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SUBMITTED BY: STEVEN BESAW

Good morning. Thank you for letting me speak today. My name is Steve Besaw. I own 52nd Avenue Hardware & Building Supply, a small family business serving the Portland area for the last 40 years.

I would like to start by saying that the film and television industry has saved our family business. Currently, we are supplying materials (from lumber and plywood to the glue and nails that hold it together), for the television series "Leverage" and feature film "Gone." We just finished the NBC television pilot series "Grimm." We provided materials for the films "Twilight" and "Extraordinary Measures" starring Harrison Ford. Both of these movies were filmed in Oregon. As you know, the building industry has suffered dramatically over the past few years. Without the television and film industry, we would be out of business.

Over the past eight 8 years, the film and television projects have resulted in over \$1 million dollars of revenue to our company and our providing vendors. The amount of money spent on materials from our business would be the equivalent to starting over a 50 new houses in our struggling building economy. Providing higher incentives would create more opportunities for everyone related to these projects and help us continue to be in business and to help stimulate Oregon's economy by having to hire more people.

It is not just our company that supplies all of the materials. I purchase materials from other Oregon companies. Some of these vendors include:

- International Wood Products (Clackamas)
- Lumber Products (Tualatin)
- Emerson Hardwoods (Portland)
- Valley Roofing Mill (Salem)
- Oregon Pacific (Wilsonville)
- Weatherly Lumber (Eugene)
- Cascade Wholesale (Hillsboro)

Our company laid off two employees in the fall for the first time in 40 years. Due to film and television projects currently in progress and those which have just finished, we were able to hire them back and we may have to hire additional help as needed.

I have personally met a lot of people directly related to the film and television industry from set builders, construction coordinators, design specialists, rigging crews and even delivery truck drivers. These are people who live and spend their income in Oregon, further adding to the Oregon economy.

With higher incentives for the Oregon film and television industry this will provide my business and all others related to the lumber business stability for the years to come. On a personal note, I am the father of six children. Without the film and television my business, I am uncertain of what the third generation future will hold for my children. Thank you.

Best regards,

Steven Besaw
52nd Avenue Lumber & Hardware