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April 1, 2010

Dear Colleague:

As Chair of the Senate Committee on Small Business and Entrepreneurship, I am writing to ask for your support on a package of small business measures that I would like to see become a part of any upcoming jobs bills in the Senate. Ranking Member Olympia Snowe is either the lead sponsor or a cosponsor of each of these measures. Most of these proposals have passed by a large bipartisan margin out of the Committee, and for a modest amount all of these measures will create hundreds of thousands of jobs in 2010. These proposals would make key improvements to the U.S. Small Business Administration's (SBA) lending, exporting, contracting, innovation and business counseling programs. Below is a list of the legislation (see attachment for further details):

- **Small Business Job Creation and Access to Capital Act of 2009 (S. 2869):** The current economic climate has made it extremely difficult for many small business owners to access the capital needed to grow or save their businesses. To provide small businesses with better access to capital and create jobs, S. 2869 would increase the loan limit cap on small business loans and allow for the refinancing of commercial real estate debt. These changes are expected to be budget neutral, would increase small business lending by \$5 billion in the next year, and could create or save more than 200,000 jobs. The bill also includes an Intermediary Lending Pilot program, which allows the SBA to make direct loans to eligible nonprofit lending intermediaries, in turn allowing them to make loans to new or growing small businesses.
- **Small Business Export Enhancement and International Trade Act of 2009 (S. 2862):** With less than one percent of small businesses currently exporting, it is critical that more of our small businesses become engaged in the global economy. The President has set a goal of doubling U.S. exports within five years, primarily by engaging our small businesses. S. 2862 seeks to provide U.S. small businesses with modernized trade financing and export counseling options that will allow them to more easily expand their businesses overseas at a time when customers at home have been tapped out. The bill will make more than \$1 billion in export capital available to small businesses.
- **Small Business Contracting Revitalization Act of 2010 (S. 2989):** As the largest purchaser in the world, the Federal Government is uniquely positioned to offer new and reliable business opportunities for small businesses. It is estimated that by increasing the number of contracts awarded to small businesses by just 1 percent, more than 100,000 new jobs could be created. S. 2989 makes key changes to federal contracting programs that will help to put more contracts into the hands of small businesses.

- **Small Business Community Partner Relief Act of 2010 (S. 3165):** The SBA's Women's Business Centers (WBCs) and Microloan intermediaries provide critical assistance to underserved segments of the population to help them start and grow successful small businesses. Due to cuts in funding by local governments, universities and private entities that partner with WBCs and Microloan intermediaries, many of these organizations are struggling to raise their required non-federal matching funds. S. 3165 allows SBA to temporarily waive or reduce the non-federal share of its funding requirements, ensuring that centers are able to continue to provide importance assistance at a time when it is most needed.
- **SBIR/STTR Reauthorization Act of 2009 (S. 1233):** The SBA's Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs, represent the most significant source of Federal research and development funding available to small business today. Twenty-percent of SBIR participants say they started their company in part because of a prospective SBIR award. S. 1233 reauthorizes the programs and increases the amount of Federal R&D funding available to small firms.

We hope that you will consider co-sponsoring and supporting these critical pieces of legislation as part of any jobs bills that moves through the Senate in the coming weeks. For more information, please see the attached document outlining these proposals in detail. If you have any questions, please feel free to contact the Small Business Committee staff at (202) 224-5175.

Sincerely,



Mary L. Landrieu
Chair