

Testimony Submitted  
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*The Effectiveness of the Small Business Administration*

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## Section 1: Introduction

The promotion of small business is a cornerstone of U.S. economic policy. Policymakers constantly point to small businesses as important sources of employment and economic growth.<sup>1</sup> There are about 25 million small firms in the U.S., employing almost 50 percent of all workers. Hence, even when politicians find little else to agree on, there is strong bipartisan support for government intervention aimed at promoting small business in the U.S.

A particular area of concern for policymakers is whether, in a free market, small businesses can access sufficient credit. The imperfections of credit markets, particularly for small businesses, are often used as the quintessential illustration of a market failure that necessitates government intervention.

Growing firms need resources, but many small firms may have a hard time obtaining loans because they are young and have little credit history. Lenders may also be reluctant to lend to small firms with innovative products because it might be difficult to collect enough reliable information to correctly estimate the risk of such products. If it's true that the lending process leaves worthy projects unfunded, some suggest that it would be good to fix this "market failure" with government programs aimed at improving small businesses' access to credit.

Encouraging lending to small businesses is one of the primary purposes of the Small Business Administration (SBA). Established as a tiny lending agency in 1953, the SBA has mushroomed into a multibillion dollar financial institution with a significant presence in the credit market. By the 1990s, the SBA had become a conglomerate agency pursuing multiple policy objectives. New programs were established to provide venture capital to growth-oriented companies, assist minority entrepreneurs, and lend management assistance to firms struggling to compete.

According to the SBA's Office of Advocacy, nearly 20 million small businesses have received assistance from one of the SBA's many programs since 1953. In particular, the SBA's flagship loan guarantee program, the 7(a) program, has grown significantly over the past decade.

My testimony is devoted to a basic question: are these SBA loan guarantees desirable? Should the SBA remain in the banking, credit allocation, and subsidy business or should these activities be terminated? I ask whether there is in fact a market failure that justifies government intervention via the SBA. If there is a market failure, are the SBA programs well designed to address the problem? Or if there is no market failure, does the SBA help achieve policy goals important enough to justify its meddling in a well-functioning market?

This work concludes that there seems to be no failure of the private sector to allocate loans efficiently, thus discrediting the economic justification for any government-sponsored small business lending or loan guarantee program. Absent such a clearly identified problem, the SBA's activities are simply a wasteful, politically-motivated subsidy to this sector.

This testimony also demonstrates that even if credit were a serious problem for small firms, SBA loans wouldn't make a statistically significant difference. Judging based on the SBA's ability to meet announced public policy goals—namely filling the gap between the demand and supply of small business loans, particularly for minority and woman owned small firms—this work finds no evidence that the SBA loan guarantees serve any focused or rigorous defined public policy purpose at all.

## **Section 2: Are the SBA’s Loan Guarantee Programs Justified Economically?**

The SBA’s 7(a) loan guarantee program rests on the dubious premise that small businesses are denied adequate credit in the free market because of a market failure.

The most frequently cited obstacle to new business formation is the inability of would-be entrepreneurs to acquire the capital necessary to start a business. The assumption underlying the SBA loan guarantee program is that creditors do not lend to small businesses because they are too risky. In a perfect market, creditors would increase their prices to adjust for the higher risk, and in equilibrium, no small businesses would be left without the loans they wanted. The argument is that capital markets are not perfect, however, and as a result, small businesses cannot always get the capital they need to get started or to expand. But when the SBA guarantees a portion of a small business loan, it takes on some of the risk. In this way, the SBA gives lenders an incentive to offer loans to individuals who would otherwise be too great a risk.

In this model, SBA loan guarantees for small businesses are justified as a way to correct financial market inefficiencies that make it difficult for small firms to access capital. But do small businesses really have a hard time accessing capital and getting loans from banks?

### **2.1: The Market Failure Theory**

In their seminal paper “Credit Rationing in Markets with Imperfect Information,” Stiglitz and Weiss (1981) explain that the asymmetry of information between lenders and borrowers—potential borrowers know their own financial situation and likelihood of repayment far better than lenders—makes credit rationing the natural equilibrium result in financial markets.<sup>2</sup> That is, worthy projects will be denied loans.

Advocates of SBA loan guarantees argue that to the extent that small firms are credit rationed, government intervention may be justified.

### **2.2. The Not-So-Rationed Credit Market**

However, in recent years, a growing body of research has challenged the widely-held belief that credit rationing makes it difficult for small businesses to obtain capital. A series of papers by de Meza and Webb questions the theoretical underpinnings of the Stiglitz-Weiss model.<sup>3</sup> The firm conclusion of their work is that government intervention is not necessary and may actually be detrimental to entrepreneurship.

In addition to these theoretical arguments, it is also interesting to observe that the National Federation of Independent Business (NFIB), the largest small business advocacy group, does not lobby Congress to promote the SBA loan guarantee programs. In fact, facilitating access to capital markets is nowhere in their 22-page agenda.<sup>4</sup> This is consistent with the fact that historically, support for the SBA came from members of Congress rather than small business owners.<sup>5</sup> More importantly, an increasing number of empirical studies show that small businesses do not face significant credit constraints and that the private market seems to be operating efficiently.<sup>6</sup>

For instance, the Federal Reserve Board’s Report to Congress on the Availability of Credit to Small Businesses (2002) explains that the demand for small business financing closely tracked the pattern of debt growth from 1997 to 2002, which suggests a correlation between the

demand and supply of financing.<sup>7</sup> The Census Bureau's 1992 Characteristics of Business Owners survey shows that low sales are a much more important factor in small business failures than a lack of access to financing (Table 1).

A more refined version of the capital access argument is that only women- and minority-owned businesses have difficulties accessing credit and thus only they are the ones who require preferential treatment. Controlling for many other factors, the economics literature finds that minority-owned small businesses are indeed more likely to be denied credit than white-owned small businesses but women, on the other hand, do not face significantly higher loan denial probabilities.<sup>8</sup> Given this evidence, there might be a case to be made for correcting financial market inefficiencies for minority-owned, but not women-owned, small firms through government-sponsored business loans or other preferential treatments.

Yet, more recent findings suggest that this conclusion might not be as simple as it seems. An SBA-sponsored study by Mitchell and Pearce (2005) underlines that discrimination may be confined to only some segments of the loan market.<sup>9</sup> Furthermore, difficulty accessing bank loans does not imply no access to loans at all. Mitchell and Pearce find that while minority firm owners are less likely to have bank loans of any kind, they have easy access to transaction loans from non-banks.

Indeed, it is important to realize that traditional bank loans represent only one of many ways to acquire credit. The Federal Reserve's 1998 Survey of Small Business Finance, which had a nationally representative sample of approximately 3,500 firms with fewer than 500 employees, illustrates this point, as shown in Table 2.

The table shows the percentage of all small firms, and small minority- and women-owned firms specifically, that used credit, and what type of credit they used.

More than 80 percent of small businesses surveyed used some kind of credit. Over half used traditional sources of credit. Approximately 71 percent used non-traditional sources of financing, of which personal credit cards were the most prevalent. About 38 percent of small businesses had debt outstanding with commercial banks, which account for 57 percent of the total outstanding debt for all small firms.<sup>10</sup>

The survey also showed that small minority- and women-owned businesses differed from small businesses in general. The results may suggest that women and minorities have difficulty accessing credit, but more information on owner characteristics is necessary before drawing that conclusion.

More information about small business financing comes from a 2005 U.S. Chamber of Commerce survey of 1,080 small business owners.<sup>11</sup> The findings suggest that some of the differences in the credit used by women and minorities may reflect differences in the types of businesses they start.

According to the Chamber of Commerce survey, by far the greatest source of initial and ongoing funding was personal savings—81 percent of respondents used savings for initial costs, 60 percent for ongoing costs. Only about 3 percent of respondents reported using SBA loans for start-up funds. Older, larger firms were more likely to use SBA loans, and women and minorities were not more likely to use the loans. The results for ongoing expenses were very similar.

In line with the evidence cited earlier, when the small business owners were asked about problems they faced, availability of credit was the next-to-last most important problem. Only 25 percent of those surveyed chose that answer.

When considering all the different types of credit available, it is hard to argue that small businesses, whether women-owned or minority-owned, have real difficulty accessing credit.

More generally, there is no compelling reason in the literature or in the data to suggest that new businesses would not be created without the SBA.

### **2.3. Market Responses to Information Problems**

According to some proponents of the credit rationing theory, government intervention is necessary to overcome the problem of not funding all worthy projects in the economy. However, it seems that a better solution to the alleged lack of information or high cost of information in financial markets would be a mechanism to reduce this cost, rather than one involving government becoming a supplier of capital. For one thing, why would the SBA be more capable of acquiring information than private lenders?

Interestingly, financial markets have been very effective at developing private solutions to information problems, especially in recent years. Banks have long relied on close relationships with clients to gain information, and more recently, innovations in information and communications technology, as well as improvements in credit evaluation methods, have also made it easier for lenders to gather information about potential borrowers.<sup>12</sup>

Lending relationships are one of the mechanisms that have emerged to address the information problem in capital markets, particularly for smaller banks. When evaluating long-time clients, banks will consider not only their immediate creditworthiness, but also the potential lost profits from damaging a good relationship.<sup>13</sup>

Lending relationships are also about gaining information. Repeated interactions with a client over time and for different purposes give the lender information about the client's creditworthiness, either specific financial information or "soft information" about his personal character. Greater information lowers the cost of lending and thus increases the availability of credit. For instance, after having a positive experience with a small business, the bank might expect future loans to be less risky and will therefore be more likely to lend again to the business. Or, a bank may be able to learn more about a client's financial situation if he already has a checking account at the bank. The information from this prior relationship will also lower the bank's cost of lending. In this way, lending relationships are a market method for resolving the information problems that lead to credit rationing.

A number of empirical studies have shown the importance of relationship lending.<sup>14</sup> Relationships increase the availability of credit to small firms, and may cause a small decrease in the price of credit.

Another way to help overcome the information asymmetry in lending is credit scoring, which is more often used by larger banks.<sup>15</sup> Credit scoring involves taking information from a credit applicant and using statistical methods to generate a numeric score that predicts his/her propensity to default or become delinquent. Credit scoring makes credit evaluation quicker, cheaper, more objective, and more consistent. It greatly reduces the cost of information-gathering, and by improving a bank's ability to predict default, it can significantly improve the efficiency of lending. It was first used in small business lending in the early to mid-1990s.

In theory, credit scoring could increase small business lending as it lowers the cost of evaluation, lowers borrowing costs, and enables long-distance borrowing, which creates greater competition. It also provides a way to evaluate new firms, which are difficult to assess by traditional methods because they don't have a history, and small businesses in particular, which often do not have certified audited financial statements or publicly-traded equity or debt.

Credit scoring could also increase the availability of loans for small businesses by drawing large banks into the market. Small-business lending has traditionally been the domain of smaller banks, which are better able to build the personal relationships with small business owners that overcome informational difficulties, but the informational advantages of credit scoring may encourage large banks to become more involved in small business lending.

The evidence bears out the theory and suggests that credit scoring has in fact increased the availability of credit to small firms.<sup>16</sup> According to one study, the total effect of credit scoring technology in 1997 was an increase of \$2.2 billion in small business lending.<sup>17</sup> In particular, credit scoring increases credit availability for relatively risky borrowers.<sup>18</sup>

Both lending relationships and credit scoring have developed without government intervention. They are just two examples of how financial markets have found their own ways to overcome the information problems faced by lenders when dealing with small businesses.

### **Section 3. Is the SBA Doing What It Says It Does?**

But even if we assume, for the sake of argument, that there is a significant market failure that prevents small businesses from receiving adequate credit, the SBA's loan programs are not an effective way to combat the problem.

To measure the SBA's results, I will concentrate our attention on the SBA's flagship loan guarantee program, the 7(a) program. I will analyze the flow of SBA credits to evaluate who receives them and whether the SBA is meeting its stated policy objectives to promote new startups, encourage female and minority business owners, and help small businesses become big ones.

A close examination demonstrates that neither stated SBA policies nor its actual lending patterns provide evidence that SBA loan guarantees serve any focused or rigorously defined public policy purpose at all. Furthermore, the program may do more harm than good as it creates an unlevel playing field and it may impose costs on taxpayers with little return.

#### **3.1. Background**

There are about 25 million small businesses in the United States. According to the SBA's Office of Advocacy, nearly 20 million small businesses have received assistance from one of the SBA's many programs since 1953. In particular, the SBA's flagship loan guarantee program, the 7(a) program, has grown significantly over the past decade. Graph 1 shows that the number of 7(a) loans guaranteed by the SBA went from less than 20,000 in 1990 to over 95,000 in 2005.

The SBA does not make direct loans to small businesses; rather, the 7(a) program provides security for commercial lenders by providing them with a guarantee for a percentage of a small business loan, typically ranging from 75 to 85 percent. The program specifies loan guarantee amounts, total loan size, allowable interest rates to be charged for the loan, and relevant fees, but the funds for the loan come directly from the participating lenders.

#### **3.2. SBA Lending Profile**

Analyzing the flow of SBA credit will help identify how well the SBA is serving its stated objectives, such as promoting new startups, helping small business compete with big business, and stimulating high tech investment, economic growth, and job creation.

Seven main conclusions can be drawn from the data. One, no more than 1 percent of small businesses loans are SBA loans each year. This makes it hard to argue, as the SBA does, that it is helping solve a credit rationing problem and that without SBA loans small businesses would have a hard time accessing credit. The private sector finances most loans and hence, the SBA is largely irrelevant in the capital market.

Two, 75 percent of SBA 7(a) loans go to helping a very small fraction of small businesses in mainstream service, retail, and wholesale sectors. Even in those sectors most likely to receive SBA loans, only about 1 percent of all firms do.

Three, the SBA is helping a minuscule fraction of small businesses in each sector compete against other small businesses in the same market. In the 25 sectors receiving the largest share of SBA 7(a) loan guarantees, less than 0.5 percent of the small businesses received the guarantees.

Four, there is no shortage of firms or new startups or services in America. Looking at the data, there is no compelling reason to suggest that new businesses would not be started without the SBA's 7(a) loan program since less than 3 percent of start-ups received SBA loans between 1998 and 2002.

Five, in 2004, 29 percent of 7(a) loan guarantees went to minority business owners but SBA distributed loans to only 3 percent of all minority owned firms. This makes it hard to argue that SBA loans programs have a significant impact on minority owned small businesses. The same trend is true for women-owned firms.

Six, markets are functioning well in the sectors that account for 75 percent of SBA lending. There are an overwhelming number of firms, a large amount of competition, and no empirical evidence that the market is being underserved in these areas.

Seven, most of the restaurants, car repair shops, grocery stores, dry-cleaning stores, and daycares that compete with SBA borrowers paid the market rate to meet their credit needs. By giving a credit market advantage to some small businesses, the SBA ends up harming the competing small businesses.

In short, it appears that no unique policy objectives are served by extending subsidized credit to less than 1 percent of the firms that supply basic economic services.

### **3.2.1. The SBA vs. the Market as a Whole**

How many firms is the SBA helping relative to the entire market? If there were a true need for government intervention, we would expect to see the SBA guaranteeing a large share of the total number of loans to small businesses. Yet, SBA loans are only a tiny fraction of all small business lending. The SBA estimates that in FY2004 there were approximately 24.7 million small businesses. According to the SBA's FY2004 Performance and Accountability Report, 1.6 million start-up and existing small businesses received financial, technical, and/or procurement assistance from the SBA in 2004. Of that total, 102,000 received financial assistance, which includes the 7(a) Loan Program, the 504 Loan Program, the Microloan Program, and other programs. That same year, banks made 15.26 million small business loans (defined as loans of less than \$1 million; there were 14.45 million loans under \$250,000 and 13.58 million loans under \$100,000). It means that SBA loans represent less than 1 percent of all small business loans issued that year.<sup>19</sup>

Most SBA loans are 7(a) loans. In FY2004, SBA guaranteed 81,133 7(a) loans. According to a survey by the U.S. Chamber of Commerce, even in some of the industry sectors

most likely to receive 7(a) loans, no more than 3 percent of start-up small businesses received SBA loans.<sup>20</sup> This means that 97 percent of the survey respondents in these sectors managed to start their businesses without any financial help from the SBA.

SBA-guaranteed 7(a) loans are also a small fraction of the total amount of small business lending. The value of SBA-guaranteed 7(a) loans in FY 2004 was \$12.7 billion. That number is dwarfed by the \$522.3 billion in total small business loans (defined as loans of less than \$1 million; loans under \$250,000 totaled \$228.4 billion, and loans under \$100,000 totaled \$125.3 billion).<sup>21</sup>

These numbers show that the private banking system finances most loans and that the SBA is therefore largely irrelevant in the capital market. Moreover, the data suggests that rather than serving the public good, the 7(a) program inflicts unfair competition on the 99 percent of small businesses who have to finance their business activities through commercial loans.

This economic harm could arguably be justified if the relatively few firms aided by SBA-guaranteed credit each year made a much greater contribution to economic growth, or if the guaranteed loans otherwise produced benefits to outweigh their costs. As the subsequent analysis will show, however, this is not the case. It therefore seems that the SBA ends up harming the vast majority of small businesses.

### **3.2.2. Where Do SBA Loans Flow?<sup>22</sup>**

Table 3 shows the number and amount of 7(a) loans by industry in FY2002.<sup>23</sup> The overwhelming bulk of SBA of 7(a) loans—75 percent—flows to a small fraction of firms in the service, retail, and wholesale sectors. Overall, only 1 in 500 small businesses received a 7(a) loan guarantee in FY2002.

Taking a closer look at the data is useful. Table 4 uses more refined industry classifications to show the 25 business sectors that received the most SBA loans. Several characteristics stand out:

First, every sector was mainly comprised of small business firms, ranging from about 40,000 in the case of beer, wine, and liquor stores (96 percent of all establishments in that sector) to over 860,000 in the category “services to buildings and dwellings” (over 99 percent of all establishments in that sector).

Furthermore, in most of these sectors, the relatively few larger firms did not pose a serious threat to competition. In 17 of the 25 business sectors receiving the most 7(a) loan guarantees, the 8-firm market concentration ratio was 20 percent or less. Conversely, the business sectors that were most concentrated received less than a third of the loans that the least concentrated sectors received (Table 5). Clearly, the bulk of subsidized SBA loan guarantees are not being used to help small business compete against big business.

Instead, the SBA is helping a minuscule fraction of small businesses in each sector compete against other small businesses in the same market. In the top 25 sectors, less than 0.5 percent of the small businesses received 7(a) loan guarantees (Table 4). Most of the restaurants, car repair shops, grocery stores, dry-cleaning stores, and daycares that compete with SBA borrowers paid the market rate to meet their credit needs. By giving a credit market advantage to some small businesses, the SBA ends up harming the competing small businesses.

These top 25 sectors do not seem to warrant special attention from the SBA. They do not exhibit any of the classic symptoms of market imperfections; instead, they are characterized by numerous firms, strong innovation, and robust competition. Nor do they play a particularly

important role in the economy. A relatively small number of new or bigger gas stations, liquor stores, or dentist offices will have little effect on national prosperity.

Table 6 breaks down 7(a) loan guarantees by specific business categories. The category that received the largest share of 7(a)-guaranteed loans in 2002 was bars, restaurants, and liquor stores. This sector received 4,185 loans, some \$1 billion or 8.4 percent of all 7(a) guaranteed loans. But the recipients of these loans were only 1.3 percent of all small businesses in this category. Over 300,000 other small firms were competing to serve the same market.

This trend is not unique. While there were over 73,000 bars, only 351 received SBA 7(a) loan guarantees in 2002. It means that a disproportionate share—99.5 percent—of all bars did not need and did not receive SBA loans. Because they had to compete with 351 bars that have received help from the government, they were at a competitive disadvantage.

For another example, 5.7 percent of SBA 7(a) loans went to a variety of professional offices, including doctors, dentists, and accountants, but of all offices, only a tiny fraction—0.2 percent—received loans, meaning that 99.8 percent of offices functioned without government help. Similarly, out of more than 25,000 laundromats, only 317 received SBA 7(a) loan guarantees in 2002.

In a sampling of other service industries, the SBA served just 0.1 percent of all small businesses. Less than 1 percent each of florists, clothing stores, shoe stores, sporting goods stores, book stores and newsstands, and music stores received SBA 7(a) loan guarantees in 2002. Of the more than 100,000 used car dealers classified as small businesses, only 205 received SBA loans.

It is difficult to make the case that valuable policy objectives are being served by extending subsidized credit to such a tiny fraction of small businesses when millions of small businesses make it without subsidized credit. They compete in an open, dynamic marketplace that satisfies the needs and wants of consumers across all business sectors, from dentists to dry cleaning. As David Stockman, former director of the Office of Management and Budget explained in 1985, “In this context, SBA’s few thousand loans make only one consistent difference: millions of taxpaying small businesses face unneeded and uneconomic competition from bureaucratic clients who can’t compete profitably, or at all, on a level playing field.”<sup>24</sup>

The limited number of loan recipients would be more defensible if the SBA’s assistance brought greater dynamism to the market. Table 7 shows, however, that 7(a) loan guarantees have little effect on business turnover. For instance, between 1998 and 2002, over 900,000 new small businesses appeared in the 25 business sectors that received the most SBA 7(a) loans. This number is over half as large as the number of small businesses in 1998. The gross turnover rate, which combines business starts with closures, is an incredible 98 percent. The high turnover indicates vigorous competition and a robust rate of small business entry in those 25 industries.

The role of the SBA in this process was minimal. Compared to the more than 1.8 million small businesses in these sectors in 1998, the 27,000 that received 7(a) loan guarantees in 2002 are insignificant. The dynamic entry and exit of nearly 1.7 million small businesses was driven primarily by free market forces.

Despite the SBA’s emphasis on start-ups, its efforts are largely irrelevant in promoting competition. For example, nearly 60,000 new car repair and maintenance shops opened between 1998 and 2002, which equals 41 percent of the number in 1998. The SBA guarantees approximately 2,500 loans per year in this business sector. Even if all of those loans went to start-ups, it clearly affects only a small fraction of new businesses. Even in the restaurant market,

the SBA's largest lending category, the number of loan guarantees is far smaller than the number of start-ups.

Another possible defense of the small number of 7(a) loan recipients is that the loans focus on new firms on the cutting edge of technology, firms venturing into fields so new that banks have trouble evaluating their potential. But Table 8 counters this proposition. Each of the 12 high-tech industry sectors is characterized by strong small business job growth from 1998 to 2002, rising by nearly 29 percent—compared to about 9 percent small business job growth in the overall U.S. economy. And for the most part, they achieved this spectacular growth without the help of the SBA: each year, only about 3,300, or 1.1 percent, of these high-tech businesses received 7(a) loan guarantees.

For example, the telecommunications industry created over 65,000 new small business jobs from 1998 to 2002, a growth rate of nearly 60 percent, yet fewer than 2 percent of telecommunications establishments received 7(a) loan guarantees each year. Almost 160,000 new small business jobs were created in the computer systems design and related services sector, a 32 percent increase from 1998. Only about 1.2 percent of small businesses in this sector received 7(a) loan guarantees each year. As was the case for the wholesale, retail, and service industries described earlier, the high-tech sector has no trouble meeting the vast majority of its funding needs with private financing.

Of course one should not be surprised that bureaucratic lending is not needed to foster new business formation. The attractions of profit making and independent entrepreneurship are far more powerful and determinative. In fact, the marketplace miracles of small business and high-tech growth have almost nothing to do with the bureaucratic myths about the value of SBA lending.

### **3.2.3. Is the SBA Catering to Women and Minorities?**

According to the SBA, women and minorities face special competitive challenges, so its programs devote particular attention to them. Women and minorities receive a significant share of 7(a) loan guarantees. Table 9 shows that the percentage of 7(a) loan guarantees going to minority business owners has increased steadily from less than 13 percent in 1990 to almost 29 percent in 2004. This figure is especially striking given that, in the most recent statistics, minority-owned businesses accounted for just 18 percent of all firms.<sup>25</sup> But when the Chamber of Commerce reports that among all minority small business owners, 3.2 percent used SBA loans for start-up and slightly less than 3 percent used SBA loans for ongoing expenses, it is hard to argue that the SBA makes a big difference for minorities.

The share of 7(a) loan guarantees going to women increased from 13 percent in 1990 to a plateau of about 21 percent in recent years. Unlike minorities, however, this share is less than the 28 percent of all businesses owned by women. But here too, of all women-owned small business owners, only about 3 percent used SBA loans—the same rate as for men. Hence, it can be argued that SBA makes almost no difference for women either.

It should be noted that according to the Chamber of Commerce survey mentioned earlier, only a tiny fraction of women and minority business owners use SBA loans and, except for Hispanics, they use SBA loans at about the same rate as men and white business owners.

### **3.2.4. How Do We Know?**

All of the evidence presented above points in one direction: the SBA's 7(a) loan guarantee program is not having a significant positive effect on the market. But you would never know this from the SBA's evaluations of its programs. The SBA does not publish or even try to measure the gains, whether economic or social, of its programs. In fact, the SBA's only measure of success amounts to stating how many loans have been guaranteed in a given year and how much it has spent on small businesses, rather than measuring the return on its efforts.

Measuring the performance of SBA loans should include their effect on economic growth. It is possible, for instance, that even though a large share of SBA borrowers default on their loans, thus costing taxpayers money, the economic growth triggered by the other borrowers compensates for the losses. In addition, the Office of Management and Budget doesn't publish the details of its actuarial analysis of the proper level for the SBA program fees. In other words we are left in the dark about the performance and economic impact of SBA loans.

### **3.3. What is the Value of the SBA's Loan Programs?**

In his 1985 Congressional testimony, former director of the Office of Management and Budget David Stockman wrote of the 7(a) loan program, "SBA conducts a \$3-4 billion annual lending program which indiscriminately sprays a faint mist of subsidized credit into the weakest and most prosaic nooks and crannies of the nation's \$4 trillion economy. In the process it serves no rigorously defined public policy purpose objective."

Twenty years later, it seems that very little has changed. Now, the SBA runs a \$28 billion loan program and we have a \$12.8 trillion economy. However, SBA credit volumes are still inconsequential in the market as a whole since they reach such a tiny fraction of small firms. Most SBA loans still go to helping small businesses in service, retail, and wholesale sectors, but even in these industry sectors most likely to receive 7(a) loans, no more than 1 percent of small businesses receive the loans in any given year. Similarly, the evidence suggests that the SBA's loan guarantees are not targeted to helping small businesses compete with big businesses.

But why does this matter? The SBA may not be having a large effect in a macro sense, but it does have some impact in a micro sense. The U.S. economy may not be better off because of SBA loan guarantees, but the individual recipients are certainly helped. In fact, advocates of the SBA's lending programs remind us that few of the beneficiaries will become tremendous success stories like FedEx; most will stay small. The problems with this scenario are twofold: one, anecdotes about the program's success are not enough to make the case that it creates value because the costs to taxpayers may far exceed the benefits; and two, the program creates an unlevel playing field that in some cases ends up hurting other small businesses.

#### **3.3.1. The Cost to Taxpayers**

Congress determines the total amount of loans the SBA is able to guarantee. In its FY 2007 budget request, SBA asked to be allowed to guarantee \$28 billion in loans, of which \$17.5 billion would be for 7(a) loans.<sup>26</sup> However, there was no money appropriated for it.

Traditionally, to effectively manage a loan program, fees are charged to the borrowers for the loans. In the case of SBA loans, the fees are charged to both the borrower and the lender for each 7(a) loan. Additionally, in order to compensate for anticipated defaults on 7(a) loans, funds are set aside to cover expected losses: a "subsidy rate" is used to calculate how much needs to be

set aside. The Office of Management and Budget (OMB) has been responsible for setting the final subsidy rate calculation.

In 2005, Congress agreed with the Bush administration's plan to eliminate the subsidy for the 7(a) loan program. Instead of paying off loan defaults with taxpayer dollars, users of the 7(a) loans would be required to pay sufficient fees to cover the costs.<sup>27</sup> The difficulty is this: Over the years, there has been much dissension on how to effectively calculate the subsidy rate—whether this rate be zero or not. Until recently, studies of the loan program showed a profound inability to establish a subsidy rate that would cover projected loan defaults or to establish the proper level of fees to make the rate zero. For instance, in 2001, the Government Accountability Office (GAO) released a report showing that the SBA's approach of averaging historical data was causing large overestimates in subsidies.<sup>28</sup> However, the report mentioned that SBA was currently working on an econometric model to address the problem.

In FY2003, SBA began using the new econometric model, and it seems to be working well so far. In 2004, the GAO analyzed the new model and concluded that the model was reasonable.<sup>29</sup> The GAO did suggest that SBA: 1) update the model over time, 2) decide whether it might be appropriate to include additional variables in the model, and 3) release how exactly they constructed the model so that the model could be examined in more detail by outside sources. According to the SBA's 2005 annual report, the most recent reestimates of expected 7(a) losses were the "smallest in the program's history." They attributed this improved accuracy to the stability of the ongoing loan performance as well as the consistency of the credit subsidy model.<sup>30</sup> The SBA may not be the most objective judge of its own program, but it does seem that progress has been made in the last 3 years.

Whether the accuracy of the model can continue, however, is still an open—and crucially important—question. Neither the OMB nor the SBA publishes estimates of the size of the subsidy or its economic impact, but according to an estimate from the Congressional Budget Office, in FY2003 the subsidy was on track to be more than \$1 billion over ten years.<sup>31</sup> Since then, the SBA has raised its loan fees, which should have achieved breakeven levels, yet the SBA has required taxpayers to pay for unexpected losses, suggesting that fees are still too low and there remains a subsidy.

What's more, if the economy suddenly takes a turn for the worse, for instance, and small businesses become much more likely to default on their loans, will the SBA be prepared to cover the increased costs? Or will taxpayers have to bail out the SBA? In addition, the SBA's Office of Inspector General has repeatedly warned that the SBA needs to improve its oversight of lenders to minimize the risk of default, waste, and fraud.<sup>32</sup> As long as the SBA guarantees such a high percentage of the loan amount, banks have very little incentive to thoroughly evaluate loan applicants. Can the model accurately predict the costs of loans made by minimally-supervised lenders?

The threat of high default costs is very real. The default rate for the SBA's loan programs is higher than in the private sector. Glennon and Nigro (2005), for instance, look at a sample of seven-year maturity SBA 7(a) loans disbursed from 1983 to 1998.<sup>33</sup> They analyze the riskiness of SBA loans by measuring the cumulative default probabilities. Using the same methods that Moody's and Standard & Poor's use to evaluate corporate bonds, they find that SBA loans rate between Moody's B and Ba ratings and between Standard & Poor's BB and B ratings. This is the upper end of speculative grade; i.e., "SBA loans are concentrated in the relatively more risky segment of the loan market." However, they note that earlier research shows that, at the end of 1997, nearly half of the rated assets of commercial banks were comparably risky.

They then measure the default rate. Approximately two-thirds of the loans in their sample went to existing firms and one-third to start-ups, with a vast majority to firms with 25 employees or less. They find that default rates vary by industry sector and by firm size. Across all the different categories, the default rate is generally around 15 percent. This number is higher than the GAO's 2003 estimate that the default rate on 7(a) preferred lender loans has averaged about 14 percent in recent years.<sup>34</sup>

Glennon and Nigro then refine their data and measure the default by cohort. They look at loans by year of disbursement, which controls for "the impact of changes in program guidelines, the aging (or seasoning) of the loans, and the censoring of observations in 1998 [i.e., the data stops in 1998, and not all of the loans have reached maturity by that time]".

They find that the average annual default rate, which adjusts for the shorter exposure time of the censored loans, declines after 1987, reaching a low of 2.6 percent, and then rises after 1993, reaching a high of 4.6 percent in 1995. The cumulative default rate for the non-censored cohorts falls over time, from almost 30 percent in 1983 to less than 20 percent in 1991. The censored cohorts show that the risk of default is time-dependent: the rate of default increases over the first few years after disbursements, then declines as the loan matures further.

According to the SBA's own data, for its 2005 cohort of 7(a) loan guarantees, the cumulative default rate was 7.4 percent, and it is 7.21 for the 2006 cohort so far. This is outstandingly high compared to the private sector. For all business loans ("commercial and industrial" or "C&I" loans) from all FDIC-insured banks, the annual net charge-off rate—i.e. loans that the lender no longer expects to be repaid—is very low, typically less than 1.5 percent.<sup>35</sup> But this includes both small and large businesses. Default rates for small businesses alone are expected to be significantly higher because of their riskier nature.

The FDIC does not collect data on default rates for small businesses specifically, so it is difficult to compare SBA-guaranteed loans to small business loans in general. A rough comparison is the charge-off rate for credit cards, since credit cards tend to be used for higher-risk borrowing. If small business owners get turned down for traditional bank loans, they might turn to non-traditional credit sources, like credit card borrowing. Charge-off rates for credit card lenders are a lot higher, but still lower than SBA loan default rates. For instance, in 2005, the annual net charge-off rate for credit card lenders was 4.64 percent, while the default rate for SBA-guaranteed loans disbursed in 2005 was 7.4 percent.<sup>36</sup>

Of course, this disparity is understandable. To qualify for an SBA loan, one must first be rejected at least once by a private funding source. However, it doesn't mean that it makes economic sense. Edwards (2004) explains that "If a small business has a sound business plan with solid prospects, it should be able to raise debt and equity capital in private markets. If a small business has shaky finances and poor prospects, it will be denied private capital, which is a good thing because such loans would be economically wasteful."<sup>37</sup> Yet these "shaky" small businesses are exactly whom the SBA lends to: the SBA's mission is to lend money to those rejected by the private banking sector because they were perceived as too risky and unlikely to make money.

The implicit assumption is that bringing a small business to life that would not have existed without the SBA is worth the cost. But if that's the case, the SBA needs to demonstrate that claim. We know that the agency doesn't give a loan to every small business owner who applies for a loan. It rejects many applicants. Yet the SBA does not provide a model explaining how it, unlike the private sector, is capable of identifying the winners among the losers—those previously rejected. If the SBA really could pick winners, its value would be clearer. Its lending

programs could be justified by its ability to identify those who would become the next Amazon.com among the small businesses rejected by commercial banks, thus allowing economic value to be created where it would not have been otherwise. Of course, even if the SBA had a way to identify future winners in a way that the private sector cannot, it would still have to make the case that these winners are worth the cost to the taxpayers.

Unfortunately, that's hardly the case. A recent report by the Office of Inspector General (IG) for the SBA details several programs and activities by the SBA that are particularly vulnerable to fraud, waste, and other inefficiencies.<sup>38</sup> Posed as a series of "challenges," the report includes an assessment of the SBA's progress in improving the areas of concern. Among other concerns, the report examines the 7(a) loans and notes that the program, as well as SBA loan programs generally, requires better oversight and monitoring to improve control and reduce fraud risk. In addition, the report mentions the SBA's difficulty in identifying viable businesses.

Almost every local SBA office has its own web page with numerous "success stories." Even though some of these stories are impressive examples of entrepreneurship, most are about businesses basically managing to stay afloat, rather than maturing into fast growing businesses. Also, these are nothing more than anecdotes, which is hardly a basis for sound cost-benefit analysis.

What's more, the two main SBA success stories seem to be Outback Steakhouse and Staples.<sup>39</sup> In 1990, Outback Steakhouse received \$151,000 in working capital, with which, according to the SBA, the restaurant obtained the size it needed to go public. Of course, the rest is history, and now Outback receives about \$3.6 billion in sales. Staples received about \$1.5 million in 1987 so that it could expand from just a single store to five stores. It went public in 1989 and now has about \$16 billion in sales.

Those two examples regularly trumpeted by the SBA hardly make the case for the legitimacy and productivity of SBA loans. First, SBA's success stories are at least 16 years old. Does it mean that since 1990 no SBA loan has resulted in such a successful business story? But even if SBA loans resulted in one such success story every year, it is not obvious, without proper empirical evidence, that it would justify the cost to taxpayers of defaulted SBA loans. And again, it is surprising that the SBA is not concerned about measuring the return on the taxpayers' dollars that it spends.

Second, those two success stories were not funded with the SBA's flagship 7(a) loan program but with its Small Business Investment Company (SBIC) program. Established in 1958, the program was meant to be a unique tool that provides risk capital in the form of debt and equity financing to small businesses for their growth, modernization, or expansion. There are currently over 400 SBICs nationwide, with a capital base of more than \$23 billion. SBICs are privately owned and privately managed investment firms, licensed and regulated by the SBA, that use their own capital, plus funds borrowed with SBA guarantees, to make venture capital investments in small businesses.

However, this program has frequently been criticized for being inefficient and wasteful. The IG report cited above also examines concerns pertaining to the SBIC and charges that with \$12.5 billion in the form of guaranteed debt and equity interest, the program places too much risk on taxpayer funds. In other words, the return on taxpayers' dollars is negative. While the report does document progress made in addressing these challenges, it concludes that much remains to be done.

In response to an editorial in the Wall Street Journal listing major flaws with the SBIC programs, the Ranking Member on the Small Business Committee, Representative Nydia

Velazquez (D-NY), wrote that “four years later, under the Bush administration, there has been \$1.1 billion in losses.”<sup>40</sup> In other words, SBA’s two business stories were founded by a program that clearly has negative return to taxpayers’ dollars and should be shut down.

### **3.3.2. SBA Loan Guarantees Hurt Other Small Businesses**

Since this small distribution in highly competitive sectors is unlikely to greatly improve the prices and products available to consumers or significantly bolster economic growth, the primary effect of the loan guarantees is to create an unlevel playing field. Small business owners must be denied traditional credit before they are eligible for 7(a) loans. Because they, by definition, do not qualify for loans at market rates, the 7(a) loan program allows them one, to receive money that they might have never received and two, to receive funds a lower rate than they otherwise would have. All other small businesses, however, pay the market rate that reflects the actual risk they represent.

For the most part, the SBA helps a very small fraction of small businesses that are not creditworthy compete with unsubsidized firms in naturally competitive healthy markets. Hence, the SBA is hurting a large portion of small businesses in the name of helping very few others.

### **3.3.3. Lenders Are the Ones Really Benefiting from the SBA Loan Programs**

Since the SBA’s assistance serves only a tiny fraction of the nation’s small businesses and likely has a high cost for taxpayers, one must ask who is really benefiting from the loan programs. One major beneficiary is SBA lenders. The SBA does not provide loans directly; rather, borrowers have to apply to an SBA-certified bank.

On average, the government guarantees 80 percent of each loan made in the 7(a) program. Because of this high guarantee rate, banks bear only a small fraction of the responsibility for any losses from defaults. They therefore have a strong incentive to issue more SBA loans.

The first way banks benefit from SBA programs is that by participating in the SBA’s guarantee programs, a bank is able to increase its lending at the same profitability as the rest of its business.

The second is that when there is a default the bank doesn’t have to pay most of it. It means that even though SBA borrowers are more risky than others, the downside risk to the bank is only 25 percent of what it would be otherwise. In other words, even though business owners applying for SBA loans are intrinsically more risky than others, the loan guarantee makes the risk for SBA lenders lower for SBA loans than for traditional loans.

In addition, through the SBA’s Secondary Market Program, lenders have other ways to reduce their risk even further and also to increase their lending capability. This program allows lenders to sell the guaranteed portion of SBA-guaranteed loans to investors. By doing so, lenders can improve their liquidity and free up more capital for new loans. Lenders who sell loans must pay a small program fee to the SBA. If the loan is sold for more than 110 percent of the outstanding principal balance, half of the excess is paid to SBA.

This process of selling loans on the secondary market is known as securitization. Generally, securitization involves grouping assets—such as residential mortgages or car loans—into large pools that are sold as securities to investors. The originator of the security will often offer loss protection to enhance the credit rating of the security. Lenders benefit from the

increased liquidity and asset diversity; borrowers may benefit from lower financing costs; and investors benefit from greater liquidity and lower risk than if they had invested in the loans directly.<sup>41</sup>

To encourage a secondary market, Congress passed a law in 1994 that reduced regulatory barriers for the securitization of small business loans. Small business loans are typically not good candidates for securitization because their terms vary so much, their underwriting tends not to be standardized, and their riskiness requires such a high degree of credit enhancement that securitization becomes unprofitable. SBA-guaranteed loans do not have these problems, however, and most of the small business loans that have been securitized are SBA 7(a) guaranteed loans. From 1994 to 2001, over 40 percent of the guaranteed part of all 7(a) loans was securitized. By contrast, slightly less than 10 percent of the unguaranteed portion of 7(a) loans was securitized. The advantage of the SBA guaranteed loans is clear: between 1994 and 2001, almost \$22 billion of SBA guaranteed loans was securitized, while only about \$4 billion of conventional small business loans was securitized.<sup>42</sup>

In the end, this program creates adverse consequences and increases the risk to taxpayers.

### **3.3.4. The Federal Government Should Stop Its Involvement in the Loan Guarantee Business**

Even if the SBA were capable of running a program at no cost for taxpayers, government loans are not the way to help small firms. Targeted policies have often proven to be bad policy. For instance, economists have shown that targeted policies that favor small firms over large ones will make it more profitable to stay small rather than grow.<sup>43</sup> This perverse incentive will lead to a misallocation of resources away from the most productive uses and will interfere with the natural growth and evolution of firms.

The federal government should end its involvement in the loan and loan guarantee business. As described in Section 2, the evidence supports the idea that the private banking industry is vibrant and has been meeting the demand for credit in a very effective way. Also, even if there were a gap to fill because of imperfections in the lending market, we know that the SBA probably wouldn't make much of a difference. We know for instance that most years the 7(a) program represents less than 1 percent of all loans to small businesses, and about 1 percent of all small business receive 7(a) loan guarantees. And the SBIC Participating Securities program represents only about 3 percent of activity in the venture capital industry over the period 1994 to 2004.<sup>44</sup>

Of course, none of these reasons is intended to minimize the benefits that flow from fostering an economic environment that supports the creation and growth of small businesses. In fact, it is precisely because a vibrant business sector is important that government subsidies and other preferential policies should be abolished. Market economies generate faster growth because resources are allocated on the basis of profit-maximization rather than political considerations. In the absence of government intervention, resources are quickly shifted from inefficient uses to more productive uses.

Special programs designed to help small businesses are likely to hinder this process and will distract entrepreneurs and investors from focusing on serving the needs of consumers. Instead of preferential policies, the government can best help small business – and other segments of the economy – by creating an environment conducive to productive behavior. Policymakers should establish a tax and policy environment that encourages small, mid-size

firms with strong growth potential to evolve into successful large enterprises. In general, they should establish an environment where firms of all size can thrive. This means low tax rates, low levels of regulation, and a stable legal structure that protects property rights.

## Section 4: Conclusion

Supporters of the SBA's loan programs argue that the government's assistance aids small businesses by filling a gap in financing when banks and other traditional sources do not provide loans for the purposes, in the amounts, and with the terms required by small business borrowers. However, a large economic literature dismisses this argument and demonstrates no failure of the private sector to allocate loans efficiently, thus discrediting the economic justification for any government-sponsored small business lending or loan guarantee program. Absent such a clearly identified problem, the SBA's activities are simply a wasteful, politically-motivated subsidy to this sector.

Moreover, even if to some extent the private sector fails to allocate loans efficiently, it remains to be proven that government intervention is a more desirable alternative. In fact, the data demonstrates that even if credit were a serious problem for small firms, SBA loans wouldn't be of much help to them. The SBA's 7(a) loan guarantees serve only a tiny fraction of the nation's small businesses, and most of the program's borrowers could obtain financing without the SBA's help.

To conclude, most of the nation's 25 million small businesses are funded and grow without government subsidies. Entrepreneurship is definitely one thing that Americans know how to do without government help. The SBA loan guarantee programs should be terminated.

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<sup>1</sup> For a discussion on whether small businesses are the fountainhead of job creation see Veronique de Rugy (2005), "Are Small Businesses the Engine of Growth," AEI Working Paper, [http://www.aei.org/publications/filter.all.pubID.23537/pub\\_detail.asp](http://www.aei.org/publications/filter.all.pubID.23537/pub_detail.asp)

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<sup>4</sup> National Federation for Independent Business, "What We Fight For," [www.nfib.com/page/agendasummary.html](http://www.nfib.com/page/agendasummary.html)

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<sup>6</sup> Hurst, Erik and Annamaria Lusardi (2004). "Liquidity Constraints, Household Wealth and Entrepreneurship," *Journal Of Political Economy* 112(2): 319-347; Levenson, Alec R. and Kristen L. Willard (2000). "Do Firms Get the Financing They Want? Measuring Credit Rationing Experienced by Small Businesses in the U.S." *Small Business Economics* 14(2): 83-94.

<sup>7</sup> Board of Governors of the Federal Reserve System (2002). "Report to the Congress on the Availability of Credit to Small Businesses," p. 13.

<sup>8</sup> Bates, Timothy (1991). "Commercial Bank Financing of White- and Black-Owned Small Business Start-ups," *Quarterly Review of Economics and Business* 31(1): 64-80; Blanchflower, David G. et al. (2003). "Discrimination in the Small-Business Credit Market," *Review of Economics and Statistics* 85(4): 930-943; Cavalluzzo, Ken S. and Linda C. Cavalluzzo (1998). "Market Structure and Discrimination: The Case of Small Businesses," *Journal of*

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<sup>9</sup> Mitchell, Karlyn and Douglas K. Pearce (2005). "Availability of Financing to Small Firms Using the Survey of Small Business Finances," Small Business Administration Office of Advocacy, Small Business Research Summary No. 257.

<sup>10</sup> Small Business Administration (2003). "Financing Patterns of Small Firms: Findings from the 1998 Survey of Small Business Finance."

<sup>11</sup> U.S. Chamber of Commerce (2005). "Access to Capital: What Funding Sources Work for You?," [http://www.uschamber.com/publications/reports/050524\\_fundingsources.htm](http://www.uschamber.com/publications/reports/050524_fundingsources.htm)

<sup>12</sup> Craig, Ben R., William E. Jackson III, and James B. Thomson (2005). "The Role of Relationships in Small-Business Lending," *Economic Commentary*, Federal Reserve Bank of Cleveland.

<sup>13</sup> Kane, Edward J. and Burton G. Malkiel (1965). "Bank Portfolio Allocation, Deposit Variability, and the Availability Doctrine," *Quarterly Journal of Economics* 79(1): 113-134.

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<sup>18</sup> Berger, Frame, and Miller (2005).

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<sup>20</sup> U.S. Chamber of Commerce (2005).

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<sup>23</sup> FY2002 data is used to be able to match the loan data to small business data, which was most recently collected in the 2002 Economic Census.

<sup>24</sup> Stockman (1985).

<sup>25</sup> U.S. Census Bureau (2002), Survey of Business Owners. The SBA's Office of Advocacy notes that nearly all firms—approximately 99.9 percent—are classified as small businesses (<http://app1.sba.gov/faqs/index.cfm>).

<sup>26</sup> Small Business Administration (2006). "FY2007 Budget Request and Performance Plan," Table 7, [http://www.sba.gov/cfo/2007\\_Budget\\_Request\\_and\\_Performance\\_Plan.pdf](http://www.sba.gov/cfo/2007_Budget_Request_and_Performance_Plan.pdf)

<sup>27</sup> As evidence see [http://www.sba.gov/cfo/2007\\_Budget\\_Request\\_and\\_Performance\\_Plan.pdf](http://www.sba.gov/cfo/2007_Budget_Request_and_Performance_Plan.pdf)

<sup>28</sup> Government Accountability Office (2001). "SBA's 7(a) Credit Subsidy Estimates," GAO-01-1095R.

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- <sup>43</sup> Douglas Holtz-Eakin (1995), "Should Small Businesses be Tax Favored?," *National Tax Journal* 48(3): 390.
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**Table 1: Reason the Discontinued Business is No Longer Operating by Employment Size of Firm, 1992**

*If the businesses is no longer operating because it was unsuccessful, the reason why the business was unsuccessful<sup>1</sup>*

|  | Inadequate cash<br>flow or low sales | Lack of access<br>to business<br>loans/credit | Lack of access<br>to personal<br>loans/credit | Other reason | Not reported |
|--|--------------------------------------|---|---|--------------|--------------|
| <b>All businesses</b>                  | 71.7                                 | 8.2   | 3.3   | 71.7         | 1.3          |
| <b>Hispanic-owned businesses</b>       | 67.1                                 | 8.8   | 5.8   | 68.3         | 3.2          |
| <b>Black-owned businesses</b>          | 63.4                                 | 15.5  | 8.4   | 69.3         | 4.3          |
| <b>Other minority-owned businesses</b> | 67.6                                 | 6.1   | 6.4   | 75.9         | 2.6          |
| <b>Women-owned businesses</b>          | 70.2                                 | 9.3   | 3.3   | 75.8         | 2.8          |

<sup>1</sup>Data represent percentage of owners reporting in the designated categories.

Source: 1992 Economic Census, Characteristics of Business Owners.

**Table 2: Percentage of All Small, Minority-Owned, and Women-Owned Firms That Used Credit, 1998**

|                                      | All Small Firms |                   | Small Minority-Owned Firms |                   | Small Women-Owned Firms |                   |
|--------------------------------------|-----------------|-------------------|----------------------------|-------------------|-------------------------|-------------------|
|                                      | % of Firms      | % of Credit Users | % of Firms                 | % of Credit Users | % of Firms              | % of Credit Users |
| <b>Any Credit</b>                    | 82.5            | 100.0             | 76.9                       | 100.0             | 78.2                    | 100.0             |
| <b>Any Traditional Credit</b>        | 55.0            | 66.7              | 49.4                       | 64.2              | 46.1                    | 59.0              |
| Commercial Bank                      | 38.2            | 46.3              | 27.3                       | 35.5              | 28.4                    | 36.3              |
| <b>Any Non-Financial Institution</b> | 9.6             | 11.6              | 12.0                       | 15.6              | 8.9                     | 11.4              |
| <b>Any Non-Traditional Credit</b>    | 70.7            | 85.7              | 54.9                       | 71.4              | 68.8                    | 88.0              |
| Owner Loans                          | 14.2            | 17.2              | 12.5                       | 16.3              | 12.9                    | 16.5              |
| Personal Credit Card                 | 46.0            | 55.8              | 45.5                       | 59.2              | 47.5                    | 60.7              |
| Business Credit Card                 | 34.0            | 41.2              | 28.6                       | 37.2              | 28.9                    | 36.8              |

Source: SBA (2003), "Financing Patterns of Small Firms: Findings from the 1998 Survey of Small Business Finance," Table C.2.

**Table 3: SBA 7(a) Loan Program: FY2002 Lending by Industry (2-Digit NAICS Codes)**

| Industry   |  | SBA Lending   |                                 |                       |                                 | Industry Characteristics                        |                             |
|------------|--|---------------|---------------------------------|-----------------------|---------------------------------|---|-----------------------------|
| NAICS Code | Description  | # of Loans    | Share of SBA Total <sup>1</sup> | Loan Amount (\$1,000) | Share of SBA Total <sup>2</sup> | # of Small Business Establishments <sup>3</sup> | SBA Loan Ratio <sup>4</sup> |
| 11         | Agriculture, Forestry, Fishing, and Hunting  | 581           | 1.1%                            | \$222,291             | 1.8%                            | 246,102   | 0.2%                        |
| 21         | Mining   | 99            | 0.2%                            | 30,870                | 0.3%                            | 102,644   | 0.1%                        |
| 22         | Utilities  | 41            | 0.1%                            | 8,139                 | 0.1%                            | 21,519  | 0.2%                        |
| 23         | Construction   | 3,512         | 6.8%                            | 672,656               | 5.5%                            | 2,774,684                                       | 0.1%                        |
| 31-33      | Manufacturing  | 4,957         | 9.6%                            | 1,501,743             | 12.3%                           | 598,445   | 0.8%                        |
| 42         | Wholesale Trade  | 3,036         | 5.9%                            | 837,903               | 6.9%                            | 746,209   | 0.4%                        |
| 44-45      | Retail Trade   | 10,217        | 19.8%                           | 2,341,171             | 19.2%                           | 2,669,307                                       | 0.4%                        |
| 48-49      | Transportation and Warehousing   | 1,472         | 2.8%                            | 240,452               | 2.0%                            | 977,373   | 0.2%                        |
| 51         | Information  | 731           | 1.4%                            | 150,971               | 1.2%                            | 316,444   | 0.2%                        |
| 52         | Finance and Insurance  | 579           | 1.1%                            | 97,491                | 0.8%                            | 949,270   | 0.1%                        |
| 53         | Real Estate and Rental and Leasing   | 757           | 1.5%                            | 199,170               | 1.6%                            | 2,159,941                                       | 0.0%                        |
| 54         | Professional, Scientific, and Technical Services   | 4,202         | 8.1%                            | 662,140               | 5.4%                            | 3,284,654                                       | 0.1%                        |
| 55         | Management of Companies and Enterprises<br>Administrative and Support and Waste Management and<br>Remediation Services | 14            | 0.0%                            | 6,810                 | 0.1%                            | 22,974  | 0.1%                        |
| 56         | Educational Services   | 2,457         | 4.8%                            | 345,622               | 2.8%                            | 1,560,899                                       | 0.2%                        |
| 61         | Health Care and Social Assistance  | 487           | 0.9%                            | 90,729                | 0.7%                            | 413,853   | 0.1%                        |
| 62         | Arts, Entertainment, and Recreation  | 4,156         | 8.0%                            | 1,010,585             | 8.3%                            | 2,091,068                                       | 0.2%                        |
| 71         | Accommodation and Food Services  | 1,072         | 2.1%                            | 312,715               | 2.6%                            | 971,336   | 0.1%                        |
| 72         | Other Services (except Public Administration)  | 7,487         | 14.5%                           | 2,205,679             | 18.1%                           | 709,723   | 1.1%                        |
| 81         |  | 5,809         | 11.2%                           | 1,270,891             | 10.4%                           | 3,163,065                                       | 0.2%                        |
|            | Total for Services, Retail, and Wholesale Sectors  | 38,923        | 75.3%                           | 9,077,434             | 74.4%                           | 15,610,114                                      | 0.2%                        |
|            | <b>Total</b>   | <b>51,666</b> | <b>100.0%</b>                   | <b>12,208,027</b>     | <b>100.0%</b>                   | <b>23,818,871</b>                               | <b>0.2%</b>                 |

<sup>1</sup>Share of total 2002 SBA 7(a) loan approvals.

<sup>2</sup>Share of total 2002 SBA 7(a) loan guarantees.

<sup>3</sup>A small business is defined as an establishment with fewer than 500 employees, including establishments with no paid employees. This is the definition used by the SBA for research purposes; for determining loan eligibility, the SBA uses different definitions for different industries. See <http://app1.sba.gov/faqs/faqindex.cfm?arealD=24> and <http://www.sba.gov/size/index.html>.

<sup>4</sup>SBA loans divided by total number of small business establishments in the industry.

Sources: SBA lending data from Small Business Administration; industry characteristics from 2002 Statistics of U.S. Businesses and 2002 Economic Census.

**Table 4: SBA 7(a) Loan Program: FY2002 Lending by Top 25 Industries (4-Digit NAICS Codes)**

| Industry                    |   | SBA Lending |                                 |                       |                                 | Industry Characteristics                        |                             |  |
|-----------------------------|---|-------------|---------------------------------|-----------------------|---------------------------------|---|-----------------------------|--|
| NAICS Code                  | Description   | # of Loans  | Share of SBA Total <sup>1</sup> | Loan Amount (\$1,000) | Share of SBA Total <sup>2</sup> | # of Small Business Establishments <sup>3</sup> | SBA Loan Ratio <sup>4</sup> | Market Concentration (Top 8 Share, by Sales) |
| 7221                        | Full-Service Restaurants                                  | 3,240       | 6.3%                            | \$770,370             | 6.3%                            | 210,837   | 1.5%                        | 11.0%  |
| 7222                        | Limited-Service Eating Places                             | 2,563       | 5.0%                            | 491,930               | 4.0%                            | 215,964   | 1.2%                        | 12.8%  |
| 8111                        | Automotive Repair and Maintenance                         | 2,482       | 4.8%                            | 686,515               | 5.6%                            | 429,573   | 0.6%                        | 2.8%   |
| 6213                        | Offices of Other Health Practitioners                     | 1,355       | 2.6%                            | 184,748               | 1.5%                            | 385,541   | 0.4%                        | 4.5%   |
| 8121                        | Personal Care Services                                    | 1,267       | 2.5%                            | 134,103               | 1.1%                            | 757,064   | 0.2%                        | 12.8%  |
| 4471                        | Gasoline Stations   | 1,208       | 2.3%                            | 676,454               | 5.5%                            | 93,233  | 1.3%                        | 15.3%  |
| 5617                        | Services to Buildings and Dwellings                       | 1,060       | 2.1%                            | 133,046               | 1.1%                            | 869,558   | 0.1%                        | 10.8%  |
| 4451                        | Grocery Stores  | 1,018       | 2.0%                            | 282,416               | 2.3%                            | 114,539   | 0.9%                        | 43.4%  |
| 7211                        | Traveler Accommodation                                    | 987         | 1.9%                            | 765,969               | 6.3%                            | 77,741  | 1.3%                        | 27.8%  |
| 2359                        | Other special trade contractors                           | 929         | 1.8%                            | 188,049               | 1.5%                            | n/a   | n/a                         | n/a  |
| 8123                        | Drycleaning and Laundry Services                          | 900         | 1.7%                            | 238,570               | 2.0%                            | 76,578  | 1.2%                        | 25.9%  |
| 7139                        | Other Amusement and Recreation Industries                 | 834         | 1.6%                            | 253,038               | 2.1%                            | 173,074   | 0.5%                        | 12.9%  |
| 6212                        | Offices of Dentists                                       | 821         | 1.6%                            | 247,771               | 2.0%                            | 149,874   | 0.5%                        | 2.1%   |
| 6211                        | Offices of Physicians                                     | 769         | 1.5%                            | 193,160               | 1.6%                            | 365,264   | 0.2%                        | 4.3%   |
| 5419                        | Other Professional, Scientific, and Technical Services    | 748         | 1.4%                            | 195,601               | 1.6%                            | 835,976   | 0.1%                        | 10.7%  |
| 5415                        | Computer Systems Design and Related Services              | 703         | 1.4%                            | 93,685                | 0.8%                            | 373,771   | 0.2%                        | 21.7%  |
| 4539                        | Other Miscellaneous Store Retailers                       | 700         | 1.4%                            | 95,321                | 0.8%                            | 195,517   | 0.4%                        | 17.1%  |
| 5413                        | Architectural, Engineering, and Related Services          | 667         | 1.3%                            | 111,706               | 0.9%                            | 310,853   | 0.2%                        | 11.8%  |
| 4452                        | Specialty Food Stores                                     | 645         | 1.2%                            | 104,084               | 0.9%                            | 61,444  | 1.0%                        | 9.2%   |
| 6244                        | Child Day Care Services                                   | 642         | 1.2%                            | 209,567               | 1.7%                            | 682,303   | 0.1%                        | 21.4%  |
| 4481                        | Clothing Stores   | 621         | 1.2%                            | 69,041                | 0.6%                            | 109,069   | 0.6%                        | 38.7%  |
| 4841                        | General Freight Trucking                                  | 614         | 1.2%                            | 87,502                | 0.7%                            | 410,351   | 0.1%                        | 18.5%  |
| 5416                        | Management, Scientific, and Technical Consulting Services | 610         | 1.2%                            | 56,617                | 0.5%                            | 577,383   | 0.1%                        | 15.1%  |
| 4511                        | Sporting Goods, Hobby, and Musical Instrument Stores      | 608         | 1.2%                            | 82,492                | 0.7%                            | 98,912  | 0.6%                        | 32.9%  |
| 4453                        | Beer, Wine, and Liquor Stores                             | 594         | 1.1%                            | 167,607               | 1.4%                            | 37,869  | 1.6%                        | 10.0%  |
| Total for Top 25 Industries |   | 26,585      | 51.5%                           | 6,519,361             | 53.4%                           | 7,612,288                                       | 0.3%                        |  |
| Total for All Industries    |   | 51,666      |                                 | 12,208,027            |                                 | 23,818,871                                      | 0.2%                        |  |

<sup>1</sup>Share of total 2002 SBA 7(a) loan approvals.

<sup>2</sup>Share of total 2002 SBA 7(a) loan guarantees.

<sup>3</sup>A small business is defined as an establishment with fewer than 500 employees, including establishments with no paid employees. This is the definition used by the SBA for research purposes; for determining loan eligibility, the SBA uses different definitions for different industries. See <http://app1.sba.gov/faqs/faqindex.cfm?areaID=24> and <http://www.sba.gov/size/index.html>.

<sup>4</sup>SBA loans divided by total number of small business establishments in the industry.

Sources: SBA lending data from the Small Business Administration; industry characteristics from 2002 Statistics of U.S. Businesses and 2002 Economic Census.

**Table 5: SBA 7(a) Loan Program: FY2002 Lending to Most and Least Concentrated Service, Wholesale, and Retail Industry Sectors**

| NAICS Code                                    | Description   | Loan Amount (\$1,000) | Share of SBA Total* | Market Concentration (Top 8 Share, by Sales) |
|---|---|-----------------------|---------------------|--|
| <b>15 Most Concentrated Industry Sectors</b>  |   |                       |                     |  |
| 4521  | Department Stores   | \$1,300               | 0.0%                | 88.8%  |
| 4529  | Other General Merchandise Stores                                    | 32,709                | 0.4%                | 87.9%  |
| 7131  | Amusement Parks and Arcades   | 12,476                | 0.1%                | 74.3%  |
| 4231  | Motor Vehicle, Motor Vehicle Parts, and Supplies Wholesale          | 55,326                | 0.6%                | 67.4%  |
| 4512  | Book, Periodical, and Music Stores                                  | 11,127                | 0.1%                | 61.2%  |
| 5621  | Waste Collection  | 16,195                | 0.2%                | 60.8%  |
| 7223  | Special Food Services   | 54,634                | 0.6%                | 60.5%  |
| 4242  | Drugs and Druggists' Sundries Wholesale                             | 10,315                | 0.1%                | 57.6%  |
| 5622  | Waste Treatment and Disposal  | 11,136                | 0.1%                | 53.5%  |
| 4461  | Health and Personal Care Stores                                     | 76,620                | 0.8%                | 53.0%  |
| 4482  | Shoe Stores   | 14,164                | 0.2%                | 52.4%  |
| 4431  | Electronics and Appliance Stores                                    | 57,297                | 0.6%                | 51.4%  |
| 4532  | Office Supplies, Stationery, and Gift Stores                        | 46,280                | 0.5%                | 49.6%  |
| 4441  | Building Material and Supplies Dealers                              | 101,561               | 1.1%                | 45.3%  |
| 5612  | Facilities Support Services   | 6,701                 | 0.1%                | 43.9%  |
|   | Subtotal  | \$507,840             | 5.6%                |  |
| <b>15 Least Concentrated Industry Sectors</b> |   |                       |                     |  |
| 6212  | Offices of Dentists   | \$247,771             | 2.7%                | 2.1%   |
| 4531  | Florists  | 27,432                | 0.3%                | 2.4%   |
| 8111  | Automotive Repair and Maintenance                                   | 686,515               | 7.6%                | 2.8%   |
| 7224  | Drinking Places (Alcoholic Beverages)                               | 85,166                | 0.9%                | 2.9%   |
| 5411  | Legal Services  | 66,794                | 0.7%                | 3.2%   |
| 5611  | Office Administrative Services                                      | 3,729                 | 0.0%                | 3.6%   |
| 6213  | Offices of Other Health Practitioners                               | 184,748               | 2.0%                | 3.9%   |
| 6241  | Individual and Family Services                                      | 16,269                | 0.2%                | 4.1%   |
| 6211  | Offices of Physicians   | 193,160               | 2.1%                | 4.3%   |
| 5414  | Specialized Design Services   | 32,694                | 0.4%                | 4.4%   |
| 8134  | Civic and Social Organizations                                      | 100                   | 0.0%                | 4.5%   |
| 8139  | Business, Professional, Labor, Political, and Similar Organization: | 1,483                 | 0.0%                | 4.8%   |
| 4412  | Other Motor Vehicle Dealers   | 44,955                | 0.5%                | 6.1%   |
| 7115  | Independent Artists, Writers, and Performers                        | 4,331                 | 0.0%                | 6.2%   |
| 4411  | Automobile Dealers  | 84,292                | 0.9%                | 7.2%   |
|   | Subtotal  | \$1,679,437           | 18.5%               |  |
|   | Total for Services, Retail, and Wholesale Sectors                   | \$9,077,434           |                     |  |

\*Share of total 2002 SBA 7(a) loan approvals to service, wholesale, and retail industry sectors.

Sources: Lending data from Small Business Administration; concentration data from 2002 Economic Census.

**Table 6: SBA 7(a) Loan Program: FY2002 Lending for Selected Industries (6-Digit NAICS Codes)**

| Business Sector                                | SBA Lending   |                       |                                 | Industry Characteristics                        |                             |
|--|---------------|-----------------------|---------------------------------|---|-----------------------------|
|  | # of Loans    | Loan Amount (\$1,000) | Share of SBA Total <sup>1</sup> | # of Small Business Establishments <sup>2</sup> | SBA Loan Ratio <sup>3</sup> |
| <b><u>Bars, Restaurants, Liquor Stores</u></b> |               |                       |                                 |   |                             |
| Full-Service Restaurants                       | 3,240         | \$770,370             | 6.3%                            | 210,837   | 1.5%                        |
| Bars   | 351           | 85,166                | 0.7%                            | 73,217  | 0.5%                        |
| Beer, Wine, and Liquor Stores                  | 594           | 167,607               | 1.4%                            | 37,869  | 1.6%                        |
| <i>Subtotal</i>                                | <b>4,185</b>  | <b>1,023,143</b>      | <b>8.4%</b>                     | <b>321,923</b>                                  | <b>1.3%</b>                 |
| <b><u>Professional Services</u></b>            |               |                       |                                 |   |                             |
| Physicians                                     | 769           | 193,160               | 1.6%                            | 365,264   | 0.2%                        |
| Dentists                                       | 821           | 247,771               | 2.0%                            | 149,874   | 0.5%                        |
| Other Health Services                          | 1,355         | 184,748               | 1.5%                            | 385,541   | 0.4%                        |
| Accountants                                    | 216           | 37,705                | 0.3%                            | 92,233  | 0.2%                        |
| Real Estate Agents and Brokers                 | 129           | 29,950                | 0.2%                            | 642,853   | 0.0%                        |
| <i>Subtotal</i>                                | <b>3,290</b>  | <b>693,334</b>        | <b>5.7%</b>                     | <b>1,635,765</b>                                | <b>0.2%</b>                 |
| <b><u>Personal Care Services</u></b>           |               |                       |                                 |   |                             |
| Barber shops/beauty shops                      | 1,003         | 99,410                | 0.8%                            | 651,060   | 0.2%                        |
| Laundromats                                    | 317           | 76,713                | 0.6%                            | 26,776  | 1.2%                        |
| Dry cleaners                                   | 554           | 154,049               | 1.3%                            | 45,556  | 1.2%                        |
| <i>Subtotal</i>                                | <b>1,874</b>  | <b>330,172</b>        | <b>2.7%</b>                     | <b>723,392</b>                                  | <b>0.3%</b>                 |
| <b><u>Other Services</u></b>                   |               |                       |                                 |   |                             |
| Pet Care Services                              | 147           | 29,438                | 0.2%                            | 46,962  | 0.3%                        |
| Child Day Care Services                        | 642           | 209,567               | 1.7%                            | 682,303   | 0.1%                        |
| Exterminating and Pest Control Services        | 43            | 10,352                | 0.1%                            | 18,028  | 0.2%                        |
| Landscaping Services                           | 552           | 64,565                | 0.5%                            | 282,306   | 0.2%                        |
| <i>Subtotal</i>                                | <b>1,384</b>  | <b>313,922</b>        | <b>2.6%</b>                     | <b>1,029,599</b>                                | <b>0.1%</b>                 |
| <b><u>Discretionary Goods</u></b>              |               |                       |                                 |   |                             |
| Florists                                       | 270           | 27,432                | 0.2%                            | 48,417  | 0.6%                        |
| Clothing Stores                                | 621           | 69,041                | 0.6%                            | 109,069   | 0.6%                        |
| Shoe Stores                                    | 118           | 14,164                | 0.1%                            | 12,878  | 0.9%                        |
| Sporting Goods Stores                          | 336           | 48,787                | 0.4%                            | 43,482  | 0.8%                        |
| Book Stores and Newsstands                     | 94            | 9,120                 | 0.1%                            | 34,345  | 0.3%                        |
| Music Stores                                   | 34            | 2,007                 | 0.0%                            | 9,611   | 0.4%                        |
| <i>Subtotal</i>                                | <b>1,473</b>  | <b>170,550</b>        | <b>1.4%</b>                     | <b>257,802</b>                                  | <b>0.6%</b>                 |
| <b><u>Other Retail</u></b>                     |               |                       |                                 |   |                             |
| Movie Rental                                   | 79            | 9,525                 | 0.1%                            | 14,513  | 0.5%                        |
| Pharmacies and Drug Stores                     | 167           | 33,972                | 0.3%                            | 24,603  | 0.7%                        |
| Used Car Dealers                               | 205           | 58,336                | 0.5%                            | 109,310   | 0.2%                        |
| Furniture Stores                               | 280           | 63,739                | 0.5%                            | 40,159  | 0.7%                        |
| Hardware Stores                                | 190           | 53,041                | 0.4%                            | 18,228  | 1.0%                        |
| <i>Subtotal</i>                                | <b>921</b>    | <b>218,613</b>        | <b>1.8%</b>                     | <b>206,813</b>                                  | <b>0.4%</b>                 |
| <b>Total for All Industries</b>                | <b>51,666</b> | <b>12,208,027</b>     |                                 | <b>23,818,871</b>                               | <b>0.2%</b>                 |

<sup>1</sup>Share of total 2002 SBA 7(a) loan guarantees.

<sup>2</sup>A small business is defined as an establishment with fewer than 500 employees, including establishments with no paid employees. This is the definition used by the SBA for research purposes; for determining loan eligibility, the SBA uses different definitions for different industries. See <http://app1.sba.gov/faqs/faqindex.cfm?areaID=24> and <http://www.sba.gov/size/index.html>.

<sup>3</sup>SBA loans divided by total number of small business establishments in the industry.

Sources: SBA lending data from the Small Business Administration; industry characteristics from 2002 Statistics of U.S. Businesses and

**Table 7: SBA 7(a) Loan Program: Business Turnover in Top 25 Industries**

| Industry                           |   | 1998-2002 New Starts  |                |              | 1998-2002 Gross Turnover <sup>1</sup> |              | 2002 7(a) Loans |             |
|------------------------------------|---|---|----------------|--------------|---------------------------------------|--------------|-----------------|-------------|
| NAICS Code                         | Description   | Base # of Small Business Establishments (1998) <sup>2</sup> | Number         | % of Base    | Number                                | % of Base    | Number          | % of Base   |
| 7221                               | Full-Service Restaurants                                  | 148,916   | 80,590         | 54.1%        | 157,756                               | 105.9%       | 3,240           | 2.2%        |
| 7222                               | Limited-Service Eating Places                             | 147,329   | 76,766         | 52.1%        | 151,262                               | 102.7%       | 2,563           | 1.7%        |
| 8111                               | Automotive Repair and Maintenance                         | 144,302   | 58,660         | 40.7%        | 118,293                               | 82.0%        | 2,482           | 1.7%        |
| 6213                               | Offices of Other Health Practitioners                     | 79,258  | 36,731         | 46.3%        | 65,251                                | 82.3%        | 1,355           | 1.7%        |
| 8121                               | Personal Care Services                                    | 79,385  | 39,700         | 50.0%        | 79,085                                | 99.6%        | 1,267           | 1.6%        |
| 4471                               | Gasoline Stations   | 85,496  | 27,977         | 32.7%        | 63,116                                | 73.8%        | 1,208           | 1.4%        |
| 5617                               | Services to Buildings and Dwellings                       | 113,361   | 70,780         | 62.4%        | 139,074                               | 122.7%       | 1,060           | 0.9%        |
| 4451                               | Grocery Stores  | 64,358  | 34,112         | 53.0%        | 66,836                                | 103.9%       | 1,018           | 1.6%        |
| 7211                               | Traveler Accommodation                                    | 35,219  | 16,435         | 46.7%        | 31,555                                | 89.6%        | 987             | 2.8%        |
| 2359                               | Other special trade contractors                           | 55,649  | 36,588         | 65.7%        | 66,784                                | 120.0%       | 929             | 1.7%        |
| 8123                               | Drycleaning and Laundry Services                          | 38,997  | 13,979         | 35.8%        | 30,778                                | 78.9%        | 900             | 2.3%        |
| 7139                               | Other Amusement and Recreation Industries                 | 45,260  | 20,285         | 44.8%        | 39,382                                | 87.0%        | 834             | 1.8%        |
| 6212                               | Offices of Dentists                                       | 108,796   | 22,015         | 20.2%        | 41,771                                | 38.4%        | 821             | 0.8%        |
| 6211                               | Offices of Physicians                                     | 169,732   | 61,055         | 36.0%        | 114,811                               | 67.6%        | 769             | 0.5%        |
| 5419                               | Other Professional, Scientific, and Technical Services    | 42,665  | 27,653         | 64.8%        | 45,248                                | 106.1%       | 748             | 1.8%        |
| 5415                               | Computer Systems Design and Related Services              | 60,901  | 65,410         | 107.4%       | 119,360                               | 196.0%       | 703             | 1.2%        |
| 4539                               | Other Miscellaneous Store Retailers                       | 34,520  | 20,272         | 58.7%        | 39,204                                | 113.6%       | 700             | 2.0%        |
| 5413                               | Architectural, Engineering, and Related Services          | 84,484  | 37,827         | 44.8%        | 72,007                                | 85.2%        | 667             | 0.8%        |
| 4452                               | Specialty Food Stores                                     | 16,970  | 14,352         | 84.6%        | 25,078                                | 147.8%       | 645             | 3.8%        |
| 6244                               | Child Day Care Services                                   | 52,958  | 26,783         | 50.6%        | 49,887                                | 94.2%        | 642             | 1.2%        |
| 4481                               | Clothing Stores   | 44,838  | 19,352         | 43.2%        | 42,873                                | 95.6%        | 621             | 1.4%        |
| 4841                               | General Freight Trucking                                  | 34,926  | 32,724         | 93.7%        | 59,855                                | 171.4%       | 614             | 1.8%        |
| 5416                               | Management, Scientific, and Technical Consulting Services | 65,754  | 62,646         | 95.3%        | 110,971                               | 168.8%       | 610             | 0.9%        |
| 4511                               | Sporting Goods, Hobby, and Musical Instrument Stores      | 33,259  | 12,992         | 39.1%        | 28,705                                | 86.3%        | 608             | 1.8%        |
| 4453                               | Beer, Wine, and Liquor Stores                             | 24,201  | 9,341          | 38.6%        | 18,498                                | 76.4%        | 594             | 2.5%        |
| <b>Total for Top 25 Industries</b> |   | <b>1,811,534</b>  | <b>925,025</b> | <b>51.1%</b> | <b>1,777,440</b>                      | <b>98.1%</b> | <b>26,585</b>   | <b>1.5%</b> |

<sup>1</sup>Combined number of establishments that started or disappeared during 1998-2002 in each industry.

<sup>2</sup>Establishments with fewer than 500 employees, *not* including establishments with no paid employees.

Source: Small Business Administration.

**Table 8: SBA 7(a) Loan Program: Growing, High-Tech Industries**

| Industry     |   | 1998-2002 Net New Jobs                            |                |                  | 2002 7(a) Loans |                    |
|--------------|---|---|----------------|------------------|-----------------|--------------------|
| NAICS Code   | Description   | Base # of Small Business Jobs (1998) <sup>2</sup> | Number         | Percent Increase | Number          | Ratio <sup>3</sup> |
| 3254         | Pharmaceutical and Medicine Manufacturing                 | 44,883  | 11,992         | 26.7%            | 24              | 1.9%               |
| 3342         | Communications Equipment Manufacturing                    | 65,075  | 4,485          | 6.9%             | 30              | 1.7%               |
| 3391         | Medical Equipment and Supplies Manufacturing              | 135,007   | 8,746          | 6.5%             | 107             | 1.0%               |
| 5112         | Software Publishers                                       | 142,176   | 17,357         | 12.2%            | 20              | 0.2%               |
| 5133         | Telecommunications  | 115,671   | 66,792         | 57.7%            | 158             | 1.9%               |
| 5141         | Information services                                      | 66,580  | 66,312         | 99.6%            | 98              | 1.6%               |
| 5413         | Architectural, Engineering, and Related Services          | 781,483   | 116,539        | 14.9%            | 667             | 0.8%               |
| 5415         | Computer Systems Design and Related Services              | 502,814   | 159,837        | 31.8%            | 703             | 1.2%               |
| 5416         | Management, Scientific, and Technical Consulting Services | 412,716   | 168,511        | 40.8%            | 610             | 0.9%               |
| 5417         | Scientific Research and Development Services              | 145,378   | 66,850         | 46.0%            | 47              | 0.5%               |
| 5419         | Other Professional, Scientific, and Technical Services    | 336,300   | 98,929         | 29.4%            | 748             | 1.8%               |
| 6215         | Medical and Diagnostic Laboratories                       | 76,343  | 18,875         | 24.7%            | 77              | 1.3%               |
| <b>Total</b> |   | <b>2,824,426</b>                                  | <b>805,225</b> | <b>28.5%</b>     | <b>3,289</b>    | <b>1.1%</b>        |

<sup>1</sup>Establishments with fewer than 500 employees, *not* including establishments with no paid employees.

<sup>2</sup>Jobs at establishments with fewer than 500 employees, *not* including establishments with no paid employees.

<sup>3</sup>2002 SBA 7(a) loans divided by total number of small business establishments in the industry in 1998.

Source: Small Business Administration.

**Table 9: Women and Minorities in Business**

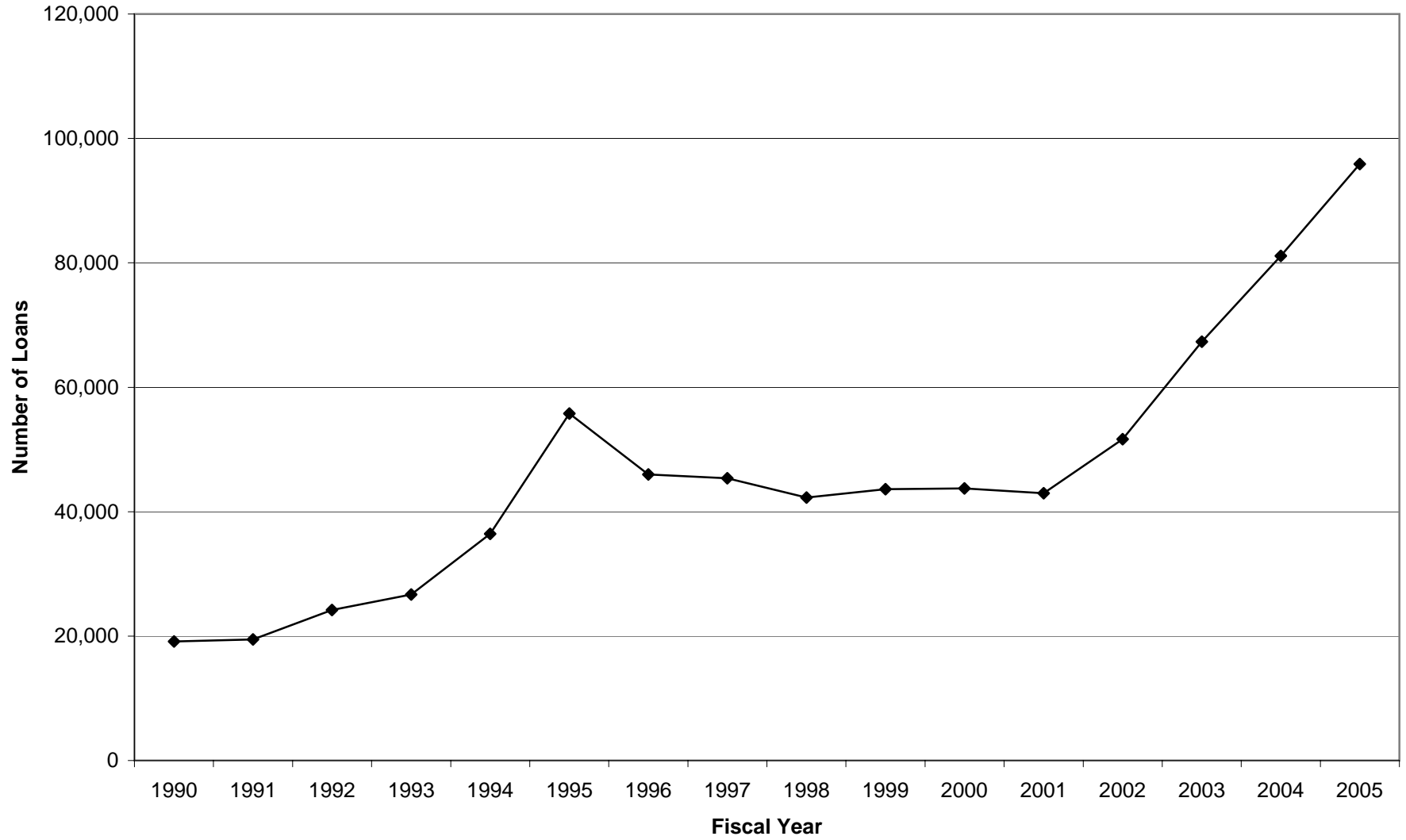
| FY   | U.S. Businesses: Number of Firms* |             |            |         |              | SBA 7(a) Loans Approvals |            |        |         |              |
|------|-----------------------------------|-------------|------------|---------|--------------|--------------------------|------------|--------|---------|--------------|
|      | Women                             | Minorities  | Total      | % Women | % Minorities | Women                    | Minorities | Total  | % Women | % Minorities |
| 1990 |                                   |             |            |         |              | 2,530                    | 2,450      | 19,129 | 13.2%   | 12.8%        |
| 1991 |                                   |             |            |         |              | 2,422                    | 2,821      | 19,468 | 12.4%   | 14.5%        |
| 1992 | 6,407,000                         | 2,149,484** | 19,286,000 | 33.2%   | 11.1%        | 3,279                    | 3,461      | 24,176 | 13.6%   | 14.3%        |
| 1993 |                                   |             |            |         |              | 3,799                    | 4,067      | 26,690 | 14.2%   | 15.2%        |
| 1994 |                                   |             |            |         |              | 7,125                    | 6,646      | 36,419 | 19.6%   | 18.2%        |
| 1995 |                                   |             |            |         |              | 13,396                   | 10,308     | 55,786 | 24.0%   | 18.5%        |
| 1996 |                                   |             |            |         |              | 10,470                   | 8,979      | 45,980 | 22.8%   | 19.5%        |
| 1997 | 5,417,034                         | 3,133,655   | 20,821,934 | 26.0%   | 15.0%        | 10,077                   | 9,538      | 45,378 | 22.2%   | 21.0%        |
| 1998 |                                   |             |            |         |              | 10,271                   | 10,133     | 42,268 | 24.3%   | 24.0%        |
| 1999 |                                   |             |            |         |              | 9,470                    | 11,134     | 43,636 | 21.7%   | 25.5%        |
| 2000 |                                   |             |            |         |              | 9,216                    | 11,110     | 43,748 | 21.1%   | 25.4%        |
| 2001 |                                   |             |            |         |              | 9,011                    | 10,745     | 42,958 | 21.0%   | 25.0%        |
| 2002 | 6,489,483                         | 4,115,900   | 22,974,685 | 28.2%   | 17.9%        | 10,364                   | 13,202     | 51,666 | 20.1%   | 25.6%        |
| 2003 |                                   |             |            |         |              | 14,332                   | 18,702     | 67,306 | 21.3%   | 27.8%        |
| 2004 |                                   |             |            |         |              | 17,682                   | 23,481     | 81,133 | 21.8%   | 28.9%        |
| 2005 |                                   |             |            |         |              |                          |            | 95,900 |         |              |

\* Data from different years are not directly comparable due to changes in methodology.

\*\* Unlike other data for U.S. businesses, "C" corporations are not included.

Sources: Firm data from the 1992 and 1997 Surveys of Minority- and Women-Owned Business Enterprises and the 2002 Survey of Business Owners; 2000-2004 women and minorities loan data from SBA's Performance and Accountability Report, Fiscal Year 2004; 1990-1999 women and minorities loan data from Minorities in Business 2001 and Women in Business 2001, Office of Advocacy, SBA; 1998-2005 total loans data from SBA's Performance and Accountability Reports, Fiscal Years 2005 and 2002; 1990-1997 total loans data from Minorities in Business 2001.

**Graph 1: SBA 7(a) Loan Approvals**



Sources: SBA's 2002 and 2005 Performance and Accountability Reports, and Minorities in Business 2001.