

Submitter: Bryan Beacham
On Behalf Of: PayLess for Storage
Committee: House Committee On Judiciary
Measure: SB862

Legislatures,

My name is Bryan Beacham. I am one of the owner/operators of payLess for storage in Cornelius, Oregon.

I ask for your support today for Senate bill 862, A bill meant to modernize the self storage lien process in Oregon. I wanted to address the costs associated with these advertisements relative to the debt owed.

These advertisements are a very significant cost to Oregon Self Storage Owners without any clear benefit to delinquent Tenants. For example, in November of 2021, our company sold three units. The cost was 200.00 for the advertisement. The units sold for 135.00 all three units combined.the past due balance was 919.00. In this example . the advertisement cost alone increased the total financial loss assumed by your company by 26%. This is not an outlier month either. for all of 2021, our company lost over \$3800.00and for 2022 that number increased to over 6000.00because of tenant defaults and costs associated with lien sales. This is a significant burden for a small business like ours.

these lien sales are not money makers like portrayed on TV. Newspaper advertising in Oregon does not provide any form of notice to the tenant. It nearly increases operating costs without any benefit to the consumer. finally, putting aside the cost, I have never in my 12 years in this business ever had a lien sale halted because the tenant or another party saw the advertisement in the Newspaper and stopped the sale by paying the outstanding debt.

Alternatively, online auction companies permit nOregon storage Owners to efficiently advertise the sale on the same platform where the sale occurs and where bidders look to find sales.

as a result, I ask for your support, Senate Bill 862 seeks to update the act to reflect modern realities, like next door Washington has already done.

Thank You for your Consideration

Bryan Beacham