



January 18, 2022

The Honorable Nancy Pelosi
Speaker of the House of Representatives
U.S. House of Representatives
United States Capitol
Washington, DC 20515

The Honorable Chuck Shumer
Majority Leader
U.S. Senate
United States Capitol
Washington, DC 20510

The Honorable Mitch McConnell
Minority Leader
U.S. Senate
United States Capitol
Washington, DC 20510

The Honorable Kevin McCarthy
Minority Leader
U.S. House of Representatives
United States Capitol
Washington, DC 20515

Dear Lawmakers:

On behalf of the Small Business Roundtable ([SBR](#)), we write to you urging policymakers to keep entrepreneurs as a leading stakeholder for all economic legislation. As you know, small businesses are America's economic frontline and any national debate must prioritize not only our voice, but also how our nation's job creators will be impacted. As noted in a recent Department of Labor report, "*The pandemic has unleashed a historic burst in entrepreneurship and self-employment. Hundreds of thousands of Americans are striking out on their own as consultants, retailers and small-business owners.*" The growth requires continued thoughtful policy ideas and solutions, especially around technology and digital tools, which is why we write to you today.

Small Business Roundtable is a coalition of leading small business and entrepreneurship organizations, dedicated to advancing policy, securing access, and promoting inclusion to benefit the businesses at the heart of the American economy. Thank you for the ongoing partnership with your offices and for considering these viewpoints today.

Millions of small businesses are successfully navigating the "Great Pivot," and have leveraged tools and knowledge to modify business operations and sales to succeed. As we have noted in our research, much of that success is tied to taking businesses online and engaging in digital commerce in online marketplaces.



There is, however, another story. For millions of brick and mortar businesses, 2021 continued a multi-year depression. Despite our country’s best efforts, COVID-19 continues to dampen the ability for these businesses – the hallmark of the American “mom & pop” – from breaking even, let alone turning a profit.

It follows that technology – from the view of entrepreneurs – is a double-edged sword. The vast majority leveraged its capabilities to navigate this challenging time. Others, instead, saw technology only deepen inequities across business owners.

Congress is simultaneously debating how to develop policies related to technology and digital tools, and in that vein we are sharing our perspectives:

We agree: We are living in a new unprecedented time where technology and innovative digital tools play an outsized role in our lives and in the market. We need to find a new way to regulate this and update rules to make a more level playing field for small businesses.

We agree: Online marketplaces have dramatically lowered barriers for small businesses, resulting in even more competition that has benefited consumers. The number of American small and medium sized business (SMBs) selling on these new platforms has grown exponentially.

But, above all we agree: The story here is not black and white. Writing a new set of rules in a vacuum doesn’t help entrepreneurship or small business. Neither does ignoring the fact that new rules are needed to build a more equitable economy than the one we had before Covid-19.

As this next session of Congress moves forward, we encourage you to work together to find solutions that provide a fair set of rules that protect consumers and Main Street while also harnessing the power of technology and digital tools that has helped many small businesses survive and grow during a pandemic. Over the course of the year, our organization will be working with a bipartisan set of policy makers, thought leaders and business owners to find common ground that will help our country remain a bastion on forward thinking entrepreneurship. We look forward to working with you.



Thank you for your service and dedication to the United States and the more than 30 million small business owners that drive and shape our economy. We appreciate your consideration and are available at your convenience, please reach out to Ashlyn@smallbusinessroundtable.org with any questions you may have.

Respectfully,

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National LGBT Chamber of Commerce

National Association for the Self-Employed

National Association of Women Business Owners

National Asian/Pacific Islander American Chamber of Commerce & Entrepreneurship

National Small Business Association

NextGen Chamber of Commerce

Small Business & Entrepreneurship Council

U.S. Black Chambers, Inc.

United States Hispanic Chamber of Commerce

Women Impacting Public Policy

CC:

U.S. Senate Committee on Small Business and Entrepreneurship

U.S. House Committee on Small Business