

**Pima County Small Business Commission
County Administration Building
130 W. Congress, 1st Floor
Thursday, September 20, 2012
3:00 P.M.**

Members Present

Ken Goodman
Tom Ward
Lyra Done
Edie Lake
Pat Brown
Dabney Philabaum
Hal Burns III

Others Present

Tom Moulton
Marion Hook
Michael Landy, MAC

Members Absent

Jerry Long
John Peck
Joy Soler

Call to Order- The meeting was called to order by Chairman Goodman at **3:00** pm.

Pledge of Allegiance- Chairman Goodman led the Pledge of Allegiance.

Approvals of Minutes- The minutes from the July 19, 2012 meeting were approved, unanimously.

Michael B. Landy, MA Executive Director of MicroBusiness Advancement Center-(MAC)

guest speaker Mr. Landy spoke to the Commission about MAC. MAC now houses two federally funded organizations, the Women's Business Center and The Small Business Development Center. MAC also has a federal grant (Prime Grant) that allows them to work with smaller rural communities. They are no longer a lending institution, but are working with banks and other types of lenders to find suitable banking for each individual business.

The Women's Business Center, works with women owned businesses to help them with their business plans. A ten week course prepares women to open their businesses, by providing courses in marketing, licensing, permits, etc. They will help at least 175 new businesses starting in the next year.

MAC is also working with small cities such as Ajo, Sahuarita, and Oro Valley to attempt to place a few of their workers, in their areas at least twice a month. They need more staff members to help. At this time MAC is partnering with the Pima County One Stop Center and SCORE, and are serving on an average, 75 clients a week. All one on-one counseling is free.

Chairman Goodman extended a standing invitation for Mr. Landy to come speak to the SBC at any time.

Chairman's Report- Chairman Goodman delivered the Annual Report to the Board of Supervisors in August. The BOS was very receptive to the report.

JTED- If in the upcoming November election the 1 cent sales tax is passed JTED will get some monies from it.

Directors Report-

Film Incentive Bill- has been resurrected. Pima County would like to have its' lobbyists push the bill. There seems to be more momentum this time to get the bill passed. The SBC will send a memo to the Legislators as soon as they receive the Bill. This will be included in a future agenda.

TREO- TREO will no longer seek funding from local municipalities. They will be requesting funding from Pima County. The final contract is being reviewed by Mr. Huckleberry and TREO. Mr. Huckleberry is very engaged with economic development, last year he wrote a very extensive

report on the Economic Development Plan for Pima County. The presentation to the BOS will be in late October. Mr. Huckleberry has been working very closely with TREO on this plan.

Vice Chairman Report- Vice Chairman Tom Ward

Library Board- Vice Chairman Ward is working with the Library Board in attempting to put together the SBC and the Library Board to have several sessions on how to run a small business and what resources are available. He would like to have at least two commissioners from the SBC to meet with the Library Board. They can meet once or twice a year with future small business owners. Chairman Goodman and Commissioner Lake will be meeting with the Library Board in the future.

Memorandum from Development Services- a memo from Carmine DeBonis is offering to work with the SBC on projects for FY12-13 with permitting and project approvals for small business in the outlying areas.

Public Hearings- Vice Chairman Ward and Chairman Goodman are working on a listing of Contractors and Sub-Contractors to discuss the pursuit of preference for Pima County Based General Contractors, and the possibility of a Public Hearing. Chairman Goodman will contact the Arizona Builders Assoc., and the Builders Alliance to see if anyone is interested. They are looking forward to a possible hearing in January.

Credit Card Processing Issues- there is a serious issue with the Credit Card processing for small businesses. Commissioner Lake will be giving a presentation later in the meeting. After which there will be discussion of a possible public hearing.

COT Small Business Commission Report- Marion Hook had no report because the COT is having a quorum problem. There are not enough Commissioners for a quorum. Several of the Wards do not have representatives. Each Ward appoints two and the Mayor appoints two more for a grand total of sixteen. At this time there are seven members missing, so there are not enough members for a quorum.

Other Commissioners Reports-

Credit Card Issues- Commissioner Lake gave a presentation on Credit Card issues affecting small business. Every month small businesses are paying 1.25 to 3.25% on fees for taking the credit cards. One of the issues is the fee structures are very complicated. Commissioner Lake has made a spread sheet tracking the fees. There are also cancellation fees, equipment upgrades, annual fees, and many hidden fees that are not being revealed at the time of purchase.

The fees are divided by the equipment vendor and the credit card company. Many large companies are passing the fees on to the consumer, as to where small businesses cannot afford to pass on these charges.

Commissioner Lake will be contacting the National Retailer Federation to speak to someone on behalf of the SBC to see if there will be a code of ethics put into place to cover the merchants. Commissioner Lake has been appointed as Chairwoman of the Credit Card Abuse Committee to pursue any issues. The SBC can generate publicity on this issue and see if there is anything to be done on the local level. There may be a public hearing regarding this issue.

Call to the Public- No response

Meeting adjourned at 4:50 P.M.