

This summer, I testified at a taskforce on small business procurement. I focused on the terms of payment by the state.

Senate bill 1589

My qualifications. Special credits (workouts). National Accounts, responsible for companies west of the Mississippi, SVP regional manager midvalley, central and eastern Oregon. Assets approx. \$1 billion

To the bill.

Summary. Loan and credit guarantees Who controls the credit quality , and can make adjustments to the terms. Who can take collection actions. How are assets collected distributed.(such as first in first out, last in first out) If the loan is not performing, who makes the decision to adjust terms. Based upon an article in the Oregonian about a business with tax credits, etc.

Section 1. (2) Working capital, does a company need working capital, what are the ways working capital can be made adequate.

What authority does the state have to suggest changes to management.

Monitor float and loss reserves.

Respectfully, Tim Cowan