



June 4, 2018

The Honorable Philip Ting
The Honorable Holly Mitchell
Co-Chairs of the 2018-19 Budget Conference
California State Capitol
Sacramento, CA 95814

RE: *SUPPORT for GG-PS 8: \$3 million Small Business Technical Assistance at GO-BIZ*

Dear Co-Chairs Ting and Mitchell,

As a representative of the 28 million small businesses in America and the more than 3.5 million in California, Small Business Majority writes today in support of the Assembly version of the GO-Biz budget, which would provide an additional \$3 million to small business technical assistance providers. We believe this bill is an important step towards helping California's entrepreneurs grow and thrive.

Small Business Majority is a national small business organization with offices throughout California, founded and run by small business owners to focus on solving the biggest problems facing small businesses today. We actively engage small business owners and policymakers in support of solutions that promote small business growth and drive a strong economy. A key component of our work involves outreach and education to small business owners on a range of small business issues, including access to capital, healthcare, retirement security and more.

California's small businesses employ 6.7 million people, which amounts to about half of the private workforce, and created a quarter of a million jobs in 2013, according to the U.S. Small Business Administration. Many of these businesses rely on support and training from technical assistance centers that help them write their business plan, prepare loan applications and match entrepreneurs with mentors who can help them navigate the process of starting a business. Increased access to such resources will encourage vital investment in California's job creators and chief exporters, particularly helping female entrepreneurs and entrepreneurs of color.

The proposed appropriation will be used to provide funding to federally designated small business technical assistance centers, including the Minority Business Development Centers, the Women's Business Centers, the Procurement Technical Assistance Centers and the Veterans Business Outreach Centers. These funds will be used to expand their capacity to provide vital one-on-one counseling and training to businesses and entrepreneurs. Funding will be matched by federal or other non-state funds.

We support any legislative action that will help entrepreneurs thrive, and the proposed appropriation for small business technical assistance centers will do just that.

Sincerely,

A handwritten signature in blue ink, appearing to read "Mark Herbert", is written over a light blue horizontal line.

Mark Herbert, Small Business Majority
California Director