



1121 L St. Suite 700
Sacramento, CA 95814
916-448-9904
www.nfib.com/california

February 21, 2023

Dear Assemblymember Rivas:

Congratulations and welcome back to the State Legislature. Small business salutes your commitment to public service.

In California, small business is no small matter. According to the U.S. Small Business Administration, Main Street firms in the Golden State account for 99.8% of all businesses, employing 7.4 million workers, which is 48% of the state's private-sector workforce. NFIB has proudly served as the Voice of Small Business for 80 years. The typical NFIB member employs 10 people and reports gross sales of about \$500,000 a year.

It has been the educational mission of NFIB for these past eight decades to remind policymakers that small businesses are not smaller versions of big businesses and that a one-size-fits-all rule, regulation, or tax can do the mom-and-pop enterprises in your district more harm than good.

Much of our small business issues can be read in our NFIB California Main Street Minute weekly reports on our web page, www.nfiib.com/ca. Broadly stated, our lobbying agenda seeks to:

- Lower the cost of doing business in California
- Have fewer/more sensible regulations
- And see an end to frivolous lawsuits that are not so frivolous to the pocketbooks of small businesses

We are proud to welcome Tim Taylor as NFIB California's Chief Legislative Advocate, who would love to find a way for NFIB to partner with you on legislation beneficial to the people and businesses that gave many of us our first jobs, feed the local economy and support our local schools and teams.

We would also be happy to arrange for you to meet with some of your NFIB small business constituents to learn more about your small business priorities and allow them to share their issues in more detail at a time convenient for you. If you are interested in coordinating such a meeting with your small business owners, or have any questions or ideas, please feel free to reach out to Taylor Criddle, taylor.criddle@NFIB.org. All the best laws come from collaboration.

Sincerely,

A handwritten signature in black ink that reads "Sunder Ramani".

Sunder Ramani
Chair
NFIB CA Leadership Council

A handwritten signature in black ink that reads "John Kabateck".

John Kabateck
California State Director
NFIB