

My name is Doug Boss, owner of Pacific Grip and Lighting. Pacific Grip and Lighting is a locally owned equipment rental house for the motion picture, commercial, and still photography industry. We rent trucks, generators, camera dollies, lighting and grip equipment.

In 2005, Pacific Grip and Lighting was considering closing their doors for good. The industry was continuing a long time drought. Pacific's hands were tied. There was nothing Pacific Grip and Lighting could do to drum up more business.

Movies have to want to film here. Commercials have to want to shoot here. Nothing PGL could do could make that happen. Besides locations, production companies needed incentives to come to Oregon to make their show successful.

Then it happened, Oregon passed an incentive and both movies and commercials were lining up. With the announcement of each show Pacific Grip and Lighting stepped up to the plate. We knew this was going to be our saving grace.

With the size of the shows coming to town it was going to be difficult for a small rental house to facilitate their needs. So we started dumping money into the business to help make it more attractive to get the equipment here and not bring it up from our not so far away competitors in LA. Since, the incentive has passed not only has Pacific more than doubled our rental inventory, we've done a lot of our spending locally.

In 2006 we bought our first 48' electric trailer and had it built locally by Pacific Service Center @\$60,000. We purchased distribution electrical cable from ATI, a company in Bend Oregon. In the last 2 years we've spent approximately \$100,000 with them. In 2008 we moved our facility from a 10,000 sq' shop to a +30,000 sq' complex. We added two full time employees and have employed up to four part time employees. In 2009 we built another 48' trailer. Again something traditionally built in Hollywood, we had it built here again in Portland, Oregon by Pacific Service Center @ \$60,000. This year we bought more electrical cable from ATI totaling \$40,000. We are also contemplating hiring two more full time employees IF business keeps up. But the future is uncertain. I recently contacted Pacific Service Center for a quote on building yet another 48' trailer estimated to cost around \$75,000 as well as ATI in Bend for another \$30,000 worth of cable.

In the past five years, Pacific Grip has spent hundreds of thousands of dollars locally, with local vendors, who use local vendors. All thanks to Productions like Electric Entertainment, Lake Shore, NBC, CBS Films and the film incentive.

I know we are a small company with a few employees. However, because we are growing we are keeping Out of State rental companies out of Oregon. Productions come to Oregon dump a lot of money and leave. The more equipment they get from Pacific Grip and Lighting the more equipment we have to maintain. This means spending more money locally with truck mechanics, hardware stores, lumber yards, office supplies, and other miscellaneous suppliers.

The more our equipment works the more we spend right here in Oregon. Thank you for your time.

