

Income Open 8.53%
Current 8.91%

March 18, 2019

TO: Oregon

FROM: ALOHA LIQUOR/HILLSBORO TV HIWAY / Agent Glenna Bartlett
2905 SE 73rd Ave
Hillsboro, Or 97123

Good Afternoon, My name is Glenna Bartlett, I opened the Aloha Liquor 1239 store in September 2000. It cost me about \$47,000 to stock the product counters, check out counters, Computer sale computers....it cost me \$18.00 per square foot, plus \$3.75 NNN square foot for rent of 1730 sq ft. I was required to open on TV Highway with a 5 mile boundary from the other stores. The monthly cost was about \$4000 to keep the doors open.

In 2010 I moved my store from 1730 square feet to 2500 square feet, it was only three doors. The rent increased to \$19.00 square foot plus \$4.75 NNN square foot rental. My sales increased from \$2,225,000.00 to \$3,800,000.00 and the wages increased proportionately. I started opening on Sunday to pay for the increased costs.

My business was doing fine, and I had several bars that purchased from me and I was happy to be doing so well.

In 2015 when OLCC renewed my contract for another five years, I contacted the landlord to renew my lease. They wanted a \$5/square foot increase plus \$.50 more NNN..plus two 3% increases in the five years. That was way too much increase, so I contacted OLCC and they said to find a new location with more square footage. In August 2015 Aloha Liquor 1239 was moved to 2905 SE 73rd Ave., in a shopping center with 3330 square footage at \$18.00/square foot with \$4.75 NNN. That made the rent \$6060.00 per month. This was ONE MILE West toward Hillsboro, not too close to the existing store in Hillsboro that had been there for over 25 years.

Hillsboro Liquor got a "MOVE OUT" notice because the building was going to be torn down. They relocated THREE MILES towards me, right on my WEST BOUNDARY, which OLCC approved and they opened in November 2015. My sales started to DECREASE...then another store was allowed to Open ONE MILE north of me in November 2016 and it was the agent's second store.

MY SALES WENT DOWN \$1,000,000.00 RIGHT AWAY...AND IT HAS CONTINUED TO DECREASE WITH ANOTHER STORE OPENING IN HILLSBORO WEST AND ANOTHER ONE AT 25TH AND CORNELL.

In addition, the STATE of Oregon made minimum wages at \$12.00..and I had to cut down employees.

I applied for BEER and WINE (WHICH OLCC RECOMMENDED) in November 2017 to offset my losses. It took over 6 months to get approved with \$100 to OLCC and \$100 to City of Hillsboro licensing. My income from Beer and Wine is not \$500 for each per month yet. I am two blocks from Fred Meyers that has 4000 labels of beer and wine and one mile from Safeway that has nearly the same labels.

My sales have decreased to \$2,100.00.00 from \$3.8 million with wages increasing \$1.00 per hour

minimum wages, it will be \$13.00 effective in July.

This has caused SEVERE problems with substantial drop in income compared to what I used to make. There are 8000 homes and a new business shopping mall being built south of my business and that can take 20 years. So far there are maybe 8 houses being built close to my business.

My inventory is \$560,000.00 and OLCC wants me to reduce it to about \$250,000.00. But my space is not being reduced (and can't be) and my rent has increased by \$00.25 per square foot plus \$00.60 NNN, and now the Oregon Governor wants to make us take on the responsibility of managing Credit Card Fees.

I also qualified to have LOTTERY and I only get 1% if someone wins money...and that is maybe \$15.00 per month income.