

Responding to Small Business Challenges

To Recover Jobs, Who Do You Help?

The group that has pulled us up in the past

The group that is broken

Encouraging starts

Forestalling closures

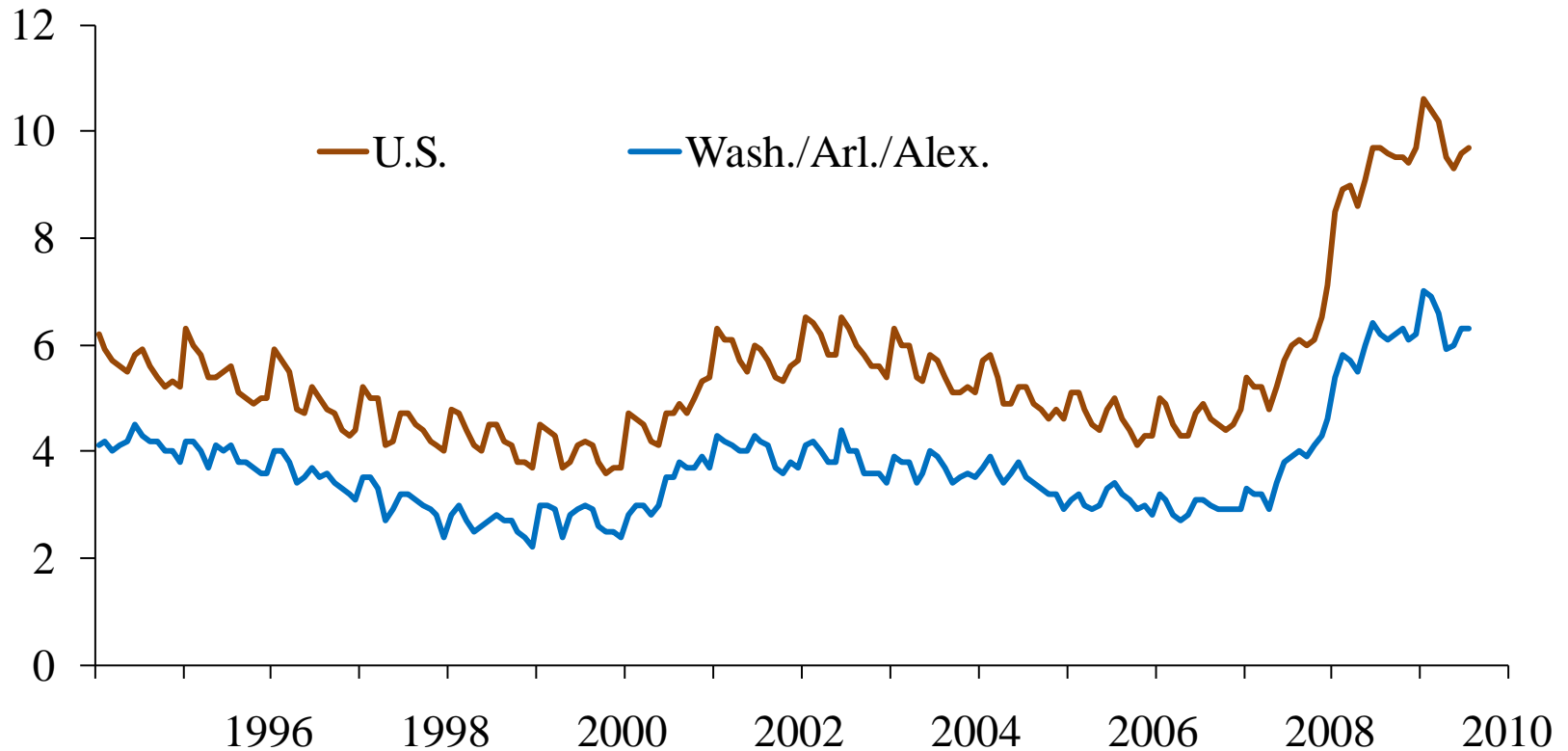
Pushing existing firms to expand

We want the biggest bang for the policy buck

Nobody cares about you unless they think you can solve their problem

Unemployment Rate

(not seasonally adjusted)



Source: Office of Advocacy, U.S. Small Business Administration from data provided by the Bureau of Labor Statistics.

Biggest Problems Small Businesses Face

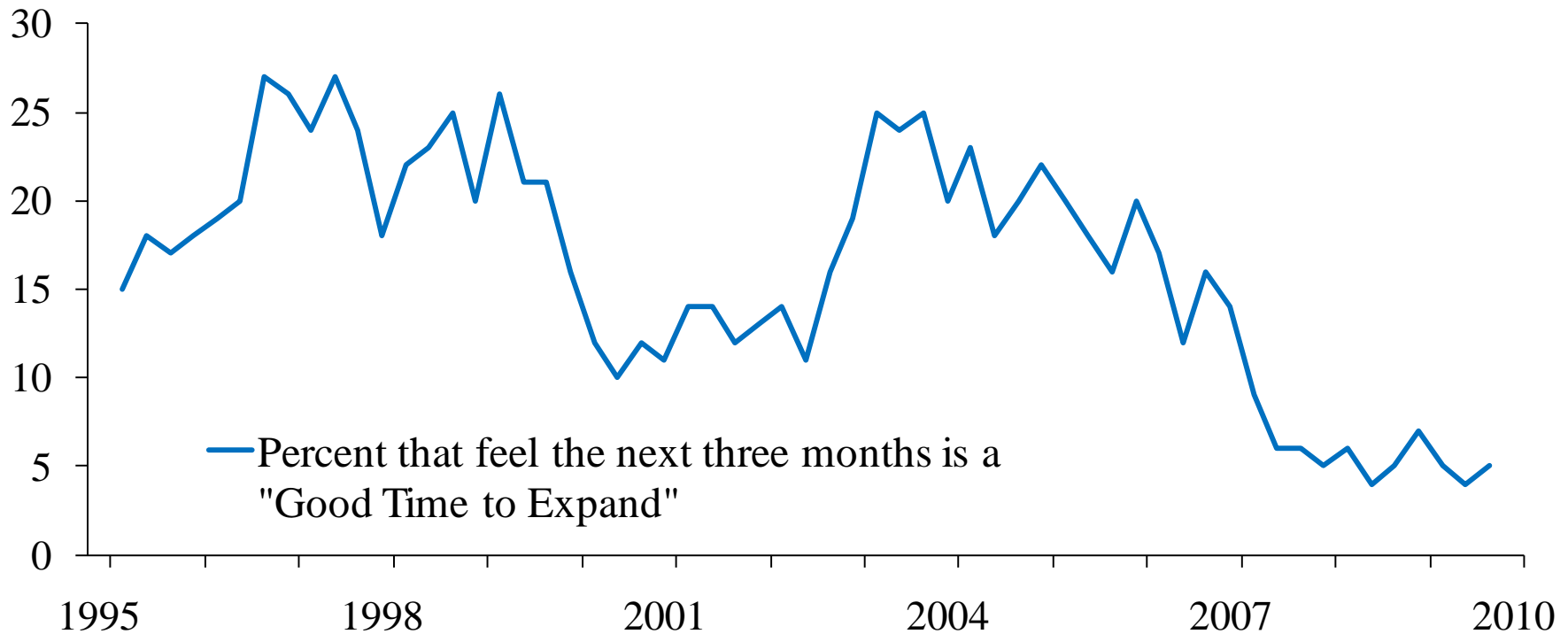
(Percent of business responses)

	2010	2009	2004
Poor sales	30	32	11
Taxes	23	24	17
Govt. Reqs. & Red Tape	16	11	10
Comp. From Large Bus	6	6	10
Cost / Availability of Insurance	6	8	28
Inflation	4	4	4
Quality of Labor	4	3	9
Finance & Interest Rates	3	4	2
Cost of Labor	3	4	5
Other	5	4	4

Note: September responses.

Source: Office of Advocacy, U.S. Small Business Administration from data provided by the National Federation of Independent Business, *Small Business Economic Trends*.

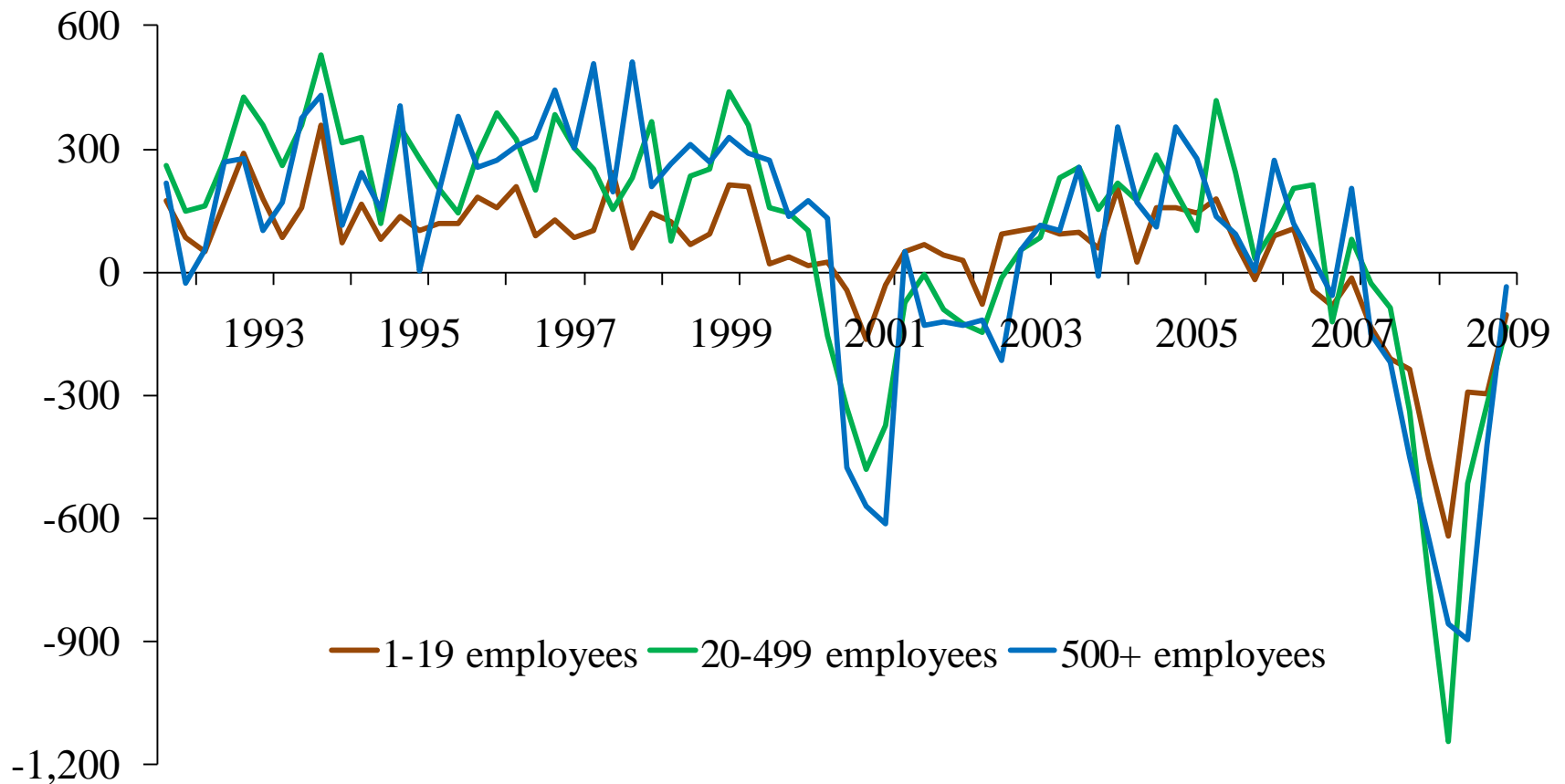
Biggest Problem Our Economy Faces



Source: Office of Advocacy, U.S. Small Business Administration from data provided by the National Federation of Independent Business, *Small Business Economic Trends*.

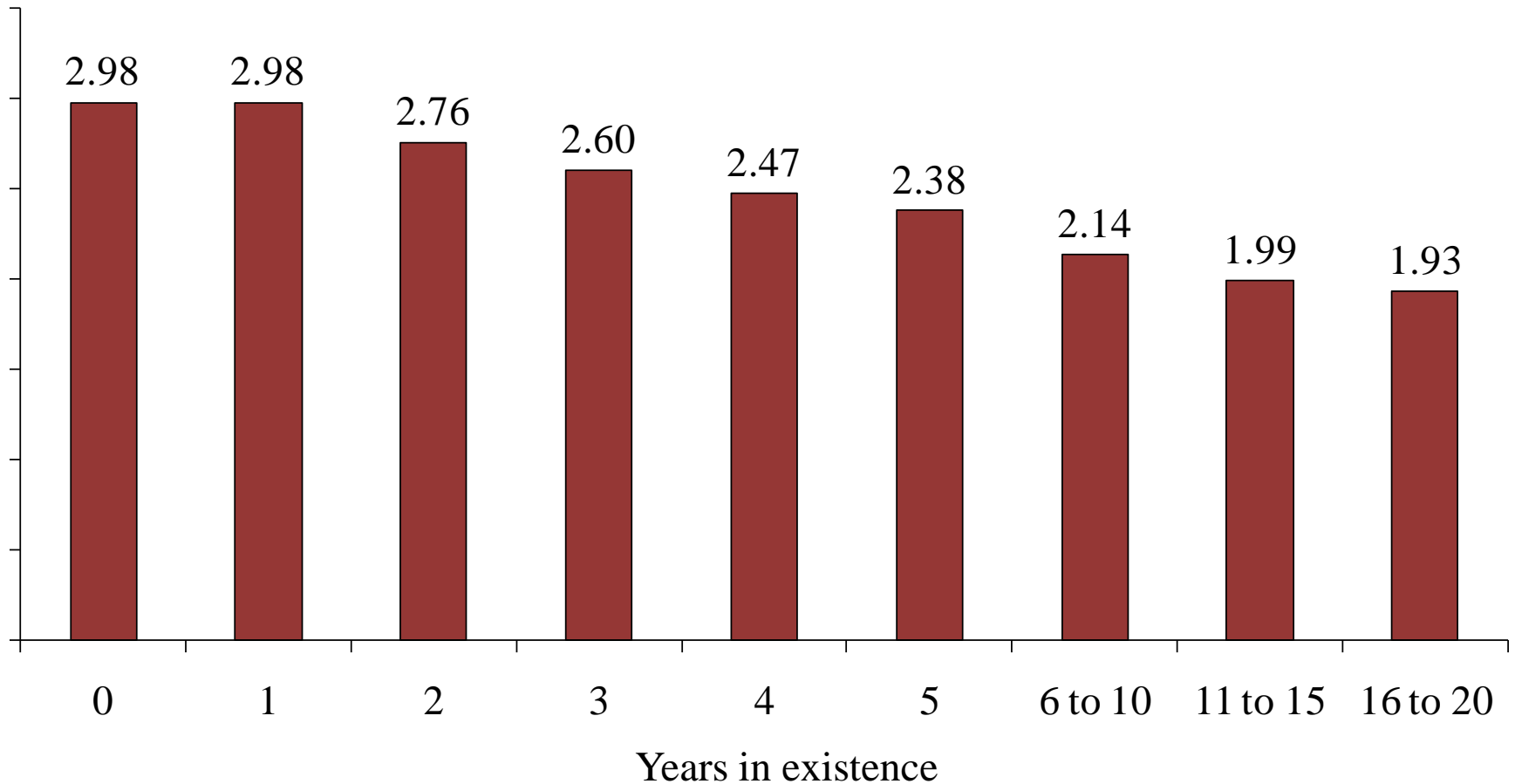
Employment Change by Size of Firm

(thousands, seasonally adjusted)



Source: Office of Advocacy, U.S. Small Business Administration from data provided by the Bureau of Labor Statistics, Business Employment Dynamics.

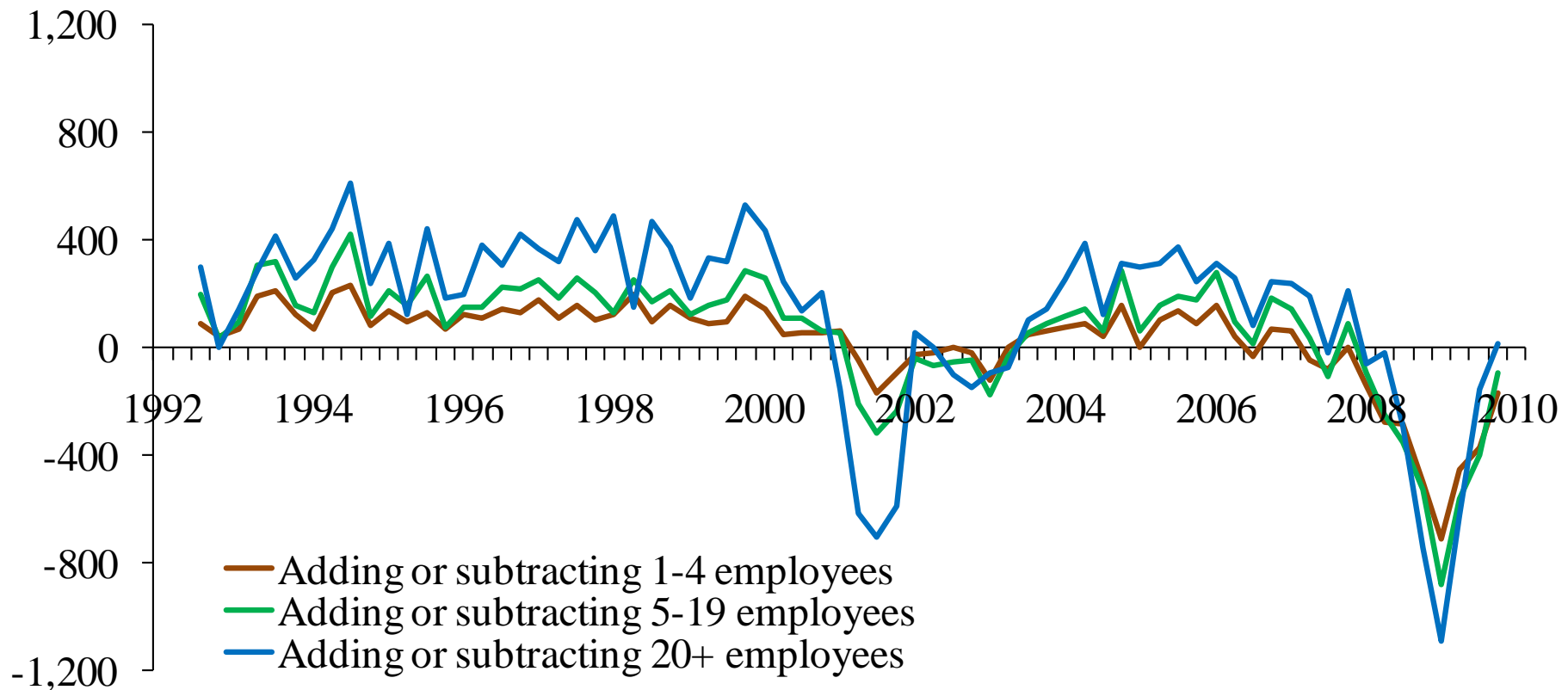
Mean Employment Level for Firm Birth Year Cohorts, 1980-2005 (millions)



Source: U.S. Small Business Administration, Office of Advocacy from data provided by the U.S. Department of Commerce, Census Bureau, Business Dynamics Statistics.

Employment Changes by Size of Establishment Change

(thousands, seasonally adjusted)

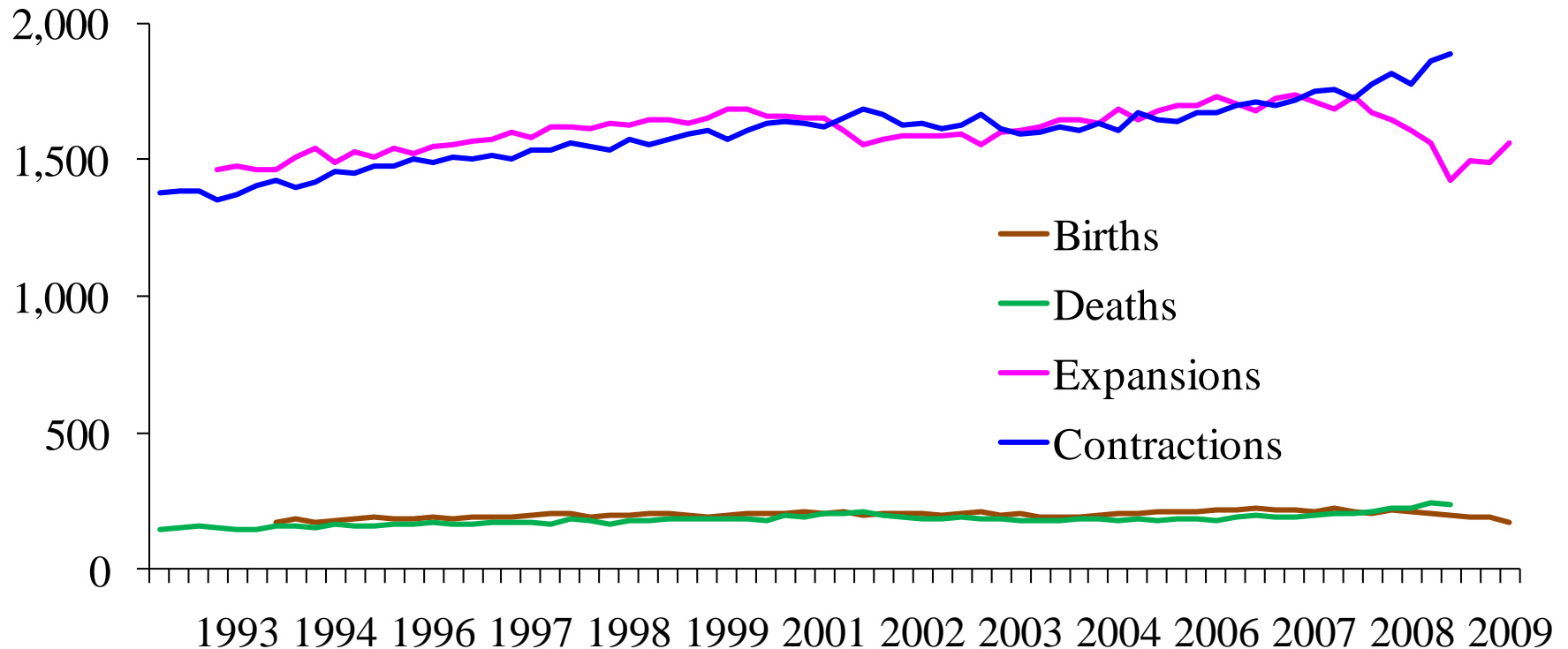


Note: About one-third of establishments do not change employment each quarter.

Source: U.S. Small Business Administration, Office of Advocacy, from data provided by the U.S. Department of Labor, Bureau of Labor Statistics, Business Employment Dynamics.

Establishment Dynamics

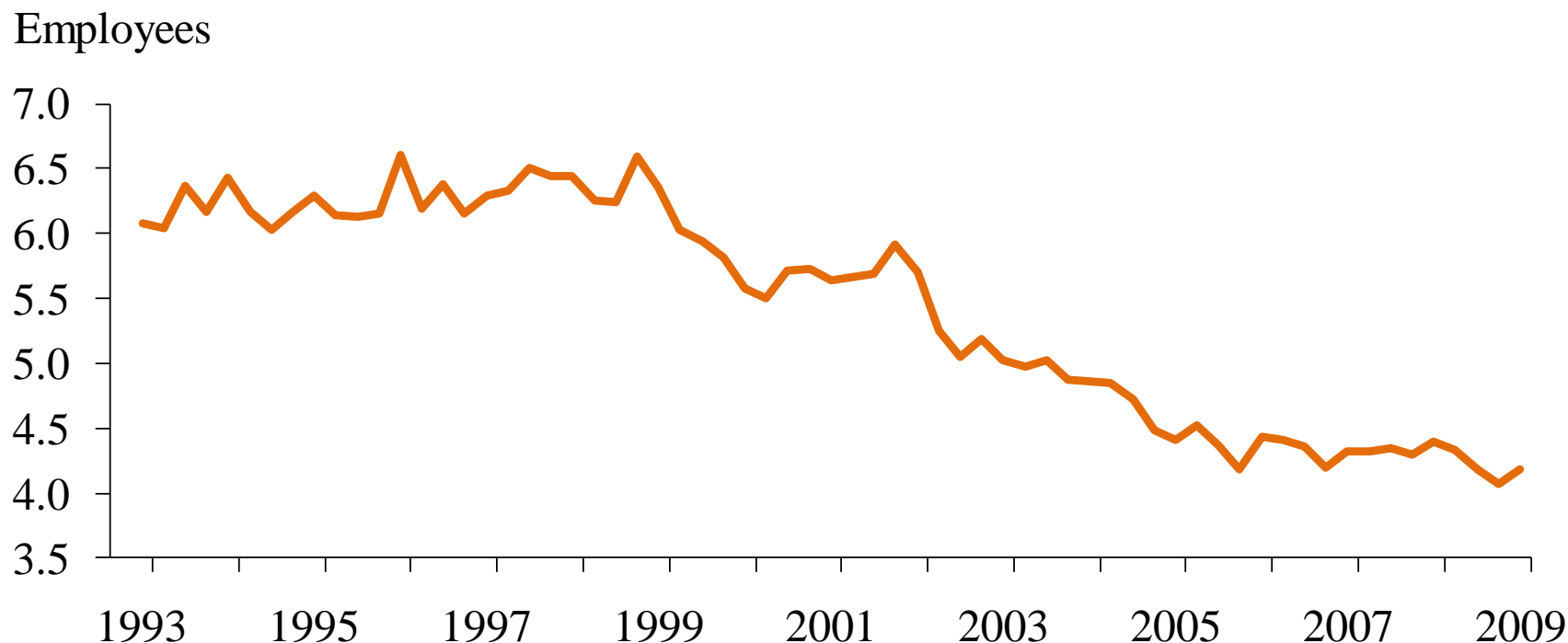
(thousands of establishments, seasonally adjusted)



About half of all establishments do not change employment from quarter to quarter

Source: Office of Advocacy, U.S. Small Business Administration from data provided by the Bureau of Labor Statistics, Business Employment Dynamics.

Mean Employment Size of Establishment Start-Ups



Source: U.S. Small Business Administration, Office of Advocacy, from data provided by U.S. Bureau of Labor Statistics, Business Employment Dynamics.

Characteristics of Self-Employed Individuals

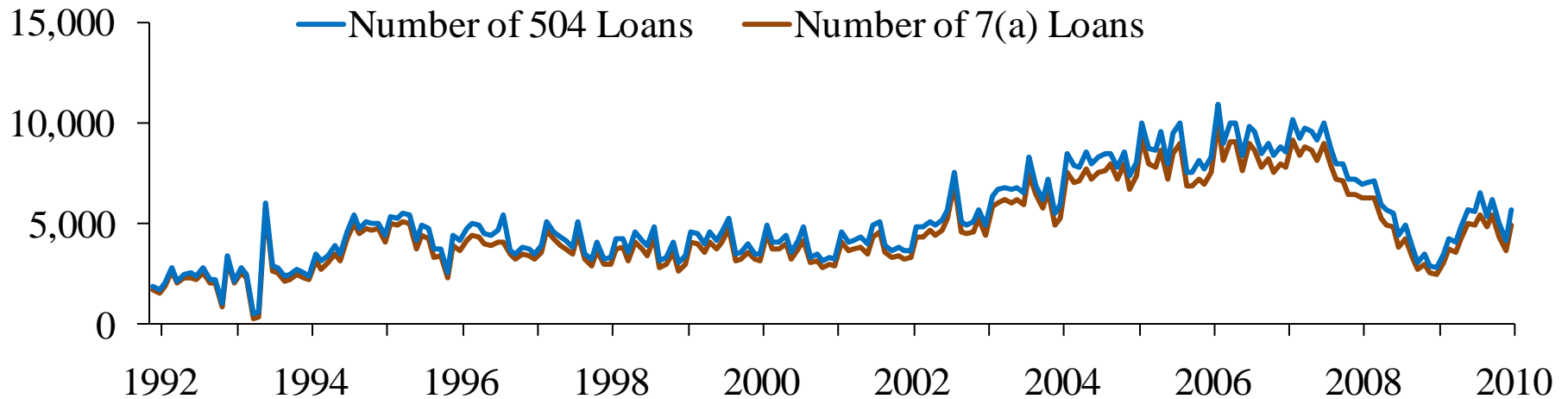
(thousands unless noted)

Characteristic	2008			2000-2008 % change	Characteristic	2008			2000-2008 % change
	Number	%	Rate			Number	%	Rate	
Total	15,517.7	100.0	9.8	12.2	Veteran status	1,585.5	10.2	13.6	(21.9)
Asian/Amer. Indian	874.3	5.6	9.7	15.1	HS or less	5,680.7	36.6	9.0	3.6
Black	831.9	5.4	4.7	22.5	Some college	4,087.4	26.3	8.7	6.9
White	13,653.3	88.0	10.5	10.2	Bachelors	3,561.4	23.0	11.2	25.5
Multiple	158.2	1.0	7.6	NA	Mstr. or above	2,188.2	14.1	12.8	29.8
Hispanic	1,589.3	10.2	7.2	104.9	Disability	669.7	4.3	14.6	13.0
Native-born	12,926.2	83.3	9.7	7.0	Married	11,006.0	70.9	12.4	6.6
Age					Central city	3,677.0	23.7	8.6	46.7
<25	492.7	3.2	2.2	31.1	Suburban	6,772.6	43.6	9.9	11.1
25-34	1,865.5	12.0	5.5	2.3	Rural	2,770.1	17.9	11.5	(16.6)
35-44	3,511.3	22.6	10.1	(10.9)	Not identified	2,297.9	14.8	9.9	20.4
45-54	4,517.4	29.1	12.5	13.1					
55-64	3,450.3	22.2	14.8	51.7	Female	5,288.1	34.1	7.1	9.7
65+	1,680.4	10.8	22.1	18.2	Male	10,229.6	65.9	12.2	13.5

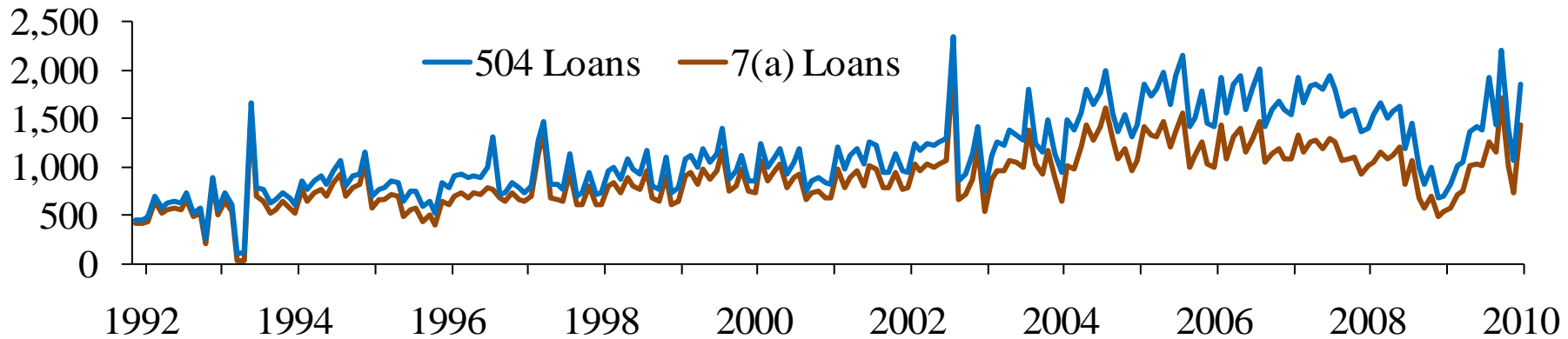
Notes: Self-employment (incorporated and unincorporated) as primary occupation during the year. Just over 25 percent of the self-employed work fewer than 35 hours per week.

Source: Office of Advocacy, U.S. Small Business Administration, from data provided by the U.S. Department of Commerce, Bureau of the Census, March Supplement to the Current Population Survey.

SBA Loans

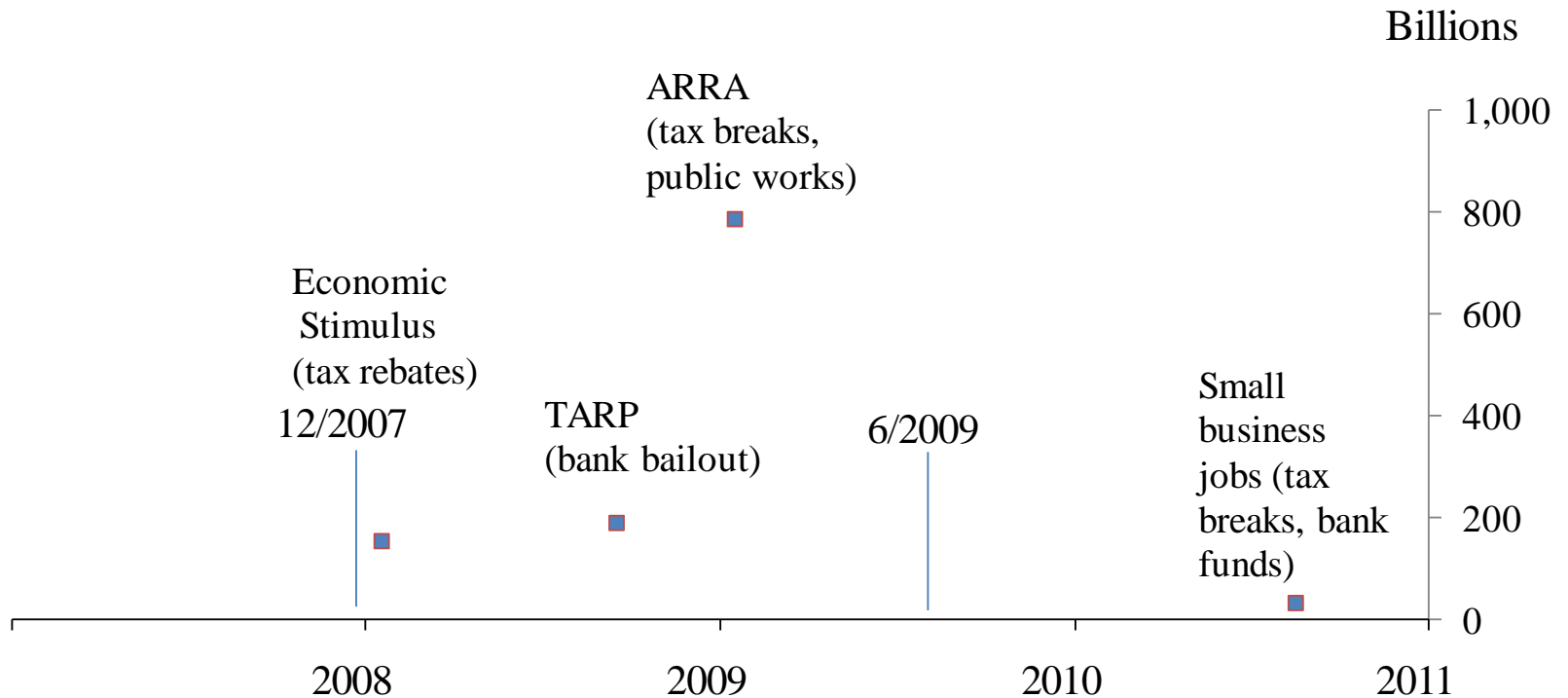


Millions of dollars



Source: U.S. Small Business Administration.

What Happened



Note: TARP excluded bank paybacks.

Senator Mark Warner (D-Va.) referring to the Small Business Jobs Act:

"Candidly, I wish we had passed this legislation last spring," he said.

"But better late than never."