



S B  
A C

MEMBER  
WELCOME  
PACKET





# OUR MISSION

We believe the success of small businesses is a critical component of local communities and the nation's economy. The SBAC has spent the last decade alongside small business owners fighting for reasonable policies that foster a healthier small business environment - economically, socially, and culturally.

The SBAC's **non-partisan** approach continues to shape local, state, and federal small business legislation.

Check out our website for more information: [www.sbacil.org](http://www.sbacil.org)

## SBAC TIMELINE



# THE SBAC TEAM



**Elliot  
Richardson**

*Co-Founder  
&  
President*



**Scott  
Baskin**

*Chief  
Executive  
Officer*



**Patti  
Zikmund-Roverud**

*Chief  
Operating  
Officer*



**Sara  
Everson**

*Marketing &  
Membership  
Assistant*



**Jake  
Martin**

*Program Manager,  
NRC*



**Diego  
Roberts**

*Policy  
Analyst*



## A NOTE FROM OUR CO-FOUNDER & PRESIDENT: ELLIOT RICHARDSON

Welcome and thank you for becoming a member of the SBAC!

We are so excited to have you engaged in our mission to empower the small business community and level the playing field for Illinois' small businesses. We want you to know that as a supporter of the small business community, we have your back.

We are a robust, non-partisan organization that understands action which bolsters the small business community and economy. Since its inception in 2010, the SBAC has accomplished a great deal, and we continue to fight to move an array of policy-initiatives. We've tackled legislation on the student debt crisis while helping small businesses compete; worked on reinstating an important small business tax credit; addressed minority contracting discrepancies as well as many other initiatives.

We believe the SBAC can advocate for the small business community through the power of critical mass. By aggregating small businesses, we can make the cost of doing business more affordable. Check out one of our member benefits in the SBAC member benefits program on page 10.

We would love to see you at an SBAC function! And we offer many ways to network with members, jump on a town hall with legislators, attend a Women in Business event and much more!

We ask that you consider promoting our non-partisan advocacy efforts to your networks. You are fighting for the small business community, and we think everyone should know about that!

We are listening. Contact our office with any questions or ideas you have on how to make the SBAC better. We understand that the small business community must be its own advocate. You will find that our leaders, members and entire SBAC community works as one.

Welcome to the team!

*Small Business Advocacy Council*

# HOW CAN I GET INVOLVED IN THE COMMUNITY?



[Read up on our current advocacy initiatives](#)



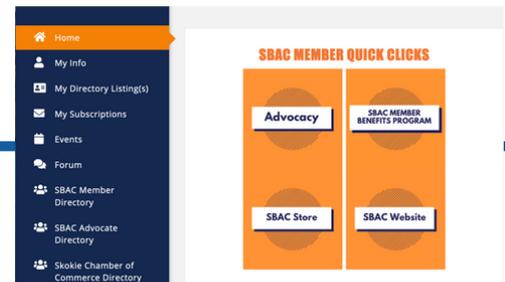
[Join an SBAC Committee](#)



[Check out SBAC In the News](#)



[Come to an SBAC Networking Event](#)



[Discover SBAC members through the member portal](#)



**The MemberPlus App**

[Download the SBAC MemberPlus app](#)

# WHAT LIES AT THE HEART OF A COMMUNITY IS PEOPLE WITH HEART.

Communities aren't an entity, they're made up of individuals. People who dream, reach higher, and make that extra effort. We've got people like that, too. People who are proud to serve and support businesses with vision, not to mention heart. Visit or call your local Fifth Third Banker.

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# Current Advocacy Initiatives

*The Small Business Advocacy Council is fighting for small businesses in Illinois. Headquartered in Chicago, the SBAC's non-partisan advocacy work shapes local, statewide, and federal legislation for small businesses.*

## **Incentivizing Small Businesses to Hire and Train Returning Citizens - HB3215**

House Bill 3215 will provide wage subsidies and grants to small businesses that hire returning citizens, saving our state millions each year and creating long-term revenue. This legislation will provide crucial on-the-job training to formerly incarcerated Illinoisans and supplement the workforce. The legislation can foster economic growth in disadvantaged communities.

## **Reinstating the Small Business Job Creation Tax Credit**

Small businesses are struggling to find employees. This is disrupting their operations and the Illinois economy. Reinstating the Small Business Job Creation Tax Credit would give small businesses that train and hire new employees a tax credit of up to \$2,500 for each new employee. This legislation will supplement our workforce while, at the same time, support small businesses

## **Intrastate Equity Crowdfunding Portal**

Entrepreneurs and small business owners in Illinois often need additional funds to improve their businesses. However, they are too often turned away by banks who believe lending to small businesses is too risky. An intrastate equity crowdfunding portal will allow small businesses to raise funds from small investors and community members looking to support local businesses.

## **Reducing Barriers to Doing Work with Government Agencies**

In order to reduce the barriers to doing work with government agencies, we must reform the process for obtaining bonds.



## **Relief for Local Chambers of Commerce - HB4933**

Local chambers of commerce have been devastated by the pandemic and the mitigations designed to curb the spread of the virus. Pandemic-related fundraising and membership challenges have caused many chambers to struggle. This legislation will appropriate \$5 million to provide grants to chambers totaling two months of lost revenue between 2019 and 2020. Prompt relief is needed for the local chambers that support small businesses and local communities.

## **Occupational Licensing Reform**

Occupational licenses are often necessary to protect the safety, health, and welfare of the public. However, they can also create unnecessary barriers that hurt business owners. The passing of the Regulatory Sunset Act in the last legislative session will help legislators to review licensing requirements and lower barriers for applicants. However, additional work needs to be done on occupational licensing in order to further streamline the process.

## **Value-Based Procurement**

The current contract allocation system in Illinois gives preference to the lowest bidder. This system restricts the ability of small businesses to earn contracts and does not take the quality of the contract fulfillment into account. A value-based procurement system would allow small businesses to compete with big businesses for contracts on a level playing field and will ensure that only high quality work gets done.

**NRC Policy Initiatives**

We are promoting policies that reduce the number of commercial vacancies, cut unnecessary restrictions, and encourage local investment in small businesses.

- The Vacancy Fraud Act (HB4374, SB3477)
- Adjustments in Assessors Vacancy Reduction Ordinance

**Coalition Events**

Check out the NRC Events calendar to see more information on our town halls, coalition meetings, partner events and more!



**NRC Calendar**

**REVITALIZE  
EMPOWER  
CONNECT**

**Contact the Coalition**

If you'd like to contact the coalition, please fill out the form and a coalition representative will contact you regarding your submission within 48 hours. Please note that some requests may take 1-2 weeks to fully process. We look forward to hearing from you!



**NRC Contact Form**

**About the Coalition**

Thriving commercial corridors support local communities across Chicago and Cook County. Prior to the pandemic, however, many corridors struggled. As Chicago emerges from the pandemic and local communities confront a new economic landscape, a strong coalition of stakeholders is needed to advocate for policies and initiatives which will revitalize, empower and connect commercial corridors and neighborhoods.

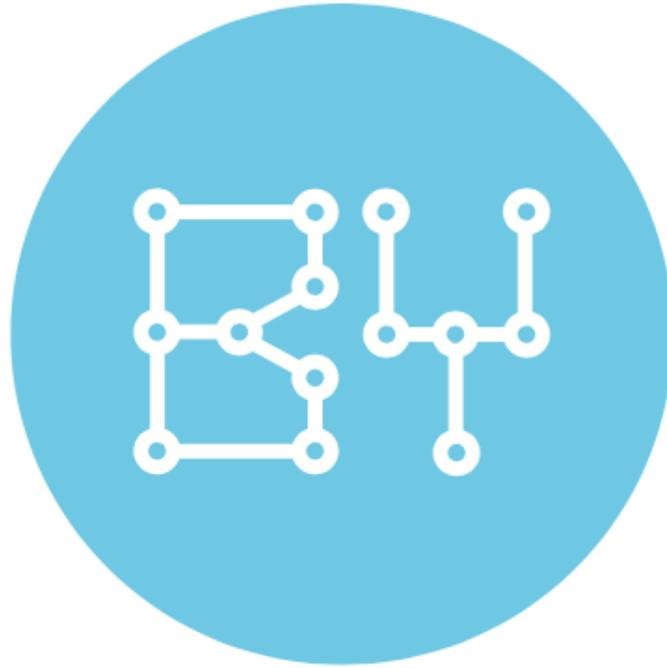
This is a collaborative project. The SBAC has formed substantial partnerships to achieve the project goals and objectives. These partnerships are focused on engaging stakeholders to collectively advocate for policies and initiatives which can empower, revitalize, and connect commercial corridors.

This diverse group of partners will provide the project with significant institutional knowledge and broad reach across struggling and disadvantaged commercial corridors. The inclusion of the Uptown Chamber of Commerce ensures the project procures insight and collaboration with commercial corridors on the north side of Chicago. Additional partnerships will be formed throughout Chicago and Cook County. Any additional will be executed only with partners serving struggling commercial corridors in disadvantaged communities.

**OUR PARTNERS**

- Building Strong Millennials
- Greater Englewood Chamber of Commerce
- Uptown United / Uptown Chamber of Commerce
- Logan Square Chamber of Commerce
- Cook County Black Chamber of Commerce
- Southeast Chicago Commission
- Rogers Park Business Alliance
- New Covenant Development Corporation
- South Shore Chamber of Commerce
- Woodlawn Chamber of Commerce
- Lincoln Park Chamber of Commerce
- Jefferson Park Chamber of Commerce
- Rogers Park Chamber of Commerce
- Winnetka - Northfield - Glencoe Chamber of Commerce

# Inspired



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# **SBAC WINS**

## **OCCUPATIONAL LICENSING**

Occupational licenses can create unnecessary barriers for Illinois residents looking to start new jobs and roadblocks for entrepreneurs to start new businesses. HB5576 builds on the current licensing review process by collecting important information about the requirements associated with obtaining a license, so they can be more comprehensively reviewed by the General Assembly, and will provide crucial information which can help legislators evaluate occupational licenses and eliminate or modify them when appropriate.

## **PUBLIC WAY USE PERMITS**

The SBAC and a robust coalition of business and community organizations have been fighting to reduce the time it takes for small businesses to obtain a sign or other public way use permit. In July 2021, an ordinance was passed that eliminates the need for City Council approval on almost all sign and other public way use permits. In addition, since March 2022, Chicago businesses are allowed to use sandwich signs to drive foot traffic into their stores!

## **HOME-BASED BUSINESSES**

Ordinance SO2021-332 expands the limit on home based business operational space to 300 square feet or to 25 percent of the total floor area in any single-family residence, and more than 15 percent of the floor area of a unit in a building containing multiple dwellings. This allows business owners to unleash their productivity and work from home during the pandemic. The ordinance represents a successful collaboration of partnerships between the SBAC, the IJ Clinic, and BACP.

## **TAX DEDUCTIBILITY OF PPP LOANS**

In April, the IRS published Notice 2020-32 saying that under section 265 of the Internal Revenue Code business expenses paid for from a class of tax-exempt income – a forgiven PPP loan – are taxable. Urgently, with the aid of our members and Chamber partners, we used our voice in the nationwide effort demanding a legislative solution. That solution was reached with Section 276 of The Consolidated Appropriations Act 2021. This amended the original CARES Act to clarify that PPP loans are in fact tax-deductible – a major victory for the grassroots effort to save small businesses.



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## DISCOVER SBAC - ADVOCACY

To get more involved in advocacy, we encourage you to join our various committee calls to hear more about the SBAC's current advocacy initiatives and voice your opinion.

### Policy Committee

Tuesdays, 12-1pm, bi-weekly

JOIN: Register on our website

### NRC General Coalition

3rd Wednesdays, 2-3pm

JOIN: Contact Jake Martin - [jake@sbacil.org](mailto:jake@sbacil.org)

### NRC Zoning Sub-Committee

Tuesdays, 2-3pm, bi-weekly

JOIN: Contact Jake Martin - [jake@sbacil.org](mailto:jake@sbacil.org)



## DISCOVER SBAC - NETWORKING

Explore a variety of SBAC events - live and virtual - to meet new faces, share ideas, and engage in lively conversation. All conveniently located on the [SBAC events calendar](#), our events range from networking to webinars, golf outings and more.

Follow, like, and subscribe to the Small Business Advocacy Council on social media to stay up-to-date with the latest SBAC news, watch past webinars, learn about the small business community and more!



# SBAC MEMBER CENTER

## MEMBER BENEFITS

OUR MEMBER BENEFIT PROGRAMS ARE DESIGNED TO OFFER YOU AND YOUR BUSINESS COST-SAVING SOLUTIONS

[LEARN MORE AND SIGN UP](#)

 <p><b>Cloud Service Programs for SBAC Members</b></p> <p>Steadfast is a Chicago-based company providing innovative cloud hosting services for businesses across the U.S. for over 20 years. We specialize in highly customized services to meet unique IT needs and specific business challenges.</p> <p>Steadfast's Partnership with SBAC Presents a 10% Cloud Service Allowance</p> <p><a href="#">LEARN MORE HERE</a></p>	 <p><b>Cloud Service Programs for SBAC Members</b></p> <p>Dale Carnegie-Chicago delivers proven programs, which have helped millions turn individual potential into performance that positively impacts the individual's life and the performance of their organization.</p> <p>We would love to get to know you and better understand your goals and priorities.</p> <p>Ask us how to receive a discount of up to 20% on individual or company training programs for SBAC Members!</p> <p><a href="#">Dale Carnegie Professional Training</a></p>	 <p><b>Payments Processing and More</b></p> <p><b>Want a better way to accept payments?</b></p> <p>Team Merchant is a locally owned and independent small business that helps businesses and non-profits find their ideal solution. Our goal is to empower merchants by providing the most transparent and affordable payment processing, consulting, education and support.</p> <p><a href="#">Payments Processing Analysis and Savings</a></p>
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## MEMBER PORTAL

- Home
- My Info
- My Directory Listing(s)
- My Subscriptions
- Events
- Forum
- SBAC Member Directory
- SBAC Advocate Directory
- Skokie Chamber of Commerce Directory
- Resources

**SBAC MEMBER QUICK CLICKS**

<a href="#">Advocacy</a>	<a href="#">SBAC MEMBER BENEFITS PROGRAM</a>
<a href="#">SBAC Store</a>	<a href="#">SBAC Website</a>

**Welcome to the SBAC Member Portal!**

MEMBERS GET EXCLUSIVE ACCESS TO THE MEMBER DIRECTORY LIST, ONLINE FORUM, SPECIAL BENEFITS AND MORE

[LOG IN FROM OUR WEBSITE](#)

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**The MemberPlus App**

[sbacil.org](http://sbacil.org)

# **The Power of Collaboration.**

Saul Ewing Arnstein & Lehr LLP is a combination of Saul Ewing LLP and Arnstein & Lehr LLP, a firm with 375-plus attorneys and 16 offices stretching down the East Coast from Boston to Miami and extending into the Midwest by way of Chicago and Minneapolis.

This combination of reach and local autonomy supports our clients with the clout of a mega-firm and the service hallmarks of a boutique. With one firm, our clients get a macro view of the law with a micro focus on their unique legal needs. Saul Ewing Arnstein & Lehr serves businesses throughout the United States and internationally. We represent recognizable names in corporate America, exciting start-ups and an array of closely held and privately held companies, as well as nonprofits, governmental and educational entities.



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