

Support SBA Entrepreneurial Development Programs in FY18

****This is a programmatic request. Instructions will be provided for online data entry****

Deadline to sign on: **COB Monday, March 27, 2017**

Deadline for online submission: Wednesday, March 29, 2017

Dear Colleague:

Please join us in sending an appropriations letter urging that Congress provide robust funding for the U.S. Small Business Administration (SBA)'s Entrepreneurial Development Programs, which offer training, counseling, and technical assistance to entrepreneurs and small business owners. These programs include Small Business Development Centers (SBDCs), Microloan Technical Assistance, State and Trade Export Promotion (STEP), Women Business Centers (WBCs), Veterans Outreach, and the SCORE program, among other programs. Entrepreneurial Development Programs were funded at \$231 million in Fiscal Year 2016 and are funded at \$230.7 million in Fiscal Year 2017 under the Continuing Resolution.

Entrepreneurs and small firms are the backbone of the U.S. economy, and it is critical that they have access to the resources they need to at every stage of their business development.

Please contact [Dao Nguyen](#) with Rep. Murphy (x5-4035) if you would like to sign the letter or for more information.

Stephanie Murphy
Member of Congress

Steve Knight
Member of Congress

March 28, 2017

The Honorable Tom Graves
Chairman
House Appropriations Subcommittee on Financial
Services and General Government
2000 Rayburn House Office Building
Washington, D.C. 20515

The Honorable Mike Quigley
Ranking Member
House Appropriations Subcommittee on Financial
Services and General Government
1016 Longworth House Office Building
Washington, D.C. 20515

Dear Chairman Graves and Ranking Member Quigley:

We respectfully urge you to continue to provide robust funding for the U.S. Small Business Administration (SBA)'s Entrepreneurial Development Programs in the Fiscal Year 2018 Financial Services and General Government Appropriations bill. Entrepreneurial Development Programs were funded at \$231 million in Fiscal Year 2016 and are funded at \$230.7 million in Fiscal Year 2017 under the Continuing Resolution.

Entrepreneurial Development Programs include Small Business Development Centers (SBDC), Microloan Technical Assistance, State and Trade Export Promotion (STEP), Women Business Centers (WBCs), Veterans Outreach, and the SCORE program, among other programs. These programs provide training, counseling, and technical assistance to entrepreneurs and small business owners.

For example:

- SBDCs provide free or low-cost assistance to small businesses using programs customized to local conditions. SBDCs support small business in marketing and business strategy, finance, technology transfer, government contracting, management, manufacturing, engineering, sales, accounting, exporting, and other subjects. There are 63 lead SBDCs managing more than 900 outreach locations in every state, the District of Columbia, and multiple U.S. territories. Each year, SBDCs provide training and counseling services to nearly 500,000 small businesses.
- WBCs focus on providing assistance to women entrepreneurs, particularly those in socially and economically disadvantaged areas. There are 111 WBCs, with at least one in most states and territories. Each year, SBDCs provide training and counseling services to nearly 500,000 small businesses.
- The Microloan program provides loans to qualified non-profit intermediary lenders that, in turn, provide small-dollar loans to small firms. Under the Microloan Technical Assistance program, which receives a separate appropriation, SBA makes grants to Microloan intermediaries to provide borrowers with technical assistance. There are 140 Microloan intermediaries serving 49 states, the District of Columbia, and Puerto Rico. Each year, Microloan intermediaries provide training and counseling services to about 18,000 small businesses.
- Veterans Outreach includes a variety of training and mentorship programs designed to support aspiring and existing veteran entrepreneurs, including service-disabled veterans and women veterans. Each year, SBA's Veterans Business Outreach Centers train and counsel about 60,000 veteran-owned small businesses, about 12,000 veterans participate in the SBA's Boots to Business Initiative, and thousands more are served by other programs supported by the SBA's Office of Veterans Outreach.
- SCORE is a national network of over 13,000 entrepreneurs, business leaders, and executives who volunteer as counselors, advisors, and mentors to entrepreneurs and business owners. Each year, SCORE provides training and mentoring services to nearly 350,000 small businesses.

Entrepreneurs and small firms are the backbone of the U.S. economy, and it is critical that they have access to the resources they need at every stage of their business development. We appreciate your consideration of our request.

Sincerely,

/s/ Stephanie Murphy
Member of Congress

/s/ Steve Knight
Member of Congress