

Your issues are  
Advocacy's issues.

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Office of Advocacy  
U.S. Small Business Administration  
Mail Code 3114  
409 Third Street, S.W.  
Washington, DC 20416  
Telephone (202) 205-6533  
Fax: (202) 205-6928



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# The Office of Advocacy

The Voice  
for Small Business  
in Government

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The Office of Advocacy:  
the source for small business statistics

**AMERICA'S SMALL BUSINESSES**—almost 26 million strong  
and growing—are the backbone of our nation's economy. They  
represent more than 99 percent of American companies, create 60  
to 80 percent of net new jobs, employ half of the U.S. private work  
force, and generate half of the private gross domestic product. Small  
businesses produce 13 or 14 times more patents per employee than  
larger firms and employ more than 40 percent of high technology  
workers. Small business ownership continues to be a path to  
economic independence.

The U.S. Congress created the Office of Advocacy in  
1976 within the U.S. Small Business Administration to inform  
policymakers about small business contributions and effectively  
represent the nation's small businesses within the federal  
government's rulemaking processes. Advocacy's mission, simply  
stated, is to give visibility to American small businesses and to  
encourage policies—especially regulatory policies—that support  
their start-up, development, and growth.

The Office of Advocacy is directed by the Chief Counsel for Advocacy, who is appointed by the President and confirmed by the U.S. Senate. The Chief Counsel independently advances the views, concerns, and interests of small business before Congress, the White House, federal regulatory agencies, federal appellate courts as an *amicus curiae* on regulatory matters, and state policymakers. Issues are identified through economic research, policy analysis, and outreach to small business owners and trade associations. The Chief Counsel's efforts are supported by staff in Washington, DC, and by Regional Advocates around the nation.

## Putting government to work for small business

Are you a small business owner concerned about how a regulatory proposal might affect your business? Are you a researcher who needs to know more about the demographics of small business owners, their financing sources, or their innovative prowess? Are you a state policymaker looking for information about how many small firms there are in your state or city, and how many jobs they create? The Office of Advocacy is a great source for answers to these questions.

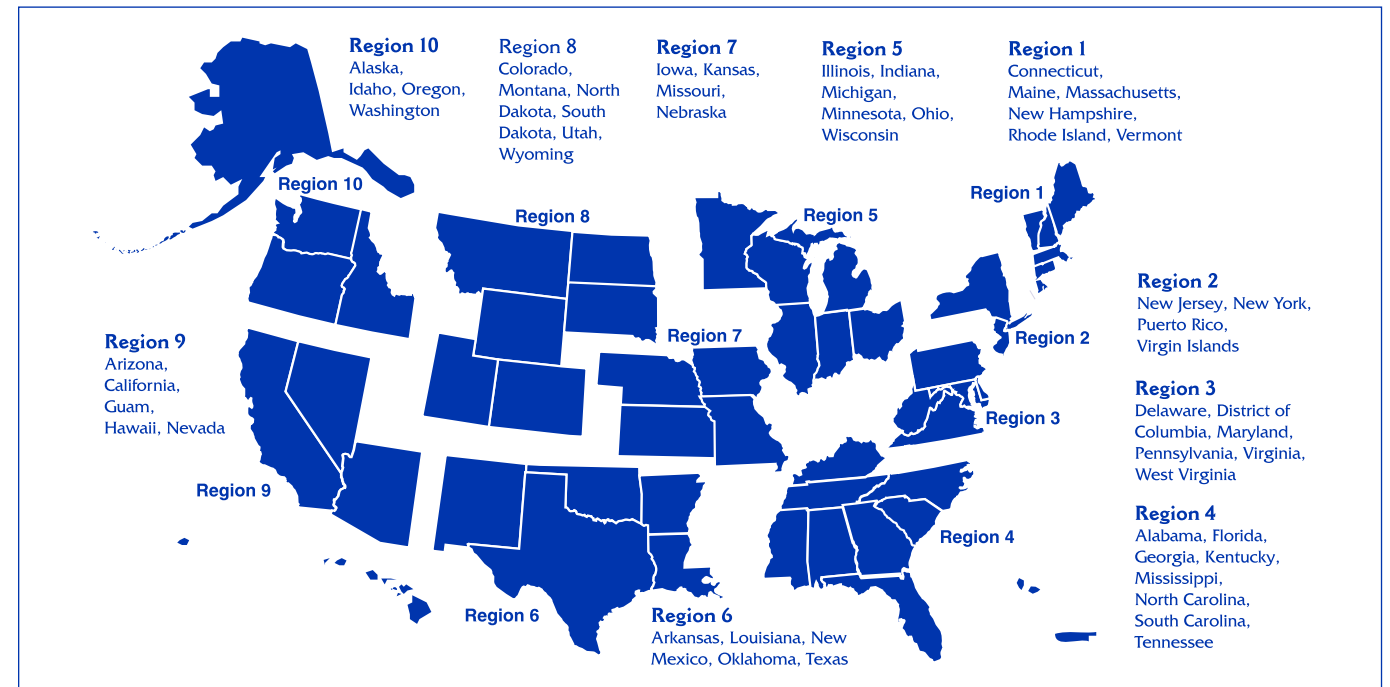
## The source for small business research

As the federal office responsible for examining the contributions and challenges of small businesses in the U.S. economy, we are constantly looking for answers to small business questions—those that intrigue researchers, challenge business organizations, enlighten policymakers, and vex small business owners.

Recently, the office has published research reports on topics including the availability of financing to small firms, the cost to small firms of regulations, technology in small firms, and dynamics of minority-owned businesses. Reference materials published annually include small business profiles for each of the 50 states and U.S. territories, quarterly small business indicators, answers to frequently asked questions, and *The Small Business Economy*—a book-length report on small business.

All of these and many more research resources are available on Advocacy's website at [www.sba.gov/advo/research](http://www.sba.gov/advo/research).

Advocacy reaches out with information to academics and think-tank researchers, federal and state policymakers, trade associations, the media, and all who have an interest in small firms. Check our website to find what you need to know about small business.



## A Washington advocate on small business regulatory concerns

Advocacy attorneys work within the government, educating regulators about their obligation to consider how small entities will be affected by federal regulatory proposals.

The Regulatory Flexibility Act (RFA) and Executive Order 13272 require federal agencies to determine the impact of their rules on small entities, consider alternatives that minimize small entity impacts, and make their analyses available for public comment.

The Office of Advocacy is charged to help implement these requirements. We give small firm owners and their representatives opportunities to make their voices heard about rules that affect their interests. Our Regulatory Alerts web page, at [www.sba.gov/advo/laws/law\\_regalerts.html](http://www.sba.gov/advo/laws/law_regalerts.html), highlights proposed rules that may affect small entities.

Annually, the Office of Advocacy helps small businesses save billions in regulatory costs. And

we will keep on looking for ways to ease the regulatory burden on small firms. We have a passion for it.

## Bringing regulatory flexibility successes to the states

Recognizing that state and local governments can be a source of burdensome regulations, the Office of Advocacy works with policymakers to bring regulatory flexibility to the states. Many states have enacted legislation or taken other steps to strengthen regulatory flexibility for small businesses. Giving small employers a voice early in the process is key to reducing the small business impact of state regulations while increasing regulatory compliance and passing on cost savings. Our Regional Advocates in the 10 SBA regions stand ready to hear from you about small business concerns and to help you level the playing field for small businesses in your state. For more information, visit <http://www.sba.gov/advo/region.html>.