



MISSOURI HOUSE OF REPRESENTATIVES  
**WITNESS APPEARANCE FORM**

BILL NUMBER: <b>SB 894</b>		DATE: <b>4/16/2024</b>	
COMMITTEE: <b>General Laws</b>			
<b>TESTIFYING:</b> <input checked="" type="checkbox"/> IN SUPPORT OF <input type="checkbox"/> IN OPPOSITION TO <input type="checkbox"/> FOR INFORMATIONAL PURPOSES			
<b>WITNESS NAME</b>			
<b>REGISTERED LOBBYIST:</b>			
WITNESS NAME: <b>BRAD JONES</b>		PHONE NUMBER: <b>619-3077</b>	
REPRESENTING: <b>NFIB (NATIONAL FEDERATION OF INDEPENDENT BUSINESS)</b>		TITLE: <b>STATE DIRECTOR</b>	
ADDRESS: <b>308 E. HIGH</b>			
CITY: <b>JEFFERSON CITY</b>		STATE: <b>MO</b>	ZIP: <b>65101</b>
EMAIL: <b>Brad.Jones@nfib.org</b>	ATTENDANCE: <b>In-Person</b>	SUBMIT DATE: <b>4/16/2024 10:30 AM</b>	
<b>THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.</b>			



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<b>WITNESS NAME</b>			
<b>REGISTERED LOBBYIST:</b>			
WITNESS NAME: <b>CARA ALEXANDER STARK</b>		PHONE NUMBER: <b>573-645-9431</b>	
REPRESENTING: <b>KC TECH COUNCIL</b>		TITLE:	
ADDRESS: <b>630 BOLIVAR ST., SUITE 201</b>			
CITY: <b>JEFFERSON CITY</b>		STATE: <b>MO</b>	ZIP: <b>65109</b>
EMAIL:	ATTENDANCE:	SUBMIT DATE: <b>4/16/2024 12:00 AM</b>	
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<b>WITNESS NAME</b>			
<b>REGISTERED LOBBYIST:</b>			
WITNESS NAME: <b>DAVID SAMUEL OVERFELT</b>		PHONE NUMBER: <b>573-230-6006</b>	
REPRESENTING: <b>MISSOURI RETAILERS ASSOCIATION; MISSOURI GROCERS ASSOCIATION; MISSOURI TIRE INDUSTRY ASSOCIATION</b>		TITLE: <b>PRESIDENT</b>	
ADDRESS: <b>618 E CAPITOL, PO 1336</b>			
CITY: <b>JEFFERSON CITY</b>		STATE: <b>MO</b>	ZIP: <b>65102</b>
EMAIL: <b>dave@moretailers.com</b>	ATTENDANCE: <b>Written</b>		SUBMIT DATE: <b>4/15/2024 12:01 PM</b>

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**The Missouri Retailers, Missouri Grocers and the Missouri Tire Industry support SB 894.**



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<b>WITNESS NAME</b>			
<b>REGISTERED LOBBYIST:</b>			
WITNESS NAME: <b>JAMES HARRIS</b>		PHONE NUMBER: <b>573-761-7875</b>	
REPRESENTING: <b>OPPORTUNITY SOLUTIONS PROJECT, CICERO ACTION</b>		TITLE:	
ADDRESS: <b>122 EAST HIGH STREET, SUITE 200</b>			
CITY: <b>JEFFERSON CITY</b>		STATE: <b>MO</b>	ZIP: <b>65101</b>
EMAIL:	ATTENDANCE:	SUBMIT DATE: <b>4/16/2024 12:00 AM</b>	
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<b>WITNESS NAME</b>			
<b>INDIVIDUAL:</b>			
WITNESS NAME: <b>JASON GRILL</b>		PHONE NUMBER:	
BUSINESS/ORGANIZATION NAME:		TITLE:	
ADDRESS:			
CITY:		STATE:	ZIP:
EMAIL: <b>jgrillmedia@gmail.com</b>	ATTENDANCE: <b>Written</b>		SUBMIT DATE: <b>4/15/2024 2:52 PM</b>
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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 since the 1970's. 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. 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. Young businesses create jobs, while older businesses shed jobs. This bill sets the path to remove obstacles and barriers that hinder entrepreneurship. This policy expands entrepreneurial opportunity for all. Having an Office of Entrepreneurship inside Economic Development would help entrepreneurs with a dedicated liaison for them inside state government who would be tasked with working to coordinate policies affecting entrepreneurs, cutting red tape, streamlining processes, and tracking important entrepreneurial data and metrics on government contracts for young companies. 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. Entrepreneurs need at least one person at the state government level in Missouri working on their behalf who eat, breathe and sleep their issues and help them navigate and streamline processes, as well as enhancing entrepreneurship as economic development in the state. This policy is a pro-growth measure, which will remove barriers and streamline processes to starting, advance homegrown job creation, and build a stronger connection between entrepreneurs and state government. Please support this measure because entrepreneurs are critical to the Missouri economy – for jobs, growth, incomes, lowering inequality, lowering poverty, competitiveness – and it's time we unleash the entrepreneurial power of our citizens.



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<b>WITNESS NAME</b>			
<b>REGISTERED LOBBYIST:</b>			
WITNESS NAME: <b>KARA CORCHES</b>		PHONE NUMBER: <b>573-634-3511</b>	
REPRESENTING: <b>MISSOURI CHAMBER OF COMMERCE &amp; INDUSTRY</b>		TITLE:	
ADDRESS: <b>420 EAST CAPITOL AVENUE</b>			
CITY: <b>JEFFERSON CITY</b>		STATE: <b>MO</b>	ZIP: <b>65101</b>
EMAIL:	ATTENDANCE:	SUBMIT DATE: <b>4/16/2024 12:00 AM</b>	
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<b>WITNESS NAME</b>			
<b>BUSINESS/ORGANIZATION:</b>			
WITNESS NAME: <b>VICTOR HWANG</b>		PHONE NUMBER:	
BUSINESS/ORGANIZATION NAME: <b>RIGHT TO START</b>		TITLE: <b>FOUNDER &amp; CEO</b>	
ADDRESS:			
CITY: <b>OVERLAND PARK</b>		STATE: <b>KS</b>	ZIP: <b>66213</b>
EMAIL: <b>victor@righttostart.org</b>	ATTENDANCE: <b>Written</b>		SUBMIT DATE: <b>4/16/2024 10:10 AM</b>
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The Right to Start Act expands 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. 81% say government favors large established companies over them. 69% say government doesn't care about them. Rural America has seen a 44% decline in entrepreneurship since 1995. Working towards 5% of state contracts to entrepreneurs gives a huge boost to young emerging businesses, without additional government spending. 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. 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 someone watches out for entrepreneurs in Missouri government. Entrepreneurs have too little time and money to speak for themselves. This office will connect with entrepreneurs and look out for their issues. We have a once-in-a-generation moment to transform the capital landscape. Thank you. This legislation will make Missouri a national leader in supporting new and young companies and those who create the jobs in our economy.



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<b>INDIVIDUAL:</b>			
WITNESS NAME: <b>ARNIE C. AC "HONEST-ABE" DIENOFF, STATE PUBLIC ADV</b>		PHONE NUMBER:	
BUSINESS/ORGANIZATION NAME:		TITLE:	
ADDRESS:			
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<b>WITNESS NAME</b>			
<b>INDIVIDUAL:</b>			
WITNESS NAME: <b>SUSAN GIBSON</b>		PHONE NUMBER:	
BUSINESS/ORGANIZATION NAME:		TITLE:	
ADDRESS:			
CITY:		STATE:	ZIP:
EMAIL: <b>Onesuegibson@protonmail.com</b>		ATTENDANCE: <b>Written</b>	SUBMIT DATE: <b>4/13/2024 3:23 PM</b>

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Regulations exist for the protection of consumers. No waivers!