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California State Senate

SENATOR
MARK WYLAND

THIRTY-EIGHTH SENATE DISTRICT



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January 22, 2010

Dear Chamber Member:

I'm going to tell you something you already know - - politicians often do a lot of talking and not enough listening.

Here's something else you know - - our state's onerous taxes and regulations are getting in the way of small business' ability to create jobs and get Californians back to work.

Today, California is ranked by Chief Executive Magazine as the worst of all 50 states in which to do business. The Small Business Survival Index ranks California as the 49th least business-friendly state. A recent study from Sacramento State shows the total cost of California's excessive, over-the-top regulations as \$493 billion. *This is equivalent to \$134,122 for every small business in California during 1997.* This same study found that California's excessive regulations resulted in the loss of 3.8 million jobs – this is equivalent to one-tenth of our state's population!

Owning and operating your own business has never been easy. Start-up capital, equipment purchases, payroll, endless paperwork and keeping ahead of the competition is no small task. Despite these challenges, 99.2% of businesses in California fall into the category of "small" business and employ more than half of our workforce. Small businesses drive out economic engine and gross state product. Their strength, endurance and prosperity is crucial to getting Californians back to work help and our state get out of this recession.

Now more than ever, the politicians need to stop talking and start listening – to you.

For this reason that *I want to take your stories to Sacramento.* I am calling on all (insert community) businesses to provide me with examples of regulations, taxes and fees that are impeding your ability to retain and add jobs.

Simply put, Sacramento is out of touch. Specific examples will assist me in crafting legislation to reduce burdensome regulations and increase jobs. Your stories will also be shared with other lawmakers so they can finally understand the challenges hardworking business owners face each day.

The deadline for legislation is fast approaching. Please send letters to my office at (insert C or SJC DO address) or e-mail your stories to Senator.Wyland@sen.ca.gov.

I hope you will help me to bridge the divide between hardworking business owners and out of touch lawmakers in our state's capitol. *Help me make Sacramento work for you!*

Sincerely,

A handwritten signature in black ink that reads 'Mark Wyland' in a cursive, slightly slanted script.

MARK WYLAND
Senator, 38th District