

February 27, 2019

Senator James Manning, Jr. Co-Chair
Representative David Gomberg, Co-Chair
Joint Committee on Ways & Means Subcommittee on Transportation & Economic Development

Re: Small Business Development Center Impact

Dear Honorable Co-Chairs Manning and Gomberg, and Members of the Committee,

My name is Judy Goodman and I am the owner of BGood Bars in Joseph, Oregon. I want to take a moment to share a little about my business and how my Blue Mountain Small Business Development Center helped my business succeed.

Growing the business has been an exciting and rewarding challenge for me. BGOOD Bars reached several milestones with the help of Blue Mountain SBDC. By July of 2016 we had sold as much as in all of 2015, and sales continue to double over last year's sales each month.

BGOOD Bars raised capital through a statewide program my SBDC advisor introduced me to called the Oregon Intrastate Offering (OIO). Those funds allowed me to purchase additional kitchen equipment, supplies, and more importantly a UPC (bar code) and new labels enabling me to reach larger markets such as New Season's Market in Portland and 11 Market of Choice stores in Oregon, as well as 53 other retail locations in 9 states.

January 2019 BGood Bars won national acclaim at the annual Good Food Awards in San Francisco. Despite the fierce competition — over 2,000 applicants, more than 400 finalists and 220 winners in 16 categories — BGood Bars became the first energy bar to win a Good Food Award.

Since the infancy of BGood Bars, which started in January 2014, sales have doubled annually. Advisors with the Blue Mountain SBDC provided important information to make a business successful: Catherine Matias, Small Business Facilitator (2013); Rick Bombaci, financials; Kristy Athens, pitch development and marketing; and Dennis Sands with business valuation. With team support such as this, I see a bright future for the business.

Sincerely,

A handwritten signature in black ink, appearing to read "Judy Goodman". The signature is fluid and cursive, with a long horizontal line extending to the left.

Judy Goodman