

Opening Statement for Chairwoman Aumua Amata Coleman Radewagen
House Committee on Small Business: Subcommittee on Health and Technology
“Tech Talks: How SBA Entrepreneurial Development Programs Have Evolved with Technology”
September 14, 2017

AS PREPARED FOR DELIVERY

Talofa lava. I call today’s Subcommittee on Health and Technology hearing to order.

I would like to thank everyone for joining us today.

Over the last two decades we have seen technology change and evolve at an exponential rate. As technology has continued to advance, businesses of all sizes have adopted various forms of technology as a way to increase efficiency and decrease costs. And as this reliance on technology has become more prevalent, more and more small businesses have found that an increased use of these technological tools is necessary to allow their businesses to compete and succeed in the market. Now, more than ever, every company needs a website, marketing campaigns have moved online, and the ability to accept credit or debit card payments (sometimes on the spot) can make or break a business’s bottom line. In a recent study, 80 percent of small businesses recognized this increased reliance on technology as a way of allowing their businesses to succeed. But they also reported that they were concerned about being able to afford and keep up with evolving technologies.

Today, we will look at how the Small Business Administration’s Entrepreneurial Development programs are serving as a resource to help small businesses develop and advance alongside this new technology. The SBA’s Entrepreneurial Development programs include the Service Corps of Retired Executives, or SCORE, Small Business Development Centers, Women’s Business Centers, and Veterans Business Outreach Centers. Each of the programs offers training and counseling to both aspiring entrepreneurs and existing small business owners on how to start, grow, and compete in the market.

In order to fulfill this mission, each of these Entrepreneurial Development programs has adapted its training and counseling programs to reflect the increased need their small business clients have for



technology based training and counseling. Given the large number of training locations and clients these programs serve, this type of program adjustment is no small task. In total, the Entrepreneurial Development programs have over 1,000 locations across the United States, including one in my home territory of American Samoa. They also have collectively trained more than 700,000 clients and advised or mentored more than 350,000 clients in fiscal year 2016 alone.

I look forward to hearing from each of our witnesses on the progress they have made and challenges their programs continue to face as they adapt their training and counseling curricula. I now yield to Ranking Member Lawson for his opening statement.

