



100 WEST ALAMEDA AVE.
BURBANK, CALIFORNIA
91502-2208
TEL 818.972.9000
FAX 818.953.4065
WWW.WWM.TV

Fellow California NFIB Members,

My name is Sunder Ramani and I am grateful to be selected to once again chair California's NFIB Leadership Council on behalf of the thousands of NFIB members in this state.

As background on my small business experience, my career to date has included manufacturing, commercial aviation, commercial construction, land use, property management, and currently, broadcast media services. All these were "Main Street" businesses and employed hundreds of employees earning the primary paychecks for their families.

Your membership in NFIB sets you apart from other small-business owners by showing you care more about the health and prosperity of all small businesses. This letter is not asking for money, your dues have contributed to that, but it is asking for something as valuable—a little bit of your time.

We would be grateful if you would consider reaching out to business owners within your network and ask if they would consider becoming a part of the NFIB. The more members we have, the louder we speak, and the better our message is remembered by policymakers in Sacramento.

As one of our elite members, you have consistently completed our surveys, supported our PAC, and have helped spread the small-business message throughout your community. Thank you. And please keep it up. Anything extra you can give of your time, such as letting us know if you would like to be someone the media can call on for a comment or if you would like to testify on a bill we alert you to through our Action Alerts, would be a big help.

What we need most, however, is to grow our membership, and I believe we have the best reason possible: NFIB is the only business group that speaks for small business in a voice that is shaped through regular balloting of members like you. Our lobbying agenda in the State Capitol and in Congress is set by our members. No other association can say that.

Throughout my small business experience, I have gained a fundamental appreciation of the importance of getting involved in the policies affecting your right to own, operate, and grow your business. An old saying around NFIB warns that "If you don't have a seat at the table, you will be on the menu."

We will be careful with your gift of time. I look forward to making our collective energy one of the strongest, most positive forces in politics and public policy. Send me an email if I can provide any further information. It would be nice to meet you.

Sincerely,

Sunder Ramani
California LC Chair 2021-22
(sunder@grfour.com)