

My name is Robert Perkins. I am an Independent Oregon movie theater owner/operator writing to express my support for HB 3376. I grew up in the movie theater business. In 1953 my Grandfather built and operated a movie theater in Woodbine, Kentucky. In 1962 my Father built and operated a drive-in theater in Lexington, Kentucky. I have worked in the movie theater business for my entire 50-year career. The goal throughout was to own a movie theater. I moved to Medford, Oregon in 1982 to work for Pacific International Enterprises, a movie production and distribution company. In 1985 I moved to Portland to work for Tom Moyer's Luxury Theaters. In 1998 Luxury Theaters was purchased by Act III Theaters and I joined the new company. During my tenure with Act III Theaters, we built hundreds of movie theater screens, many in the Pacific Northwest. One of the theaters we built, in 1997, was Cornelius 9 Cinemas. In 1998 Act III Theaters was sold and shortly thereafter I went to work for Wallace Theaters. In 2001 Regal Cinemas closed Cornelius Cinemas. Shortly thereafter I was able to rent Cornelius Cinemas from the property owner, Tom Moyer. For the next 14 years I negotiated with Mr. Moyer to purchase Cornelius Cinemas. The Moyer family sold me the property in 2015. I leveraged myself beyond what was probable and borrowed the money to make that purchase. In January 2006, Forest Theatre in Forest Grove, Oregon closed. I was able to reopen that theater within a few weeks. I was operating both theaters and had about 35 employees until March 2020, and the arrival of the Covid 19 Pandemic.

Life has changed dramatically. With both theaters closed, all our employees were furloughed. Cornelius Cinemas was prohibited from opening indoors for 11 months. After the initial month we opened our outdoor, pop up, drive in screen and survived with 1 screen and an 80%, approximately \$1.3 million, reduction in 2020 revenue. In February 2021, Cornelius Cinemas was reopened with limited capacity, limited hours of operation, limited product availability and no food sales allowed. Forest Theater had less options and was closed permanently. I applied for the PPP loan program. We also took an EIDL loan. Much of those loans will have to be repaid. All the proceeds were used to keep Cornelius Cinemas open. The PPP had a grant portion for 24 weeks of payroll, but we have had a reduced payroll expense for 52 weeks, since the initial closure. I knew that we had to stretch the PPP fund for the business to survive, consequently, I have not been on the payroll for over a year. I have deferred utilities, mortgage payments, vendor payments and loan payments to the maximum possible. I have deferred critical maintenance repairs far too long. I have injected all the cash I can by taking a home equity loan against my personal residence.

My Company is pretty much at the breaking point. But I am determined to see this crisis through. I think that operations will slowly improve. We are currently operating at about 25% of capacity. 50% allowed with social distanced seating equals about 25% maximum seating. However, since the studio have deferred most movies and those that we do receive are also available via streaming, our road to recovery will be a long one. HB 3376 is vital to the success of my company and probably to all Oregon movie theater companies. We collectively need help to get our companies back to profitability and our customers back to the movies. I implore you to consider HB 3376 and to lend your support to this bill, my Company, and our industry.

Sincerely,

Robert H. Perkins III

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