



January 6, 2020

The Honorable Mitch McConnell  
Majority Leader  
U.S. Senate  
Washington, DC 20510

The Honorable Charles Schumer  
Democratic Leader  
U.S. Senate  
Washington, DC 20510

Dear Majority Leader McConnell and Democratic Leader Schumer:

On behalf of the International Franchise Association (IFA), the world's oldest and largest organization representing franchising worldwide, I write in strong support of the nomination of Jovita Carranza, current Treasurer of the United States, to serve as Administrator of the U.S. Small Business Administration (SBA). SBA's lending programs are invaluable to the nation's small businesses, which include over 733,000 locally owned franchise businesses. The entrepreneurs who make up the franchising system directly contribute \$674.3 billion in economic output, accounting for roughly 2.5% of the private sector U.S. GDP.

IFA has long appreciated our strong relationship with the SBA and its support of the franchise sector. The SBA 7(a) loan program, in particular, is the primary source of funding many franchisees rely on for site development, property leasing, and more. Many franchisors additionally benefit from the ability of their franchisees and prospective franchisees to seek SBA-backed financing for franchise development and system expansion.

Thousands of American small business franchises rely on the capital and counseling provided by the SBA, and IFA welcomes Jovita Carranza's nomination to ensure that the vital work of SBA continues uninterrupted. We look forward to working with Ms. Carranza to help these small entrepreneurs prosper. Thank you for considering our views.

Sincerely,

A handwritten signature in black ink, appearing to read "Matt Haller", written in a cursive style.

Matt Haller  
Senior Vice President, Government Relations & Public Affairs  
International Franchise Association

cc: Members, U.S. Senate