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I create partnerships which encourage organizations to cooperate to provide better resources for small businesses. I provide maximum flexibility for the organizations and aggregate the back-end chores so that they are shared by all. My projects include:

Toolsforbusiness.info. Tools for Business Success is an online service offered by The Academy of Economic Development, which allows any size community to offer the best in economic development tools for its local businesses. The customized feed includes the Business Start-Up Kits (see below), the books and software from the SBDCstore (below), loan calculators, loan information, and much more. This feed supplements existing websites. There is also an option to provide regular updating of their entire website.

SBDCstore The SBDCstore allows SBDCs to offer an online store to deepen their counseling and workshops, without having to spend scarce staff time maintaining the store or providing fulfillment. Small Business Development Centers (funded by community colleges and the SBA) are also mandated by the SBA to offer online classes, but are not provided funding to develop those classes. The SBDCstore allows SBDCs to co-market their in-person classes with chambers and other business organizations, and co-market their online classes nationwide.

Partners in Training - an offshoot of the SBDCstore. Chambers of Commerce do not have the staff or expertise to provide business training to their members, however on an aggregated basis they do. Partners in Training is a monthly book of the month concept that provides the chambers and SBDCs with a monthly article which applies concepts from a book to growing a small business.

Business Start-Up Kits – Individual chambers don't have the resources to continually update government requirements affecting small businesses. However, on an aggregate level, they can. So I set up the Business Start-Up Kits so that local chambers could customize their local information and have high visibility for their chamber. The back-end government requirements, marketing, fulfillment, and sales tax responsibilities were aggregated and done by myself and the California Chamber of Commerce

AgComplyIT – Farmers are faced with regulations from many state and federal agencies. AgComplyIT is a tool that gives farmers all the regulations by answering a few questions. The tool is easy for agencies to maintain, because each agency needs to update one or two screens only. The tool is also easily translated into multiple languages. It is currently in English and Spanish, and is being translated into Hmong.

e-Invoice – Small businesses don't have a quick way to invoice customers and get paid directly. Instead, they print invoices, mail them, wait for a check or go pick up a check and deposit it in the bank. E-Invoice is an online system that allows businesses to quickly invoice

customers and get paid via direct deposit – with the customers' bank information remaining confidential.

2minutepayroll – Small employers (1-5) don't have employ people on a regular basis nor do they have extra funds to pay for payroll services, so they fumble through government paperwork, make mistakes and are fined. I developed 2minutepayroll to allow small employers to use the telephone to calculate their net pay and mail in a check for all taxes. The system then divided the funds appropriately and prepared the paperwork for the small business' signature.