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## United States Senate

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June 27, 2011

The Honorable Marie C. Johns  
Deputy Administrator  
U.S. Small Business Administration  
409 Third Street, SW  
Washington, D.C. 20416

Dear Deputy Administrator Johns:

Thank you for your testimony at our Committee hearing on May 19, 2011. I was pleased to hear the progress the Small Business Administration (SBA) has made in implementing provisions of the *Small Business Jobs Act of 2010* [Public Law 111-240]. Of the 39 total SBA-specific provisions in the Jobs Act, your agency had completed 28 provisions; 9 provisions were in the process of completion; and 2 provisions were not complete. I commend your agency on this progress and look forward to working with you to complete the remaining provisions.

As I write to you today we have seen 274 days pass since passage of the Jobs Act. While the agency has made significant progress in implementing provisions from the Act, the success of the bill to date has been measured in anecdotal business success stories or increases in SBA lending. At our hearing it was noted that the extension of the American Reinvestment and Recovery Act (ARRA) provisions in the Jobs Act allowed an additional 1,500 businesses to receive \$750 million in loans. However, we have not seen information on jobs created/saved, return on investment, increases in economic activity, or other data to measure the full success of this legislation. For example, more detailed information would be helpful such as businesses that otherwise might not have received a loan without ARRA extensions or loans amounts made above new Jobs Act increases in SBA loan limits.

With that in mind, I write to request more specific information on the impact of Jobs Act provisions on small businesses nationwide. This information will not just help Congress gauge the effectiveness of this Act. Such information also allows policymakers to make more informed decisions on future provisions to further spur economic recovery. I also believe that information on job creation numbers and the return on investment will assist Congress greatly in the tough budget decisions that lie ahead.

In particular, I respectfully request that the SBA provide the Committee with information on the five (5) categories of provisions from the Jobs Act:

- 1) Access to Credit
- 2) Trade and Exporting

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- 3) Contracting
- 4) Management and Counseling Assistance
- 5) Disaster Loan Improvement

As part of this request, I ask that the SBA provide more detailed data such as:

- estimated jobs created or saved
- businesses assisted or referred
- contracts/dollars awarded
- increases in economic activity
- any benefits or assistance that would not otherwise have been available without Jobs Act provisions
- any additional information that may be of interest to the Committee

In closing, I thank you for your consideration of this request. I look forward to continue working closely with you to further assist our 27.2 million small businesses in recovery from this difficult economic period.

Sincerely,



Mary L. Landrieu  
Chair

MLL:brv