



Advancing the Views and Concerns of Small Business

June 2016

Small Business in the U.S. Economy

Small businesses make up:

- 99.7 percent of U.S. employer firms;
- 63 percent of net new private-sector jobs since 1993;
- 48.5 percent of private-sector employment; and
- 42 percent of private-sector payroll.

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Promoting Small Business Facilitates Trade

- Small businesses account for 97.7 percent of all U.S. exporters.
- Small businesses generated 33 percent of the U.S.'s known export value in 2012.
- In particular, small businesses accounted for 99.2 percent of service-providing industries, and generated 64.8 percent of export value in that sector.

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The Office of Advocacy

- Established: 1976
- Mission: To serve as an independent voice for U.S. small businesses before Congress, the White House, and federal agencies
- Presence: 10 Regional Advocates (representing all 50 states and territories)
- Leader: Darryl L. DePriest, Chief Counsel for Advocacy

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Darryl L. DePriest

Chief Counsel for Advocacy



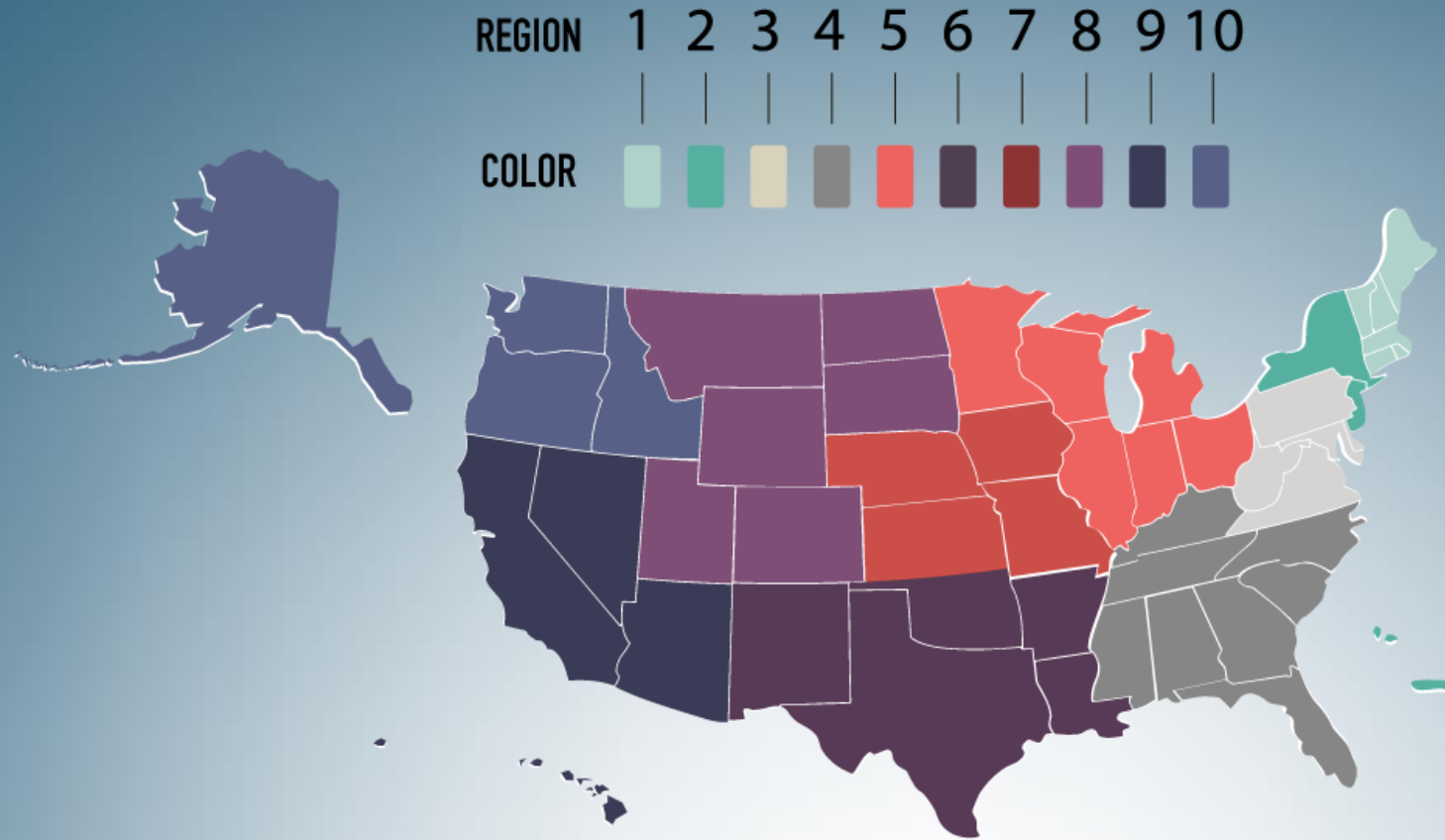
- Presidentially appointed and Senate confirmed.
- 7th Chief Counsel for Advocacy.
- Committed to serving the best interests of small business.
- Former General Counsel of the American Bar Association.
- Leads a truly independent office.

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SBA OFFICE OF ADVOCACY REGIONS



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The Office of Advocacy

Interagency Affairs

- Partners with federal agencies, Congress, and the White House during the regulatory process
- Hosts regulatory roundtables and conducts outreach throughout the United States
- Elevates small business concerns and facilitates greater consideration

Economic Research

- Conducts, sponsors, and promotes economic research and data to facilitate small business growth
- Provides regulatory flexibility and economic analyses during Advocacy's regulatory review process
- Hosts economic forums on small business issues

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Advocacy's Toolbox

- Regulatory Flexibility Act (RFA)
 - Mandates that federal agencies consider the impact on small businesses before a regulation is proposed
- Small Business Regulatory Enforcement Act (SBREFA)
 - Mandates that certain agencies convene panels of federal officials and small businesses whenever a proposed rule may have a significant impact on small business
- Executive Order 13272
 - Mandates that agencies notify Advocacy of upcoming rules that may have a significant impact, and respond publicly to Advocacy's comment letters

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Cost Savings & Success Stories

- In Fiscal Year 2015, the Office of Advocacy saved small businesses over **\$1.6 billion** in potential regulatory costs.
 - Ex: Advocacy achieved \$640,000,000 in first-year cost savings for small businesses by working with EPA to minimize requirements for walk-through inspections under EPA's updated underground storage tanks standards.

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Cost Savings & Success Stories

- Not all successful intervention by Advocacy results in quantifiable cost-savings.
 - Ex: Advocacy filed a comment regarding FDA's proposed rule on pet food and livestock feed, raising the concerns of small food producers, breweries, and farmers. In its final rule, FDA provided greater flexibility for these groups by including delayed compliance and broader exemptions, including complete exemption for breweries.

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Recent Economic Research

- **Issue Brief: *Small Business Key Players in International Trade***

- This issue brief examines will examine current trends in small business exporting, highlight the export growth potential of small businesses, and look ahead to small business impacts of trade agreements. Future publications in this series will expand on international trade issues from a small business perspective.
- Available at: <https://www.sba.gov/sites/default/files/advocacy/Issue-Brief-11-Small-Biz-Key-Players-International-Trade.pdf>

- **State Small Business Profiles**

- Annual analysis of each state's small business activities that provides a snapshot of small business health and economic activity. This year's profiles report on state economic growth and employment; small business employment, industry composition, and turnover; plus business owner demographics and county-level employment change.
 - Available at: <https://www.sba.gov/advocacy/small-business-profiles-states-and-territories-2016>
- For more, please visit www.sba.gov/advocacy and click on "Research and Statistics"

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Thank you.

Any Questions?



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