



Good afternoon:

It is a pleasure to share these comments. My name is Irene Reyes, CEO and Founder of Excel Gloves & Safety Supplies, Inc. and better known as "The Glove Lady". I have been in business since 1993 and I had testified in 2003 to support your **Small Business Program**. I am here today to ask that you support the repeal of I-200 under HB 2822. I have great stories to share prior to I-200, I was awarded contracts because of the preference for certified firms but when I-200 passed, unpleasant experiences accumulated while all the contracts and awards for certified women-minority companies went away. The gap between a small and a large business became wider. The challenges for equity continue to escalate for a disadvantaged business. Prior to I-200 there were more opportunities for me at the Port of Seattle, then after it's passing it became more challenging. The Small Business Program initiative I thought was a great idea but was dealt with challenges due to transitions in management.

There is a symbiotic relationship between my business and the Port of Seattle because our company imports from Asia about 15- 20-40 ft. containers of gloves annually and almost every business is linked to the Port. From a small business perspective, transportation is vital on how we do business. Since the Port manages two vital means of transportation: air and sea, it is recognized as one of the most significant economic drivers of our State. It is also prudent that as influential and financially sound the Port is, it should be one of the first government agencies to support HB 2822 to demonstrate candor, courage and social equity. I believe that the Port of Seattle's support for SB 2822 will create economic vitality to our State so I ask that you please support it. Thank you for the opportunity.

Irene Reyes
Feb 9, 2016
CEO/Founder
Excel Supply Company