

**Testimony on Portland's Economic Development Work**  
**John Carey, Orox Leather Company**  
**April 3, 2013**

Hi, thank you for this opportunity to speak with you today. My name is John Carey, and I am the Chief Financial Officer for the Orox Leather Company. Orox Leather is a small business that makes and sells quality hand-made leather goods in the City of Portland. Our products include sandals, handbags, purses, wallets, backpacks, belts, and other accessories. These products fit well with the lifestyles of Portland residents and visitors, which is an important reason that we are in this city.

Orox Leather currently employs four people who live in North Portland; we buy services from three people who live in various areas of Portland; and we buy raw materials from two companies located in Portland. Each of these people and companies pay income and property taxes and business license fees. I would also like to point out that by providing employment to our workers we give them a chance to own homes, raise kids, and make a contribution to the community.

Orox leather strives to carry out sustainable practices in all its business operations. After recently completing an MBA in Sustainable Business at Marylhurst University, I worked with my partners at Orox to integrate sustainability into our material sourcing, production practices, and other areas without compromising the company's bottom line. For example, we use recycled scrap rubber for the soles of our sandals and recycled bicycle tubes for some of our products, both of which might end up in landfills if we did not put them to productive use. We think that our practices in this area are very consistent with the City of Portland's Planning and Sustainability goals.

Orox Leather has grown up in Portland from a household operation that sold primarily at the Portland Saturday Market to a company with its own retail store in Oldtown/Chinatown. We also have internet sales and sell in wholesale markets in several states and internationally. I wish to acknowledge the Portland Development Commission who was instrumental in helping us both to locate the building that would serve us well for our combined production facility and retail store and to provide a very much needed matching grant and architectural design assistance for our storefront improvements. Without PDC's support I doubt that we would have our own retail space and the improved production floor that we have today. Without the retail space and larger production capability I doubt that our business would be on its current growth path with projections for hiring more employees in the not too distant future.

I would like to wrap up my comments today by saying that I fully understand that the City is faced with budget deficits. However, Orox Leather Company, the Athletic and Outdoor Industry, and the City of Portland need the Portland Development Commission to remain active in economic development. The net result is more jobs, more revenues, and greater livability for this great City of Portland. Thank you for your support of the PDC.

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**Moore-Love, Karla**

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**From:** John Carey [john.carey@oroxleather.com]  
**Sent:** Thursday, March 07, 2013 2:03 PM  
**To:** Moore-Love, Karla  
**Cc:** Bal, Sucheta  
**Subject:** Testify on Portland's Economic Development Work

Hi Karla,

I would like to testify on the city's economic development work and PDC's work with small businesses in the city of Portland at the April 3rd session of the city council. PDC has been especially supportive of our growing small business and I believe that the council would like to hear our story.

- My Name: John Carey
- My Title: Chief Financial Officer
- Our Company: OROX Leather Company
- Address: 450 NW Couch St., Portland, OR 97209
- Business Phone: 503-954-2593; Cell Phone: 541-740-0428
- email Address: [john.carey@oroxleather.com](mailto:john.carey@oroxleather.com)
- Date to Testify: April 3, 2013

Thank you in advance for this opportunity,  
John

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John Carey  
Chief Financial Officer  
OROX Leather Company  
[john.carey@oroxleather.com](mailto:john.carey@oroxleather.com)  
[www.oroxleather.com](http://www.oroxleather.com)  
541.740.0428

Request of John Carey to address Council regarding OROX Leather Company and  
PDC's work with small businesses (Communication)

APR 03 2013

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Filed MAR 29 2013

**LaVonne Griffin-Valade**  
Auditor of the City of Portland

By *Susan Larsen*

COMMISSIONERS VOTED AS FOLLOWS:		
	YEAS	NAYS
1. Fritz		
2. Fish		
3. Saltzman		
4. Novick		
Hales		