

Senate Committee On Finance and Revenue
April 15, 2013

Testimony for Gary Haycox, Citizen of Oregon, the U.S.A., and representative of
We the People

I want to acknowledge and thank, the Chairman and Vice-Chair, members of the Committee and the people of Oregon for the opportunity to voice my position on tax reform and policy.

My name is Gary Haycox, I am a concerned citizen of Oregon, and not a lobbyist or paid consultant representing any organization or industry. I have included my resume as a reference on my background. I moved to Oregon in 1996 and currently live in Beaverton.

In the spirit of tax reform, I believe that we have reached the point where the byzantine tax structure and tax code has come to an imploding end point and no longer sustainable resulting in the need of considering a "scrap and replace" tax policy. This is true both nationally and for most of the States.

Oregon tax policy comes out of the chute encumbered with the insanity of the Federal "Franken-tax", as the Oregon income tax is based on the Adjusted Gross Income transferred from the Federal Tax form. Since AGI is based on myriad of special interest tax deductions, loop holes and credits; Oregon suffers from the whims of the US Congress lacking independent leadership to form or follow innovative sustainable tax policy and structure.

Since the inception of the income tax in 1913, after the adoption of the 16th Amendment to the US Constitution, there have been literally thousands or even hundreds of thousands of additions and amendments to the US Tax Code resulting in the most complicated, unfair and inefficient tax code ever devised by man. Consequently, throughout this income tax era there have been numerous tax-reform plans and ideas for tax policy

generated. One of the tax reform ideas which has withstood the test of time is the “fair tax”, based on a consumption tax, which would create a fair implementation of a flat “sales” tax applied to the flow of goods and services throughout our economy (GDP). There are sufficient details within the literature and references that can be utilized to educate and answer the many questions folks have in regards to a consumption tax. I have provided a link (below) to a site with such information.

I believe that Oregon can take a leadership role in becoming a premiere state test bed for tax reform by replacing our current income tax and likely modifications (reduction) to our property tax with a “fair” Consumption tax. Oregon would be recognized as leaders in implementing practical tax reform and with a successful implementation of a sustainable tax policy and structure, Oregon will become the “gold standard” for tax reform that other States and the Federal Government could follow.

I AM OPPOSED TO SJR 36 AS AN ADDITIONAL SALES TAX.

I want to again thank the Committee for their time and consideration.

Respectfully,
Gary Haycox

Information Links:

Fair Tax Org

<http://www.fairtax.org/site/PageServer>

Fair Tax Org Frequently Asked Questions

<http://www.fairtax.org/site/PageServer?pagename=FAQs>

GARY HAYCOX

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I am seeking an executive or senior level position within a leading, visionary organization to utilize my strategic, execution oriented skills and technology experience applied to corporate strategy and business development to achieve excellence in business objectives. Background highlights include:

- Over 20 year career with Intel Corporation
 - Hardware Development, Server Architecture, Security Architecture
 - Mobile computing strategy and Mobilized Software Initiative
 - Service Oriented Enterprise, Saas, PaaS, IaaS and Mobile Architecture
 - Solutions Marketing Development: Government, Education, Healthcare, Financial Services and Retail market segments
- Executive Leadership and Business Development
- Results oriented, focus on transitioning strategy into actionable results
- Identify and align technology with business and customer oriented objectives

04/10-present Private Consulting Corporate Brand Enhancement; Strategic Market and Business Development; Technology Development

04/09-4/10 Director, Emerging Business
Kryptiq Corp.

Work with executive team to establish corporate and product strategy. Responsible for partner relationships, defining engineering requirements and provide project management aligned to strategic business objectives.

- Establish key strategic partnership for new network business expansion, leading to a strategic investment into Kryptiq by the partner.
- Market development manager for network infrastructure and business expansion.
- Execute legacy business migration to ensure continuity of operations for customers.

12/07-4/08 CEO
Catcher, Inc

Responsible for completing the merger with Vivato Networks and developing the company vision, mission and business plan, revenue models and financing strategy. Improved revenue 70% for the first two quarters. Sales pipeline increased with growing momentum to \$3.5M for Q1-Q3 '08. Focused on operational efficiency to reduce overhead by 45%.

9/06 – 12/07 CEO
Vivato Networks

Led an entrepreneurial opportunity closing a seed round investment to procure Intellectual Property, manufacturing rights, trademarks and Brand from Vivato, Inc. with products targeting the broadband wireless market. Established the business plan, capitalization requirements and investor "road show" package. Executed a strategic merger with Catcher Inc.

12/05 – 9/06 CEO
Acuo Technologies

As CEO, I led the development of a vision and business strategy including a new go to market plan to grow revenue for the company. Acuo Technologies is a private early stage company that developed software middleware and a virtual storage platform for Medical Digital Imaging.

- Established partner based business strategy and plan for building a sales and marketing team.

- Balanced the organization between engineering and sales.
- Recruit a senior executive to execute the sales strategy.
- Successfully established early results with EMC, IBM and Cisco leading to revenue growth and the expansion of the business development pipeline.

12/80 – 12/05 Intel Corporation

2000 – 2005 Director Strategic Initiatives, Solutions Market Development Group

- Responsible for developing strategies across Vertical Market teams and customer facing programs focus on new Information and Communications Technology (ICT).
- Prepared analysis and business justification creating new Government sector team.
- Develop business plan and strategic focus areas for Government, Education, and Healthcare.
- Led Service Oriented Enterprise team creating strategic plan and partner development.
- Matrix management into Intel IT, developing technology strategy for transition into e-business platforms and solution optimization on virtualized server and client platforms.
- Industry leadership communicating strategic roadmap and technology solutions aligned to customer business objectives.
- Industry engagement through partner programs, CxO and senior IT level audience.

1999 - 2000 Solution Architect, "Trailblazer" Task Force

- Architect for developing a solutions strategy and methodology for placing Intel based servers into 'Global 1000' Enterprise accounts.
- Responsible for liaison between Intel lab, Intel business units and partners to identify routes to market for emerging and advanced technology development.
- Trailblazer success became the model for the creation of the Solutions Market Development division.

1996 Staff Engineer, Intel Enterprise Server Group

- Assigned Corporate Strategic task from Andy Grove to perform a Market & Architecture analysis and recommend strategic direction in response to competitive challenge to Intel's PC franchise.
- Responsible for developing Distributed Processing Strategies
- Server Architecture Labs
 - Develop Intel Server Design Guides with Top Tier OEMs
 - Served as Security Architect for Intel Servers
 - Member of Server High Availability (RAS) task force
 - Leadership on Intel's DEAL team - Distributed Enterprise Architecture Labs

1995 Intel Data Security Operation

- System Architect responsible for s/w architecture and implementation of the firmware for security co-processor.

1991 – 1996 Embedded processor division

- Leadership responsibility for strategic Advanced Development and emerging business opportunities for Intel's new Embedded Processors.

1985 – 1990: Senior Hardware Engineer / System Architect

System Interconnect Operation (Internal 'start up' organization)

Architect and Design Engineer for Intel's Fastpath product line

- IBM I/O channel attached peripheral for network bridging and routing.
- Lead architect and H/W developer for NASA data download solution for Space Shuttle telemetry information.

1980 – 1985 Hardware Engineer, Intel's System Division

- Hardware & systems engineering: Develop and support Intel Memory and Storage systems attached to IBM Mainframe Computers.

EDUCATION

DeVry University – Electronics Engineering Degree - Graduated with Honors