

Dear Ann: You know me and understand I try to take a balanced nonpartisan view. But this bill is bad policy and will only add to Oregon's job woes. We estimate that this bill will require us to cut at least 15 jobs at our small business.

In the midst of the recession in 2009-2012, we started Stafford Hills Club at great personal financial risk. But we created over 100 new jobs when Oregonians desperately needed jobs.

The nature of the health and fitness industry is that it requires many young and active employees to help others become or stay healthy. It is very labor intensive.

Because consumers are only willing to pay so much for health and wellness services, our margins are extremely low. Raising our costs even higher will require that we (1) reduce our workforce and/or (2) increase our charges so that fewer people can afford health and wellness support. It is a LOSE-LOSE. Jobs are lost or fewer people stay healthy, or both.

I know you want to do the right thing irrespective of partisan politics. Please, please stand strong against this bill or any other like it.

On a net/net basis this is not the way to go. Oregon already has a negative business reputation and this will only add fuel to the fire.

Thank you for your public service. At times like this leaders lead. I look to you to do the right thing and oppose this bill.

Thanks for listening Ann. If you have any questions, please let me know.

All my best,



Jim Zupancic, Chairman and CEO