# Owners of small businesses seek federal ear

They're willing to do more than say "the government's a mess."

Six hundred owners of small businesses — a group usually known for political tethragy — are telling Washington they need a little help and much tess Interference if they are to continue as "the backbone of Michigan's economy" and the biggest source of new Jobs in the 1980s.

"I'm flighting for the survival of the Small Business Administration," said Richard J. Francis following last week's daylong White House Small Business Administration," said Richard J. Francis following last week's daylong White House Small Business Conference in Dearborn.

"We need capital availability," said Francis, director of merchant banking for Carteton Ward & Co., a Birmingham firm that does investment banking, arranges financing for compasies and works with mergers and acquisitions.

FRANCIS, LIKE many small business owners from Holland to Holly, advocated federal set-asides for small business research and procurements.

As the new president of the 2,200-member ments of the problems of firms which employ fewer than 500 workers.

Jil Pollock of Piymouth, a central problem is the competition small businesses get from "the non-profits" — specifically, state universities.

Once in corporate management, Pollock is owner of the year-old Arbor Consulting Co. She said her firm has done retraining programs for former Strob Brewery employees and placement assistance for U.S. State Department employees.

Citing courses for entrepreneurs offered by Wayne State University's Small Business Institute, she said, "Many of us provide that service."

Michigan State University's floral shop on the East Lansing compus competes with small business for ists, she added.

She was one of 40 conferces elected, after sometimes intense campaigning, as Michigan delegates to a White House Conference on Small Business to the held in August 1986 in washington, D.C.

THE NUMBER of problems small business.

"One thing cammission." said Jack Courtemanche,

ers reported was almost as great a the desired similar similar

Administration (SBA) following the sutenigan con-ference. In several sessions, delegates called for congres-sional and administration adoption of Grace Com-mission proposals to hold the cost of government taxes and registration to the Michigan conference was to eight the nation under a congressional act. Because the conference would be influential in setting the san conference would be influential in setting the

Many small business owners from Holland to Holly advocated federal set-asides for small business research and procurements.

idea agenda for other state conferences to follow.

A second frequent theme was a balanced-budget amendment to the U.S. Constitution, although there were differences on whether a Constitutional Convention should be called.

HERE ARE some of the policies endorsed by

conferees:

• General — retain the SBA as an independent agency, limit competition with business from "non-profits," aid minorities to form businesses.

• Finance — increase SBA loan guarantee limits (now 80 percent of a loan's value), pass tax incentives to promote use of debenture bonds by small business, allow credit unions to make small business, slow credit unions to make small business loans.

Beconomic policy — adopt a balanced federal budget, implement Grace Commission reforms, provide small business representation on federal policy boards — particularly in all internal Revenue Service policy boards — adopting the provide policy boards — adopting the provide policy beards of the provide provide

benefits to allow small firms to attract key people.

International trade — use tax credits to encurage small businesses to export, have U.S. Commerce Department provide more specific information on overseas markets, adopt tariffs to impede imports from countries which place tariffs on American goods.

imports from colunities which place tarills on American goods.

• Taxatlon — exempt the first \$200.000 of business income from taxatlon, eliminate "double taxa-tion" of dividends (corporate income tax and personal income tax or dividends, alimplity tax codes, retain the livestmost tax credit.

PAYING THEIR own ways, 40 businesspeople

ROLEX

will attend the 1986 White House Conference on Small Business after being elected at last week's state conference. Area delegates and their com-

state conference. Area delegates and their companes are:
Charles A. Bakkila, Charlie's Bump Shop, Northville, Pearl Holforty, Plante Moran, Southfield, Adeline Laforet, P.C.O. Associates Inc., Southfield, Pearl C. Lipner, Melange Ltd./Image Express, Detroit and Southfield. Michael J. Morton, Lundot Personnel Services Inc., Southfield, Daniel J. Nemes, Nemes Allen & Micmice P.C., Birmingbam; Jeanne Paluzi, JCP Markeling Group International Inc., Livonia.
E. Jill Pollock, The Arbor Consulting Group Inc., Plymouth and West Bloomfield; Bethanne C. Simpson, Avon Art & Graphics Inc., Rochester; and Judith Trepeck, Gray & Trepeck, Birmingham.

T'm fighting for the survival of the Small Business Administration."

Richard J. Francis banking director



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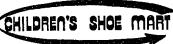
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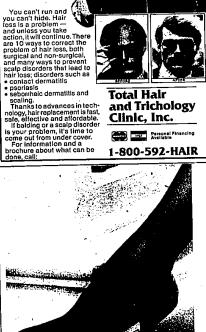
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