



March 25, 2019

House Committee on Economic Development  
900 Court Street NBE, Room 333  
Salem, OR 97301

RE: Support for HB 3251 Outdoor Industry Competitiveness Fund

Chair Lively, Vice-Chairs Bonham and Fahey:

Fat Chance Bicycles started in Marin, CA in 2015. We were invited to join the 2016 BOW cohort. Being in the cohort gave us the guidance and clear focus necessary to set up systems needed for better management and growth. The team kept us on task while offering outside perspective, consulting and challenges to our own points of view. The challenges tested our assumptions about how to best manage and grow our businesses and how to proceed most effectively.

In particular, we were helped by an empowering and clear system to regularly set & manage milestones. The guidance through the Breakeven Analysis & Cashflow Management systems set us on a path to foresee and survive cash bottlenecks.

The BOW team has been a key factor in helping the company through several important steps. The move to Oregon and getting set up with the right legal and accounting team to name a couple. The resource of the BOW team was an important factor in deciding to move to Oregon.

I am sure the BOW team and their expertise will be relied on as Fat Chance Bicycles grows. Knowing they are available to reach out to is reassuring to business owners as they stretch and grow.

Sincerely,

Chris Chance