

Co-chairs and Committee Members,

My name is Jayne Clarke; I am the President of Pioneer Asphalt, Inc., dba Pioneer Construction, Inc. and Pendleton Ready Mix, Inc. The businesses are located in eastern Oregon. They include manufacturing of Hot Mix Asphaltic Concrete, ready mix concrete and aggregate products. Our businesses focus on site development, heavy highway construction, paving roads and parking lots, and underground utility work. Our customers include government agencies, cities, and federal highway projects, as well as the Union Pacific Railroad and other commercial businesses and a few residential customers. Since 2007, I have been able to maintain an average of thirty and thirty-two full time equivalent employees a year.

I have been associated with Small Business Development Center's since 1989 and have actively utilized the counseling and training services that the SBDCs provide to business over the years. As a business owner I have encountered many challenges while working in the construction industry. In 1987 the purchase of the ready mix concrete and aggregate business doubled the number of employees and the business structure and processes no longer were sufficient to allow continued growth for the business. I need help so I contacted my local SBDC, which was one of the best business decisions I made. The SBDC provided instruction, on-site advising services, and networking with other businesses in the region.

The ability to successfully expand my businesses over the years can be directly linked to the availability of the services and staff of the Blue Mountain Community College SBDC. When I expressed specific training needs for my businesses, the SBDC worked with the college to help develop classes and opportunities to educate the existing workforce and set up the structure to continue to improve workforce skills.

In 2011 I became aware of the Grow Oregon program. The level of interaction and guidance provided by the Grow Oregon team was out of my business' financial reach without the program. Developing a new strategic plan, coordinating with consultants and presentations by experts provided a variety of ways that enabled me to expand from a local business model to a regional business model. Increasing business growth and the expansion of skilled employees in the workforce is a valuable outcome for the program.

Why do I believe that Oregon's SBDC's and the Grow Oregon Program should be funded? These programs are an investment in Oregon's business future. My observation is that the vitality of the region's economic activity is driven by local businesses that reinvest and expand in the area. In rural Oregon access to programs is not as available as those who live and work in the I-5 corridor. I believe the SBDC and Grow Oregon programs are vital to the continued growth of businesses, especially in rural Oregon. My businesses provide family wage jobs, with health benefits and retirement for our employees. Small businesses are the back-bone of the Oregon economy. All Oregon communities benefit when our State funds the SBDC and Grow Oregon programs.

Respectfully submitted,

Jayne L. Clarke



OREGON SMALL BUSINESS DEVELOPMENT CENTER NETWORK

Helping Build Oregon's Best Businesses

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GROW OREGON FACT SHEET (as of March 9, 2015)

Ratified by the 76th Legislative Assembly, the Oregon Small Business Development Center Network initiated the statewide Grow Oregon Program in March 2012. Grow Oregon provides targeted assistance to businesses well-positioned for growth and job creation. Over the past three years, participating companies attained the following outcomes. Furthermore, all reported impacts have been validated by each company's CEO, and attributed directly to their Grow Oregon engagement(s).

TOTAL CLIENTS— 52 (including 13 from the Portland-metro area, with the balance distributed throughout the state). All clients met the following eligibility criteria at the time of their enrollment:

- Oregon-based traded sector company
- \$1 million to \$50 million in annual revenues
- 10-99 employees
- Demonstrated growth in gross sales, net profit or net employment in three of the last five years

JOBS CREATED— 184

INCREASED SALES— \$27,000,000

CAPITAL INFUSION (including debt & equity financing)— \$5,580,000

IMPACT ANALYSIS— ECONorthwest performed an IMPLAN® analysis of the first 138 jobs created by 12 Grow Oregon participating companies. According to the study:

- The newly created jobs of the 12 companies studied lead to economic output of \$27.8 million at the state level, and \$23.1 million in the individual counties where the business are located.
- The 138 direct jobs supported an additional 82 jobs statewide, and 52 jobs in the individual counties.
- The income generated by the 220 jobs statewide was \$7.9 million, and the 190 jobs generated \$6.2 million in the individual counties where the 12 businesses are located."

SUCCESSFUL CLIENTS—



"Grow Oregon provided Usher with the tools and strategies to align short term goals with a long term vision of being a regional leader in aerospace manufacturing." Brian Bisceglia, Director of Operations & Quality



"I give a lot of credit to the Grow Oregon team for our gains. Our business has grown from 49 to 95 full-time employees." Gene Gros, President



"Grow Oregon has been a huge help to get us to where we are now: selling in 33 countries." Philip Mascher, Director of Marketing