



Entrepreneurship initiatives for recovery and growth: States providing access to capital

The National Governors Association (NGA) Center for Best Practices and NGA Partner, Ewing Marion Kauffman Foundation, are hosting this webinar. We will hear about successful state initiatives in Arizona and Nevada that are leading to increased capital flowing to entrepreneurs.

July 27, 2021
NGA Center for Best Practices

Agenda

- I. Welcome and Introduction
- II. Presentations by Kauffman Foundation, Small Business Majority, Arizona and Nevada
- III. Q&A and discussion

The National Governors Association (NGA)

Founding

A 1908 meeting of President Theodore Roosevelt and governors led to the creation of NGA.



Photo: The first meeting of the nation's governors, convened by President Theodore Roosevelt in Washington D.C., 1908.

What We Do

- NGA is the nonpartisan organization of the nation's governors.
- Through NGA, governors identify priority issues and address public policy at the state, national and global levels.
- The NGA Center for Best Practices is the only research & consulting firm that directly serves governors, and helps them develop and implement innovative solutions to public policy challenges.
- Our Government Relations team ensures that states are a strong voice in Washington, D.C.
- We also provide management consultative services to both new and incumbent governors, their senior executive staff and trusted advisors.

The NGA Center for Best Practices

Services:

- Customized Technical Assistance
- Multi-State Consortia and Peer Learning
- Research & Published Reports

Program Areas:

- Children & Families
- Cybersecurity
- Energy and Environment
- Healthcare Cost and Coverage
- Health Data & Workforce
- Health Systems
- Homeland Security
- Infrastructure
- K-12 Education
- Post Secondary Education
- Public Health
- Public Safety & Legal Counsels
- **Workforce Development & Economic Policy**



Photo: Governor Reynolds, NGA Chair Governor Hutchinson and Governor Pritzker at the NGA Winter Meeting in 2020.

NGA Supporting Governors, States in COVID-19 Response, Reopening & Recovery

NGA has an internal taskforce coordinating the organization's services to governors on response, reopening, and recovery work through:

- [Coronavirus Page](#) and [Policy Resources](#)
 - Tracking key state and federal actions
 - NGA resources and written products
- Supporting coordination and information-sharing among governors
- Communicating governors' priorities with the White House and Congress
- Customized technical assistance including regular calls, roundtables, research and policy guidance
- Dedicated work to support states' efforts in stabilization and recovery:
 - Webinars, policy events and economic briefings for governors' senior staff
 - Current projects for governors' economic policy advisors & economic development leaders on: entrepreneurship; streamlining business regulations; rural issues; defense industry resilience; advanced manufacturing

Startups during the pandemic

National Bureau of Economic Research (NBER) and Kauffman-funded research studies

[Entrepreneurship and Innovation Policy and the Economy, 2021](#) (by John Haltiwanger, University of Maryland) – April 2021

Applications (Employer identification numbers, EINs) for new businesses from the U.S. Census Bureau's business formation statistics fell dramatically in the early stages of the pandemic, then surged in the second half of 2020; continuing through April 2021.

- Includes both new employers and non-employers (solo entrepreneurs).
- Contrasts sharply with the Great Recession when applications declined sharply & persistently.

Startups during the pandemic

National Bureau of Economic Research (NBER) and Kauffman-funded research studies

[How is COVID Changing the Geography of Entrepreneurship? Evidence from the Startup Cartography Project](#) (Fazio, Guzman, Liu and Scott Stern) – May 2021

Based on data from 8 U.S. states, consistent findings with previous study; even though the early relief packages did not directly support new business formation (e.g., CARES Act), their implementation was followed by a relative increase in start-up formation rates between 2019 and 2020, particularly in neighborhoods with higher median incomes and a higher proportion of Black residents.

Entrepreneurship in states

Informal NGA survey ...

States are:

- Now designing their capital programs to better recognize and support both main street entrepreneurs and tech-based entrepreneurs.
- Interested in access to capital for entrepreneurs generally, and particularly access to capital for minority, woman-owned, and disadvantaged businesses.
- Eager to learn about best practices in other states — and how states are designing their capital programs — given the new relief funding.

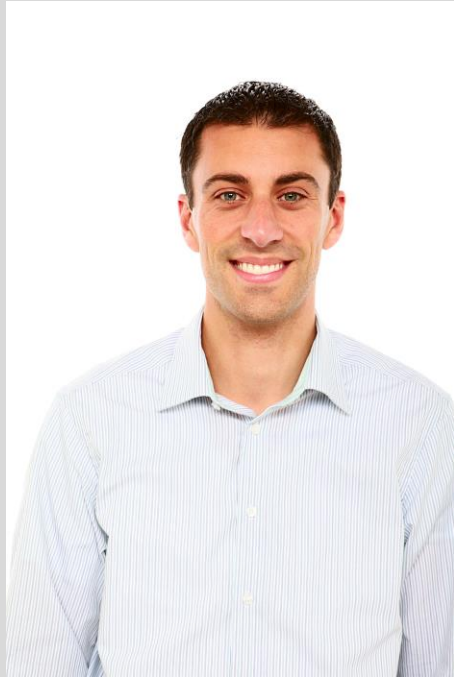
Presentation: Ewing Marion Kauffman Foundation



*Jason Wiens, Policy Director
in Entrepreneurship,
Ewing Marion Kauffman Foundation*

- Directs Kauffman-led [Start Us Up coalition](#).
- Oversees portfolio of advocacy projects to educate policymakers on how government can support entrepreneurship.
- Spent 10 years on Capitol Hill, both in the Senate and U.S. House.

Presentation: Small Business Majority



*David Chase, Vice President, Outreach,
Small Business Majority*

- Directs Small Business Majority's state policy & advocacy.
- Served for > 4 years in the office of California Governor Arnold Schwarzenegger.
- Built coalitions with business & other stakeholder groups to advance the governor's agenda.

Presentation: Arizona Commerce Authority



*Andrew Lombard, Executive Vice President,
Innovation, Venture Development
& Small Business
Arizona Commerce Authority (ACA)*

- Led Motorola Asia, then was corporate VC @ MOT Ventures.
- Led M&A for Silicon Valley based Adaptive Broadband, then founded & built VC-backed airBand to a \$400M exit valuation.
- Helped create ACA's Arizona Innovation Challenge and Venture Ready Accelerator.

Presentation: Nevada Governor's Office of Economic Development



Karsten Heise, Director of Strategic Programs, Nevada Governor's Office of Economic Development (GOED)

- Director Strategic Programs Governor's Office of Economic Development since 2012
- Five years Private Equity and M&A advisory experience in Beijing, China at Asia Assets Ltd and for Baron Group
- Ten years at US Investment banks in London at Credit Suisse First Boston, Donaldson, Lufkin & Jenrette, and Morgan Stanley

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Questions?
