



Creating Real Jobs

Credit is the life blood of small business but the "Great Recession" has caused lending to dry up in many communities. To help increase lending in the Northern Virginia, I proposed an initiative to create jobs in Northern Virginia by increasing the capital available to lend to our small businesses.

The County will examine moving a portion of the county's investment accounts into some of our community banks. Our community banks play a major role in helping Northern Virginia small businesses grow and my initiative will aid their efforts. These funds are currently held by a large national financial institution outside of our area. This would increase the amount of assets held by our community banks thereby increasing their ability to lend to Northern Virginia small businesses. Having greater access to capital would increase growth opportunities for our small businesses which will lead to the creation of new jobs in our community.

Small businesses are the backbone of our economy. They account for more than half of non-farm private GDP, employ just over half of all American workers and represent 99.7% of all employer firms. Small businesses have also been the main job creators in our economy over the last 15 years. From 1993 to 2008 small businesses accounted for 64 percent of the 22.5 million net new jobs created in the United States.

According to the U.S. Treasury Department, the countries largest banks reduced their collective small business lending balance by \$1 billion in November 2009. While large financial institutions have reined in their lending to small businesses, community banks have not. As of January 2009, community banks made 20% of all small-business loans, even though they represent only about 12% of all bank assets. In addition, community banks make about 50% of all small business loans under \$100,000.

On the county level I have been promoting actions that create the best environment for our job creators - small businesses - to succeed and thrive. I have cut regulations that hurt our small businesses, including my successful effort to stop a regulation that was devastating our local home improvement businesses.

Small businesses are the nation's chief job creators, not bloated government programs. As your next representative I will work to create the environment where the next AOL, Hewlett Packard, or Apple computer will be founded in a basement or garage right here in Northern Virginia. I ask for your support and your vote on June 8th.