

Hello All,

First of all, thank you all for your service to our State and Country.

My wife Lori and I own and operate a home care business in Bend Oregon. We have employees who go to the homes of seniors in our community and help them remain where they want to be.

I am writing you today in regards to the minimum wage debate. I want you to understand what this will do to the seniors we serve. We serve over 200 seniors throughout Central Oregon and on average these citizens pay between \$23.00-\$25.00 per hour to have a caregiver come in and help them. Please understand our business is a 80% private pay business. Medicare does not cover these services. If the senior is destitute then Medicaid will cover our services. The only other funding option is Long Term Care insurance which very few people have. Our seniors live on a fixed income and can't afford a rate increase of 23% to 36%. If you raise minimum wage to \$13.50 - \$15.00 hour you are going to force more seniors onto Medicaid and from their homes to facilities. Where would you like to age? How would you feel if the State raised Minimum wage to a point where your parent(s) had to go onto Medicaid or move from their home? If you raise Minimum wage you are going to hurt Oregon seniors and others who live on a fixed income.

I urge you to reconsider the need for such a dramatic wage increase. Oregon is already in the top 5 in the country for Minimum wage at \$9.25 per hour.

Details: How did I come up with the 23%- 36% increase? We currently pay our caregivers \$11.00 per hour and there is a direct relationship between what we pay them and what we bill our clients. You may argue that charging on average \$24.00 per hour and paying \$11.00 is unfair. However, after we pay Social Security, Medicare, Workers Comp, the cost for the caregiver is 60%. Once you add in rent, health insurance, business insurance, auto expense, marketing expense, and office expense you get to 80%. The I have to pay my administrative employees who are in the office supporting my employees out in the field. Once that is done our cost is 95% leaving a modest 5% profit.

I would be happy to discuss this with anybody who wants to understand this further. My contact information is below.

Take care,

**Todd Sensenbach**

Franchise Owner

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