

**CITY OF SAN JOSE
SMALL BUSINESS DEVELOPMENT COMMISSION**

Synopsis
October 8, 2008

200 E. Santa Clara St., Room 1446

START TIME: 6:10 pm

ADJOURNMENT 7:34 pm

COMMISSIONERS PRESENT:

Norman C. Nguyen
Jordan Dancer
Thai Mai
Rudy Rodriguez
Brian Ho
Minh Quoc Duong
Miguel Olivo

COMMISSIONERS ABSENT

Helen Wang (unexcused)
Brian Wei (resigned)
James E. Smith
Daisy Chu
Joyce Puopolo

Council Liaison
Kristine Lee

City Staff
Dhez Woodworth
Bill Ekhern
Leslie Parks
Dave McPherson

Public Present

1. CALL TO ORDER
Called to order by Rodriguez at 6:10 pm
2. APPROVAL OF AGENDA

Corrections:

- None

Motion: Approval

Motion: 1) Duong 2) Olivo App no

3. APPROVAL OF September 10, 2008 SYNOPSIS

Corrections:

- None

Motion: Approval

Motion: 1) Dancer 2) Duong X App no

4. ORAL PETITIONS/COMMENTS

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5. BUSINESS ASSISTANCE ORGANIZATION(S)

- Leslie Parks (Director of Downtown and Industrial Development) and Bill Ekhern of San Jose Redevelopment Agency
- Leslie Parks: the Agency is currently focused on retention/helping businesses retrench. Some programs include:
 - i. Enterprise Zone (State tax benefit)
 - ii. Technical Assistance
 - iii. New Restaurant Consultant (includes a boot camp)
 - iv. Business Needs Assessment to begin shortly
 - v. Small Business Ambassador Program (Development process assistance)
 - vi. Sign Grant (to business) and Façade Improvement Programs (to building owner)
 - vii. Neighborhood Business Districts (Alum Rock, East Santa Clara, Winchester...)
 - viii. The eCenter is partially funded by the Agency
 - ix. Business Owner Space is funded by Federal funds
 - x. Website being revised
- Bill Ekhern:
 - i. Façade Improvement Program
 - ii. Sidewalk café support
 - iii. Smart Start Grants (physical improvements) daycare center - \$2 million in grants
 - iv. They work with architects and various specialist consultants.
 - v. Roughly every two years they review their lists.
 - vi. Looking for ways to utilize smaller firms for smaller projects.

- vii. Smaller businesses do have trouble breaking into public work due to insurance, bonding and paperwork requirements (roughly \$10 million in small construction projects)
- viii. Also larger projects offer subcontracting opportunities
- ix. San Jose Foundation is now running the Incubator Program
- x. The Environmental Business Incubator is very successful
- xi. Green Jobs are growing here

6. FEE FOR BUSINESS TAX COLLECTION

- Deputy Director Dave McPherson presented information about the new fee.
- Council approved fee in June 2008
- Tax hasn't changed in 35 years
- Fees allowed for increased customer service
- Move collections staff away from clerical allowed collections to go from \$1.6 TO \$10
- Fee and Tax make allowances for hardship
- Also have streamlined to allow low-income to do a in-lieu hardship which allow them to avoid submitting
- Los Angeles collects \$400 million in business taxes

7. INVITATIONS TO ASSISTANCE ORGANIZATIONS

- Woodworth will follow up with the list of organizations
- The final product will ideally be an action or workplan for the Commission to undertake

8. REPORT FROM SUBCOMMITTEES

- No reports

9. STAFF REPORT

- None

10. CHAIR REPORT

- The Chair recommends that Commissioners attend Business Association Presidents Meeting

NEW AGENDA ITEMS – 5 MIN.

- COMMISSION NOMINATIONS/ELECTIONS
- THREE –YEAR AIRPORT UPDATE
- BUSINESS ASSISTANCE ORGANIZATION(S)

- PROCUREMENT SURVEY RESULTS
- LOCAL/SMALL BUSINESS PROCUREMENT/CONTRACTING REPORT

11.ADJOURNMENT 7:34 PM