

# *Royal Restrooms*<sup>®</sup>

*A regal portable restroom experience.*<sup>SM</sup>

2/13/2021

To Whom It May Concern,

We are a small family owned and operated business. We service Oregon and SW Washington, providing luxury restroom trailers for weddings, corporate events, business remodels and other activities. In recent years we have been heavily involved in Oregon's robust film industry. The film industry has become a very important segment of our business.

With 2020 finally in the rear-view mirror we have stepped back and reviewed our business profitability for the year. When Covid-19 fears initially surfaced we were losing money daily, refunding virtually all of our wedding and event deposits certainly was not in our plans when 2020 started. As the year progressed and Covid shutdowns continued we were forced to rethink our business strategy as many other businesses have. With all of the struggles Covid restrictions presented there were some bright spots for our particular industry. We were fortunate to capture some business directly related to Covid, including shower trailers for inmates being quarantined, extra restrooms for businesses trying to remain open and keep their employees safe, etc.

In late summer as things started to open up for some businesses, the Oregon film industry started back up. We were excited for the opportunity to get back some of the money we had been bleeding all year in the wedding and event industry but at the same time we were concerned that it would be short lived. Fortunately, with extreme care and expense, the film industry was able to stay open and operating with very few interruptions. This allowed our business to gain back basically all of the losses we had sustained from the wedding and event business. 2020 made a miraculous recovery for our business and the film industry had a very direct and massive impact on our profitability. In the years prior to 2020 the film industry accounted for approximately 15% of our annual revenue, in 2020 it was about 33%!

We know the film industry has had the same impact on many businesses and individuals in the State of Oregon that it had to our small business. We are proud to be a part of this exciting and vibrant group that makes a financial impact to so many individuals, businesses, and communities in the State.

Please continue supporting this industry, it is good for Oregon!

Sincerely,

Rod & Karen Nelson  
Owner's, Royal Throne LLC