

Tarr LLC 's *ConnectOregon* Project: Example of Small Business Benefits

Tarr, LLC is an example of a small, third generation Oregon company. When we applied for a *ConnectOregon* grant, our growth strategy was constrained by the recent decline of the economy.

The recent poor economic situation made it more difficult for small businesses to gain access to capital for development projects. *ConnectOregon* is a great program for small companies with a desire to expand and improve their operations in regard to multi-modal operations. Continuing this unique program will benefit a multitude of small company projects across the state. These projects create jobs and improve the competitiveness of businesses in the State of Oregon.

Tarr, LLC business provides a variety of products to a number of Oregon manufacturers in specific forms they require. Given the remoteness of Oregon to the major markets of the country, maximizing rail infrastructure is a key element to Tarr and other small Oregon businesses. Here are several examples.

Example #1: Semi-conductor companies use Isopropyl Alcohol. Tarr purchases and receives from gulf area refineries 30,000 gallon rail cars of isopropyl alcohol; its Portland facility processes and packages in drum quantities that meet customer specifications; and we supply it to our semi-conductor customers.

Example #2: Tarr is the only northwest federally licensed Industrial Distilled Spirits Plant (DSP). As such, Tarr purchases and receives full rail cars of Industrial Grade as well as Food Grade Pure Ethanol, used in commercial applications and some food processing such as soy sauce. Again Tarr's Portland facility customizes the product and packages in smaller quantities to satisfy local manufacturers' requirements in a cost-effective manner. These are but two examples of what Tarr brings to the Oregon economy.

Small local companies adapt to local needs better than their larger counterparts and as a result create stronger local economies. Prior to Tarr developing such capabilities, Oregon's manufacturers were dependent on suppliers from California, Texas and the Mid-West.

The Tarr operation:

- 1) creates Oregon jobs by moving valued added services to the state,
- 2) reduces cost to local manufacturers, thus helping them compete in the global economy,
- 3) helps the environment through recycling of containers, and
- 4) reduces truck traffic on busy highways, thus providing positive safety and environmental impacts to the state's economic infrastructure.

Tarr is one example of a small company that participates in the state's economy through job creation and support of local manufacturers. Tarr, like many other small Oregon businesses, desires to expand its operations. The recent economic downturn had a negative effect on long term lending and also made small business owners take pause in contemplating long term development projects.

We were very excited to be awarded a *ConnectOregon* IV grant among a highly competitive selection process. *ConnectOregon* funds can make the difference between doing the project and not doing the project for small businesses, between bringing jobs to Oregon rather than to another state.

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