

February 10, 2020

House Committee on Economic Development
900 Court Street NE, Room H-333
Salem, Oregon 97301

Re: Statewide Support for House Bill 4157, Outdoor Products Manufacturing

Chair Lively, Vice-Chairs Fahey and Wilson, and Members of the Committee:

We write today with strong support for House Bill 4157. HB 4157 is a slightly refined version of HB 3251, which received an 11-0 vote and do-pass recommendation from the House Committee on Economic Development during the 2019 legislative session.

HB 4157 would provide Business Oregon with \$250,000 in Lottery Funds for the remainder of the 2019-2021 biennium to support Oregon's outdoor products manufacturing sector. The funds would be allocated via Business Oregon's Industry Competitiveness Fund, require a 1:1 (or better) match, and provide support for start-up and early-stage outdoor products manufacturing companies throughout the state.

We are primarily small traded sector outdoor products manufacturers that have gained exposure, support, and resources through either the Oregon Outdoor Alliance or Bend Outdoor Worx. We would not be where we are today or have the opportunities for tomorrow without the work of these two organizations.

A lack of resources and access to capital leads means that many promising new companies regularly die on the vine in this industry. With groups like the Oregon Outdoor Alliance and Bend Outdoor Worx, Oregon has in place world-class resources and expertise to help these companies succeed. OOA and BOW have already proven their models and value, helping companies in communities around the state grow and succeed.

Outdoor products manufacturing has been identified as a priority economic sector by the State of Oregon. Yet little meaningful support has been provided to date. And competition amongst states is steadily increasing. HB 4157 would help ensure that Oregon is investing in its outdoor products future, and not just keeping pace with other states, but leading the pack.

Thank you for your consideration,

[See other side for supporters]



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