CENTER FOR ENTREPRENEURIAL OPPORTUNITY

BUSINESS OPPORTUNITY POLICY PLATFORM

The Center for Entrepreneurial Opportunity (CEO) advances federal policies that break down barriers to entrepreneurship and help more Americans start, grow, and sustain successful businesses.

The **Business Opportunity Policy Platform** offers Congress a comprehensive agenda to make America the easiest place to start, grow, and pass on a business. Its practical, actionable proposals tackle the barriers entrepreneurs face at every stage—from launching a business and securing growth capital to preserving successful businesses for the next generation.

21%
of new businesses fail in their first year.

1 IN 3
small businesses generate over $1 million in annual revenue, but only 5% exceed $10 million.

6M
small and medium-sized businesses will face an ownership transition in the next decade.

Begin. Build. Beyond.

BEGIN
Breaking Down Barriers to Entry

Great business ideas are everywhere, but too many aspiring entrepreneurs are held back by startup costs, complex regulations, and limited access to capital and support.

BUILD
Unlocking Small Business Growth

Starting a business is only the beginning. Too many promising firms struggle to secure the capital, customers, talent, and expertise they need to grow into thriving employers.

BEYOND
Securing the Next Chapter of Ownership

Millions of small business owners are approaching retirement, putting businesses, jobs, and community wealth at risk. Better succession planning and financing can help preserve these businesses for the next generation.

BUSINESS OPPORTUNITY POLICY PLATFORM

From removing startup barriers to unlocking growth capital and preserving Main Street businesses, the Business Opportunity Policy Platform offers dozens of actionable federal policy solutions. Here are 15 proposals to help entrepreneurs start, grow, and pass on successful businesses.

Begin

REGULATORY AND COMPLIANCE RELIEF

Single-Window Business Formation Portal

One digital portal to handle registration, licensing, tax enrollment, and permitting across federal, state, and local governments—cutting red tape and making it easier to get started.

CAPITAL ACCESS AND FINANCING

Zero-Down Entrepreneurship

Reduce barriers to SBA-backed startup capital by eliminating down payment requirements for qualified first-time entrepreneurs.

HOUSEHOLD FINANCIAL SECURITY

Expand Self-Employment Assistance

Modernize unemployment support to help more people pursue entrepreneurship as a pathway back to financial independence.

TARGETED ENTREPRENEURIAL SUPPORT

Re-entry Entrepreneurship Program

An SBA pilot offering training, technical assistance, and capital for formerly incarcerated individuals seeking to build businesses and economic independence.

INFRASTRUCTURE AND REGIONAL ACCESS

Public Library Entrepreneurship Hubs

Transform libraries in rural and economically distressed communities into hubs with broadband, co-working space, and virtual technical assistance.

Build

GROWTH CAPITAL AND FINANCING

Next Stage Capital Fund

Co-investment funds, seeded with federal dollars, that partner with private lenders to offer flexible, patient capital to growth-stage firms.

REACHING NEW MARKETS AND CUSTOMERS

Leverage Online Marketplaces

Allow federal agencies to count qualifying purchases from small and disadvantaged businesses through online marketplaces toward their procurement goals.

TALENT AND WORKFORCE DEVELOPMENT

Small Business Workforce Growth Credit

A tax credit for small firms that add employees to offset the cost of hiring and onboarding new employees, with greater support for the earliest hires.

ADVISORY SUPPORT AND TECHNICAL ASSISTANCE

University-Based MBA Clinics

Establish small business clinics where MBA students can offer high-touch strategic consulting and advising, modeled on legal clinics.

DIGITAL MODERNIZATION

Digital Modernization Grants

Grants to help small businesses adopt and access modern digital tools, including cybersecurity systems, AI, and e-commerce platforms.

Beyond

EXIT READINESS AND ADVISORY SUPPORT

Exit Advisor Network

Build a national network of trained succession advisors within the SBA resource partner network.

EXIT READINESS AND ADVISORY SUPPORT

Succession Planning Tax Credit

Offset the cost of developing and implementing succession plans before retirement or an unexpected transition puts their business at risk.

ACQUISITION AND TRANSITION CAPITAL

Legacy Capital Fund

A revolving fund giving patient capital to employees and local buyers acquiring viable businesses at risk of closing.

ACQUISITION AND TRANSITION CAPITAL

Seller Financing Tax Credit

A tax credit to encourage retiring owners to finance part of the sale, helping qualified buyers bridge financing gaps.

BUSINESS SALE AND TRANSFER SUPPORT

Main Street Continuity Fund

A Fund state and local partners to build networks connecting owners, buyers, advisors, and financing.

To learn more about CEO,
scan the QR code or visit ceopolicy.org.