



# Portland 100

Helping Portland's Growth Companies Succeed

Portland **100**

# What does Portland need?



- **Successful high-growth companies to create high paying jobs, bring in outside capital, management and sales executives**
- **Successful exits of high growth companies whose executives stay in Portland creating additional angels, mentors, seasoned management and sales executives**

# Who is a Portland 100 Company?



- **Ambitious, competent entrepreneurs and management teams**
- **High growth business model looking to exit in 5-7 years**
- **Companies on which we will focus our highest levels of advisory, mentorship, and financing support**

## **Company Profile**

- Located in greater Portland metro area
- Established revenues of \$1M+
- Scalable business model and product/service
- Talented management team
- Willingness to receive advice and support from Portland 100

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# What do Portland 100 companies get?



- **Focused attention from public sector, non-profit sector, and private sector to ensure they succeed by giving them the help they need, including:**
  - Simplified access to local angel and VC funding
  - Introductions and road shows to secure funding outside of PDX
  - Assistance recruiting out of town management and sales executives via calls from key community leaders, along with job road shows

# What do Portland 100 companies get?



- **Focused attention from public sector, non-profit sector, and private sector to ensure they succeed and have the help they need, including:**
  - An assigned mentor who has proven success at the size, growth rate and industry of the mentee
  - Bi-annual company audit including Finance, Sales & Marketing, HR, Legal, and M&A to ensure company is on path to exit
  - Specific help will be brought in to assist with audit findings as necessary
    - Audit could potentially be used by company to raise additional capital

# Why we need Portland 100



- **Our resources (money, mentors, executives) in Portland are very limited when compared to cities of similar ambition across the country**
- **This problem is further compounded because our meager resources are spread very thinly across the many different organizations, workshops, non-profits, governmental agencies, etc.**
- **Companies who meet the criteria of Portland 100:**
  - Do not attend the typical workshops and programs sponsored by our current organizations
  - Instead set up private peer mentoring networks to get help and advice

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# Why we need Portland 100



- **The current organizational model has an extremely hard time pairing up resources in the community with the companies that truly need them**
- **The Portland 100 model puts the focus where it belongs:**
  - Entrepreneurs and their companies who are ready to leverage those resources to get to a big exit, while staying in Portland

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# What Portland 100 looks like



- **New stand alone non-profit supported by existing non-profit and governmental organizations agreeing to channel funding and expertise through it**
  - Current partner organizations: SAO, OEN, OTBC, PIE, etc.
- **Portland 100 companies are ready to move into the Major Leagues whereas our partner organizations are coaching the AA teams**

# What Portland 100 looks like



- **Portland 100 companies are selected through an application and interview process with a focus on:**
  - Correct team, business model, focus and the ambition to build a high-growth company
- **Bonus: The process will cause other companies to strive and work harder to get into the Portland 100 in future years**

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# Outcomes



- **Become recognized as a source of leadership for supporting and driving the success of commercial tech enterprises**
- **Increase the number of new businesses brought to sustaining level, with commercial products**
- **Grow the fund's financing base**
- **With an emphasis on job creation**
- **Produce second generation entrepreneurs and angel investors**

# When does Portland 100 begin?



- **Concept launch tonight!**
- **Next Steps**
  - Organizational development
  - Non-profit filing
  - Board development
  - Mentorship list created
  - Application process
  - First companies accepted

# Thank you!



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