



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: SB 3		DATE: 4/5/2023	
COMMITTEE: Economic Development			
TESTIFYING: <input checked="" type="checkbox"/> IN SUPPORT OF <input type="checkbox"/> IN OPPOSITION TO <input type="checkbox"/> FOR INFORMATIONAL PURPOSES			
WITNESS NAME			
REGISTERED LOBBYIST:			
WITNESS NAME: BRAD JONES		PHONE NUMBER: 573-619-3077	
REPRESENTING: NATIONAL FEDERATION OF INDEPENDENT BUSINESS		TITLE: NFIB STATE DIRECTOR	
ADDRESS: 308 E. HIGH			
CITY: JEFFERSON CITY		STATE: MO	ZIP: 65101
EMAIL: Brad.Jones@nfib.org	ATTENDANCE: In-Person	SUBMIT DATE: 4/4/2023 3:05 PM	
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WITNESS NAME			
REGISTERED LOBBYIST:			
WITNESS NAME: DAVID OVERFELT		PHONE NUMBER: 573-230-6006	
REPRESENTING: MISSOURI RETAILERS ASSOCIATION; MISSOURI GROCERS ASSOCIATION		TITLE: PRESIDENT	
ADDRESS: 618 E CAPITOL			
CITY: JEFFERSON CITY		STATE: MO	ZIP: 65109
EMAIL: dave@moretailers.com	ATTENDANCE: Written		SUBMIT DATE: 4/4/2023 4:35 PM
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We support passing incentives to expand the economy.



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WITNESS NAME			
REGISTERED LOBBYIST:			
WITNESS NAME: JAMES HARRIS		PHONE NUMBER: 573-761-7875	
REPRESENTING: CECERO ACTON		TITLE: LOBBYIST	
ADDRESS: 122 EAST HIGH STREET, SUITE 200			
CITY: JEFFERSON CITY		STATE: MO	ZIP: 65101
EMAIL:	ATTENDANCE:	SUBMIT DATE: 4/5/2023 12:00 AM	
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WITNESS NAME			
INDIVIDUAL:			
WITNESS NAME: JASON GRILL		PHONE NUMBER:	
BUSINESS/ORGANIZATION NAME:		TITLE:	
ADDRESS:			
CITY:		STATE:	ZIP:
EMAIL: jgrillmedia@gmail.com	ATTENDANCE: Written		SUBMIT DATE: 4/4/2023 10:13 AM
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New businesses create almost all net new jobs in the United States. Entrepreneurs create stronger communities, grow GDP, create homegrown jobs, increase community wealth, diversity goods and services, increase lifetime incomes, and fight inequality and poverty. Yet government processes and the system overall make it harder on them to start and grow with many barriers. This has contributed to a startup slump for decades in America. Young businesses create jobs, while older businesses shed jobs. This bill sets the path to remove obstacles that hinder entrepreneurship. This legislation expands entrepreneurial opportunity for all while level leveling the playing field for people to pursue their dreams. The Office of Entrepreneurship will concentrate on strengthening policies that lower barriers to entrepreneurs in the state across demographic segments and geographic areas. Additionally, it will be tasked with the important work of tracking data, metrics, and impact in the state for businesses under three years of age in the areas of government contracts, workforce development, and economic development. Government contracts favor incumbent, established big businesses. They know how the process works and can weave through a complicated system. This hinders new businesses and job creation. One government contract can make a major difference on the trajectory of a young company's growth and offer real legitimacy for a newer business. In many cases they can and will do a better job than a larger, older business. 92% of voters across all three partisan groups believe it is currently difficult to start and grow a new business. 83% of voters across all three partisan groups want to see an office and/or website that serves as a one-stop-shop to assist any entrepreneur looking to start and grow a business. The Right to Start Act and Office of Entrepreneurship are pro-growth measures, which will remove barriers to starting, advance homegrown job creation, and build a stronger connection between entrepreneurs and state government. These measures show that Missouri is an innovative place that values entrepreneurship, new, young company growth and small businesses.



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WITNESS NAME			
BUSINESS/ORGANIZATION:			
WITNESS NAME: JEREMY CADY		PHONE NUMBER: 573-799-3277	
BUSINESS/ORGANIZATION NAME: AMERICANS FOR PROSPERITY		TITLE: STATE DIRECTOR	
ADDRESS: PO BOX 94			
CITY: JEFFERSON CITY		STATE: MO	ZIP: 65102
EMAIL: jcady@afphq.org	ATTENDANCE: Written	SUBMIT DATE: 4/3/2023 6:46 PM	
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WITNESS NAME			
BUSINESS/ORGANIZATION:			
WITNESS NAME: MATT MORROW		PHONE NUMBER: 417-862-5567	
BUSINESS/ORGANIZATION NAME: SPRINGFIELD AREA CHAMBER OF COMMERCE		TITLE: PRESIDENT AND CEO	
ADDRESS: 202 S. JOHN Q. HAMMONS PARKWAY			
CITY: SPRINGFIELD		STATE: MO	ZIP: 65806
EMAIL: lmustoe@springfieldchamber.com	ATTENDANCE: Written		SUBMIT DATE: 4/3/2023 10:01 AM

THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.

April 5, 2023The Honorable Brad Hudson and members of the House Committee on Economic DevelopmentHouse Committee on Economic Development201 W Capitol Avenue, Room 207-AJefferson City, MO 65101 Dear Chairman Hudson and members of the House Committee on Economic Development:On behalf of the Springfield Area Chamber of Commerce and our 1500-member businesses, please accept this letter of support for Senate Bill 3.Senate Bill 3 would establish provisions related to regulatory relief for participating businesses, known as the Regulatory Sandbox Act, as well as provide support for entrepreneurial efforts through the Right-To-Start Act and Office of Entrepreneurship. The business community has a lengthy history of generating innovative approaches to providing quality products and services to customers, as well as new ways to recruit and retain a robust and skilled workforce. State efforts to reduce regulatory burdens for businesses is a crucial piece of creating a robust business climate in Missouri, and SB 3 would help establish long-standing opportunities for businesses to continue to be creative and best meet the demands of clients, consumers and employees.The Chamber supports continued efforts to ease applicable statutory and regulatory burdens to streamline processes and promote business efficiency, and we appreciate your consideration and encourage your support of SB 3. Sincerely, Matt Morrow President and CEO, Springfield Area Chamber of Commerce 202 S John Q Hammons Parkway Springfield, MO 65806



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WITNESS NAME			
BUSINESS/ORGANIZATION:			
WITNESS NAME: MILES ZELLER		PHONE NUMBER:	
BUSINESS/ORGANIZATION NAME: ALTCAP		TITLE: POLICY AND RESEARCH ASSOCIATE	
ADDRESS: 3200 WAYNE AVE			
CITY: KANSAS CITY		STATE: MO	ZIP: 64109
EMAIL: miles@altcap.org	ATTENDANCE: Written	SUBMIT DATE: 4/4/2023 12:51 PM	
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House Economic Development Committee: AltCap writes to you today in support of SB 3, particularly the provisions within the bill enacting the Right to Start Act and the establishment of the Office of Entrepreneurship. AltCap is a Kansas City-based community development financial institution (CDFI) that brings affordable capital to our region's small businesses and entrepreneurs. We understand the barriers entrepreneurs face when trying to start or grow their business and are encouraged by the General Assembly's recognition of these barriers and their efforts to address them. Enacting the Right to Start Act will be a win for Missouri's young businesses. Increasing data collection regarding Missouri businesses in their early stages of development will help to understand the different challenges they face and develop new ways to address them, particularly for minority-owned, women-owned, and veteran-owned small businesses. Developing unique ways to help our state's small businesses will be an economic catalyst as small businesses are proven to create well-paying, accessible jobs. Furthermore, small businesses play a key role in new product development, and their owners have a reputation for being highly-engaged members of their community. Additionally, AltCap is excited by the potential that lies within a prospective Office of Entrepreneurship. Having an office in our state government acting as a voice for our small business community will provide vital support for current businesses and be an attractive feature for entrepreneurs considering creating their own business. We appreciate the legislature's efforts to study the specific challenges our state's young small businesses face and are encouraged by the Bill's aim to provide additional resources for small businesses in their early years of development. While AltCap supports the Right to Start Act, and the establishment of the Office of Entrepreneurship, AltCap neither endorses nor opposes the "Regulatory Sandbox Act" provision within this bill. We thank you for the opportunity to express our support of this legislation.



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WITNESS NAME			
REGISTERED LOBBYIST:			
WITNESS NAME: PHILLIP ARNZEN		PHONE NUMBER: 314-952-4373	
REPRESENTING: MISSOURI CHAMBER OF COMMERCE AND INDUSTRY		TITLE:	
ADDRESS: 428 E CAPITOL			
CITY: JEFFERSON CITY		STATE: MO	ZIP: 65101
EMAIL: parnzen@mochamber.com	ATTENDANCE: In-Person		SUBMIT DATE: 4/5/2023 8:05 AM

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Promotes economic development and entrepreneurs in our state.



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WITNESS NAME			
BUSINESS/ORGANIZATION:			
WITNESS NAME: RAY MCCARTY		PHONE NUMBER: 573-680-9478	
BUSINESS/ORGANIZATION NAME: ASSOCIATED INDUSTRIES OF MISSOURI		TITLE: PRESIDENT/CEO	
ADDRESS: 3234 W. TRUMAN BLVD.			
CITY: JEFFERSON CITY		STATE: MO	ZIP: 65109
EMAIL: rmccarty@aimo.com	ATTENDANCE: In-Person		SUBMIT DATE: 4/4/2023 3:33 PM

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We support this bill that provides benefits to smaller businesses and startups, including providing a regulatory sandbox as a way to allow development of new ideas and technologies without regulatory burden (subject to agreement by state agencies).



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WITNESS NAME			
REGISTERED LOBBYIST:			
WITNESS NAME: SARAH SCHLEMEIER		PHONE NUMBER: 573-634-4876	
REPRESENTING: NEXT MISSOURI		TITLE: LOBBYIST	
ADDRESS: 213 EAST CAPITOL AVENUE			
CITY: JEFFERSON CITY		STATE: MO	ZIP: 65101
EMAIL:	ATTENDANCE:	SUBMIT DATE: 4/5/2023 12:00 AM	
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WITNESS NAME			
REGISTERED LOBBYIST:			
WITNESS NAME: SHANNON COOPER		PHONE NUMBER: 660-890-1432	
REPRESENTING: GREATER KANSAS CITY CHAMBER OF COMMERCE		TITLE: LOBBYIST	
ADDRESS: 208 MADISON			
CITY: JEFFERSON CITY		STATE: MO	ZIP: 65101
EMAIL:	ATTENDANCE:	SUBMIT DATE: 4/5/2023 12:00 AM	
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WITNESS NAME			
BUSINESS/ORGANIZATION:			
WITNESS NAME: VICTOR W. HWANG		PHONE NUMBER: 650-646-1122	
BUSINESS/ORGANIZATION NAME: RIGHT TO START		TITLE: FOUNDER & CEO	
ADDRESS: 12908 CATALINA ST.			
CITY: LEAWOOD		STATE: KS	ZIP: 66209
EMAIL: victor@righttostart.org	ATTENDANCE: Written		SUBMIT DATE: 4/4/2023 10:45 AM
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The Right to Start Act and the Office of Entrepreneurship expand entrepreneurial opportunity for everyone. The bill is pro-job, pro-growth legislation that will drive economic growth in Missouri. Entrepreneurs are the heart of the American economy. They create almost all net job growth. They raise incomes and community wealth. They help fight inequality and poverty. All of us benefit when more people are job makers, not just job takers. But the system is unfavorable towards entrepreneurs. New businesses struggle harder. Survey data from the Kauffman Foundation shows that entrepreneurs are left out. 81% of entrepreneurs says that government favors big businesses over them. 69% say government doesn't care about them at all. Rural America has seen a 44% decline in entrepreneurship since 1995. Nonetheless, the entrepreneurial spirit is deep in our DNA. 94% of voters – nearly unanimously across party lines – say “it’s important to America’s future” that citizens have a fair opportunity to start and grow their own businesses. However, 92% of voters say that starting a new business today is difficult or very difficult. Research shows the system is inherently tilted against entrepreneurs who struggle to compete for government contracts. You can have better products and services, but still struggle to navigate procurement processes. Tracking specific data regarding government contracts for young and small businesses is a big first step for Missouri. Who are these entrepreneurs? Some are tech startups. But they’re also businesses started on kitchen tables, in garages, and in basements throughout Missouri. They’re corner stores and businesses on Main Streets. They come from all walks of life. Designating an Office of Entrepreneurship will ensure that entrepreneurs have a point of contact in Missouri government, as well as a someone who will work to lessen barriers to starting. Entrepreneurs have too little time and money to speak for themselves. This office will connect with entrepreneurs and serve as a one-stop shop for entrepreneurs navigating Missouri. The Right to Start Act and Office of Entrepreneurship will make Missouri a national leader in supporting new, young companies and those who create the jobs in our economy. It’s time we unleash the entrepreneurial power of our citizens. Thank you.



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WITNESS NAME			
INDIVIDUAL:			
WITNESS NAME: ARNIE C."HONEST-ABE" DIENOFF-STATE PUBLIC ADVOCATE		PHONE NUMBER:	
BUSINESS/ORGANIZATION NAME:		TITLE:	
ADDRESS:			
CITY:		STATE:	ZIP:
EMAIL: arniedienoff@yahoo.com		ATTENDANCE: Written	SUBMIT DATE: 4/5/2023 11:32 PM

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I am Opposed to this Bill. This Bill is Filled Corporate and Business Welfare. It is full of Giveaways, Freebies and Tax-Credits. Defeat this Bill! This Bill is terrible for Missouri!