<u>FINAL REPORT</u>

SMALL BUSINESS PROBLEMS SUBCOMMITTEE

December, 1981

The Small Business Problems Subcommittee of the Senate and House Standing Committees on Commerce was established by the Legislative Council to study problems facing small business in Iowa.

Members of the Subcommittee were:

Senator Gary Baugher, Ankeny Senator Rolf V. Craft, Decorah Senator Lucas J. DeKoster, Hull Senator Patrick J. Deluhery, Davenport Senator Emil J. Husak, Toledo Representative Robert T. Anderson, Newton Representative Kyle Hummel, Vinton Representative Hugo Schnekloth, Eldridge Representative Jo Smith, Davenport Representative Joseph Welsh, Dubuque

The Subcommittee was originally authorized one meeting but subsequently was granted two additional meetings. The meetings were held on October 7, 1981, December 4, 1981, and December 15, 1981. At the first meeting, Senator Baugher and Representative Hummel were elected co-chairpersons.

On the evening prior to the first meeting, the Subcommittee held a public hearing in the Senate Chambers of the State House. Individuals who represented or operated small businesses were allowed to make presentations at the public hearing concerning problems that faced small businesses in Iowa and the solutions or aids that would be beneficial to them. A list of those who made presentations as well as copies of their presentations are on file with the Legislative Service Bureau.

At its first meeting, the Subcommittee asked representatives of the Center for Industrial Research and Service (CIRAS), the Des Moines office of the United States Small Business Administration, the Iowa Development Commission, and the Iowa Citizens' Aide Office to make presentations as to the role of, the aid provided by, and problems encountered by their entity with regard to small business and its problems in Iowa. Copies of their presentations and other materials presented by them are on file with the Legislative Service Bureau. Individuals giving presentations were:

Mr. David Swanson, CIRAS Mr. Lloyd Anderson, CIRAS Mr. Conrad Lawlor, U.H.S. Small Business Administration Small Business Problems Subcommittee Final Report - December, 1981 Page 2

Mr. John Butterfield, Iowa Development Commission Mr. William Angrick, Citizens' Aide Office

The remainder of the meeting was spent by the Subcommittee determining the problems of major concern to small business which the Subcommittee would give further consideration to. These problems were combined into the following five areas:

1. Development of a clearinghouse agency either for licensing or disseminating information concerning licensing.

2. Problem of lack of available capital for small business development and continuing operation.

3. Special problems of family businesses in regard to unemployment and workers' compensation laws.

4. Review of the Iowa Administrative Code rules for the purposes of: (1) simplification; (2) regulatory flexibility; and (3) possible adoption of a Model Forms Management Act.

5. Tax problems of small businesses with particular emphasis on the following: (1) real property tax rates; and (2) tax credits as a small business incentive for either business development or to promote employment of the unskilled laborer.

At the second meeting of the Subcommittee, bills which were drafted by the Legislative Service Bureau at the request of the Cochairpersons were presented and discussed. The Subcommittee tentatively approved the concepts contained in three of the bills discussed with further consideration to be given to them as recommendations at the last meeting. These bills involved the creation of a regulatory information service in the Iowa Development Commission; an exemption from the workers' compensation law for self-employed persons and their partners, designated family members of both and family corporations; and additional tax deductions for businesses increasing employment. The Subcommittee agreed that a study bill should be drafted for the next also meeting which would define "small business" wherever used in the Code.

Because of weather and driving conditions on the day of the last meeting date, the Subcommittee was unable to reach a quorum and thus unable to make recommendations. However, the five members present did adopt a motion that the following bills be presented to the Speaker of the House and President of the Senate for assignment to the chairpersons of the appropriate standing committees:

1. An Act to establish a regulatory information service in the Iowa Development Commission. A copy of the bill is attached and by this reference made a part of this report. Small Business Problems Subcommittee Final Report - December, 1981 Page 3

2. An Act providing an exemption from the workers' compensation law for self-employed persons and their partners, and designated family members of both and for family corporations, and providing a civil penalty. A copy of the bill is attached and by this reference made a part of this report.

3. An Act relating to the computation of net income for purposes of the state individual and corporate income tax by providing an additional business deduction for increasing employment over previous years. A copy of the bill is attached and by this reference made a part of this report.

4. An Act providing for the definition of the term "small business" wherever the term is used in the Code unless a different definition is specifically provided. A copy of this bill is attached and by this reference made a part of this report.

PROPOSED HOUSE/SENATE FILE

BY (SELECT MEMBERS OF THE SMALL BUSINESS PROBLEMS SUBCOMMITTEE FOR ASSIGNMENT TO THE APPRO-PRIATE STANDING COMMITTEE)

Passed House,	Date	Passed Senate, I	Date
Vote: Ayes	Nays	Vote: Ayes	Nays
	Approved		

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Section 1. NEW SECTION. REGULATORY INFORMATION SERVICE. 1 The Iowa development commission shall provide a 2 1. 3 regulatory information service. The purpose of the service 4 shall be to provide a center of information where a person 5 interested in establishing a commercial facility or engaging 6 in a commercial activity may be informed of any registration, 7 license, or other approval of a state regulatory agency that 8 is required for that facility or activity or of the existence 9 of standards, criteria, or requirements which the laws of 10 this state require that facility or activity to meet. Each state agency which requires a permit, license, 11 2.

12 or other regulatory approval or maintains standards or criteria 13 with which an activity or facility must comply shall inform 14 the Iowa development commission of the following:

The activity or facility that is subject to regulation. 15 а. The existence of any threshold levels which would 16 b. 17 exempt the activity or facility from regulation.

18 The nature of the regulatory program. c.

19 d. The amount of any fees.

How to apply for any permits or regulatory approvals. 20 e.

A brief statement of the purpose of requiring the 21 f. 22 permit or regulatory approval or requiring compliance with 23 the standards or criteria.

Each state agency shall promptly inform the Iowa 24 3. 25 development commission of any changes in the information 26 provided under subsection 2 or the establishment of a new 27 regulatory program. The information provided to or 28 disseminated by the Iowa commission shall not be binding upon 29 the regulatory program of a state agency; however, a person 30 shall not be subject to the imposition of a penalty for failure 31 to comply with a regulatory program if the person demonstrates 32 that he or she relied upon information provided by the 33 commission indicating compliance was not required and either 34 ceases the activity upon notification by the regulatory agency 35 or brings the activity or facility into compliance.

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1 Sec. 2. The Iowa development commission shall make the 2 regulatory information service available for public use by 3 January 1, 1983.

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EXPLANATION

This bill establishes a regulatory information service 5 6 in the office of the Iowa development commission. The purpose 7 of the service is to provide a center of information about 8 what activities or facilities are subject to regulation by 9 a state agency and to provide that information to citizens 10 interested in engaging in some activity or establishing some 11 facility. Each state agency regulating an activity or facility 12 is required to inform the Iowa development commission of its 13 regulatory program. A person who demonstrates reliance on 14 information provided by the Iowa development commission 15 indicating compliance is not required with a regulatory pro-16 gram is not subject to the imposition of penalty for failure 17 to comply if the person either ceases the activity or brings 18 it into compliance upon notification by the regulatory agency. 19 The bill takes effect July 1 following enactment and the 20 service is to become available by January 1, 1983. 21 22 23 24 25 26 27 28 29 30 31

-2-

PROPOSED HOUSE/SENATE FILE

BY (SELECT MEMBERS OF THE SMALL BUSINESS PROBLEMS SUBCOMMITTEE FOR ASSIGNMENT TO THE APPRO-PRIATE STANDING COMMITTEE)

Passed House,	Date	Passed Senate,	Date
Vote: Ayes	Nays	Vote: Ayes	Nays
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1	An	Act	t pr	oviđ	ing	an	exem	ptio	n fi	om t	he w	orke	rs' co	mpei	nsation
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Section 1. Section 85.1, unnumbered paragraph 1, Code 1 2 1981, is amended to read as follows: Except as provided in subsection 5 6 of this section, this 3 4 chapter shall does not apply to: Sec. 2. Section 85.1, subsections 4 and 5, Code 1981, 5 6 are amended to read as follows: 4. a. An employee of an employer who is an individual 7 8 or a partner if the employee is that individual employer or 9 partner, the spouse of the individual employer or partner, 10 or the parent, brother, sister, child, or stepchild of either 11 the individual employer or partner or the individual employer's 12 or partner's spouse, or the spouse of the brother, sister, 13 child, or stepchild of either the individual employer or 14 partner or the individual employer's or partner's spouse. b. The president, vice president, secretary, treasurer, 15 16 and their spouses, and the parents, brothers, sisters, 17 children, and stepchildren of either the officers or the 18 officers' spouses, and the spouses of the brothers, sisters, 19 children, and stepchildren of either the officers or the 20 officers' spouses, of a family corporation subject to 21 paragraphs c, d, and e of this subsection. A corporation 22 is a family corporation if both of the following apply: 23 (1) A majority of its voting stock is held by and the 24 majority of its stockholders are persons related to each other 25 as a spouse, parent, grandparent, or lineal descendant of 26 a grandparent or a grandparent's spouse, or persons acting 27 in a fiduciary capacity for persons so related. (2) All of its stockholders are natural persons or persons 28 29 acting in a fiduciary capacity for the benefit of natural 30 persons or family trusts as defined in section 172C.1, 31 subsection 11. c. The exemptions from the requirements of this chapter 32 33 in paragraphs a and b are not effective until the employee 34 signs an acceptance of exemption which acceptance shall be 35 in substantially the following form:

1	ACCEPTANCE OF EXEMPTION
2	I understand that by signing this statement I accept my
3	employer's exemption from the requirements of chapter 85 of
4	the Code of Iowa relating to workers' compensation. (Check
5	either alternative (1) or (2):)
6	(1) My employer has made available to me for review
7	and I have reviewed other insurance provided to pay
8	compensation to me for personal injuries sustained by me
9	arising out of and in the course of my employment and I accept
10	this insurance in lieu of workers' compensation coverage under
11	chapter 85 of the Code of Iowa.
12	(2) I am aware that my employer does not provide other
13	insurance to pay compensation to me for personal injuries
14	sustained by me and arising out of and in the course of my
15	employment, and knowing that other insurance is not provided,
16	I accept my employer's exemption from the requirements of
17	chapter 85 of the Code of Iowa.
18	I understand that my acceptance of my employer's exemption
19	from the requirements of chapter 85 under either alternative
20	(1) or (2) is not a waiver of any rights or remedies available
21	to me in a civil action brought by me or my dependents, as
22	dependents are enumerated in section 85.31, Code 1981, and
23	related to personal injuries sustained by me arising out of
24	and in the course of my employment with this employer.
25	Signed
26	Date
27	<u>City, County, State</u>
28	of Residence
29	Witness
30	<u>Witness</u>
31	d. Two disinterested individuals who are not, formally
32	or informally, affiliated with the individual employee, the
33	partnership, or the corporation shall witness the acceptance
34	of exemption.
35	e. If an employer elects exemption from this chapter under

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1 either paragraph a or b, the employee shall sign and the 2 employer shall file with the industrial commissioner the 3 acceptance of exemption within the following time periods: 4 (1) On or before sixty days after the first day of 5 employment. (2) On or before January 1 of each year thereafter in 6 7 which the employer elects an exemption. f. An employer who fails to file acceptances as required 8 9 under paragraph e shall pay to the industrial commissioner 10 a civil penalty of one hundred dollars for each employee for 11 whom the employer elected an exemption and for whom an 12 acceptance of exemption was not filed. The civil penalties 13 paid pursuant to this paragraph shall be deposited in the 14 general fund of the state. 4 5. Persons entitled to benefits pursuant to chapters 15 16 410 and 411. 5 6. Employers, including employers of employees engaged 17 18 in any type of service in or about a private dwelling, 19 employers of persons whose employment is of a casual nature 20 and not for the purpose of the employer's trade or business, 21 and employers of persons engaged in agriculture, may with 22 respect to any such employee or person or classification of 23 employees exempt by subsections 1, 2 and 4 5 and subsection 24 3, paragraph "a" of this section from coverage provided by 25 this chapter, other than any such employee or classification 26 of employees with respect to whom a rule of liability or a 27 method of compensation has been or may-be is established by 28 the Gengress congress of the United States, assume a liability 29 for compensation imposed upon employers by this chapter for 30 the benefit of employees within the coverage of this chapter. 31 Employers of employees, persons or classifications of employees 32 exempted by paragraph "b" of subsection 3, subsection 4 of 33 this section may also with respect to any such employee, 34 person or classification of employees assume a liability for 35 compensation imposed upon employers by this chapter by the

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1 purchase of valid workers' compensation insurance specifically 2 including separate classifications for (a) such persons who 3 are the spouse and of the employer, parents, brothers, sisters, 4 children and stepchildren of either the employer or his the 5 spouse of the employer, and the spouses of the brothers, 6 sisters, children, and stepchildren of either the employer 7 or the spouse of the employer, (b) persons engaged in 8 exchanging labor and (c) the-president;-vice-president; 9 treasurer-and-secretary officers of a family farm corporation 10 or family corporation, their spouses and of the officers, 11 the parents, brothers, sisters, children or, and stepchildren 12 of such either the officers and-their or the spouses of the 13 officers, and the spouses of the brothers, sisters, children, 14 and stepchildren of either the officers or the spouses of 15 the officers, and (d) the spouse of a partner of a partnership, 16 the parents, brothers, sisters, children, and stepchildren 17 of either a partner or the spouse of a partner, and the spouses 18 of the brothers, sisters, children, and stepchildren of either 19 a partner or the spouse of a partner. The purchase of and 20 acceptance by any-such an employer of valid workers' 21 compensation insurance applicable to such employee or person 22 or classification of employees shall-constitute-as-to-such 23 employer constitutes an assumption by such the employer of 24 such liability without any further act on the part of such 25 the employer, but only with respect to such employee or person 26 or such classification of employees as are within the coverage 27 of the said workers' compensation insurance contract. Whenever 28 If under the-provisions-of this subsection an employer 29 voluntarily elects to assume the liability for the payment 30 of compensation to such employees or persons or each 31 classification of employees by the purchase of valid workers' 32 compensation insurance, the liability of such the employer 33 shall-take takes effect and continues from the 34 effective date of such the workers' compensation insurance 35 contract as long only as such the insurance contract shall

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1 be is in force. Upon such an election, such employee or 2 person or classification of employees shall accept compensation 3 in the manner provided by the chapter and the employer shall 4 be relieved from any other liability for recovery of damage, 5 or other compensation for such injury. This subsection applies 6 even if the employee has signed a valid acceptance of exemption 7 under subsection 4 of this section.

Sec. 3. Section 85.62, Code 1981, is amended to read as 8 9 follows:

10 85.62 INMATES OF COUNTY JAIL. The county board of 11 supervisors of any county may elect to include as an employee 12 for purposes of this chapter any person confined as an inmate 13 in a county jail or confined in any other facility in lieu 14 of confinement in a county jail. If such the election is 15 made, the-provisions-of section 85.1, subsection 5 6, shall 16 apply applies to such the county. If an inmate in the 17 performance of his the inmate's work in connection with the 18 maintenance of a county jail or other local facility, or in 19 connection with any industry maintained therein in the jail 20 or facility, or with any highway or public works activity 21 outside a county jail or other local facility sustains an 22 injury arising out of and in the course thereof of the inmate's 23 work, he the inmate shall be awarded and paid compensation 24 at the minimum rate as provided in this chapter. If death 25 results from such the injury, death benefits shall be awarded 26 and paid to the dependents of the inmate. If any-such the 27 person is awarded weekly compensation under the-provisions 28 Θ f this section and is still committed to the county jail 29 or other facility, his the person's compensation benefits 30 under section 85.33 or section 85.34, subsection 1, shall 31 be paid to the county for so long as he-shall-remain the 32 person remains so committed. Weekly compensation benefits 33 awarded pursuant to section 85.34, subsection 2, shall be 34 held in trust and paid to such the person as provided in this 35 chapter upon his the person's final discharge or parole,

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1 whichever occurs first. In-the-event-such If the person is 2 recommitted to the county jail or other facility prior to 3 receiving in full, his weekly benefits pursuant to section 4 85.33 or section 85.34, subsection 1, such the benefits shall 5 again be paid to the county for so long as he-shall-remain 6 the person remains so recommitted. Also, weekly benefits 7 under section 85.34, subsection 2, shall be suspended and 8 again held in trust until such the person is again released 9 by final discharge or parole, whichever first occurs. However, 10 the industrial commissioner may, if he the commissioner finds 11 that dependents of the person awarded weekly compensation 12 pursuant to section 85.33 or section 85.34, subsections 1 13 and 2, would require welfare aid as a result of terminating 14 the compensation, order such the weekly compensation to be 15 paid to a responsible person for the use of his the inmate's 16 dependents.

17 Sec. 4. Notwithstanding section 85.1, subsection 4, 18 paragraph e, of this Act, if an employer elects to be exempt 19 from the requirements of chapter 85 under section 85.1, 20 subsection 4, paragraph a or b, as these would apply to an 21 individual employed on or before the effective date of this 22 Act, the employee shall sign and the employer shall file the 23 acceptance of exemption required under section 85.1, subsection 24 4, paragraph c, of this Act, on or before sixty days after 25 the effective date of this Act.

26 Sec. 5. This Act takes effect January 1 following 27 enactment.

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EXPLANATION

This bill provides that an employer-family corporation may elect not to provide workers' compensation insurance for its president, vice president, secretary, treasurer, and their spouses, and the parents, brothers, sisters, children, and stepchildren of either the officers or the officers' spouses, and the spouses of the brothers, sisters, children, and stepchildren of either the officers or the officers' spouses.

-6-

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1 However, before the election is effective, the employee must 2 sign and the employer must file with the industrial 3 commissioner an acceptance of exemption. In the acceptance 4 of exemption, the employee states either that the employee 5 has reviewed alternative insurance coverage for personal 6 injury arising out of and in the course of employment and 7 accepts this coverage in lieu of workers' compensation or 8 that the employee is aware that the employer has no other 9 insurance coverage and, notwithstanding the absence of the 10 alternative coverage, accepts the employer's election to be 11 exempt from the workers' compensation law. The employee's 12 signing of an acceptance of exemption is not a waiver of any 13 civil rights or remedies of the employee. An employer who 14 fails to file an acceptance of exemption must pay a civil 15 penalty of one hundred dollars for each employee for whom 16 the employer has elected an exemption and not filed an 17 acceptance of exemption.

18 The bill also exempts self-employed persons, partners of 19 self-employed persons and certain of their employed family 20 members from the workers' compensation law under the same 21 conditions.

22 Section 3 is a coordinating amendment only and makes no 23 substantive change in the law. 24 This bill takes effect January 1 following its enactment. 25 26 27 28 29 30 31 32 33 34 35

PROPOSED SENATE/HOUSE FILE

BY (SELECT MEMBERS OF THE SMALL BUSINESS PROBLEMS SUBCOMMITTEE FOR ASSIGNMENT TO THE APPRO-PRIATE STANDING COMMITTEES)

Passed House,	Date	Passed Senate, Date	e
Vote: Ayes	Nays	Vote: Ayes	Nays
	Approved		

1	An	Act	rela	ting	to t	he com	putati	on of	net i	ncome f	or p	urposes
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Section 1. Section 422.7, Code 1981, as amended by Acts 1 2 of the Sixty-ninth General Assembly, 1981 Session, chapter 3 132, sections 4, 5, and 6, is amended by adding the following 4 new subsection:

5 NEW SUBSECTION. If the adjusted gross income includes 6 income or loss from a trade or business operated by the tax-7 payer and the number of employees of that trade or business 8 exceeded, at any time during the trade or business's annual 9 accounting period ending with or during the taxpayer's tax 10 year, the threshold employee level for the annual accounting -11 period, an adjustment shall be made in computing the income 12 or loss from that trade or business by allowing as a deduction 13 in computing that income or loss an additional fifty percent 14 of the wages paid to the most recent employees hired during 15 the accounting period who were domiciled in Iowa on the date 16 of their employment. However, the amount of the deduction 17 shall be computed only for the number of employees in excess 18 of the threshold employee level for the annual accounting 19 period and only for the wages paid during the accounting 20 period that the threshold employee level was exceeded. This 21 deduction shall not be allocated or apportioned to another 22 state.

For purposes of this subsection, the "threshold employee 23 24 level for the annual accounting period" is the highest number 25 of employees of the trade or business at any time during the 26 previous five annual accounting periods or during all the 27 previous annual accounting periods if the trade or business 28 has been in operation for less than five years, and "employee" 29 means an individual who works within or without Iowa on a 30 part-time or full-time basis but does not include an individual 31 who is an owner of the trade or business or for whom this 32 subsection applies. If the trade or business began operation 33 during the accounting period, the threshold employee level 34 for that accounting period is zero.

Sec. 2. Section 422.35, Code 1981, as amended by Acts 35

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1 of the Sixty-ninth General Assembly, 1981 Session, chapter 2 132, section 8, is amended by adding after subsection 6 the 3 following new subsection:

<u>NEW SUBSECTION</u>. If the number of employees of the taxpayer sexceeded, at any time during the tax year, the threshold employee level for the tax year, subtract fifty percent of the wages paid to the most recent employees hired during the tax year who were domiciled in Iowa on the date of their employment. However, the amount to be subtracted shall be computed only for the number of employees in excess of the threshold employee level for the tax year and only for the wages paid during the tax year that the threshold employee level was exceeded. This deduction shall not be allocated or apportioned to another state.

For purposes of this subsection, the "threshold employee level for the tax year" is the highest number of employees of the taxpayer at any time during the previous five tax years a or during all previous tax years if the taxpayer has been in operation for less than five years, and "employee" means an individual who works within or without Iowa on a part-time or full-time basis. If the taxpayer began operation during the tax year, the threshold employee level for that tax year is zero.

Sec. 3. This Act takes effect January 1 following enact 25 ment for tax years beginning on or after the effective date.
26 EXPLANATION

The bill provides that in computing a taxpayer's net income for purposes of the state individual or corporate income tax an additional business deduction is allowed if the business has increased its employment in or without the state in excess of a threshold level. This threshold level is equal to the highest number of employees in or without the state during the previous five accounting periods or during the accounting heriods in which the business has been in operation, whichever is the longer period of time. The amount of the additional

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1 deduction equals fifty percent of the wages paid to the most 2 recently hired employees who were hired during the accounting 3 period and were domiciled in Iowa on the date of employment. 4 However, in computing this deduction, only the wages paid 5 to the number of employees in excess of the threshold level 6 is counted. This deduction is in addition to the deduction 7 allowed for the wages paid or accrued to employees in computing 8 business income or loss. Thus the bill provides that for 9 certain employees and on certain wages a business can deduct 10 150 percent of those wages. The bill takes effect January 1 following enactment for 11 12 tax years beginning on or after January 1. 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33

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PROPOSED SENATE/HOUSE FILE

BY (SELECT MEMBERS OF THE SMALL BUSINESS PROBLEMS SUBCOMMITTEE FOR ASSIGNMENT TO THE APPRO-PRIATE STANDING COMMITTEE)

Passed	Senate,	Date	Passed	l House,	Date	
Vote:	Ayes	Nays	Vote:	Ayes	Na ys	
		Approved				

1	An	Act providing for the definition of the term "small busi-	
2		ness" wherever the term is used in the Code unless a dif-	
3		ferent definition is specifically provided.	
4	BE	IT ENACTED BY THE GENERAL ASSEMBLY OF THE STATE OF IOWA:	
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Section 1. Section 4.1, Code 1981, is amended by adding
the following new subsection:

3 <u>NEW SUBSECTION</u>. "Small business" means a business entity 4 organized for profit, including but not limited to an 5 individual, partnership, corporation, joint venture, 6 association or cooperative, to which the following apply:

7 a. It is not an affiliate or subsidiary of a business 8 dominant in its field of operation.

9 b. It has either twenty or fewer full-time employees or 10 not more than the equivalent of one million dollars in annual 11 gross revenues in the preceding fiscal year.

For purposes of this definition "dominant in its field of operation" means having more than twenty full-time employees and more than one million dollars in annual gross revenues, sand "affiliate or subsidiary of a business dominant in its field of operation" means a business which is at least twenty percent owned by a business dominant in its field of operation, sor by partners, officers, directors, majority stockholders, or their equivalent, of a business dominant in that field of operation.

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EXPLANATION

The bill defines the term "small business" whenever it is used in the Iowa Code unless the law specifically provides 4 otherwise. A "small business" is any entity organized for 5 profit which has either twenty or fewer full-time employees 6 or not more than one million dollars in annual gross revenues 7 for the preceding fiscal year and is not an affiliate or 8 subsidiary of a business that is dominant in its field of 9 operation. It is such an affiliate or subsidiary if at least 30 twenty percent of it is owned by the dominant business or 31 its officers. A business is dominant in its field if it has 32 more than twenty full-time employees and also has more than 33 one million dollars in annual gross revenues for the preceding 34 fiscal year.

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