesses with financing needs by packaging loan programs or by matching a partner service provider with a business. For more information or to get started, contact an agency Regional Development Officer: https://www.oregon.gov/biz/aboutus/contactus/Pages/default.aspx

Business Oregon offers the following business finance programs, including direct loan and loan guarantees.

- Oregon Business Development Fund (OBDF) provides <u>direct loans</u> that leverage private capital and provides incentives for businesses to expand or locate in Oregon.
- Oregon Royalty Fund (ORF) provides <u>direct loans</u> to help early stage (post R & D and prototyping), scalable, and high-margin small businesses obtain short-term working capital to support rapid growth.
- Entrepreneurial Development Loan Fund (EDLF) offers <u>direct loans</u> to help start-ups, micro-enterprises and small businesses expand or become established in Oregon.
- Credit Enhancement Fund (CEF) provides <u>loan guarantees</u> to financial institutions, in order to increase capital
 availability to small businesses.

Raising Capital through the Sale of Securities

Raising capital through the sale of securities is another way for businesses to obtain financing. The securities laws define "security" broadly and common examples include stock in a corporation, a promissory note, and interests in a limited liability company. Generally, a security is involved any time a person invests money in a business and depends on the business owners' expertise and management to generate a profit or return on their investment.

The United States Securities and Exchange Commission (SEC) administers and enforces the federal securities laws, and Oregon's Division of Financial Regulation within the Department of Consumer & Business Services (DCBS) administers and enforces the Oregon Securities Law. To learn more about opportunities for raising capital under federal law, please visit https://www.sec.gov/. To learn more about opportunities for raising capital under Oregon law, please visit https://dfr.oregon.gov/Pages/index.aspx. You can also email your questions regarding the Oregon Securities Law to the following DCBS email address: Securities.Registrations@dcbs.oregon.gov.

Although they differ in detail, the federal and various state securities laws require securities to be registered with the appropriate agency (or agencies), such as the SEC or DCBS, before they are offered or sold, unless the security or the securities transaction is exempt from the registration requirements. The following is a brief description of some of the methods of registration and exemptions available to small businesses:

Exempt Offerings

Rule 506 Offerings

Securities Act Rule 506 is an exemption under the federal securities law. Rule 506(b) allows businesses to raise an unlimited amount of money from an unlimited number of accredited investors (and no more than 35 sophisticated non-accredited investors) so long as there is no general advertising or general solicitation. Under federal law, an "accredited investor" includes any natural person whose earned income in each of the prior two years exceeded \$200,000 (or \$300,000 together with a spouse or spousal equivalent), and reasonably expects the same for the current year; or has a net worth over \$1 million, either alone or together with a spouse or spousal equivalent (excluding the value of the person's primary residence); or holds in good standing a Series 7, 65 or 82 license. A more detailed discussion regarding the requirements under Rule 506(b) can be found on the SEC's website here: https://www.sec.gov/smallbusiness/exemptofferings/rule506b.

Rule 506(c) permits businesses to broadly solicit and generally advertise an offering so long as: all purchasers in the offering are accredited investors; the issuer takes reasonable steps to verify purchasers' accredited investor status; and certain other conditions in Regulation D are satisfied. A more detailed discussion regarding the requirements under Rule 506(b) can be found on the SEC's website here: https://www.sec.gov/smallbusiness/exemptofferings/rule506c.

Persons selling securities in reliance on Rule 506 in Oregon must file notice of the offering with DCBS 15 days after the first sale of the security in Oregon and pay a fee.

Regulation Crowdfunding

Regulation Crowdfunding is an exemption under the federal securities laws that allows companies to raise a maximum aggregate amount of \$5 million through crowdfunding offerings in a 12-month period. Those regulations: 1) require that all transactions to take place online through an SEC-registered intermediary, either a broker-dealer or a funding portal; 2) limit the amount individual non-accredited investors can invest across all crowdfunding offerings in a 12-month period; and 3) require disclosure of information in filings with the SEC and to investors and the intermediary facilitating the offering. Securities purchased in a crowdfunding transaction generally cannot be resold for one year. A more detailed discussion regarding Regulation Crowdfunding can be found on the SEC's website here: https://www.sec.gov/smallbusiness/exemptofferings/regcrowdfunding

A business whose principal place of business is in Oregon, or that sells 50% or greater of the aggregate amount of the offering to residents of Oregon, must make a filing with DCBS and pay a fee in order to sell securities in reliance on Regulation Crowdfunding in Oregon.

Tier 2 - Regulation A.

Tier 2 under Regulation A is an exemption under the federal securities laws for offerings of up to \$75 million in a 12-month period provided that the company meets certain basic requirements, bad actor disqualification provisions, disclosure, and other matters. There are also limitations on the amount of money a non-accredited investor may invest,

requirements for audited financial statements, and an ongoing report filing requirement. A more detailed discussion regarding Tier 2 – Regulation A can be found on the SEC's website here https://www.sec.gov/smallbusiness/exemptofferings/rega.

Persons selling securities in reliance on Tier 2 – Regulation A in Oregon must file notice with DCBS prior to selling their securities in Oregon and pay a fee.

Oregon's Intrastate Offering Exemption, aka "Oregon Intrastate Offering."

The Oregon Intrastate Offering (OIO) exemption exempts from the Oregon securities registration requirements the offer and sale of stock or notes by certain Oregon businesses with 50 or fewer employees. The total amount that can be raised under this exemption is \$250,000 per year and \$500,000 total. All Oregon residents can invest up to \$2,500 per OIO and some Oregon residents may, depending on their income and net worth, invest up to \$10,000. Securities sold in reliance on this exemption can be offered directly by issuers or hosted on a third-party platform. Securities validly sold in reliance on the OIO are also exempt from the federal securities registration requirements.

More information regarding how to use the OIO to raise capital for your business and a list of businesses currently relying on the OIO can be found on DCBS' website here: https://dfr.oregon.gov/business/resources/capital/Pages/crowdfunding-faqs.aspx.

"Accredited Investor" Exemption

The "accredited investor" exemption exempts sales to "accredited investors" so long as there is no general advertising or general solicitation. Under Oregon law, an "accredited investor" includes any natural person whose earned income in each of the prior two years exceeded \$200,000 (or \$300,000 together with a spouse or spousal equivalent), and reasonably expects the same for the current year; or has a net worth over \$1 million, either alone or together with a spouse or spousal equivalent (excluding the value of the person's primary residence).

Unlike sales made in reliance on Rule 506, businesses do not have to make a filing with DCBS or pay a fee to rely on this exemption. A business would need to prove that it satisfied the conditions of the exemption in a court or administrative proceeding should that become necessary. A business would also need to ensure that the offering is registered or exempt under federal law.

"Friends and Family" Exemption

The Oregon Securities Law also exempts from the securities registration requirements the sale of securities by a business to 10 or fewer Oregon residents (not including accredited investors) during a 12-month period so long as the offering does not involve commissions and/or general advertising or general solicitation. Because this exemption is limited to a small number of purchasers, it is sometimes known as the "friends and family" or "limited offering" exemption.

As with the "accredited investor" exemption, a business does not have to make a filing with DCBS or pay a fee in order to rely on this exemption. A business would need to prove that it satisfied the conditions of the exemption in a court or administrative proceeding. A business would need to ensure that the offering is registered or exempt under federal law.

Registered Offerings for Small Businesses

Small Offering Abbreviated Registration (SOAR) Offerings up to \$1,000,000 and the Small Corporate Offering Registration, (SCOR) for Offerings up to \$5,000,000.

Oregon's Small Corporate Offering Registration (SCOR) and Small Offering Abbreviated Registration (SOAR) are streamlined processes for registering offerings up to \$5,000,000 and \$1,000,000 respectively, within a 12-month period. SCOR offerings, with certain restrictions, can be advertised and sold to many types of Oregon investors, but do

require audited financial statements if the offering amount exceeds \$1,000,000. Audited financial statements are not required for a SOAR offering, but there are limits on the offering that make it more restrictive than a SCOR offering.

A SCOR and SOAR offering must be reviewed and registered by DCBS before the securities can be offered and sold. The review of such offerings can be coordinated with other states if the securities are going to be sold in more than one state.

For more information on raising capital through sale of securities, visit https://dfr.oregon.gov/business/resources/capital/Pages/raising-capital.aspx and https://www.sec.gov/smallbusiness.

Department of Consumer & Business Services

Division of Financial Regulation 350 Winter Street NE, Room 410 Salem, OR 97301-3881 503-378-4140 (voice/TTY) 866-814-9710 (Toll-free)\

Email: <u>Securities.Registrations@dcbs.oregon.gov</u>

Website: dfr.oregon.gov

Tax Incentives

Oregon has diverse tax incentive programs that move projects forward while benefitting both business and community. The most widely used programs are Enterprise Zones, which eliminate taxes on new property and equipment for 3 to 5 years in the standard program, and up to 15 years in the rural program. We have other property tax abatements like the Strategic Investment Program, and variances on the Enterprise Zone program. In addition to property tax, the Oregon Investment Advantage can provide abatement to Oregon's already-low taxes on corporate income.

For more information on business tax incentives, visit https://www.oregon.gov/biz/programs/homeareas/fundbusiness/Pages/default.aspx#tax

Grants

Business Oregon does have some limited grant funding for businesses in several targeted programs. One is a matching grant to help small businesses export goods to markets outside Oregon: https://www.oregon.gov/biz/programs/homeareas/overseas/Pages/default.aspx

There is also a targeted program for startups already receiving federal SBIR/STTR funds: https://www.oregon.gov/biz/programs/SBIR-STTR/Pages/default.aspx

For more information call 503-986-0172 or visit https://www.oregon.gov/biz/programs/homeareas/fundbusiness/Pages/default.aspx#grants

Fixed asset and working capital loans are available through regional and local economic development organizations, the Small Business Administration, and state agencies. For more information, please call:

• <u>Small Business Administration</u> loan guarantees: 503-326-2682.

Oregon SBDCs offer assistance for access to capital throughout the state. Visit the Capital Access Team

MARKETING, GOVERNMENT CONTRACTING & INTERNATIONAL TRADE

Business Oregon

Business Oregon's global trade strategists and overseas representatives can open the door for Oregon companies to market their goods and services internationally. Oregon businesses have access to a wide variety of tools and resources

to remain profitable in an increasingly competitive and technologically complex global economy. Global strategies experts help Oregon companies access international markets by providing one-on-one business counseling, market research, market entry strategies, and grants to help companies appear at international trade shows.

For more information, visit https://www.oregon.gov/biz/programs/homeareas/overseas/

Government Contract Assistance Program

Assistance from the Government Contracting Assistance Program (GCAP) has resulted in hundreds of millions of dollars in contract awards in Oregon. A program of the Organization for Economic Initiatives (OEI), GCAP provides technical assistance to small businesses in obtaining contracts with the federal government.

GCAP provides 1) free counseling on every aspect of government contracting, 2) training workshops and conferences, and 3) a computer matching service that automatically matches a business with related federal, state, and local bidding opportunities, and emails the leads on a daily basis. GCAP offers the bid match service free for a 60-day trial and then, after the trial, it charges an annual subscription fee.

GCAP provides training for your business on many topics, including registrations and certification, market assessment, solicitations, bids, proposals, and the potential of getting your business on a federal GSA schedule. For more information. contact GCAP, 1144 Gateway Loop, Suite 203, Springfield, OR 97477; visit the website at gcap.org; or call 541-736-1088 or 1-800-497-7551.

Oregon SBDC Global Trade Center

Oregon SBDCs offer assistance in international trade and export resources through the Oregon SBDC Global Trade Center at the Portland Community College SBDC. Visit the website at https://oregonsbdc.org/global-trade-center/.

Agricultural Products Marketing

The Oregon Department of Agriculture works to promote, develop, and expand domestic and international markets for Oregon's agricultural and food products. The staff works with producers, cooperatives, and processors, organizes trade missions, hosts incoming foreign business delegates, and connects producers with prospective buyers. For more information, contact them at:

Oregon Department of Agriculture Agricultural Development and Marketing Division 635 Capitol Street NE Salem, OR 97301 503-986-4620 Agmarket@oda.state.or.us.

The Oregon Department of Agriculture also produces the Oregon Agricultural Statistics & Directory, which includes Oregon agriculture data and resources. Visit online to view the Oregon Agricultural Statistics & Directory.

Portland Export Assistance Center

The Portland Export Assistance Center helps companies in Oregon and SW Washington who want to increase their export sales and expand into the global marketplace. The Export Center is a quick access point for all federal export assistance programs and offers business counseling in the following areas: information on markets abroad, international contacts, product promotion and export financing, and SBA export loan guarantees.

U.S. Department of Commerce, Commercial Service offers assistance in:

- Research and counseling on identifying appropriate international markets.
- Identifying potential international agents and distributors.
- Participating in international trade exhibitions.
- Qualifying international business partners.
- Developing international documentation.

■ E-Commerce Services.

Export Assistance Center, Portland

One World Trade Center 121 SW Salmon Street, Ste. 242 Portland, OR 97204 (503) 326-3001

U.S. Small Business Administration offers

- Research and counseling on identifying methods, strategies and programs.
- SBA loan application information to finance export sales of small business exporters.
- Loan packaging services for SBA's Export Working Capital Program applications.
- Information on export credit insurance programs and brokers' contact list.

Portland District Office

620 SW Main Street Suite 313 Portland, OR

Phone: 503-326-2682 Fax: 503-326-2808

STEP 3 – SELECT YOUR BUSINESS ORGANIZATION STRUCTURE & NAME

Consider many factors when choosing the best form or structure of business ownership. The choice you make can have an impact on multiple aspects of your business and personal life, including taxes and liability.

How To Choose a Business Structure

While there are many different structures you may choose for your business, this guide will focus primarily on the five most common types used in Oregon: Sole Proprietor, General Partnership, Limited Liability Company, Business Corporation, and Nonprofit Corporation.

Ownership, liability, management control, and taxation are just a few of the primary considerations when selecting a business organization structure. Each type has its own advantages and disadvantages. If you have questions on which structure is best for your particular situation, please consider consulting:

- An attorney.
- A certified public accountant.
- One of Oregon's Small Business Development Centers.
- If business is in a regulated industry, contact the appropriate State licensing or regulatory agency.

Business Organization Structure Types

	SOLE PROPRIETOR	GENERAL PARTNERSHIP	LIMITED LIABILITY COMPANY	BUSINESS CORPORATION	NONPROFIT CORPORATION
REGISTRATION REQUIRED ¹	Not required, except for Assumed Business Name	Not required, except for Assumed Business Name	Yes, File Articles of Organization & annual reports	Yes, File Articles of Incorporation & annual reports	Yes, File Articles of Incorporation & annual reports
GOVERNING DOCUMENT ²	A business plan is recommended	Partnership agreement	Operating agreement	Bylaws	Bylaws
OWNERSHIP	One owner	Two or more partners (owners)	One or more members (owners)	One or more shareholders (owners)	No owners. Assets must be given to another nonprofit upon dissolution
LIABILITY ³	Unlimited personal liability for debts of the business and yourself	Unlimited personal liability for debts of the business including your partners actions	Members (owners) have limited liability for debts of the LLC	Shareholder liability limited to loss of their paid- in investment	Operators are not personally liable for debts of the business
MANAGEMENT CONTROL 4	Owner makes decisions	Partner control and decision-making responsibility set out in partnership agreement	Member managed, or owners may appoint a manager per the Articles of Organization	Shareholders elect directors to oversee policies and appoint officers	May have members who may elect directors; Must have directors to oversee policies and appoint officers
TAXATION 5	Owner reports and pays taxes on personal tax return	Each partner reports and pays share of taxes, on personal tax returns	Taxed like a sole proprietor or partnership depending upon number of members. May elect to be taxed as a corporation.	Corporation pays taxes on income; shareholders pay taxes on dividends	Nonprofit pays taxes on income, unless tax exempt

Benefit Companies

An Oregon Business Corporation, Professional Corporation or Limited Liability Company can also elect to become a Benefit Company.

An Oregon Benefit Company is a type of corporation or limited liability company (LLC) that in addition to profit, wants to consider making a positive impact on society and the environment through the business' decision-making process. Benefit companies differ from traditional corporations and LLCs by adopting a third-party standard, such as

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¹ Assumed business name registration required when owner's "real and true" name is not part of the business name (**Note:** corporation and limited liability company name is the "real and true" name).

² Governing documents are internal to the business, they are not filed with the Corporation Division.

³ Limited liability protection may be forfeited by the courts in cases of fraud or misconduct.

⁴ Charities (public benefit nonprofit corporations) must have at least three directors.

⁵ Additional business, payroll and property taxes may also apply.

those set by B Lab, Benefit Corporations for Good, Green America, or the Global Reporting Initiative (GRI), and by adopting the benefit company status in their articles of incorporation or articles of conversion.

The purpose of a benefit company is to create a general public benefit, which is defined as "a material positive impact on society and the environment, taken as a whole, from the business and operations of the company." Third-party benefit company standards generally assess a company's business practices for sustainability, social responsibility, and environmental performance. The benefit company status allows directors and governors to consider social and environmental factors in addition to corporate value and profit.

An Oregon Business Corporation, Professional Corporation, or Limited Liability Company that would like to be a benefit company must:

- Include a statement (usually in the optional provisions) in the Articles of Incorporation or Organization that says, "The Corporation (or Limited Liability Company) is a benefit company subject to ORS 60.750 ORS 60.770."
- Adopt a third-party standard against which to assess performance, and
- Annually prepare a benefit report identifying the actions and methods used to provide a general or specific
 public benefit, any circumstances that hindered or prevented a benefit, and assessing how well the benefit
 company met or exceeded the third-party standard.
- For more information on becoming an Oregon Benefit Company, visit the Secretary of State's website at "File to Become a Benefit Company".

Choose a Business Name

What Names Are "Available"?

Your selected business name must be available for registration purposes, meaning no other business with exactly the same name has an active registration on the Corporation Division's database. If the name is not already taken by an active registration on the database, it is available for you to register in the public record. That said, just because a name is "available" does not mean that registering the name is advisable. See the section on "Protecting and Defending Your Name" for more information.

The law requires the Secretary of State to accept names that are "distinguishable upon the record." A business name is "distinguishable" if it does not exactly copy a name already on record. A word, the order of key words, addition of numbers, creative spelling, or even a letter's difference in a name is often enough to tell it apart from another name in the database and make it distinguishable. In addition, an assumed business name is filed according to county, so there may be identical names in the database but associated with different counties.

You can <u>check a name for availability</u> prior to submitting an application. A name availability check does not guarantee the name will still be available by the time the Corporation Division processes the application.

What Are "Real and True" Names?

A "real and true" name means the first name or initial, middle name or initial, *and* last name of each business owner. For corporations, limited liability companies, and other business entities, the business name registered with the Corporation Division is the real and true name of the business.

Assumed Business Names

A business name must be registered with the Corporation Division as an assumed business name if the "real and true" name of each person who is carrying on the business is not disclosed in the business name. See above for a definition of real and true name. If there are words that suggest additional owners, such as "company" or "associates", the business name must be registered.

If a person transacts business with an unregistered assumed business name, he or she may not have standing in court to pursue or defend legal actions, and may find it difficult to do business, for example, getting licenses, opening bank accounts, and entering into contracts.

Since an assumed business name is registered by county, there may be identical names in the database associated with different counties. An Assumed Business Name may be registered for all Oregon counties at no extra charge.

Examples of Assumed Business Names				
Real and True Name	Doing Business As			
	Don't Need to Register ABN	Need to Register ABN		
Tom Sorenson Construction, Inc.	Tom Sorenson Construction, Inc.	Tom Sorenson Construction Tom Sorenson Homes TSC Homes		
Jane Jean Jones	Jane Jean Jones Enterprises Jane J. Jones Enterprises	Jane Jones Enterprises Jane's Enterprises Jones Enterprises Jane J. Jones & Company Jane Jones & Associates		
Michael Leonard Jones John Jay Smith	Michael L. Jones & John Jay Smith Michael Leonard Jones & John J Smith Michael L Jones & John J Smith Michael L. Jones & John J. Smith Enterprises	Michael Jones & John Smith Mike Jones & John Smith M. Jones & J. Jay Smith M. Jones & J. Smith Jones & Smith M & J Enterprises		

- **Sole Proprietor** If the name of the business does not include the "real and true" name of the business owner, registration of an assumed business name is required. See the previous section on assumed business names for more information.
- **General Partnership** If the name of the business does not include the "real and true" name of each business owner, registration of an assumed business name is required. See the previous section on assumed business names for more information.
- **Limited Liability Company** The name of the limited liability company must contain the words "limited liability company" or the abbreviation "L.L.C." or "LLC" as the entity type designation at the end of the name.
- **Corporation** The name of the corporation must contain the words "incorporated," "corporation," "limited," "company," or their abbreviation as the entity type designation at the end of the name.

Protecting and Defending Your Business Name

Registering your name does not give you the right to use it.

The law requires business owners to register a public record of assumed business names and entities such as corporations, but the authority to use the name comes only through asserting those rights through use and legal action.

Registering your name **does not** mean you can legally use it. For example, you might be able to register "Starbucks Coffee and Tea" with the Corporation Division, but the real Starbucks could still sue you. In addition, someone may

register a business name that is similar to yours, but <u>not exactly</u> the same. That does not suggest they have a right to use that name, it just means they have told the public they want to do business using that name.

Your right to your business name is mainly established by using the name in business. Improper use of a business name is enforced by private legal action - **not** by the State of Oregon. This may mean you will need to sue in court to stop the offender.

If you find yourself in this situation, it is very important to get the advice of an attorney. Consider what the loss of business and reputation will cost you if you do not get proper advice. If you weigh the time and expense it will take to straighten out mix-ups with the other business against a visit or two to a lawyer, you will have a better idea of just how valuable a consultation might be.

To find a business attorney, check <u>the Oregon Bar Association's free referral service</u> at 1-800-452-7636, or ask other business owners whom they recommend.

It may also be helpful to do a national trademark search at <u>uspto.gov</u> (click on the Search Mark button). You can view more information on trademarks in the back of this guide.

STEP 4 – REGISTER YOUR BUSINESS

The Oregon Secretary of State's Corporation Division is the place to register your Business Corporation, Nonprofit Corporation, Limited Liability Company, Limited Liability Partnership, and Assumed Business Name. Most business types can be filed online through the Oregon Business Registry.

BUSINESS REGISTRATION & RENEWAL

Register Online For the fastest and most convenient way to register a business in Oregon, register online.

Renew Online For the fastest and most convenient way to renew a business in Oregon, renew online. You

must keep your business registry active while you are doing business in Oregon.

Express Delivery Documents delivered to the Corporation Division at the address below, by express delivery

companies such as FedEx or UPS, are processed within one business day.

US Mail Please allow one to two weeks for processing documents submitted by mail (including US

Postal Service overnight mail and Express Mail).

Forms to register are also <u>available online</u>. Submit the completed form and the non-refundable processing fee, payable to the Corporation Division, to the following address:

Corporation Division Public Service Building 255 Capitol Street NE, Ste. 151 Salem, OR 97310-1327

Sole Proprietor Registration

A sole proprietor does not have to register with the Corporation Division unless an assumed business name is used. See assumed business name registration below and above for more information.

General Partnership Registration

A general partnership does not have to register with the Corporation Division unless an assumed business name is used. See assumed business name registration below for more information.

Assumed Business Name Registration

To register an assumed business name, submit an assumed business name application and a non-refundable processing fee of \$50 to the Corporation Division. The name must be registered in at least one Oregon county, but you can register for all Oregon counties for no additional charge.

If the name is distinguishable and the application completed according to Oregon law, the Corporation Division processes the document and returns an acknowledgment to the customer.

Register Online
Forms for mailing

Fastest way to file

Limited Liability Company Registration

To form a domestic limited liability company in Oregon, submit articles of organization and a non-refundable processing fee of \$100 to the Corporation Division.

If the name is distinguishable and the articles completed according to Oregon law, the Corporation Division processes the document and returns an acknowledgment to the customer.

Register Online
Forms for mailing

Fastest way to file

Business Corporation Registration

To form a domestic business corporation in Oregon, submit articles of incorporation and a non-refundable processing fee of \$100 to the Corporation Division.

If the name is distinguishable and the articles completed according to Oregon law, the Corporation Division processes the document and returns an acknowledgment to the customer.

Register Online

Fastest way to file

Forms for mailing

Nonprofit Corporation Registration

To form a domestic nonprofit corporation in Oregon, submit articles of incorporation and a non-refundable processing fee of \$50 to the Corporation Division.

If the name is distinguishable and the articles completed according to Oregon law, the Corporation Division processes the document and returns an acknowledgment to the customer.

Register Online
Forms for mailing

Fastest way to file

Foreign Business Entity Registration

Business entities formed under Oregon law are called domestic business entities, while those formed under the laws of another state or country are called foreign business entities.

When a foreign entity is "doing business" in Oregon, it must apply for authority to transact business by submitting:

- 1) an application of authority to transact business,
- 2) a certificate of existence or similar document, or registry number from the state or country where formed (date of certificate must be within 60 days of the date of application), and
- 3) a nonrefundable processing fee of \$275 payable to the Corporation Division.

If the name is distinguishable and the application completed according to Oregon law, the Corporation Division processes the document and returns an acknowledgment to the customer.

Register Online

(Foreign Business Corporations and Foreign Limited Liability Companies only)

Forms for mailing

STEP 5 – UNDERSTANDING TAX OBLIGATIONS

Understanding your tax obligations is an important consideration for any business. You may wish to consult with a professional tax advisor or an accountant to help you understand your tax obligations.

Learn about requirements to report personal property (the physical capital owned by your business) to your county assessor's office. See the section below on Business Personal Property Tax. You will also want to check on other taxes that may apply to your business.

Most businesses will need to apply to the Internal Revenue Service for a federal employer identification number (EIN). See the Income Tax section in this guide for more information on federal and state income taxes.

If you plan to hire employees right away, you may also need a Business Identification Number (BIN), which is your state payroll tax identification number. If you do not plan to hire employees right away, do not get a BIN number. Obtain this payroll tax reporting number by completing a Combined Employer's Registration form available from the Oregon Department of Revenue or the Oregon Employment Department. Please refer to the separate publication Employer's Guide for Doing Business in Oregon for more information.

All businesses are required to file a personal property report with the county assessor's office each year. The report should include all personal property on the business premises on the assessment date. If your business has personal property in more than one county, you must submit a separate return in each county. See "Personal Property Tax Report" in this guide for more information.

As a self-employed individual, you may be subject to federal self-employment taxes if you are a sole proprietor or a partnership. This includes Medicare and social security taxes. You may wish to consult a professional tax advisor to determine your personal tax responsibility as a business owner.

Apply for Federal Employer Identification Number (SS-4)

To obtain a Federal Employer Identification Number (sometimes called an EIN or FEIN), you can <u>file online</u> or complete an <u>SS-4 Form</u>. SS-4 Forms are available at all IRS offices, or by mail by calling the IRS at 1-800-829-3676. Be sure you include a daytime phone number on the application, in case additional information is required. Filing is free.

Online: A provisional number will be assigned immediately when the form is <u>submitted online</u>. A

confirmation letter will be mailed two to three weeks after the form is processed, confirming your EIN

number.

Phone: 1-800-829-4933

You will need a completed SS-4 in hand

Fax: You can fax the completed Form SS-4 (PDF) application to your state fax number (see Where to File –

Business forms and filing Addresses), after ensuring Form SS-4 contains all of the required

information. If it is determined the entity needs a new EIN, one will be assigned using the appropriate procedures for the entity type. If the taxpayer's fax number is provided, a fax will be sent back with

the EIN within four (4) business days.

Mail: Internal Revenue Service

Attn: EIN Operation Cincinnati, OH 45999 Fax (855)-641-6935

You will receive your EIN by mail in four to five weeks.

Sales Tax Information

Oregon does **not** have a state sales tax. The Department of Revenue has created a website for questions about sales tax information that includes a <u>self-authenticating "Resale Certificate</u>" that business owners can fill out to use for buying wholesale or for exemption of sales taxes on goods purchased in another state.

Income Tax Information

Federal and State Income Taxes

All businesses must fulfill their tax obligations to the federal government and the state of Oregon. When you start a business, it is important to determine what kind of tax obligations you will have, and how and when you will be required to pay your taxes. It's a good idea to invest in a good CPA to help you understand and meet your tax obligations.

This section identifies federal and state tax forms filed by different types of business entities to meet their income tax obligations. However, for specific requirements and responsibilities, contact the Internal Revenue Service and the Oregon Department of Revenue.

For information on federal taxes, contact:

Internal Revenue Service 1220 SW Third Avenue Portland, OR 97204 1-800-829-4933 in Oregon irs.gov

For information on Oregon taxes, contact:

Oregon Department of Revenue 955 Center Street NE Salem, OR 97301-2555 503-378-4988 1-800-356-4222 oregon.gov/DOR

Income Tax for Sole Proprietors

Sole proprietors must file Form 1040 with a Schedule C or Schedule C-EZ to meet their federal income tax obligations (agricultural businesses may file a Schedule F). A sole proprietor is liable for self-employment tax and Social Security tax, which is filed on Schedule SE if net profit is \$400 or more.

To meet state obligations, a sole proprietor files state Form 40 with an attached copy of the federal Form 1040. A sole proprietor may be required to make estimated tax payments. A non-resident sole proprietor files state Form 40N with an attached copy of the federal Form 1040.

Income Tax for Partnerships

Federal tax law requires that a partnership (both general and limited) file Form 1065, and each partner receives a Schedule K-1 explaining how to place income, expenses, credits, etc., on their personal Form 1040 tax return. To meet state tax obligations, a partnership files Form 65 with an attached copy of the federal filing.

Individual partners file Form 1040 for federal income taxes, and may be liable for self-employment taxes and Social Security taxes filed on Schedule SE if net income from the partnership is \$400 or more. For state income taxes, the individual partners file state Form 40 with an attached copy of the federal Form 1040. Partners may be required to make estimated tax payments. Non-resident partners should contact the Department of Revenue for instructions specific to their need.

Income Tax for Limited Liability Companies

A limited liability company (LLC) files taxes based on their classification. The default classification of a single member LLC is to be taxed as a sole proprietor would be (see Income Tax for Sole Proprietors above). The default classification of a multi-member LLC is to be taxed as a partnership (see Income Tax for Partnerships above). Either a single member or a multi-member LLC may elect to be taxed as a corporation with the IRS and would follow the same income tax rules as a standard corporation or an S corporation, depending on which election is made (see the Income and Excise Tax sections for Oregon corporations and S corporations on the next page).

In Oregon, a couple that owns an LLC together would be treated as a multi-member LLC since Oregon is not a community property state.

Income & Excise Tax for Oregon Corporations

Corporations file federal taxes using Forms 1120 or 1120A. Corporations doing business in Oregon pay excise tax and file state Form 20 with an attached copy of their federal tax forms. "Doing business" is defined as being engaged in any profit-seeking activity in this state that is not protected by federal Public Law 86-272. A taxpayer with one or more of the following in Oregon is clearly doing business here:

- A stock of goods.
- An office.
- A place of business (other than an office) where affairs of the corporation are regularly conducted.
- Employees or representatives providing services to customers as the primary business activity, such as accounting or personal service, or services incidental to the sale of tangible or intangible personal property, such as installation of a product or warranty work.
- An economic presence through which the taxpayer regularly takes advantage of Oregon's economy to produce income.

Generally, if you have an Oregon address, you file Form 20. There is a minimum excise tax as provided in Oregon Revised Statute (ORS) 317.090.

Corporations not doing business, but having income from an Oregon source, pay income tax and file Form 20-I with a copy of their federal tax forms. Income is from an Oregon source if it is derived from:

- Tangible or intangible property located in Oregon; or
- Any activity carried on in Oregon, whether intrastate, interstate or foreign commerce.

Insurance companies, other than title insurers, file Oregon Form 20-INS. Title Insurers file Oregon Form 20.

For information on state tax credits for corporations, contact the <u>Oregon Department of Revenue</u> online or by phone 503-378-4988 or 1-800-356-4222.

Income & Excise Tax for S Corporations

An S corporation files its federal tax return on Form 1120S. Shareholders receive a Schedule K-1 explaining how to place income, expenses, credit on their personal return Form 1040. The state tax return is filed on Form 20-S with a copy of Federal Form 1120S attached. Shareholders of the S corporation should obtain information on their reporting requirements from the IRS and the Oregon Department of Revenue.

Estimated Income Tax Payments (Individual)

A sole proprietor, partner, limited liability company member, or shareholder may be required to make quarterly estimated income tax payments. In most cases, if you expect to owe at least \$1,000 in federal taxes for the year after subtracting any withholding and tax credits, you must file Form 1040-ES each quarter with the IRS. Or, taxes can be paid using the free Electronic Federal Tax Payment System (EFTPS). Generally, if you expect to owe \$1,000 or more on the tax-to-pay line on your Oregon tax return, you are required to file Form 40-ESV each quarter with the Oregon Department of Revenue. Interest is assessed if payments are not made when they are due. Contact the IRS and the Oregon Department of Revenue for specific information.

Estimated Income Tax Payments (Corporations)

A corporation that expects to owe tax of \$500 or more at the federal level is required to make estimated tax payments to the IRS. A corporation that expects to owe tax of \$500 or more at the state level must pay estimated tax payments to the Oregon Department of Revenue. A taxpayer can make estimated tax payments by Electronic Federal Tax Payment System (EFTPS). If a corporation is required to use EFTPS to pay its federal estimated tax, it must also use EFT to pay its Oregon estimated tax. A corporation may pay Oregon estimated tax with **Form 20-V**, if it is not required to pay by EFT. Interest is assessed if the correct installment of the tax due is not paid by the due date.

More information about paying corporation estimated income and excise taxes by EFT <u>is available online</u>, or call the EFT message line at 503-947-2017.

Personal Property Tax Report

Personal Property

All businesses are required to file a personal property report with the county assessor's office each year.

The report should include all personal property on the business premises on the assessment date. If your business has personal property in more than one county, you must submit a separate return in each county. The personal property tax form can be found <u>online</u>. The form itself contains more information on what property is and is not subject to tax and how to file, or you can find information online at https://www.oregon.gov/DOR/programs/property/Pages/personal-property.aspx.

Examples of taxable personal property include machinery, furniture and equipment, tools of the trade, non-inventory supplies, leased equipment, and libraries (such as repair manuals, sample books and law books). Any property not currently used in the business or expensed on your federal income tax business return is considered taxable personal property and must be reported. Property placed in storage is also taxable and must be reported.

Before You Buy

Complete due diligence before you buy used business personal property or risk ending up with a previous owner's tax debt.

Due Diligence: 3 Steps in 3 Days

Complete within 3 days of purchase to protect your interests:

- 1. Ask the seller for a signed and dated disclosure statement printed on company letterhead. It should contain the following information. (If the seller doesn't have this information, they should say so in the disclosure.)
 - a. Whether there is tax debt and/or liens associated with the personal property;
 - b. The name of any Oregon county in which the personal property has been assessed other than the county where purchase is taking place.
 - c. The name and address of any other person who has owned or had possession or control of the property; and
 - d. The fact that ORS 311.641, regarding due diligence to achieve bona fide purchaser status, may apply to the transaction.
- 2. Contact the tax clerk in the Oregon county where the purchase is taking place. Ask if there are tax liens against the property you want to purchase. If multiple counties are listed in the seller's disclosure statement, contact the tax clerk in all listed counties.
- 3. Search the Oregon Secretary of State's UCC system with the name of the previous owner(s). Print the results of your search.

Keep the results of your three-step due diligence process. If you find tax debt associated with the property, you can 1) opt not to purchase; 2) ask the seller to clear the debt/lien prior to purchase; or 3) discuss alternative payment arrangements with the county, such as a compromise payment to settle the lien.

Learn More

You can contact your tax professional, county tax assessor or the Secretary of State's Office of Small Business Assistance with questions. County tax assessors and the Office of Small Business Assistance cannot provide legal or financial advice.

Other Business Taxes

Federal Taxes

Some federal taxes apply to specific commodities, products, or services. To determine if there are other federal taxes that apply to your business activity, check with the Internal Revenue Service at 1-800-829-4933.

State Taxes

In addition to business income taxes and withholding taxes (paid only by employers), you may have additional tax obligations.

For information on state withholding taxes, contact the Oregon Department of Revenue by phone at 503-945-8091 or 1-800-356-4222, by email at payroll.help.dor@dor.oregon.gov, or on the internet.

For information on the Workers' Benefit Fund assessment, contact the Department of Consumer and Business Services by phone at 503-378-2372, by email at wbf.assessments@dcbs.oregon.gov, or on-the-internet.

Additional State Taxes

- 1) Transit District Self-Employment tax—paid by non-employer businesses in TriMet or Lane County Transit Districts. Visit the Oregon Department of Revenue.
- 2) Transit District Payroll Taxes for Employers paid by employers doing business in the TriMet or Lane County Transit Districts. Visit the <u>Oregon Department of Revenue</u>.
- 3) Statewide Transit tax employers and payers must start withholding tax from employees effective July 1, 2018. Visit the <u>Oregon Department of Revenue</u> or call (503) 945-8100.
- 4) Petroleum load fee paid by sellers of petroleum products from Oregon bulk facilities and importers of petroleum products into Oregon. Visit the <u>Oregon Department of Revenue</u> or call 503-945-8247.
- 5) Amusement device tax paid by owners of establishments with Oregon Lottery video poker machines. Contact the Oregon Department of Revenue at 503-945-8247 or <u>oregon.gov/dor/programs/businesses/Pages/Amusement-Device-Tax.aspx</u>
- 6) Alcoholic beverages contact the <u>Oregon Liquor and Cannabis Commission</u> at 503-872-5166 or toll-free in Oregon at 1-800-452-6522.
- 7) Bicycle excise tax collected by retailer sellers, paid by customers. Visit oregon.gov/DOR/programs/businesses/Pages/Bicycle-excise-tax.aspx or call 503-945-8120
- 8) Cigarette tax and tobacco products tax paid by distributors, manufacturers, and consumers of cigarettes and tobacco products in Oregon. Get more information online:
 - a. Cigarette Tax or call 503-945-8120
 - b. Tobacco Tax or call 503-945-8120
- 9) Dry cleaning fee paid by owners of dry-cleaning businesses and "dry" stores. Contact DEO at 800-452-4011.
- 10) Dry cleaning solvent tax paid by owners of dry cleaning businesses and distributors of dry cleaning solvents. Contact DEO at 503-229-6240.
- 11) Emergency communications (9-1-1) tax telecommunication service providers and retailers who sell prepaid wireless telecommunication services with access to the Oregon 9-1-1 Emergency Reporting System collect this tax from their customers. Visit the Oregon Department of Revenue or call 503-945-8247.
- 12) Forest products harvest tax paid on timber cut from any land in Oregon. Visit the Oregon Department of Revenue.

- 13) Gasoline taxes paid by persons licensed to operate as motor vehicle fuel dealers in Oregon. Contact the <u>Oregon Department of Transportation</u>, Fuels Tax Group at 503-378-8150.
- 14) Hazardous substance fee paid by possessors of non-petroleum hazardous substances. Visit the <u>Oregon State Fire</u> Marshal.
- 15) Recreational Marijuana tax paid by individuals or firms selling recreational marijuana. Contact the <u>Oregon</u> Department of Revenue at (503) 947-2597.
- 16) Timber privilege tax paid by timber owners on harvested timber's value. Visit the Oregon Department of Revenue.
- 17) State lodging tax collected by lodging providers and third parties who collect payments on behalf of providers, paid by guests. Visit the <u>Oregon Department of Revenue</u> or call 503-945-8247.
- 18) Vehicle use tax imposed on Oregon residents and businesses who purchase vehicles from dealers outside of Oregon. <u>Visit online</u> or call 503-945-8120.
- 19) Vehicle privilege tax imposed on Oregon dealers for the privilege of selling vehicles in Oregon. <u>Visit online</u> or call 503-945-8120
- 20) Public utilities, owned by investors and operating within Oregon, contact the <u>Public Utility Commission</u> at 503-378-6600 about the annual fee.
- 21) Weight-mile taxes paid by for-hire and private motor carriers operating into, within, and through the state of Oregon contact the Oregon Department of Transportation, Motor Carrier Transportation Program at 503-378-5849.

Local Taxes

Local governments in Oregon may collect other specific taxes, such as a hotel-motel tax. Contact the city and county in which your business is located for complete information on local taxes.

STEP 6 - CHECK LICENSES

Many occupations and business activities require special licenses, permits, registrations, or certifications from state agencies or boards.

Check State & Local License Requirements

License Requirements

The State of Oregon does not issue general business licenses. However, many occupations and business activities require special licenses, permits, or certifications from state agencies or boards. The State of Oregon offers a searchable online <u>License Directory</u> containing information on how to acquire a license, registration, certification, or permit. This is a comprehensive directory of over 1,500 licenses, permits, registrations, and certifications.

License Directory

Cities and counties may require a license for businesses operating within their jurisdictions. If your business is located within the city limits, check with your city offices to see if a local business license is required. If there is no specific listing for business licenses, the city hall information number is an appropriate initial contact.

To check on business license requirements at the county level, contact your county administrative offices. The county planning department or county commissioner's office is an appropriate first contact. You may be able to find your city,

county and special district <u>licensing requirements online</u>. If you aren't sure if a license is required, contact the <u>Office</u> of Small Business Assistance.

Construction and Landscape Contractor Licenses

Who Should be Licensed with the Construction Contractors Board (CCB)

Oregon's Construction Contractor License Act, ORS chapter 701, requires you to become licensed with the Oregon Construction Contractors Board if you are engaged for compensation in any construction activity involving improvements to real estate.

Licensing is required for any individual or business entity that advertises, offers, bids, arranges to do, or actually does any construction, alteration, remodeling, or repair involving residential, commercial, industrial, or public works improvements. Inspection, tree service, and chimney sweep businesses are also required to be licensed. Violations can result in civil penalties of up to \$5,000 per offense.

Some categories of construction work are exempt from the license, according to ORS 701.010. If you have any questions about whether you must be licensed, contact:

Construction Contractors Board (CCB)

201 High St. SE, Ste. 600 P.O. Box 14140 (for mail) Salem, OR 97309 503-378-4621 oregon.gov/ccb

CCB Requirements

- Contractors are required to have a surety bond and liability insurance.
- Before becoming licensed, most contractors must complete a 16-hour education course. All must pass a state test. There are also continuing education requirements for license renewal.
- Some work performed by contractors requires a specialty license. These include:
 - Residential home inspections.
 - Locksmith work.
 - o Home energy assessment.
 - o Energy Efficiency and Sustainable Technologies (EEAST).
- Contractors performing lead-based paint activities or individuals working for contractors on lead-based paint must also be certified by the Oregon Health Authority (OHA) and hold a current lead-based paint license through CCB. OHA may be reached at 971-0673-0440 or toll free 877-290-6767.
- Contractors must also determine their independent contractor class.

Class of Independent Contractor

- Nonexempt sole proprietorships have employees. Nonexempt partnerships have employees, or have more than two individual partners, or have partners who are not family members. Nonexempt corporations and limited liability companies have employees and/or more than two working corporate officers or LLC members.
- Exempt sole proprietorships have no employees. Exempt partnerships have no employees, or they have two individual partners, or they have only family members as partners. Exempt corporations and limited liability companies have no employees with two or fewer working corporate officers, who qualify as non-subject workers under ORS 656.027(9), or they have no employees and all corporate officers are members of the same family (related by blood, marriage or adoption).
- Contractors who are licensed as exempt and hire one or more employees, must immediately notify the CCB to change their independent contractor class, and supply the appropriate employer workers' compensation account numbers. Contractors who wish to change from nonexempt to exempt, must immediately notify the

CCB. Commercially endorsed contractors who are exempt are required by law to carry personal election coverage. (ORS 701.035(5)).

Employees or Subcontractors?

All contractors licensed with the Construction Contractors Board have certified independent contractor status stating they are independent businesses and not employees, as defined by statute. By operating their businesses according to the standards, they are recognized as independent businesses by the Department of Revenue, the Employment Department, and the Workers' Compensation Division at the Department of Consumer and Business Services, as well as the Construction Contractors Board.

The standards for independent contractor certification and operation are provided in ORS 670.600. Contractors need to be aware that hiring someone licensed as an independent contractor with the Construction Contractors Board does not automatically free them from paying taxes and workers' compensation insurance on those individuals. Contractors can only avoid these responsibilities if the subcontractor meets the independent contractor definition.

A business with employees must check with some additional agencies to determine its obligations as an employer. Since the definition of "employee" may differ among Oregon state agencies, read the section under each agency and under each type of tax carefully to determine if you are considered an employer for that agency or tax. If you have any questions about whether you are considered an employer, contact the Construction Contractors Board at 503-378-4621.

For additional information about whether you are considered an employer, please refer to the <u>Employer's Guide for Doing Business in Oregon</u>.

Applying for a CCB License

To become licensed, submit an application for licensure by mail, or come in person to the Construction Contractors Board's Salem office.

The Construction Contractors Board must have all of the following items before licensing can be completed:

- Completed application form.
- US Government issued identification.
- Payment of the correct fee.
- A surety bond.
- A Certificate of General Liability Insurance.
- Completion of any required education and passage of a state test.

Who Should be Licensed with the Landscape Contractors Board (LCB)

TWO licenses are required to do landscaping work in Oregon: the individual landscape construction professional license and the landscape contracting business license.

The individual landscape *construction professional* (LCP) license is granted to the person that supervises all landscaping work performed by a landscape contracting business. The LCP license is obtained after passing an exam showing minimum competency required to perform and supervise landscaping work in Oregon.

The landscape *contracting business* license is granted to an entity that is licensed to contract for landscape work in Oregon. The business carries the bond, liability insurance, and workers' compensation (if applicable), and enters into the contract with the consumer. The landscape contracting business must either be owned by or must employ a licensed LCP to supervise the landscape activities of the business, as well as any unlicensed employees.

Oregon law, ORS chapter 671, requires all businesses engaged in work as a landscape contracting business to be actively licensed with the LCB during all times the business performs landscape contracting work. Work as a landscape contracting business is defined by statute (ORS 671.520).

Licensing is required for any business entity that advertises, offers bids, and arranges to do, or actually does any landscaping work. Landscaping work includes the planning or the installation of lawns, trees, shrubs, vines, and nursery stock; preparation of the property on which they are to be installed; the installation, maintenance or repair of ornamental water features, drainage systems or irrigation systems; and the installation of artificial turf, unless used for

a sports field totaling more than 30,000 square feet. The license or CCB license is also required for the installation, maintenance or repair of fences, decks, arbors, driveways, walkways, patios, landscape edging and retaining walls.

Businesses that conduct landscape maintenance functions only, i.e. mowing, weeding and/or the upkeep of an already-installed landscape project, are not required to be licensed with the LCB and are not restricted in the amount of landscape maintenance they perform. However, they may only perform \$500 of "casual, minor or inconsequential" landscaping work per calendar year on property where they already perform landscape maintenance work. "Casual, minor or inconsequential work" is defined in OAR 808-002-0200.

To inquire about licensing requirements, check the LCB website or you can contact the LCB:

Landscape Contractors Board (LCB) Phone: 503-967-6291 ext. 221

2111 Front Street NE Ste 2-101 Fax: 503-967-6298

Salem, Oregon 97301 Email: <u>lcb.info@lcb.oregon.gov</u>

If the landscape contracting business changes owners, the business must apply for a new license and pay a new license fee, after which a new license number is assigned. In a corporation, stockholders are not considered owners for this requirement.

LCB Requirements

Landscape contracting businesses are required to have a surety bond and liability insurance and carry workers' compensation insurance if they have employees. The business must also employ at least one licensed landscape construction professional or have an owner who is a licensed landscape construction professional. In order to be a licensed landscape construction professional, the person must pass a multi-section examination that qualifies them for the phase of licensure and work they are allowed to perform.

If a person who is not a licensed landscape construction professional desires to start a landscape contracting business, and does not want to designate the role of managing owner/employee to the landscape construction professional employed by the business, they (or another designated person who is an employee of this business) must

- 1. Take the Owner/Managing Employee course through a board approved provider,
- 2. Pass the Business, Laws and Rules section of the examination, and
- 3. Meet all the other license requirements before the business is licensed.

Class of Independent Contractor (Employer Accounts)

Landscape contracting businesses must choose either the nonexempt or exempt class of contractor license.

- Nonexempt applies to sole proprietorships that have employees and partnerships that have employees, have more than two individual partners, or have partners who are not family members. Nonexempt corporations and limited liability companies have employees and/or have more than two working corporate officers or LLC members.
- Exempt applies to sole proprietorships that have no employees and partnerships that have no employees, or have only two partners that are family members. Exempt corporations and limited liability companies have no employees with two or fewer working corporate officers who qualify as non-subject workers under ORS 656.027(9), or they have no employees and all corporate officers are members of the same family (related by blood, marriage or adoption).

If the business is licensed as exempt and then hires one or more employees, the business must immediately notify the LCB and supply the appropriate workers' compensation documentation.

Employees or Subcontractors

Oregon Law, ORS 671.525, requires a business to qualify as an independent contractor under ORS 670.600 in order to be licensed with the LCB. All landscape contracting businesses licensed with the LCB have signed an independent contractor certificate stating they are independent businesses and are not under the direction and control of another entity as defined by ORS 670.600. By operating their businesses according to these statutory standards, the business is recognized as an independent contractor by the Department of Revenue, the Employment Department, and the Workers' Compensation Division at the Department of Consumer and Business Services, as well as the LCB.

The standards for independent contractor certification and operation are found in ORS 670.600 and OAR 808-003-0260. See the definition of independent contractor to determine what standards an individual or business entity must meet before it is recognized as an independent contractor. Landscape contracting businesses need to be aware that contracting with another licensed landscape contracting business that qualified as an independent contractor with the LCB does not automatically free them from paying payroll taxes and workers' compensation insurance on the individuals performing the landscape work. Landscape contracting businesses can only avoid these responsibilities if the subcontractor meets the independent contractor definition at the time the work is being performed.

A business with employees must check with some additional agencies to determine its obligations as an employer. Since the definition of "employee" differs among Oregon state agencies, read carefully the employment section for each agency and under each type of tax to determine if you are considered an employer for that agency or tax. If you have any questions about whether you are considered an employer, call the LCB at 503-967-6291.

For additional information about whether you are considered an employer, please refer to the **Employer's Guide for Doing Business in Oregon**.

Completing the LCB Business Licensing Process

Requirements for a Landscape Contracting Business License

- A completed application form (https://www.oregon.gov/lcb/Pages/Apply-License.aspx)
- Application Fee
- License Fee
- Business name registered with the State Corporation Division
- List of all owners
- Managing employee if the owner is NOT an LCP
- Tax identification numbers including the state payroll tax (BIN) and IRS (FEIN) numbers
- Certificate of liability insurance for a minimum of \$500,000
- Surety bond (\$3,000, \$10,000, \$15,000 or \$20,000, depending on the job charges)
- Workers' compensation, if applicable
- Independent contractor certification
- Licensing and litigation history
- Criminal background
- Employee verification form

STEP 7 – OTHER REQUIREMENTS

Check with the <u>Department of Environmental Quality</u> and the <u>Office of the State Fire Marshal</u>, if your business will handle hazardous wastes. See "Dealing with Environmental Permits & Regulations" in this guide.

Determine if you comply with the Americans with Disabilities Act (ADA). Many businesses are subject to federal law that prohibits discrimination against disabled persons. See "Comply with Americans with Disabilities Act" in this guide.

Learn about registering Patents, Copyrights, Trademarks, and Service Marks with the State of Oregon and the federal government. See "<u>Patents, Copyrights & Trademarks</u>" in this guide.

Check Zoning for Business Location

Be sure the location you choose for your business is properly zoned for your business activity. Other factors to consider include regulations on business signs and parking at the location.

If you are planning to operate a business from your home, you will need to determine if there are restrictions on home-based businesses in your area. Your local city or county planning offices will be able to provide you with this information.

Dealing With Environmental Permits & Regulations

Check with Oregon DEQ

Contact the <u>Oregon Department of Environmental Quality (DEQ)</u> for information on permits, certification, licensing, or regulations if your business activity involves any of the following:

- Putting wastewater into rivers and streams
- Disposing of wastes on land or into the ground
- Stormwater runoff associated with clearing, grading, excavation, or construction activities
- Stormwater runoff from industrial activity
- Emitting air pollutants, including potential nuisance odors
- Removing or disturbing asbestos-containing material; see <u>DEQ Asbestos Information</u>
- Operating a landfill or other solid waste disposal site, transfer station, incinerator, material recovery facility, solid waste treatment facility, energy recovery facility, composting facility, or septic lagoon for non-hazardous wastes
- Storing, using or transporting waste tires
- Owning an underground storage tank, either in use or out of use
- Contracting to work on an underground storage tank, including testing or cleaning up of petroleumcontaminated soil, requires a license from DEQ
- Creating, storing, treating, or disposing of hazardous wastes

For spills or emergency response, state statute requires that when you have a release (spill) or a threat of release of oil hazardous materials, you must call the Oregon Emergency Response System at 1-800-452-0311, **not** DEQ.

For information about handling or storage of petroleum products, visit the Office of the State Fire Marshal or call 503-378-3473, **not** DEQ.

DEQ Information and Technical Assistance

Please visit the DEO website for more complete information on environmental permits and regulations.

For air quality permitting and licensing resources, solid waste permit information, underground storage tank information and water quality permitting information, visit the DEQ website.

For more information on dealing with hazardous waste, see DEO's Small Quantity Hazardous Waste Generator Handbook.

To file a pollution complaint, see https://www.oregon.gov/deq/Get-Involved/Pages/File-Pollution-Complaint.aspx. For other hazardous waste technical assistance, visit the Oregon Department of Environmental Quality.

Oregon Department of Environmental Quality

700 NE Multnomah St., Ste. 600

Portland, OR 97232

503-229-5696 (in Portland)

1-800-452-4011 (toll-free in Oregon)

503-229-6993 (TDD)

DEQ Small Business Assistance

The Oregon DEQ Air Quality Small Business Assistance Program provides technical assistance to address and prevent air quality violations at unpermitted or small sources. The program helps small businesses understand what permitting requirements apply to their industry sector and find practical, cost-effective solutions to their environmental concerns.

The Small Business Coordinator works with trade associations, interest groups, suppliers, and business owners with 100 or fewer employees. The program also represents the needs of small business in regulations across industry sectors and ensure that small business interests are represented during DEO's rulemaking. For more information visit the DEO Small business Assistance Program at https://www.oregon.gov/deg/ag/ag/Permits/Pages/BAP.aspx.

Check with Department of State Lands

The Oregon Department of State Lands (DSL) implements the state's removal-fill law, which requires property owners to get a permit from DSL if they plan to fill or remove material from Oregon wetlands and waterways. The law applies to private and public land.

More information about removal-fill permits is on the DSL website. Other resources include the fact sheet on identifying wetlands and the removal-fill brochure.

Department of State Lands

775 Summer St. NE Suite 100 Salem, OR 97301-1279 503-986-5200

Check with State Fire Marshal

The Oregon Community Right to Know and Protection Act directs the Office of the State Fire Marshal (OSFM) to develop and distribute the annual Hazardous Substance Information Survey.

Facilities in Oregon with reportable quantities of hazardous substances are required to report those substances annually on the survey. In addition, facilities that receive the survey for the first time are also required to complete and submit the survey. Failing to complete and submit the survey as required may result in civil penalties.

A hazardous substance is defined in Oregon Administrative Rule, 837-085-0040, as a substance required to have a Safety Data Sheet (SDS) pursuant to Oregon Occupational Safety and Health Administration (Oregon OSHA) or any substance designated as hazardous by the Office of the State Fire Marshal. This includes substances produced on site, waste substances, solutions, and refrigeration system gases.

A reportable quantity is any hazardous substance that is on site at any time, that meets or exceeds the following amounts:

Liquids - 50 gallons or more Gases - 200 cubic feet or more Solids - 500 pounds or more

Lower reporting quantities apply to poisons and explosives. If a poison or explosive is on site at one time *and* meets or exceeds the following quantities, it must be reported.

Liquids - 5 gallons or more Gases - 20 cubic feet or more Solids - 10 pounds or more

In addition, *any* quantity of radioactive substances (except sealed sources) is reportable, including radioactive wastes

A separate survey is required to be submitted for each site address in Oregon that has a reportable quantity of any hazardous substance.

Request a survey for an unreported site online.

For more information on State Fire Marshal requirements, <u>visit the website</u> or call the Hazardous Substance Information Hotline at (503) 378-6835 or (800) 454-6125 in Oregon between the hours of 8:00am to 12:00pm and 1:00pm to 5:00pm, Monday through Friday.

Comply With Americans with Disabilities Act

Background

The <u>Americans with Disabilities</u> Act (ADA) is a federal law that prohibits discrimination against disabled persons in the areas of employment, public accommodation, and public services. The State of Oregon also has anti-discrimination laws that affect business owners. Check the resources below for more information.

General Information

For general information on the ADA, contact:

Oregon Department of Agriculture Food Safety Program – Pets in Stores Poster 635 Capitol St. NE Salem, OR 97301 503-986-4720

Northwest ADA & Information

Technology Center, CDRC/OHSU PO Box 574 Portland, OR 97207 1-800-949-4232 (Voice and TDD)

For information on Title III of the ADA (public accommodation issues), contact:

Office on ADA, Civil Rights Division

U.S. Department of Justice 950 Pennsylvania Ave. NW Disability Rights Section--NYAV Washington, DC 20530 ada.gov 1-800-514-0301 (Voice) 1-800-514-0383 (TTY) For additional information on Title I of the ADA (private employment issues), contact either:

ADA.gov Information & Technical Assistance

US Department of Justice 950 Pennsylvania Ave. NW Washington, DC 20530 1-800-514-0301 (voice) 1-800-512-0383 (TTY)

Patents, Copyrights, and Trademarks

Some businesses begin with a new idea, invention, innovative concept, or new process. If your business is dependent on such intellectual property, you may want to protect it by applying for a patent or copyright. If you use a trade or service mark to identify goods or services that you provide, you may choose to register the trade or service mark.

U.S. Patents

A patent is an exclusive property right to an invention and is issued by the <u>U.S. Patents and Trademark Office</u>, in the Department of Commerce. A patent gives an inventor the right to exclude others from making, using, or selling the invention in the United States, its territories, and possessions.

The US Patents and Trademark Office has a <u>patent search</u> tool online that you can use for a preliminary patent search. If you decide to apply for a patent, professional assistance from a patent attorney or patent agent is recommended, because the patent procedures are detailed and technical.

U.S. patent information, the application process, and forms for applying for a patent are available online from the United States Patent and Trademark Office.

U.S. Copyrights

A copyright protects literary, dramatic, musical, artistic, or other intellectual creations from unauthorized copying or exploitation. Items such as written materials, works of art, musical compositions, and computer programs are protected by copyright. No publication, registration, or other action in the Copyright Office is required to secure a copyright; the copyright is secured automatically when the work is created and fixed in a tangible form of expression. However, there are definite advantages to registering a copyright. Copyrights are registered with the U.S. Library of Congress. To obtain information on copyrights and copyright application forms, contact:

Library of Congress

U.S. Copyright Office 101 Independence Ave. SE Washington, DC 20559-6000 (202) 707-3000 or 877-476-0778 (toll free) general information

Trade and Service Mark

A trade or service mark identifies goods or services made or sold by a person to distinguish them from goods or services made or sold by others. It can consist of words, names, symbols, devices, or any combination of these. The mark must be in use before it can be registered. The registration is optional.

The trade or service mark registration advises the public that the registrant believes he or she is the only person who has a right to use the mark in connection with those goods or services. It prevents the registration of an identical or similar mark, and also helps prove the date of first use.

Oregon Trade and Service Mark Registration

It is the use of a trade or service mark in Oregon, rather than registration, which creates ownership. A trademark has been used in Oregon when goods are sold or distributed in the state and the mark is placed in any manner on the goods, containers, tags, labels, or displays associated with those goods. A service mark has been used in Oregon when the mark is used or displayed in the sale or advertising of services rendered in this state. Research Oregon Trademarks online.

The Oregon trade and service mark registration form is <u>available online</u>. There is a non-refundable processing fee of \$50 for filing a trade or service mark application, and the mark can be renewed every 5 years.

Please allow one to two weeks for processing documents submitted by mail.

Note: Businesses are encouraged to check for conflicts with federally registered trade or service marks before registering a trade or service mark in Oregon. Since trade and service mark rights arise from the use of the mark, a current federal registration may indicate prior use of the mark by another person. Federal trademark information is available at the United States Patent and Trademark Depository Library, located at Paul L. Boley Law Library, Northwestern School of Law at Lewis and Clark College, in Portland, Oregon. The library receives periodic updates on both current and pending federal trademark registrations. For further information, call 503-768-6676. Be sure to call ahead for library hours.

Federal Trade and Service Mark Registration

A Trade or Service Mark may be registered with the U.S. Patent and Trademark Office if the mark has been used on goods or associated with services that have been rendered in commerce. An applicant who has not yet used the mark may apply based on a bona fide intention to use the mark in commerce. The term of federal trademark registration is 10 years, with 10-year renewal terms. However, the registrant must submit an affidavit stating that the mark is currently in use between the fifth and sixth year after registration, or the registration is cancelled. Trademark rights can last indefinitely if the owner continues to use the mark to identify the goods or services.

Federal Trade or Service Mark Registration information is also <u>available online</u>. Information on the application process and forms for registering a Trade or Service Mark is <u>available online</u>.

If You Use Music in Your Business

U.S. Copyright Law gives copyright owners the exclusive right to publicly perform or authorize performance of their works. Most music is protected by a copyright. The proprietor of a business in which copyrighted music is performed is liable for infringement of copyrighted music in his or her place of business. If you use music in your business in any way, including as background music or on your phone system, you should be aware of your liability for using the music.

Three organizations license performance rights for most of the music copyright holders in the United States. You can obtain more information on how to comply with copyright law regarding music use by contacting an attorney or one of these organizations.

American Society of Composers Authors and Publishers (ASCAP) One Lincoln Plaza New York, NY 10023 (212) 621-6000 ascap.com Broadcast Music Inc. (BMI) 10 Music Square East Nashville, TN 37203 (615) 401-2000 or 1-800-925-8451 bmi.com **SESAC Inc.**55 Music Square East
Nashville, TN 37203
(615) 320-0055 or 1-800-826-9996
<u>sesac.com</u>

Complying with Oregon's Unclaimed Property Law

Unclaimed property is any amount of money owed by a business, nonprofit, or government agency to someone who cannot be found. Oregon law (ORS 098) requires businesses, public agencies, and other types of organizations to report all unclaimed assets each year to the Oregon State Treasury.

Common types of unclaimed property include:

- Uncashed checks, including payroll checks.
- Refunds and other deposits.
- Accounts receivable credit balances.
- Stocks and securities.

Treasury hosts free annual training seminars on how and when to remit unclaimed property. Additional information can be found at <u>unclaimed.oregon.gov</u>, Treasury's comprehensive website for searching for and reporting unclaimed property.

Oregon Consumer Informaton Protection Act

Oregon law requires individuals, businesses, and organizations that own, license, maintain, store, manage, collect, process, acquire, or possess personal information to follow requirements that help protect consumers from identity theft.

Personal information is a consumer's name combined with one or more of the following data elements, if the data elements are not encrypted, redacted, or rendered unusable, or if the data elements are encrypted and the encryption key has been acquired:

- Social Security number;
- Driver license or state identification card number issued by the Department of Transportation;
- Passport or other identification number issued by the United States;
- Financial account, credit card, or debit card number combined with any security code, access code, or password that would allow access to a consumer's financial account;
- Data from automatic measurements of a consumer's physical characteristics, such as an image of a fingerprint, retina, or iris, that are used to authenticate a consumer's identity;
- Health insurance policy or subscriber identification number along with any other unique identifier that a health insurer uses to identify the consumer; and
- Information about a consumer's medical history or mental or physical condition, or about a health care professional's medical diagnosis or treatment of the consumer.

Any data element or combination of data elements is also personal information even without the consumer's name, if the information has not been encrypted, redacted, or rendered unusable and the information would enable a person to commit identity theft against the consumer.

Finally, a username or other identification method together with any authentication method is also personal information.

If you handle personal information in the course of conducting your business, you must protect it by developing, implementing, and maintaining reasonable safeguards, including the proper disposal of personal information. If you are an owner of a small business (100 or fewer employees), you already comply with the reasonable safeguard requirements if your information security and disposal program contains the administrative, technical and physical safeguards, and disposal measures appropriate to the size and complexity of your business, the nature and scope of its activities, and the sensitivity of the personal information it collects.

Oregon law prohibits the printing of Social Security Numbers (SSNs) on any documents mailed to but not requested by the consumer. If the consumer requests mailed documents that contain an SSN, you must redact the number. Further, you cannot print an SSN on a card used by the consumer to access products or services, nor can you publicly display or post (such as on a website) an SSN unless you redact it.

When disposing of, or transferring to another person for disposal, material or media that display a consumer's SSN, you or the person who ultimately disposes of the material or media must make the SSN unreadable or unrecoverable.

If you experience a data security breach, you must notify affected consumers of the breach within 45 days of discovering or receiving notification of the breach. If the breach affects over 250 people, you must also notify the Attorney General in writing or electronically. These notification requirements, however, do not apply to certain businesses and organizations, including those who are subject to and comply with regulations under the federal Gramm-Leach-Bliley Act or the Health Insurance Portability and Accountability Act (HIPAA), though they must still provide the Attorney General a copy of the notice sent to consumers or other regulators for breaches affecting over 250 people.

Anyone who violates the OCIPA may incur a civil penalty of up to \$1,000 for each violation and up to \$500,000 for a continuing violation.

For further information contact:

Department of Consumer and Business Services

Division of Financial Regulation
350 Winter St. NE, Room 410
Salem OR 97301-3881
503-378-4140 1-866-814-9710 (toll free in Oregon)

For IRS information on Identity Theft and your Federal Tax Records, visit online.

STEP 8 – HIRING EMPLOYEES

The Business Information Center also publishes a separate guide to assist business when hiring employees. The <u>Employer's Guide for Doing Business in Oregon</u> provides a general checklist, along with contact information on government requirements for Oregon's employers.

Determine Employer Status

Who is an Employer?

Are you an employer responsible for filing and paying one or more payroll tax? If you pay someone to work for you, are in charge of the way the job is done, and have the right to direct and control the worker, the worker is probably your employee. Oregon law differs from federal law and from state agency to agency.

An employer may be an individual, corporation, partnership, estate, trust, association, joint venture, or other unincorporated organization. Religious, educational, charitable, and social organizations can also be employers, even though such organizations may be exempt from paying income tax.

If you are an employer, please review the companion publication, <u>Employer's Guide for Doing Business in Oregon</u> and contact the individual agency programs for further information.

Who is an Employee?

An employee is anyone who performs services for pay for another person or organization under the direction and control of the person or organization. Even when the employer gives the employee freedom of action, the person performing the service may still be considered an employee. What really matters is that the employer has the legal right to control the method and result of the services, even though the employer may not always exercise that right. If you are unsure whether you need to hire an employee or independent contractor, go to http://oregon.gov/ic for more information.

Corporate officers, whether a C Corporation or an S Corporation, who are paid for working for the corporation are considered by the Oregon Department of Revenue to be employees of the corporation and are subject to withholding tax requirements. (ORS 316.162)

Who is an Independent Contractor?

In Oregon, workers may only be classified as independent contractors if they meet the provisions of laws and court decisions that define independent contractor and employer-employee relationships. If you are unsure whether you need to hire an employee or independent contractor, go to oregon.gov/ic for more information.

For some agencies, independent contractors are defined in ORS 670.600, which includes that an independent contractor must be free from direction and control, and they are customarily engaged in an "independently established business" 3 of 5 test.

Internal Revenue Service (IRS) Independent Contractor Definition

The Internal Revenue Service (IRS) looks to common law rules to determine whether an individual is an employee or an independent contractor. IRS Publication 15-A outlines the process for making the proper determination. Please <u>click</u> here for more information, or call 1-800-829-4933.

Important Information About Employer Identification Numbers (EIN)

General Information

All businesses, except certain sole proprietors, are required to obtain a <u>federal tax employer identification number</u> (EIN). If you plan to hire employees within the coming fiscal quarter, you will also need to apply for an Oregon business ID number (BIN). You will need to supply your EIN as part of the BIN application process. If you do not plan to hire employees within the coming fiscal quarter, *do not get a BIN*.

- Application for EIN requires identification of responsible party
- Change in Application for Employer Identification Number
- <u>Use of Nominees</u> in the EIN Application Process
- Updating Incorrect Business Entity Information

If you have any questions regarding the federal tax identification number, contact your local IRS office or:

Internal Revenue Service

1220 SW Third Avenue Portland, OR 97204 1-800-829-4933 irs.gov/

• Apply for BIN online – requires EIN number

If you have any questions regarding Oregon's BIN/payroll reference number, contact the <u>Oregon Department of Revenue.</u>

Oregon Minimum Wage

In 2016, the Oregon Legislature made significant changes to the state minimum wage law. In addition to a new "standard" state minimum wage rate, the law sets out separate wage rates that apply to employers who employ employees in an urban growth boundary (UGB) of a metropolitan service district in the state (currently, only the Portland metropolitan area has such an urban growth boundary), and to employers with employees in specific "nonurban" counties identified in the law. Minimum wage rates have been established for the three minimum wage regions, increasing July 1 of each year through June 30, 2022. Effective July 1, 2023, the state "standard" minimum wage rate will be adjusted annually based on any increase to the U.S. City Average Consumer Price Index for All Urban Consumers, with the UGB rate set at \$1.25 per hour over the standard minimum wage rate, and the "nonurban county" rate at \$1.00 per hour less than the standard minimum wage. For information on the current or scheduled minimum wage rates, contact the Bureau of Labor and Industries (BOLI) at 971-673-0824 or TA.Email@boli.oregon.gov

Employee Health Insurance Assistance

Through special benefits and reforms, the State of Oregon is making health insurance more available and affordable for employers, their employees, and employees' dependents.

The first step to considering whether to offer health coverage to your employees is to understand the health coverage options available in Oregon:

• Employer-sponsored group coverage

- o Small employers with 50 or fewer employees may be eligible for small group coverage.
 - If you have fewer than 25 FTE (full-time equivalent), you may be eligible for the Small Business Health Care Tax Credit (see below).
- Large employers with more than 50 FTE must offer employer-sponsored health coverage to their employees that meets the employer shared responsibility provisions (go.usa.gov/xt335).

• Individual health coverage

- Oregon Health Plan
 - Individuals and families who work part time may qualify for Oregon's Medicaid program, also called the Oregon Health Plan, which is free coverage for low-income Oregonians.
 - To find out more about the Oregon Health Plan visit OHP.Oregon.gov.

o Private health insurance

- People who are not offered employer-sponsored health coverage, Oregon Health Plan, or Medicare can purchase health coverage through a health insurance company or through the Marketplace.
- Financial help is available through the Marketplace to reduce the monthly premium and outof-pocket costs.
- American Indians and Alaskan Natives may qualify for <u>additional savings and protections</u> (go.usa.gov/xt339) through the Marketplace.
- Oregonians can preview plans and savings available to them at OregonHealthCare.gov/WindowShop.

o Medicare

- Federal health coverage program through Social Security for people who are 65 or older, are on Social Security Disability for 24 months, or have end-stage renal disease (ESRD).
- For assistance with Medicare, contact the Oregon Senior Health Insurance Benefits Assistance (SHIBA) program at 800-722-4134 (toll-free) or visit SHIBA.Oregon.gov.

• Association health plans

- Association health plans allow many small- to medium-sized companies to come together under one health plan, potentially reducing costs and increasing benefit options.
- There are regulations around these entities and criteria to participate, but coverage is not regulated or guaranteed for essential health benefits or pre-existing conditions.

• Health reimbursement arrangements

o HRAs allow employers to contribute pre-tax funds to help employees pay for medical expenses.

Small-group coverage

Small-group coverage is available year-round, unlike individual health insurance, which has a set enrollment window.

If you have at least one employee who receives a W-2, you can purchase coverage for yourself and your workers at any time. Small businesses with one to 50 employees can purchase a plan from any insurer offering a small-group plan in Oregon.

Note: Employees who are offered employer-sponsored coverage likely are not eligible for financial assistance through HealthCare.gov.

If you are not currently offering health insurance, but want to get an estimate of what offering coverage through a Marketplace certified plan may cost, use our <u>premium calculator</u> (<u>go.usa.gov/xt33K</u>). You can then use that information to use the tax credit estimator (<u>go.usa.gov/xt33D</u>).

If you need help getting more information about these plans or other available options, please contact a licensed agent. You can find a local agent at OregonHealthCare.gov/GetHelp.

Coverage for family members

Can your organization sponsor health coverage for additional family members? If not, the family may get a better deal through HealthCare.gov (possibly getting financial assistance) or through the Oregon Health Plan if they are eligible, rather than being offered full-cost coverage through a family member's employer. Being offered full-cost coverage through an employer would make the family members ineligible for any financial help through the Marketplace.

Don't have employees?

An individual can apply for financial help and enroll in individual coverage through HealthCare.gov:

- During open enrollment, Nov. 1 to Dec. 15.
- Year round through the Oregon Health Plan.
- During a special enrollment period. This is a 60-day period that can be triggered by certain life events, such as getting married, having a baby, or losing other health insurance coverage.

Health Care Tax Credit

Small businesses with fewer than 25 full-time employees may be eligible for the Small Business Health Care Tax Credit if they choose one of the small-group plans certified by the Oregon Health Insurance Marketplace. If your business qualifies, the tax credit may cover up to 50 percent of the employer paid premiums.

Tax-exempt nonprofits also qualify for a tax credit up to 35 percent of premiums paid. For nonprofits, the credit is actually a refund on quarterly payments made to the IRS for income tax withholdings or Medicare withholdings from employee wages.

Get free expert help

Health coverage experts are available to assist individuals and employers evaluate their health coverage options, apply for coverage and financial help, and enroll in health coverage. Find an expert near you at OregonHealthCare.gov/GetHelp or contact the Oregon Health Insurance Marketplace at 855-268-3767 (toll-free).

Small Business Guide to Insurance and Worksite Safety

The Department of Consumer and Business Services regulates areas ranging from insurance to worksite safety that are important to small employers. As a business owner, understanding the types of insurance that can protect your investment and what you can do to promote worksite safety is key to your success. The <u>Oregon Small Business Guide to Insurance and Worksite Safety</u> provides an overview of these topics, along with contact information so you can easily obtain more detailed information.

Labor Market Information

The Oregon Employment Department has a team of Workforce Analysts who collect and analyze labor market information for individual businesses, who can then apply the information to their everyday business decisions. Their focus is to provide information as requested by Oregon businesses related to the labor market in general, and they can provide specific occupational supply and demand data, or do an analysis of a business's wage levels relative to the labor market. Workforce Analysts are also available to create customized reports for specific businesses when the data is available. The research division also publishes and distributes information that has been gathered through surveys sent to employers. Businesses can use this labor market information to identify challenges and opportunities. Economic development planners, educators and training providers, job applicants, legislators, and the news media also regularly rely on this information to learn about workforce issues that affect Oregonians.

Information on the Internet

The Oregon Employment Department maintains a nationally recognized website where employers can find local, regional, and statewide information. This includes business ownership characteristics, competitive wage rates, inflation indexes, projected future employment for jobs, and how changes in the economy affect them. Research staff are on hand to show businesses how to retrieve such data—and how to apply it directly to their venture. Visit their website.

STEP 9 – ONGOING REGISTRATION REQUIREMENTS

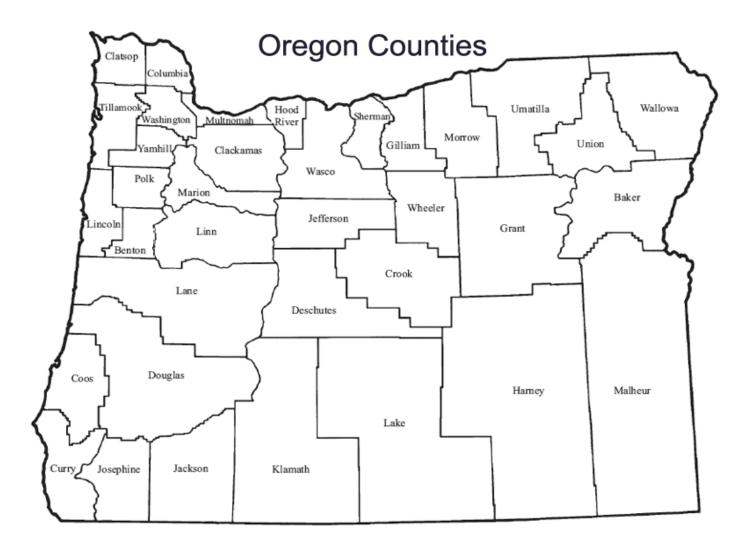
After you have established your business and fulfilled the initial requirements, you will want to make sure that you keep your reporting and registration obligations current. Businesses registered with the Secretary of State, Corporation Division must file <u>renewals</u> and if needed, <u>update their registration</u> information while they are doing business in Oregon.

Many occupational or business licenses require annual renewal or recertification. For more information, visit the <u>Business Xpress License Directory</u> for specific requirements.

You can sign up to have your business registry renewal notices emailed to you. For more information go to https://sos.oregon.gov/business/Pages/electronic-renewal-notices.aspx.

Nonprofit organizations that engage in charitable activities need to file annual reports with the Oregon Department of Justice (DOJ) Charitable Activities Section, and the Internal Revenue Service. For more information, visit our Nonprofit Services online.

OREGON COUNTIES MAP



Visit online for a list of county web pages and phone numbers



Corporation Division Office of the Secretary of State

Public Service Building, Suite 151 255 Capitol Street NE Salem, OR 97310-1327 (503) 986-2200

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