

Kumar Nita

From: Robert Campbell <rcampbell@clackamas.edu>
Sent: Friday, February 10, 2017 8:56 AM
To: SBT Exhibits
Subject: SB25

Chair Beyer and members of the committee.

I am writing this letter to support the efforts of Jim Denno, CCB Administrator, and his staff. My name is Rob Campbell and I am the Director of the Clackamas Small Business Development Center (SBDC). I have worked directly with Mr. Denno and members of his staff since he obtained his position. I also worked directly with Berri Leslie when she was interim Administrator after Craig Smith left the agency. I started to work directly with the CCB leadership in 2013 when I discovered inequities within the Latino community attempting to become legitimate contractors in our State.

The Clackamas SBDC is the lead center out of the 19 SBDC's in the State in two areas: Veterans and Contractor education, especially Latino contractor education. We serve approximately 1200 clients a year and from the fall of 2010, 48% of clients taking our Small Business Management courses are Veterans. Our Contractor education services include: English Contractor Certification (16 hours); Spanish Speaking Contractor Certification (16 hours); Continuing education classes; and no client cost one-on-one business advising. Two thirds of all businesses we help start up are contractor clients.

As a provider of education services to adult learners, our challenge is staying **relevant** to our client's needs. This includes curriculum content, how we counsel clients, and teaching methods that meet the learning outcome needs of adults. The reason I am writing this letter of support is I believe this CCB proposal is a way to address this relevancy issue for the CCB agency.

This proposal does not positively impact my center. Our center is an established certified education provider with CCB. Even though I may lose clients in the future to other providers, I am supporting the CCB because this proposal helps construction contractors and helps the CCB agency be more relevant to their client base. I know Mr. Denno well enough to trust him, and respect his judgement. He wants to continually improve measures that protect consumers, increase contractor competency, and address governance issues in a competitive construction environment.

I encourage your support. Thank you for your consideration.

Respectively Submitted

Rob Campbell

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