



Thomas M. Sullivan
Chief Counsel for Advocacy

Thomas M. Sullivan, the U.S. Small Business Administration's fifth Chief Counsel for Advocacy, represents a new generation of small business leadership. Nominated by the President and confirmed by the U.S. Senate, he is charged with independently advancing the views, concerns and interests of small business before Congress, the White House, federal regulatory bodies, and state policy makers.

Congress created the Office of Advocacy in 1976 to serve as the watchdog for small business within the federal government. Last year the office helped save America's small businesses over \$6 billion in money they would have spent attempting to comply with federal regulations.

Upon his confirmation in January 2002, Tom Sullivan began opening channels for small business concerns to be heard at the highest levels of government. Within two months, President Bush announced his Small Business Plan, which named as key priorities strengthening the Office of Advocacy and "giving small businesses a voice in the complex and confusing federal regulatory process." On August 13, 2002, the President signed Executive Order 13272, designed to direct federal agency attention to regulatory impacts on small firms.

As Chief Counsel, Tom heads a team of attorneys and economists who work to remove regulatory barriers to entrepreneurial growth, conduct economic research, and publish data on small businesses' contributions to the economy. Through the

Office of Advocacy, Tom is working to elevate small business' visibility within all levels of government.

Sullivan's dedication to small business can be traced to his previous work experience, most recently as the Executive Director of the National Federation of Independent Business (NFIB) Legal Foundation, which provides guidance on legal issues to small businesses and promotes a pro small business agenda in the nation's courts.

Named by *Fortune Small Business* magazine as one of the "Power 30 most influential folks in Washington" in September 2000, he was described as "an affable lawyer...respected by regulators for his well researched positions on issues affecting small business."

Before taking the helm of the NFIB Legal Foundation, Tom served as NFIB's Regulatory Policy Counsel. There he saw clearly the hurdles small employers face in dealing with the federal government's legislative and rulemaking processes. His previous government service was in the Environmental Protection Agency and the U.S. Department of Justice.

Tom Sullivan received his law degree from Suffolk University in Boston, MA and his undergraduate degree in English from Boston College. He is admitted to both the District of Columbia Court of Appeals and the Supreme Judicial Court of Massachusetts. He and his wife, Juliane, reside in Alexandria, Virginia.