

**Testimony for Public Hearing  
The House Committee on Small Business  
October 17, 2011**

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*Land of Opportunity: Pursuing the Entrepreneurial American Dream*

Good Afternoon Small Business Committee Members. My name is Manuel Martinez and I am a life long Entrepreneur and small business Mentor. I am also the President of the Greater Los Angeles Score Chapter. Score of Greater Los Angeles is an SBA sponsored organization that offers business workshops as well as face to face, over the phone and online mentoring sessions to striving entrepreneurs and current small business owners.

Just in the past 12 months alone we have mentored 6,288 small business owners and held 187 workshops with 4,677 attendees. According to the latest census data there is are over 1 million small businesses operating in the county of Los Angeles. As you can see with the minimal amount of resources available to our organization, we were only able to reach about 1.09% of all small business operating in the Greater Los Angeles area.

I am here today to ask you to continue to support the efforts of The Small Business Administration, Score and all other technical assistance programs available to small business owners today.

Special attention should be given to the following programs:

- High School Kids Graduating or Not Graduating with Entrepreneurship programs
- Entrepreneurship programs for people just being laid off from their jobs
- Entrepreneurship programs for struggling small business owners

While I am speaking as an advocate for all striving entrepreneurs who will be detrimentally affected by not having the your support in Congress, I also have personal experience being an an striving entrepreneur. You see, I am one of the more fortunate individuals in America because I made my business work and become successful. However it was not easy, I made a lot of mistakes along the way in my life as a business owner. As I remember the event that change my whole future, I was 16 years and experienced my Father been laid off from his 20 year old job and how it effected our whole family for about two years. I remember when he was unemployed he use to take me and my brother with him to collect cardboard and plastic recyclables just to put food on the table on a daily basis. That was the moment I promised to my self that I was never going to let any one or any company laid me off. If I had not experienced that event with my Father been laid off I probably would of quit being an entrepreneur and would of settle for job. As of today I have started, created, built and sold a number of business and currently working on three new small businesses.

I tell you my story, not to say that any one can be an entrepreneur, but rather to gain your support for all striving entrepreneurs in America Today.

Thank you for your time and consideration.

Sincerely,

Manuel R. Martinez