

Mark,

Good morning and thank you for your concerned call yesterday about the impact that COVID-19 is having on the small business community.

As you are aware, many have and/or are closing down. The impact to our economy is clearly going to be staggering. You asked for feedback for today's Legislative meeting on what the small business community is concerned with and needs.

The examples I am providing are direct communications from our member small business and non-profits. I have more so this list is not exhaustive, nor are the comments sent in by our members. This is only a fraction of the comments shared – if you want more I have them available.

Here's our list in priority order:

1. **Take care of our people**; those who we are forced to layoff and who can't afford to live without the salaries we pay them! Waive the waiting period, waive the job seeking requirements
2. **Return the kicker in cash form!**
3. **Grant unemployment benefits to all small business owners** so that they can pay their own bills and keep their own homes. The benefits should take affect immediately with no requirements that job seekers must adhere to.
4. **Take all future taxes off the May & November ballots and delay penalties for any recently passed taxes**; it price gauging at this point in time (both state and local authorities should be pushing NO NEW taxes, fees or pass through costs right now)
5. Loss of orders, employees off work that we still are paying payroll and benefits to. Relief of unemployment cost, CAT relief and help with health insurance cost.
6. **Healthcare** is the greatest cost: some are continuing to pay their employees and their pay for their coverage: these costs range from \$2,000 on up to \$10,000 depending on the size of the company; can we waive or reduce premiums for 2, 3 or 4 months
7. **Delay tax filings and deadlines**: allow them greater extensions as they have no income coming in and when they re-open they require more time to ramp back up
8. **Delay property tax payments** for up to 6 months; some small business who own their property have bills to upwards of \$13,000 and with no income, will be unable to pay it until their business is well established again.
9. **Disaster Relief** in the form of grants or other financial assistance.
10. **Lease payments**: fear of eviction if they can't pay their property lease
11. **Utilities**: power must remain on so is there a way to reduce greatly or waive costs for electric, gas, water & sewer while they are closed.
12. **Commercial General Liability Insurance**: can we ask providers to delay, reduce or waive premiums for 2, 3 or 4 months?
13. **Credit Card Fee's**: Restaurants that are doing take-out only are getting hit with large increases from bank fee's due to the increased use of debit/credit card -vs- cash
14. **Outstanding Invoices**: not being paid by those they have serviced or by those servicing them.
15. Oregon has yet to declare a special **open enrollment period** of individual or employees, so standard rules still apply.
State has not ruled to allow laid off workers to rent ill i. Group plans waiving rehire wait period.
State has not increased federal level of tax credits for the middle class, so many middle level earners don't get a tax credit to help off set plan cost.Consider this impact when many individual pay over \$600-\$700 per person per month

16. **Create a ramp-up plan with them.** The cost to get business back up and running could get expensive: As they re-open they will potentially have to re-hire, acquisition of supplies could get costly (restaurants and any one that sells food & beverage)
- a. Bowling alleys are a good example to have in your mind when you think about a small business who is impacted in many ways; restaurants who have upwards of \$10,000 in perishable products that they are donating now, but must replace in order to re-open.

Here are a few examples of the monthly costs to stay in business, with or without the business being shut-down:

The Bomber Restaurant (open for take-out only)

Property taxes \$30,000 (annual – but coming due)
Sanitation/storm water \$1,500 (all other numbers are monthly)
Liability Insurance \$1,500
Health Insurance \$2,500
Credit card fee's – on the rise but don't have a figure yet

Milwaukie Floors & More (preparing to close)

Health Insurance \$3,000 (monthly)
Rent / Triple Net \$6,800 (monthly)

Terra Casa (preparing to close)

Healthcare \$6,000 (all numbers are monthly expenses)
Advertising contracts (locked-in) \$6,000
Rent \$7,000
Utilities \$2,000
Building maintenance \$1,500

Exceed Enterprises (employee adults w/ disabilities) (preparing to close)

Kaiser Health Plan \$36,551 (all numbers are monthly expenses)
SAIF \$3,997
MODA Dental / Disability/Life/FSA \$5,140
General Liability \$2,869
Utilities \$2,592
Telephones \$1,946

Milwaukie Spine & Sport (all numbers are monthly expenses) (closed)

Rent \$2,764
Health Insurance \$2,000
General liability & Work Comp \$135
PGE \$500
Phones/Computers/IT \$1,550

Other General comments & concerns:

Parrott Creek Family Services

payment for staff overtime costs to care for clients
payment for hygiene and other supplies we are having to get
payment for sick leave for staff who do not have any and would become unemployed

Pizza Schmizza

Lost LaSalle catering – \$3,000 in monthly income

Fearful they won't be able to survive this: asking that the State suspend all rent/utilities/ bills cover a % off payroll throughout this terrifying time.

Love Acupuncture

Our patient counts are down 50% this week.

If this continues or we are forced to shut down we will not be able to pay for our overhead.

We are in our first year of running our business at a new location and bringing on staff, we have been living paycheck to paycheck. Our savings was wiped out when we made the move to the new location.

We are dependent on our patients coming in the door to see us.

Video teleconferencing is an option but so far no one has even booked an appointment. Acupuncture, Chiropractic and Massage therapy cannot be done via tele-conferencing.

AFLAC Insurance

Reduce/eliminate self-employment tax

Events Centers (Gray Gables, Tumwater Ballroom, CC Fair & Events)

Do to cancellations some have lost between \$21,511.50 to \$50,000 in revenue already. I hope they State will take into consideration and help pay for losses businesses.

Cranston Machinery

Open up temporary unemployment for 4 to 6 weeks for anyone with a pay reduction of 20% or more and pay it to their organizations to be paid as their payroll. Then we could keep their benefits. If an employee is still able to work then they get a 10% payment, that way it is an incentive for them to come to work while others are home and getting paid a lesser %. Do not require them to look for work. Provide some kind of low interest loan for current cash flow and then reduce business taxes for the next 6 months to allow us to pay it back.

Provide a business rental stipend. This could be paid directly to the businesses to help pay their rent/lease to keep afloat for potentially 2 months. It could be a sq foot calculation so it would be fast and easy to figure out.

For all Americans some kind of mortgage or rental credit for 1 to 2 months would be amazing. Somehow this would need to be offset to the landlords to keep them healthy.

National Alliance for the Mentally Ill

Nonprofits are going to suffer as giving decreases when incomes decrease. Many funders will not continue funding if we cannot meet expectations, which often involve in-person services we cannot safely provide at this time, further crippling our ability to continue services. I am more worried about the long-term impact on our organization and those we serve than on what is happening right now. Providing unrestricted operating funding to nonprofits whose fundraising efforts are reduced by the inability to hold larger fundraisers or the inability for donors to continue to contribute would be helpful. I have seen some funders change their grants and contracts from specific program funding to general operating funds. Doing the same by county, state and federal funders would be extremely helpful.

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