

## Local exec: Why small businesses may get a boost under Trump's presidency

Dec 9, 2016, 2:02pm EST

As Donald Trump inches closer to being inaugurated as the U.S. president on Jan. 20, small business owners hope to see certain policies start changing, according to at least one local business leader.

Chris Hurn, founder and CEO of Orlando-based national commercial lender Fountainhead Commercial, said Trump's pro-business platform is just the kind of shot in the arm entrepreneurs need to rekindle animal spirits, quoting a term from late British economist John Maynard Keynes. "Economics is deeply shaped by what Keynes called, 'animal spirits' – those emotions and instincts that are hard to quantify by mere economists and other scientists – things like confidence, certainty, pride and greed," Hurn told Orlando Business Journal. "I'm excited that [Trump's] administration might actually get those animal spirits to start stirring the American economy again. These spirits shouldn't just exist in Silicon Valley. We need them to spread all throughout the country."



Small businesses make up a huge part of the local economy, as there are 2.1 million small businesses in Florida with about 3 million employees. So providing a boost by reducing tax rates and fewer regulations could create a ripple effect in the economy.

Here, Hurn answers three questions about what policies in 2017 he's keeping an eye on and how Trump will affect small businesses:

**What business policies are you watching?**

I'm mostly interested in economic policies from this administration. I'd rather the government treat adults like adults and let us make adult decisions, rather than meddle in adult affairs. Mr. Trump is a pragmatist, so I believe he shares my views on the priority of economic matters over social ones. I'm eagerly watching the tax debate, especially hoping things will become more simplified. I'm also watching how the president-elect may renegotiate trade deals and reform ACA/Obamacare, making both fairer.

**How will Trump's presidency affect manufacturing?**

Mr. Trump wants to rebuild America's manufacturing base. His timing on this is spot-on. The unspoken reality is that the cost-benefits of manufacturing overseas aren't nearly as alluring as they once were. If trade deals get renegotiated to become more equal, more fair, then the factories of the future will have the same automation, whether it's in Orlando or Guangzhou, China. The shipping costs and delays from overseas manufacturing won't overcome the minor, if any, cost savings and convenience of manufacturing right here. As global middle classes continue to boom, overseas manufacturing costs will increase. Yet, factory automation costs should be relatively similar. So, your only big variables become shipping costs and delays. Why send inventory to China to be manufactured in a similar factory as here in the USA at basically the same costs — assuming trade deals are tweaked — only to wait a month for the end-product to hit our ports? It makes less and less sense.

**Why would Trump's presidency be a boost for small businesses?**

The reality is that since the Great Recession, many employers have stayed on the sidelines in terms of hiring and investing in their businesses for growth. Much of the reason for this treading water comes from a hesitancy that is shaped by a lack of confidence in future economic growth and a lack of certainty about the current and future regulatory climate. The National Federation of Independent Business say 45 percent of business owners think regulations are a very serious problem today, up from only 17 percent 15 years ago. When an administration and a Congress are as pro-business as I expect [Trump's] to be, that confidence gets boosted, and that certainty comes to the forefront. The result is positive economic output. People start taking moonshots again, rather than just playing it overly safe.

For more on Hurn's responses, check out Orlando Business Journal's Dec. 9 issue.

**Source:** <http://www.bizjournals.com/orlando/news/2016/12/09/local-exec-why-small-businesses-may-get-a-boost.html>