

To whom it may concern,

My name is Jacob Hudjohn and I am the owner and Vice President of Hudjohn and Hudjohn Ventures LLC. Due to an apparent lack of time I was unable to deliver my testimony in person so I am sending you this message in hopes that I might still be heard. My brother and I started this business 6 years ago with no money from anyone but ourselves and with nothing but our own work ethic to support us. Since 2013 we have grown from an evening and weekend project in a garage to a full time endeavor that employs anywhere from 6-10 people at our facility in Salem. We have never posted a loss in the history of our business and for that matter have never even broken even. We are by all measures a success and yet have been relegated to using high interest and short term working capital loans to grow our business. We have even appeared on national television as guest on the MSNBC program "West Texas Investors Club" in an effort to secure some sort of funding for our business. Banks, private investors and even TV personalities have all said the same thing to us: "We just don't understand what you do". We have actually gotten the business of making apparel for some of these people but when it comes to lending us money they just can't seem to wrap their heads around it. We just don't understand what you do should not be a reason for a good business to sit stagnate. We need programs in this state that promote the growth of good business whether or not lenders understand what they do. We need to fund programs the The Oregon Outdoor Alliance and Bend Outdoor Works because they are run by the very people that do understand what we do and that are able to accurately gauge whether or not businesses like ours are truly a succeeding and worthy of their help. The idea that we can just fall in to some other pre-existing program for the outdoors is just lazy and shows a gross disregard for the potential revenue that we bring to the state. There is a reason that companies like Nike and Adidas are looking at and in some cases emulating what businesses like mine are doing. We aren't going away and we will succeed, the state of Oregon can either be part of that success or sit in regret considering what could have been.

Thank you for your time.

Jacob A. Hudjohn "Cobb"

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H&H Garment Decoration Services
H&H Creative Services
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