

2SSB 6667 - H AMD TO CEDT COMM AMD (H-5386.1) **1514**

By Representative Kenney

ADOPTED 3/05/2010

1 On page 1 of the striking amendment, strike all material after
2 line 2 and insert the following:

3
4 "NEW SECTION. **Sec. 1.** The legislature finds that small businesses
5 and entrepreneurs are a fundamental source of economic and community
6 vitality for our state. They employ state residents, pay state taxes,
7 purchase goods and services from local and regional companies, and
8 contribute to our communities in many other ways. The legislature
9 finds that small businesses and entrepreneurs need increased access to
10 capital and technical assistance in order to maximize their potential.
11 The legislature intends that the department of commerce and the small
12 business development center each build upon their existing relevant
13 statutory missions and authorities by collaborating on a specific plan
14 to expand services to small businesses and entrepreneurs beginning in
15 the 2011-2013 biennium.

16
17 **Sec. 2.** RCW 43.330.060 and 2005 c 136 s 13 are each amended to
18 read as follows:

19 (1) The department shall (a) assist in expanding the state's role
20 as an international center of trade, culture, and finance; (b) promote
21 and market the state's products and services both nationally and
22 internationally; (c) work in close cooperation with other private and
23 public international trade efforts; (d) act as a centralized location
24 for the assimilation and distribution of trade information; and (e)
25 establish and operate foreign offices promoting overseas trade and
26 commerce.

27

1 (2) The department shall identify and work with Washington
2 businesses that can use local, state, and federal assistance to
3 increase domestic and foreign exports of goods and services.

4 (3) The department shall work generally with small businesses and
5 other employers to facilitate resolution of siting, regulatory,
6 expansion, and retention problems. This assistance shall include but
7 not be limited to assisting in workforce training and infrastructure
8 needs, identifying and locating suitable business sites, and resolving
9 problems with government licensing and regulatory requirements. The
10 department shall identify gaps in needed services and develop steps to
11 address them including private sector support and purchase of these
12 services.

13 (4) The department shall work to increase the availability of
14 capital to small businesses by developing new and flexible investment
15 tools; by assisting in targeting and improving the efficiency of
16 existing investment mechanisms; and by assisting in the procurement of
17 managerial and technical assistance necessary to attract potential
18 investors.

19 (5) The department shall assist women and minority-owned
20 businesses in overcoming barriers to entrepreneurial success. The
21 department shall contract with public and private agencies,
22 institutions, and organizations to conduct entrepreneurial training
23 courses for minority and women-owned businesses. The instruction
24 shall be intensive, practical training courses in financing,
25 marketing, managing, accounting, and recordkeeping for a small
26 business, with an emphasis on federal, state, local, or private
27 programs available to assist small businesses. Instruction shall be
28 offered in major population centers throughout the state at times and
29 locations that are convenient for minority and women small business
30 owners.

31 (6)(a) Subject to the availability of amounts appropriated for
32 this specific purpose, by December 1, 2010, the department, in
33 conjunction with the small business development center, must prepare
34 and present to the governor and appropriate legislative committees a

1 specific, actionable plan to increase access to capital and technical
2 assistance to small businesses and entrepreneurs beginning with the
3 2011-2013 biennium. In developing the plan, the department and the
4 center may consult with the Washington state microenterprise
5 association, and with other government, nonprofit, and private
6 organizations as necessary. The plan must identify:

7 (i) Existing sources of capital and technical assistance for small
8 businesses and entrepreneurs;

9 (ii) Critical gaps and barriers to availability of capital and
10 delivery of technical assistance to small businesses and
11 entrepreneurs;

12 (iii) Workable solutions to filling the gaps and removing barriers
13 identified in (a)(ii) of this subsection; and

14 (iv) The financial resources and statutory changes necessary to
15 put the plan into effect beginning with the 2011-2013 biennium.

16 (b) With respect to increasing access to capital, the plan must
17 identify specific, feasible sources of capital and practical
18 mechanisms for expanding access to it.

19 (c) The department and the center must include, within the
20 analysis and recommendations in (a) of this subsection, any specific
21 gaps, barriers, and solutions related to rural and low-income
22 communities and small manufacturers interested in exporting.

23
24 **Sec. 3.** RCW 28B.30.530 and 2009 c 486 s 1 are each amended to
25 read as follows:

26 (1) The board of regents of Washington State University shall
27 establish the Washington State University small business development
28 center.

29 (2) The center shall provide management and technical assistance
30 including but not limited to training, counseling, and research
31 services to small businesses throughout the state. The center shall
32 work with the department of ~~((community, trade, and economic~~
33 ~~development))~~ commerce, the state board for community and technical
34 colleges, the higher education coordinating board, the workforce

1 training and education coordinating board, the employment security
2 department, the Washington state economic development commission,
3 associate development organizations, and workforce development
4 councils to:

5 (a) Integrate small business development centers with other state
6 and local economic development and workforce development programs;

7 (b) Target the centers' services to small businesses;

8 (c) Tailor outreach and services at each center to the needs and
9 demographics of entrepreneurs and small businesses located within the
10 service area;

11 (d) Establish and expand small business development center
12 satellite offices when financially feasible; and

13 (e) Coordinate delivery of services to avoid duplication.

14 (3) The administrator of the center may contract with other public
15 or private entities for the provision of specialized services.

16 (4) The small business development center may accept and disburse
17 federal grants or federal matching funds or other funds or donations
18 from any source when made, granted, or donated to carry out the
19 center's purposes. When drawing on funds from the business assistance
20 account created in RCW (~~(30.60.010)~~) 28B.30.531, the center must first
21 use the funds to make increased management and technical assistance
22 available to existing small businesses and start-up businesses at
23 satellite offices. The funds may also be used to develop and expand
24 assistance programs such as small business planning workshops and
25 small business counseling.

26 (5) By (~~December 1, 2009, and~~) December 1, 2010,
27 (~~respectively,~~) the center shall provide a written progress report
28 and a final report to the appropriate committees of the legislature
29 with respect to the requirements in subsection (2) of this section and
30 the amount and use of funding received through the business assistance
31 account. The reports must also include data on the number, location,
32 staffing, and budget levels of satellite offices; affiliations with
33 community colleges, associate development organizations or other local
34 organizations; the number, size, and type of small businesses

1 assisted; and the types of services provided. The reports must also
2 include information on the outcomes achieved, such as jobs created or
3 retained, private capital invested, and return on the investment of
4 state and federal dollars.

5 (6)(a) Subject to the availability of amounts appropriated for
6 this specific purpose, by December 1, 2010, the center, in conjunction
7 with the department of commerce, must prepare and present to the
8 governor and appropriate legislative committees a specific, actionable
9 plan to increase access to capital and technical assistance to small
10 businesses and entrepreneurs beginning with the 2011-2013 biennium.
11 In developing the plan, the center and the department may consult with
12 the Washington state microenterprise association, and with other
13 government, nonprofit, and private organizations as necessary. The
14 plan must identify:

15 (i) Existing sources of capital and technical assistance for small
16 businesses and entrepreneurs;

17 (ii) Critical gaps and barriers to availability of capital and
18 delivery of technical assistance to small businesses and
19 entrepreneurs;

20 (iii) Workable solutions to filling the gaps and removing barriers
21 identified in (a)(ii) of this subsection; and

22 (iv) The financial resources and statutory changes necessary to
23 put the plan into effect beginning with the 2011-2013 biennium.

24 (b) With respect to increasing access to capital, the plan must
25 identify specific, feasible sources of capital and practical
26 mechanisms for expanding access to it.

27 (c) The center and the department must include, within the
28 analysis and recommendations in (a) of this subsection, any specific
29 gaps, barriers, and solutions related to rural and low-income
30 communities and small manufacturers interested in exporting."

31

32 Correct the title.

EFFECT: (1) Makes the performance of duties by the Department of
Commerce (Department) and the Small Business Development Center

(SBDC) subject to availability of amounts specifically appropriated for this purpose. (2) Authorizes, rather than requires, the Department and the SBDC to consult with the Washington state Microenterprise Association. (3) Removes a requirement that was fulfilled by the SBDC in 2009.

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