

Robin Pace
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Dear Chair Meek, Vice-Chair Drazan, and members of the committee,

My name is Robin Pace, I am the owner of Winding Waters Rafting/Winding Waters River Expeditions based in Joseph. I came to Salem last week with the Oregon Outfitters and Guides Association and would like to reaffirm OOGA's support of SB1593 - Oregon Recreation Commerce and Affordability Act of 2026 (ORCA).

Beyond that I would like to speak to my own unique position as a young Outfitter. 2026 will mark my 14th season as a guide and my third season as an Outfitter. The business I purchased has been in operation since 2004. I employ 20 people and am one of the few if not only solo-female outfitter in the state. My business runs multiple trips with non-profit groups such as veterans groups, indigenous youth, schools, and community resource groups, as well as groups of the general public.

I did not become an Outfitter with illusions of getting rich, just goals of making a living. Long days were expected along with the added stress of thin margins and massive overhead costs. Others can speak to insurance trends over the last decade, but for me costs have always been high. I just didn't expect they would be so high I would forgo paying myself on multiple occasions to ensure my guides and bills were.

A learning curve was unavoidable and to be clear I am getting better at increasing margins by cutting costs—for example packing one less bottle of ketchup on burger night, and becoming really skilled at repairing dry bags. This part of my story isn't unique, outfitting margins have never been exorbitant and Outfitters have always been innovators. I'm simply part of the new generation.

My story diverges from the norm because I am getting started at a time where waivers in Oregon are non-enforceable. That reality imposes serious questions to the viability of my business in the short term. I don't need decades of data. I've experienced differences in the last three years, and the implications are serious. SB 1593 is a clear and simple solution which aligns with similar solutions in neighboring states.

To conclude, I wouldn't have become an Outfitter if it weren't for the guides who came before me. The knowledge I've acquired is immense and it shirks in comparison to the knowledge held across all of the recreational spaces in Oregon. That knowledge needs to continue and can only do so if other young guides are able to take the step from guide to outfitter. Speaking from experience in that regard, SB1593 would support that possibility in a way that nothing else can.

Lastly I also support a proposed amendment to allow parents to make the decision to sign a waiver on behalf of their children. Parents make decisions every day that have major implications to their children's health and safety. This should be not different. And the ability for youth to access outdoor recreation experiences is at stake without this amendment.

Thank you for your time and consideration,

Robin Pace
Outfitter/Owner
Winding Waters River Expeditions