

Creating Innovation-Friendly Environments for Small Businesses and Startups

International Municipal Lawyers Association

Texas City Attorneys Association

Houston, Texas | October 19, 2018

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Middlebrook | Goodspeed

Small Business Snapshot



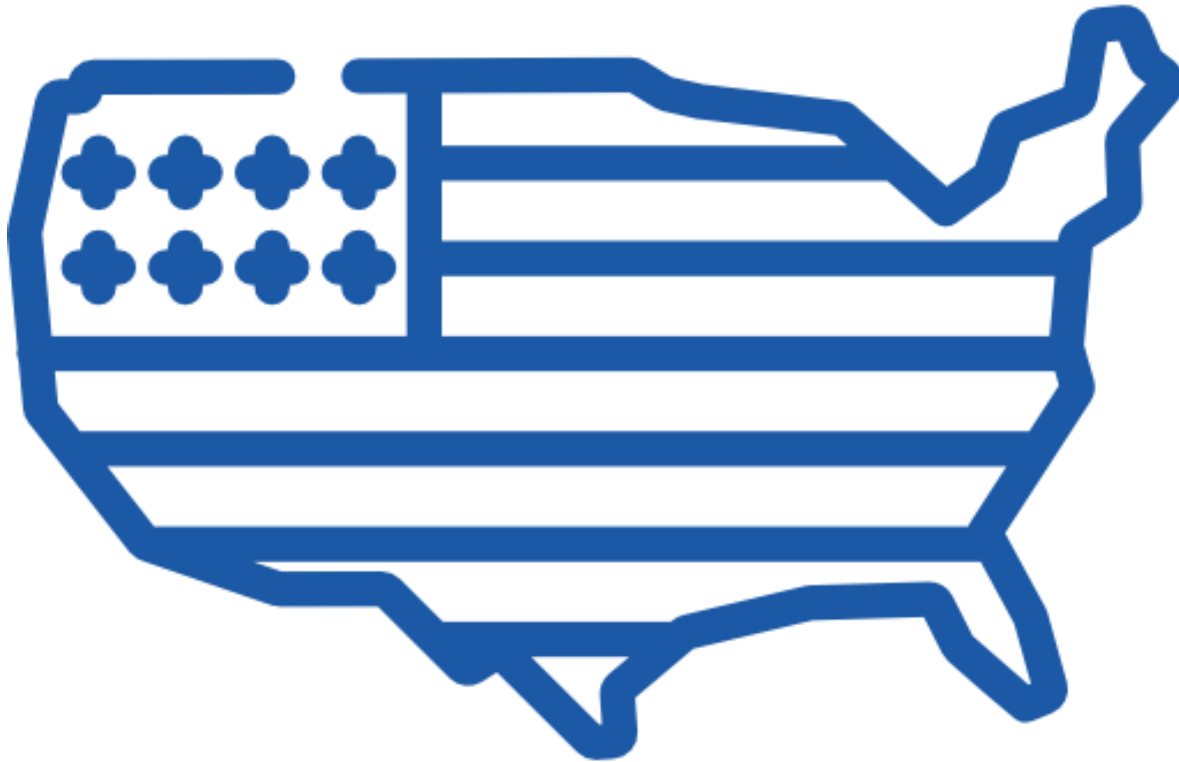
Less than 500
employees



Does not exceed
Annual Receipts Threshold
(based on industry)

Source: US Small Business Administration

Small Business Snapshot



Over 30 Million Small Business Owners

Small Business Snapshot



Over 2.6 Million Small Business Owners

Small Business Snapshot



Over 8 Million
Minority Business Owners



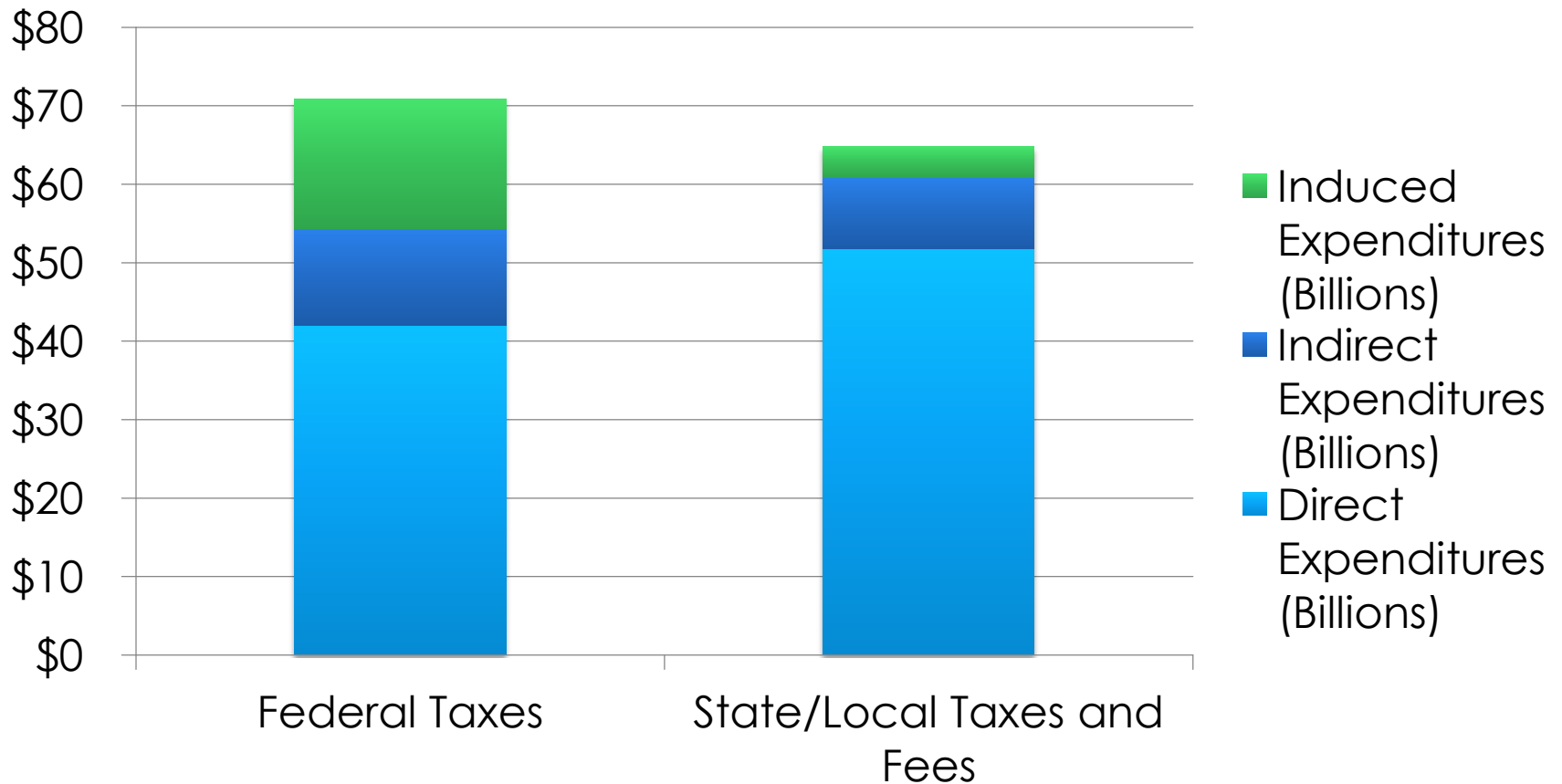
1.1 Million
Minority Business Owners

Economic Impact

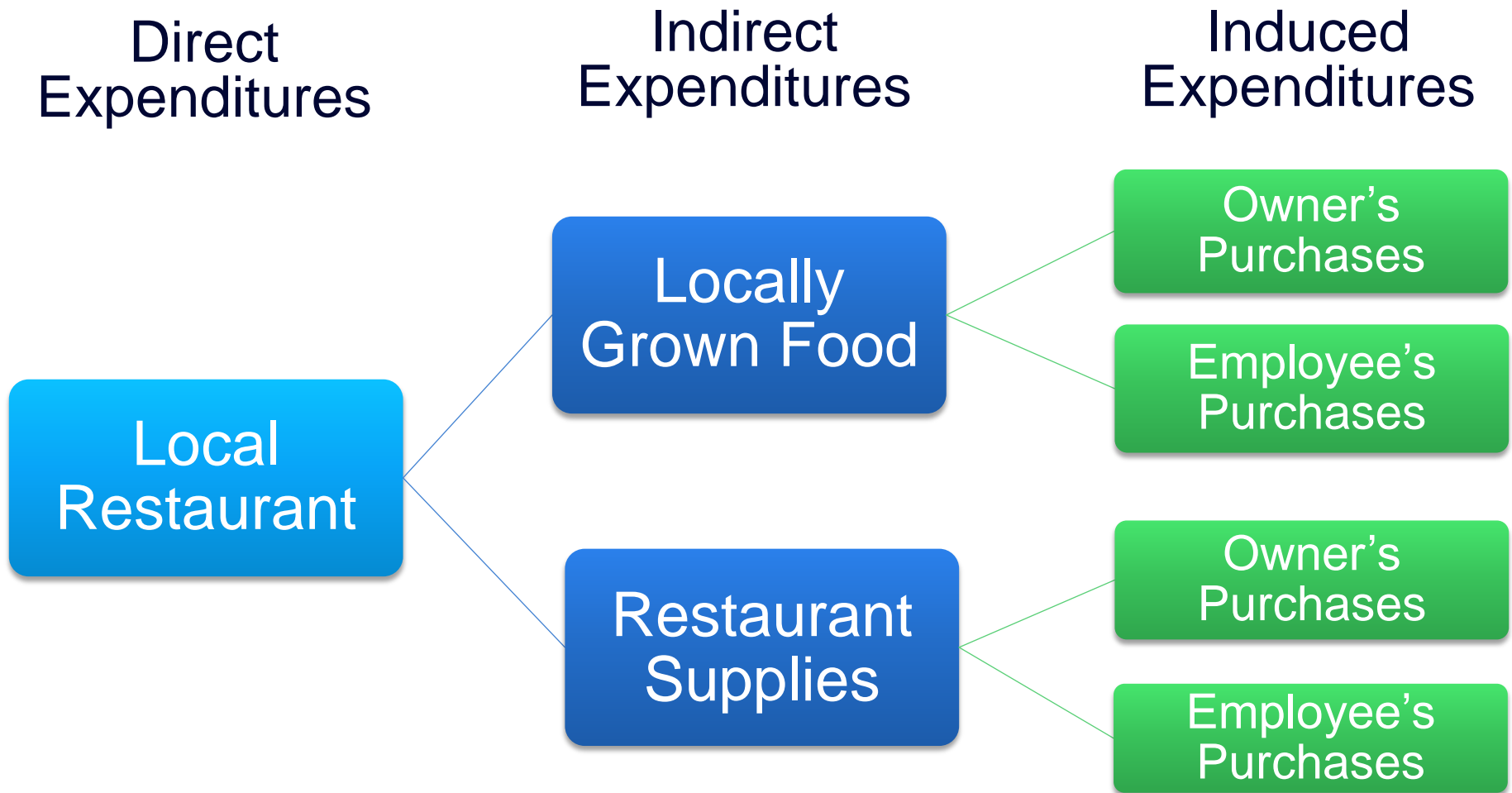


Economic Impact

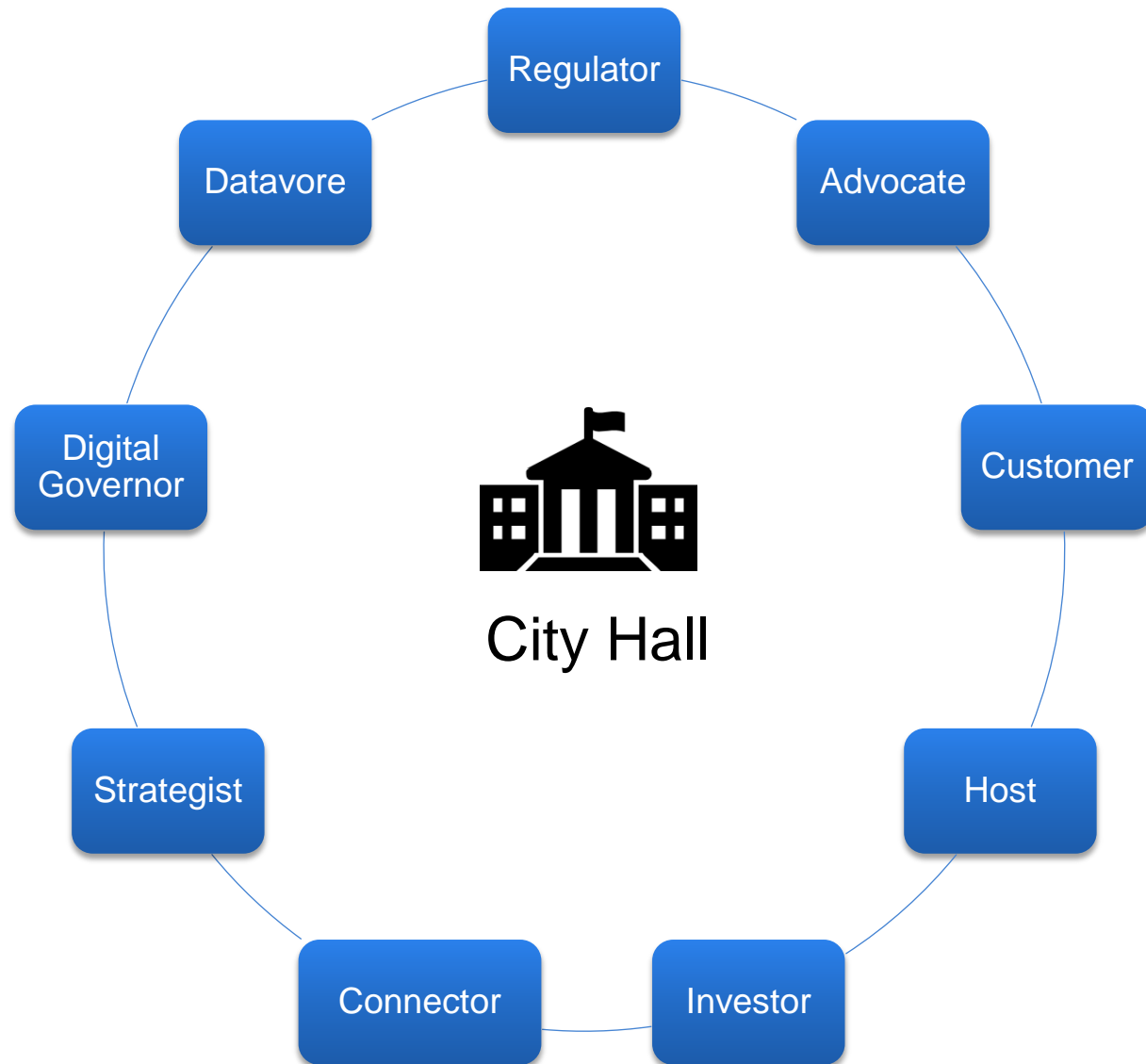
Taxes and Fees Paid by Microbusinesses



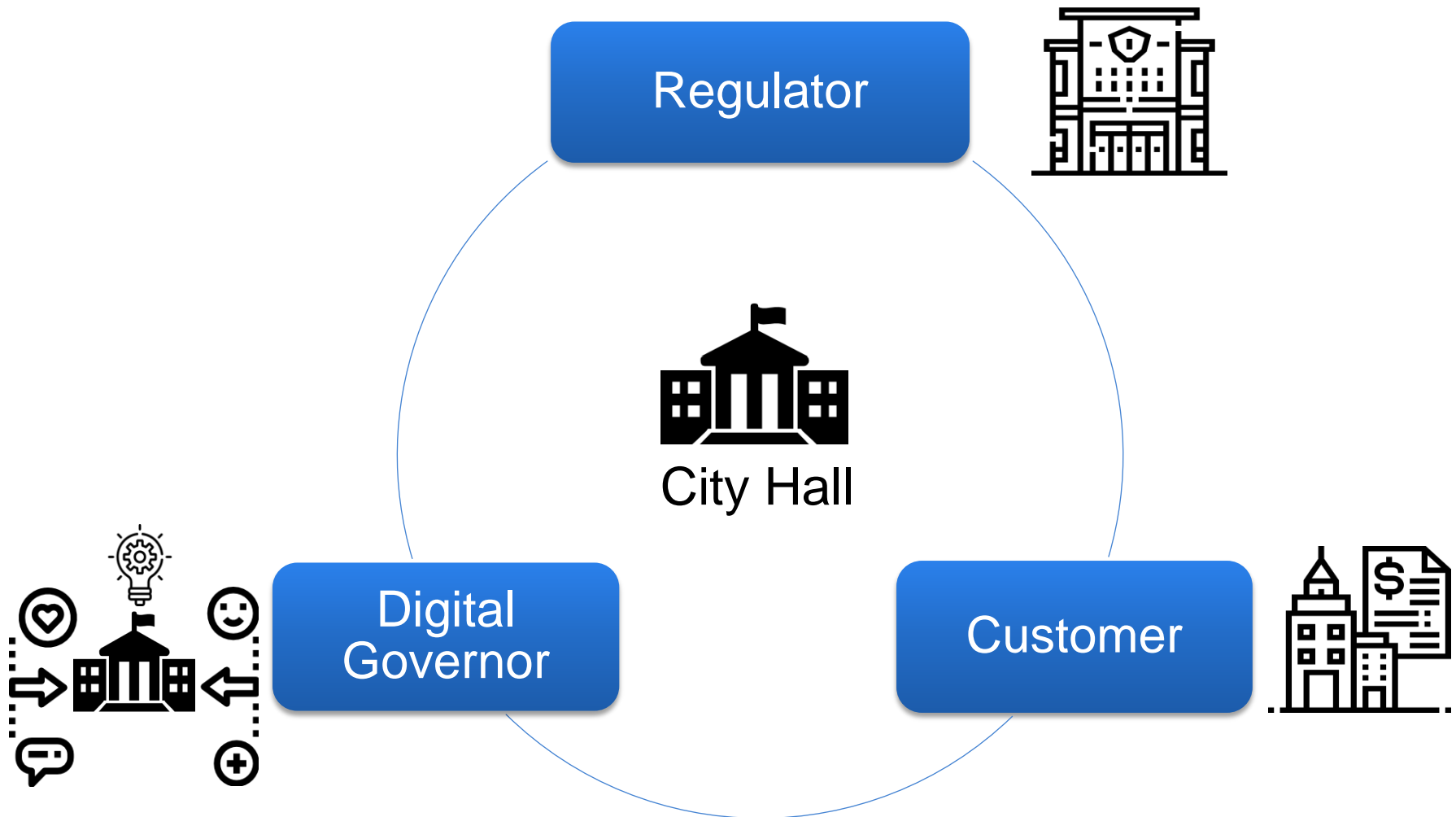
Economic Impact



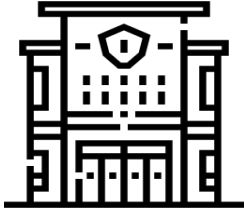
CITIE Policy Roles



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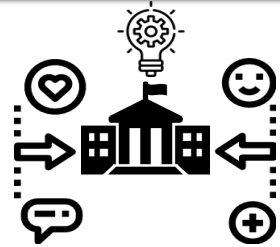
Regulator

Does a city regulate businesses and disruptors in a way that facilitates business entry?



Customer

Does a city seek innovation and make procurement accessible to small businesses?



Digital Governor

Does a city use digital channels to allow for improved citizen engagement?

City as Regulator



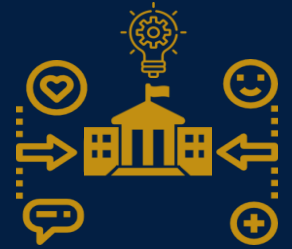
- Review regulations
- Take steps to make regulations streamlined, transparent, and modernized
- Account for innovative market entrants
- Gather information about disruptive or innovative products or services

City as Customer



- Modify procurement policies to allow for innovative products and services
- Transparent and accessible procurement opportunities
- Transparent and accessible procurement process

City as Data Governor



- City leaders can seek help from small businesses to:
 - Make cities more transparent
 - Reach citizens digitally
 - Develop technological solutions to providing city services

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