**RECOMMENDATIONS BY**

**TOMAS SANDOVAL**

**FOR THE BOARD OF THE NCWHCC**

**ON THE**

**SURVEY OF LATINO BUSINESS OWNERS IN NORTH CENTRAL & NORTHEAST WASHINGTON**

**BY**

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**Through the Eastern Washington University**

**Institute for Public Policy and Economic Analysis**

**Sandoval Analysis**

There are key points brought out by this report. From my perspective as a founding member and past Chair of the Association of Washington State Hispanic Chamber of Commerce and a member of the original Washington State Hispanic Chamber of Commerce, a report of this nature is long overdue and greatly anticipated.

The noteworthy points brought to the public’s attention are:

* Latino businesses ADDS to the economy of our state;
* Latino immigrants, legal and undocumented pay local, state & national TAXES;
* Anglos have a misconception that Latino businesses take advantage of governmental services even thought this study has shown this is not true;
* Latinos have strong entrepreneurial ability, creativity, resilience and resourcefulness;
* Latino business and entrepreneurs are overlooked by policymakers, political parties and policy circles;
* First Study to document the contribution of Latinos as entrepreneurs, innovators & Job creators in Washington State;
* Latino businesses proportionate to their population are UNDERREPRESENTED in business ownership;
* Latino Entrepreneurs started their own business using their own personal savings WITHOUT ASSISTANCE from financial institutions;
* Latino Entrepreneurs support immigration reforms;
* Latino businesses purchased over a majority of their supplies from non-Hispanic customers (suppliers) and almost half of their clientele being non-Hispanic.
* Immigration issues were a key amongst Latino business owners.

**Sandoval recommendations:**

* All financial institutions that are licensed in Washington state must ensure the inclusion of Latinos businesses, continuing and start-up, in the lending policies;
* Latino Hispanic Chambers (Eastern & Western Washington) must be involved with Washington State Government to oversee business policies that allow Latinos, existing businesses and start-up entrepreneurs access to financial resources and services;
* The NCWHCC shall meet with:
  + Washington State Governor Jay Inslee & his staff & cabinet agencies to begin oversight activities through the ORIA and the SBLT;
  + State Senators Murray (D), Cantwell (D) &, Representative Reichert (R), State Senator Parlette (R), Representative Hawkins (R) & Condotta (R) to ensure National & State involvement & support;
  + Chelan County Commissioners, City of Wenatchee and the Wenatchee Valley Chamber of Commerce to improve working relations & secure funds for training, assessment, support of continuing and start-up businesses.
  + National, state, & local financial institutions (banks and credit unions) to secure funds for training, assessment, support of continuing and start-up businesses.
* The NCWHCC with the Wenatchee Valley Chamber of Commerce will seek funding of a pilot project to address the needs of Latino start-up and existing Businesses.
* The NCWHCC will work with banks and credit unions on a pilot project to address the needs of Latino start-up and existing businesses.