



440 1<sup>st</sup> St. NW, Ste. 520, Washington, D.C. 20001

(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Kay Ivey  
State Capitol  
600 Dexter Avenue  
Montgomery  
AL  
36130-2751

Dear Governor Ivey

By way of introduction, the Natural Products Association (NPA) was founded in 1936 to promote and protect the unique values and shared interests of retailers and suppliers of natural nutritional foods and natural products including conventional foods, medical foods, dietary supplements, and foods for special dietary use. The NPA is a non-profit 501(c)(6) association whose mission is to advocate for the rights of consumers to have access to products that will maintain and improve their health, and for the rights of retailers and suppliers to sell these products. We are the oldest and largest trade association in the natural products industry representing over 700 members account for almost 10,000 retail, manufacturing, wholesale, and distribution locations of natural products, including foods, dietary supplements, homeopathic products, and health/beauty aids.

The natural products industry represents over 380,000 direct jobs, over \$16 billion in direct wages and almost \$15 billion in taxes each and every year. Many of the men and women who make up the natural products industry are the neighborhood small businesses that are vital to all local economies.

In recent days, states and territories have begun to order the closure of most businesses for an indefinite period time, except for businesses deemed to be essential, such as supermarkets and pharmacies. It is imperative that essential businesses such as health-food stores that provide nutritional supplements and other health and wellness products are allowed to remain open for business during this public health emergency. It is equally important that your administration protect local businesses that do not fall within these parameters by allowing them to submit to the Small Business Administration's Office of Disaster Assistance a request for Economic Injury Disaster Loan assistance.

On Tuesday, March 17, 2020, as a part of the Trump Administration's aggressive efforts to combat the Coronavirus outbreak (COVID-19) and mitigate economic disruption to the nation's 30 million small businesses, U.S. Small Business Administration Administrator Jovita Carranza issued revised criteria for states or territories seeking an economic injury declaration related to COVID-19.

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When 3 in every 4 Americans use at least one natural product, and the industry's economic impact on the state is this high, disaster loan assistance programs like these cannot be ignored. As the President and CEO of the Natural Products Association, representing thousands of small businesses and the people who make up the natural products industry. I am calling on you to take action and protect small businesses in your state by submitting a request for Economic Injury Disaster Loan assistance to the Small Business Administration.

I appreciate your attention to this important matter.

A handwritten signature in black ink that reads "Dan Fab".

Dr. Daniel Fabricant  
President & CEO  
Natural Products Association  
440 West 1<sup>st</sup> Street NW  
Washington, D.C. 20001





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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Mike Dunleavy  
State Capitol  
P.O. Box 110001  
Juneau  
AK  
99811-0001

Dear Governor Dunleavy

By way of introduction, the Natural Products Association (NPA) was founded in 1936 to promote and protect the unique values and shared interests of retailers and suppliers of natural nutritional foods and natural products including conventional foods, medical foods, dietary supplements, and foods for special dietary use. The NPA is a non-profit 501(c)(6) association whose mission is to advocate for the rights of consumers to have access to products that will maintain and improve their health, and for the rights of retailers and suppliers to sell these products. We are the oldest and largest trade association in the natural products industry representing over 700 members account for almost 10,000 retail, manufacturing, wholesale, and distribution locations of natural products, including foods, dietary supplements, homeopathic products, and health/beauty aids.

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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Lolo Matalasi Moliga  
Executive Office Building  
Third Floor  
Pago Pago  
AS  
96799

Dear Governor Moliga

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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Doug Ducey  
State Capitol  
1700 West Washington St.  
Phoenix  
AZ  
85007

Dear Governor Ducey

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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Asa Hutchinson  
State Capitol  
500 Woodlane Street, Room 250  
Little Rock  
AR  
72201

Dear Governor Hutchinson

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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Gavin Newsom  
State Capitol  
Suite 1173  
Sacramento  
CA  
95814

Dear Governor Newsom

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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Jared Polis  
136 State Capitol  
Denver  
CO  
80203-1792

Dear Governor Polis

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March 18, 2020  
The Honorable Ned Lamont  
210 Capitol Avenue  
Hartford  
CT  
06106

Dear Governor Lamont

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March 18, 2020  
The Honorable John Carney  
Legislative Hall  
Dover  
DE  
19901

Dear Governor Carney

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I appreciate your attention to this important matter.

A handwritten signature in black ink that reads "Dan Fab".

Dr. Daniel Fabricant  
President & CEO  
Natural Products Association  
440 West 1<sup>st</sup> Street NW  
Washington, D.C. 20001





440 1<sup>st</sup> St. NW, Ste. 520, Washington, D.C. 20001

(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Ron DeSantis  
The Capitol  
400 South Monroe Street  
Tallahassee  
FL  
32399-0001

Dear Governor DeSantis

By way of introduction, the Natural Products Association (NPA) was founded in 1936 to promote and protect the unique values and shared interests of retailers and suppliers of natural nutritional foods and natural products including conventional foods, medical foods, dietary supplements, and foods for special dietary use. The NPA is a non-profit 501(c)(6) association whose mission is to advocate for the rights of consumers to have access to products that will maintain and improve their health, and for the rights of retailers and suppliers to sell these products. We are the oldest and largest trade association in the natural products industry representing over 700 members account for almost 10,000 retail, manufacturing, wholesale, and distribution locations of natural products, including foods, dietary supplements, homeopathic products, and health/beauty aids.

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440 West 1<sup>st</sup> Street NW  
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440 1<sup>st</sup> St. NW, Ste. 520, Washington, D.C. 20001

(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Brian Kemp  
203 State Capitol  
Atlanta  
GA  
30334

Dear Governor Kemp

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440 1<sup>st</sup> St. NW, Ste. 520, Washington, D.C. 20001

(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Lou Leon Guerrero  
Executive Chamber  
P.O. Box 2950  
Agana  
Guam  
96932

Dear Governor Leon Guerrero

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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable David Ige  
Executive Chambers  
State Capitol  
Honolulu  
HI  
96813

Dear Governor Ige

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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Brad Little  
700 West Jefferson Street  
2nd Floor  
Boise  
ID  
83702

Dear Governor Little

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440 West 1<sup>st</sup> Street NW  
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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable JB Pritzker  
State Capital  
207 Statehouse  
Springfield  
IL  
62706

Dear Governor Pritzker

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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Eric Holcomb  
State House  
Room 206  
Indianapolis  
IN  
46204-2797

Dear Governor Holcomb

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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Kim Reynolds  
State Capitol  
Des Moines  
IA  
50319-0001

Dear Governor Reynolds

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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Laura Kelly  
Capitol, 300 SW 10th Avenue  
Suite 212S  
Topeka  
KS  
66612-1590

Dear Governor Kelly

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I appreciate your attention to this important matter.

A handwritten signature in black ink that reads "Dan Fab".

Dr. Daniel Fabricant  
President & CEO  
Natural Products Association  
440 West 1<sup>st</sup> Street NW  
Washington, D.C. 20001





440 1<sup>st</sup> St. NW, Ste. 520, Washington, D.C. 20001

(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Andy Beshear  
700 Capitol Avenue  
Suite 100  
Frankfort  
KY  
40601

Dear Governor Beshear,

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Dr. Daniel Fabricant  
President & CEO  
Natural Products Association  
440 West 1<sup>st</sup> Street NW  
Washington, D.C. 20001





440 1<sup>st</sup> St. NW, Ste. 520, Washington, D.C. 20001

(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable John Bel Edwards  
P.O. Box 94004  
Baton Rouge  
LA  
70804-9004

Dear Governor Edwards

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440 West 1<sup>st</sup> Street NW  
Washington, D.C. 20001







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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Janet Mills  
1 State House Station  
Augusta  
ME  
04333

Dear Governor Mills

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440 West 1<sup>st</sup> Street NW  
Washington, D.C. 20001





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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Larry Hogan  
State House  
100 State Circle  
Annapolis  
MD  
21401

Dear Governor Hogan

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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Charlie Baker  
State House  
Room 360  
Boston  
MA  
02133

Dear Governor Baker

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President & CEO  
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440 West 1<sup>st</sup> Street NW  
Washington, D.C. 20001





440 1<sup>st</sup> St. NW, Ste. 520, Washington, D.C. 20001

(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Gretchen Whitmer  
P.O. Box 30013  
Lansing  
MI  
48909

Dear Governor Whitmer

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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Tim Walz  
130 State Capitol  
75 Rev. Dr. Martin Luther King Jr. Blvd.  
St. Paul  
MN  
55155

Dear Governor Walz

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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Tate Reeves  
P.O. Box 139  
Jackson  
MS  
39205

Dear Governor Reeves

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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Mike Parson  
Capitol Building  
Room 216, P.O. Box 720  
Jefferson City  
MO  
65102

Dear Governor Parson

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I appreciate your attention to this important matter.

A handwritten signature in black ink that reads "Dan Fab".

Dr. Daniel Fabricant  
President & CEO  
Natural Products Association  
440 West 1<sup>st</sup> Street NW  
Washington, D.C. 20001





440 1<sup>st</sup> St. NW, Ste. 520, Washington, D.C. 20001

(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Steve Bullock  
State Capitol  
Helena  
MT  
59620-0801

Dear Governor Bullock

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440 West 1<sup>st</sup> Street NW  
Washington, D.C. 20001







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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Pete Ricketts  
P.O. Box 94848  
Lincoln  
NE  
68509-4848

Dear Governor Ricketts

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Washington, D.C. 20001





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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Steve Sisolak  
Capitol Building  
101 North Carson Street  
Carson City  
NV  
89701

Dear Governor Sisolak

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Washington, D.C. 20001





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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Chris Sununu  
107 North Main Street  
Room 208  
Concord  
NH  
03301

Dear Governor Sununu

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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Phil Murphy  
The State House  
P.O. Box 001  
Trenton  
NJ  
08625

Dear Governor Murphy

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Washington, D.C. 20001







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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Michelle Lujan Grisham  
State Capitol  
Fourth Floor  
Santa Fe  
NM  
87501

Dear Governor Lujan Grisham

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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Andrew Cuomo  
State Capitol  
Albany  
NY  
12224

Dear Governor Cuomo

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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Roy Cooper  
20301 Mail Service Center  
Raleigh  
NC  
27699-0301

Dear Governor Cooper

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Dr. Daniel Fabricant  
President & CEO  
Natural Products Association  
440 West 1<sup>st</sup> Street NW  
Washington, D.C. 20001





440 1<sup>st</sup> St. NW, Ste. 520, Washington, D.C. 20001

(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Doug Burgum  
State Capitol  
600 East Boulevard Ave., Dept. 101  
Bismarck  
ND  
58505-0001

Dear Governor Burgum

By way of introduction, the Natural Products Association (NPA) was founded in 1936 to promote and protect the unique values and shared interests of retailers and suppliers of natural nutritional foods and natural products including conventional foods, medical foods, dietary supplements, and foods for special dietary use. The NPA is a non-profit 501(c)(6) association whose mission is to advocate for the rights of consumers to have access to products that will maintain and improve their health, and for the rights of retailers and suppliers to sell these products. We are the oldest and largest trade association in the natural products industry representing over 700 members account for almost 10,000 retail, manufacturing, wholesale, and distribution locations of natural products, including foods, dietary supplements, homeopathic products, and health/beauty aids.

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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Ralph Deleon Guerrero Torres  
Caller Box 10007  
Saipan  
MP  
96950

Dear Governor Torres

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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Mike DeWine  
77 South High Street  
30th Floor  
Columbus  
OH  
43215

Dear Governor DeWine

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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Kevin Stitt  
State Capitol Building  
2300 Lincoln Blvd., Room 212  
Oklahoma City  
OK  
73105

Dear Governor Stitt

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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Kate Brown  
State Capitol Building  
900 Court Street NE, Suite 254  
Salem  
OR  
97301-4047

Dear Governor Brown

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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Tom Wolf  
Main Capitol Building  
Room 225  
Harrisburg  
PA  
17120

Dear Governor Wolf

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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Wanda Vazquez Garced  
La Fortaleza  
P.O. Box 9020082  
San Juan  
PR  
00902-0082

Dear Governor Vazquez Garced

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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Gina Raimondo  
State House  
82 Smith Street  
Providence  
RI  
02903

Dear Governor Raimondo

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March 18, 2020  
The Honorable Henry McMaster  
1205 Pendleton Street  
Columbia  
SC  
29201

Dear Governor McMaster

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I appreciate your attention to this important matter.

A handwritten signature in black ink that reads 'Dan Fabricant'.

Dr. Daniel Fabricant  
President & CEO  
Natural Products Association  
440 West 1<sup>st</sup> Street NW  
Washington, D.C. 20001







440 1<sup>st</sup> St. NW, Ste. 520, Washington, D.C. 20001

(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Kristi Noem  
500 East Capitol Avenue  
Pierre  
SD  
57501

Dear Governor Noem

By way of introduction, the Natural Products Association (NPA) was founded in 1936 to promote and protect the unique values and shared interests of retailers and suppliers of natural nutritional foods and natural products including conventional foods, medical foods, dietary supplements, and foods for special dietary use. The NPA is a non-profit 501(c)(6) association whose mission is to advocate for the rights of consumers to have access to products that will maintain and improve their health, and for the rights of retailers and suppliers to sell these products. We are the oldest and largest trade association in the natural products industry representing over 700 members account for almost 10,000 retail, manufacturing, wholesale, and distribution locations of natural products, including foods, dietary supplements, homeopathic products, and health/beauty aids.

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440 1<sup>st</sup> St. NW, Ste. 520, Washington, D.C. 20001

(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Bill Lee  
State Capitol  
Nashville  
TN  
37243-0001

Dear Governor Lee

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Washington, D.C. 20001





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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Greg Abbott  
P.O. Box 12428  
Austin  
TX  
78711-2428

Dear Governor Abbott

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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Gary Herbert  
State Capitol  
Suite 200  
Salt Lake City  
UT  
84114

Dear Governor Herbert

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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Phil Scott  
109 State Street  
Pavilion Office Building  
Montpelier  
VT  
05609

Dear Governor Scott

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440 West 1<sup>st</sup> Street NW  
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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Ralph Northam  
State Capitol  
3rd Floor  
Richmond  
VA  
23219

Dear Governor Northam

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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Albert Bryan  
Government House, 21-22 Kongens Gade  
Charlotte Amalie  
St. Thomas  
VI  
00802

Dear Governor Bryan

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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Jay Inslee  
P.O. Box 40002  
Olympia  
WA  
98504-0002

Dear Governor Inslee

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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Jim Justice  
1900 Kanawha St.  
Charleston  
WV  
25305

Dear Governor Justice

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On Tuesday, March 17, 2020, as a part of the Trump Administration's aggressive efforts to combat the Coronavirus outbreak (COVID-19) and mitigate economic disruption to the nation's 30 million small businesses, U.S. Small Business Administration Administrator Jovita Carranza issued revised criteria for states or territories seeking an economic injury declaration related to COVID-19.

The revised criteria has two immediate impacts on disaster relief lending. First, it lowers the bar for such a declaration such that states or territories are only required to certify that five small businesses within the state or territory have suffered substantial economic injury, regardless of where those businesses are located. Second, it allows the disaster assistance loans to be made available statewide following an economic injury declaration. Once the declaration is made, the information on the application process for Economic Injury Disaster Loan assistance will be



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(202) 223-0101, Fax (202) 223-0250

provided to affected small businesses within the state. These loans may be used to pay fixed debts, payroll, accounts payable and other bills that cannot be paid because of the of the disaster's impact with a 3.75% interest rate for small businesses and 2.75% for non-profits. Additionally, in an effort to keep payments affordable, the Small Business Administration will be offering loans with long-term repayment plans of up to 30 years, based upon the borrower's ability to repay.

When 3 in every 4 Americans use at least one natural product, and the industry's economic impact on the state is this high, disaster loan assistance programs like these cannot be ignored. As the President and CEO of the Natural Products Association, representing thousands of small businesses and the people who make up the natural products industry. I am calling on you to take action and protect small businesses in your state by submitting a request for Economic Injury Disaster Loan assistance to the Small Business Administration.

I appreciate your attention to this important matter.

A handwritten signature in black ink that reads 'Dan Fab'.

Dr. Daniel Fabricant  
President & CEO  
Natural Products Association  
440 West 1<sup>st</sup> Street NW  
Washington, D.C. 20001





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(202) 223-0101, Fax (202) 223-0250

March 18, 2020  
The Honorable Tony Evers  
115 East State Capitol  
Madison  
WI  
53707

Dear Governor Evers

By way of introduction, the Natural Products Association (NPA) was founded in 1936 to promote and protect the unique values and shared interests of retailers and suppliers of natural nutritional foods and natural products including conventional foods, medical foods, dietary supplements, and foods for special dietary use. The NPA is a non-profit 501(c)(6) association whose mission is to advocate for the rights of consumers to have access to products that will maintain and improve their health, and for the rights of retailers and suppliers to sell these products. We are the oldest and largest trade association in the natural products industry representing over 700 members account for almost 10,000 retail, manufacturing, wholesale, and distribution locations of natural products, including foods, dietary supplements, homeopathic products, and health/beauty aids.

The natural products industry represents over 380,000 direct jobs, over \$16 billion in direct wages and almost \$15 billion in taxes each and every year. Many of the men and women who make up the natural products industry are the neighborhood small businesses that are vital to all local economies.

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March 18, 2020  
The Honorable Mark Gordon  
State Capitol Building  
Room 124  
Cheyenne  
WY  
82002

Dear Governor Gordon

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