



To: Senate Committee on Business and Transportation

From: Jose Gonzalez, Owner – Tu Casa Real Estate, Salem, Executive Team Member – Main Street Alliance of Oregon

Date: April 18, 2013

Re: Letter in Support of SB 712

Chair Beyer and Members of the Committee,

As the President and Owner of Tu Casa Real Estate, a commercial and residential real estate firm, President of Latino Business Alliance, and Executive Team Member of Main Street Alliance of Oregon, I support SB 712.

I work with clients seeking loans every day. In today's housing market, more and more I am seeing people being denied for loans they need to be able to put a roof over their heads. Big banks are pushing the small community banks out of business. This forces homebuyers to go to the big, out of state, banks in search loans.

Especially when it comes to high quality residential loans, this seems like a missed opportunity, one the state could capitalize on in partnership with local financial institutions. We've seen this work in Montana and North Dakota – there has been success buying these loans off banks and keeping interest paid in state.

In some cases, downtown Main Street transactions, especially in smaller towns, are too large for small community banks but, not big enough for big banks. For example, non-owner occupied commercial deals. When an investor wants to renovate and then lease the building out, it can be a challenge for a local lender. Having a go-to partner could help more of these loans be originated by local banks that are so important for our communities - plus more interest would stay in state. **SB 712 would allow for such partnerships to exist.**

For these reasons, I urge you to support SB 712.

Thank you for your time and consideration on this matter.