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November 30, 2021

The Honorable Blaine Luetkemeyer
Ranking Member
Committee on Small Business
U.S. House of Representatives
Washington, D.C. 20515

Dear Ranking Member Luetkemeyer:

On behalf of ICBA and the nearly 50,000 community bank locations we represent, I write to thank you for introducing H.R. 6037, which would prohibit the Small Business Administration (SBA) from making direct loans under the 7(a) program. A provision to authorize such loans is included in the House Build Back Better Act.

The SBA has a poor track record in direct lending. The last time the agency engaged in direct lending in the 1990s, subsidy rates were found to be “10 to 15 times” higher than for its loan guarantee program, according to a [recent Congressional Research Service report](#). The recent Economic Injury Disaster Loan (EIDL) program, an SBA direct loan program, has been rife with fraud and poorly executed.

SBA direct lending is a poor and costly alternative to private sector lending and would reach fewer borrowers. Today, there is a strong network of community banks, Community Development Financial Institutions, and other lenders already in place to meet demand for small business borrowers.

Bank and other private sector lender underwriting and expertise are what make the 7(a) program successful. They have direct ties to their communities, knowledge of local economic conditions and expertise honed over generations that cannot be duplicated by the SBA. Displacing these lenders would be a grievous error.

The Nation's Voice for Community Banks.®

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ICBA will continue working with policymakers to maximize the effectiveness of the 7(a) program for the small businesses they serve.

Thank you for your consideration.

Sincerely,

/s/

Rebeca Romero Rainey
President & CEO

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