

Appendix I
SBA Endorsement Letter



U.S. SMALL BUSINESS ADMINISTRATION
WASHINGTON, DC 20416

OFFICE OF THE CHIEF COUNSEL FOR ADVOCACY

March 9, 2004

Dear Business Owner:

On behalf of the Office of Advocacy of the U.S. Small Business Administration (SBA), I urge you to participate in the Survey of Small Business Finances conducted by the Board of Governors of the Federal Reserve System. Since the 1980's, this survey has collected information on small businesses' access to credit and has helped the Federal Reserve Board understand more fully the credit situation that small businesses face.

The Office of Advocacy benefits from the data collected in the survey. As the nation's small business advocate charged to "aid, counsel, assist, and protect ... the interests of small business concerns," I am constantly in search of solid statistics that will assist state and federal officials in formulating policies that benefit small business in the United States. With the information from the survey, we can better conduct research that recognizes the financing needs of small business and appropriate issues of relevance to them. For an example of recent research on small business finance and other topics, you might want to refer to our website:

<http://www.sba.gov/advo/stats>.

You have an opportunity to assist the Federal Reserve and the Office of Advocacy in their understanding of what the small business sector is experiencing in financial markets. By participating in this survey, you help ensure that more complete information is available for better policymaking by the government.

Sincerely,

Thomas M. Sullivan
Chief Counsel for Advocacy