March 20, 2023

Senator Aaron Woods, Co-Chair
Representative David Gomberg, Co-Chair
Joint Committee on Ways and Means Subcommittee on Transportation and Economic Development
900 Court St. NE Salem, OR 97301

Dear Co-chair Woods and Gomberg and members of the committee,

My name is Skylar Hall. I currently reside in Portland, Oregon and I represent AIMCO. AIMCO is an importer as well as exporter of industrial tools for critical fastening applications that serve a wide range of industries such as automotive, electronics, agriculture, white goods, and Energy Services. I fully support Business Oregon Transportation and Economic Development Subcommittee main budget bill SB 5524 due to the following reasons: it has allowed us to participate in international trade shows and trade missions to expand visibility in existing markets. Without the funding, we would not have been able to participate in most of our tradeshows — international shows that are integral to reaching our customer segment as well as accomplishing our exporting initiatives. These promotional programs help us access these foreign markets and increase exports to existing markets through participation in various trade development activities.

Over the last two years Business Oregon has proactively sought to hear about our business' challenges and needs. Business Oregon representatives have worked tirelessly to help us find solutions to those challenges and facilitate the continued growth and success of our business. In 2022, we were able to use the funding to attend the Hamburg Wind Energy Tradeshow as well as the Advanced Manufacturing Mission to SE Asia sponsored by Business Oregon. Since the Hamburg Wind Energy Tradeshow, we have had multiple meetings regarding new projects with Siemens Gamesa, GE, Vestas, in addition to integrators that support the full energy supply chain. Without the funding, we would not have been able to participate, meet in-person with key stakeholders, and increase brand awareness in these vital markets.

For these reasons we strongly support the Oregon Business Development Department's budgetary request. This funding is key to helping Oregon's small and medium sized business succeed. Business Oregon has been a huge player in our success and exporting efforts, and without the financial resources we do not believe we could be where we are today.

Sincerely,

Skylar Hall | VP of Marketing and Client Relations