



440 1st 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.

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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.

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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 1st 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

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

Dear Governor Ducey

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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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Natural Products Association
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Washington, D.C. 20001





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

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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The Honorable Ron DeSantis
The Capitol
400 South Monroe Street
Tallahassee
FL
32399-0001

Dear Governor DeSantis

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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 1st Street NW
Washington, D.C. 20001





440 1st 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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Natural Products Association
440 West 1st Street NW
Washington, D.C. 20001





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(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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Natural Products Association
440 West 1st Street NW
Washington, D.C. 20001





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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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(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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440 West 1st Street NW
Washington, D.C. 20001





440 1st St. NW, Ste. 520, Washington, D.C. 20001

(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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440 West 1st Street NW
Washington, D.C. 20001





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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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440 West 1st Street NW
Washington, D.C. 20001





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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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(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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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 1st Street NW
Washington, D.C. 20001





440 1st 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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Natural Products Association
440 West 1st Street NW
Washington, D.C. 20001





440 1st St. NW, Ste. 520, Washington, D.C. 20001

(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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President & CEO
Natural Products Association
440 West 1st Street NW
Washington, D.C. 20001





440 1st St. NW, Ste. 520, Washington, D.C. 20001

(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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440 West 1st Street NW
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440 1st St. NW, Ste. 520, Washington, D.C. 20001

(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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440 West 1st Street NW
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(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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President & CEO
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440 West 1st Street NW
Washington, D.C. 20001





440 1st St. NW, Ste. 520, Washington, D.C. 20001

(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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President & CEO
Natural Products Association
440 West 1st Street NW
Washington, D.C. 20001





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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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440 West 1st Street NW
Washington, D.C. 20001





440 1st St. NW, Ste. 520, Washington, D.C. 20001

(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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(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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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 1st Street NW
Washington, D.C. 20001





440 1st St. NW, Ste. 520, Washington, D.C. 20001

(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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Natural Products Association
440 West 1st Street NW
Washington, D.C. 20001





440 1st St. NW, Ste. 520, Washington, D.C. 20001

(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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Natural Products Association
440 West 1st Street NW
Washington, D.C. 20001





440 1st St. NW, Ste. 520, Washington, D.C. 20001

(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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440 West 1st Street NW
Washington, D.C. 20001





440 1st St. NW, Ste. 520, Washington, D.C. 20001

(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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440 West 1st Street NW
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440 1st St. NW, Ste. 520, Washington, D.C. 20001

(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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Natural Products Association
440 West 1st Street NW
Washington, D.C. 20001





440 1st St. NW, Ste. 520, Washington, D.C. 20001

(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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Natural Products Association
440 West 1st Street NW
Washington, D.C. 20001





440 1st St. NW, Ste. 520, Washington, D.C. 20001

(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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Natural Products Association
440 West 1st Street NW
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(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

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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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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 1st Street NW
Washington, D.C. 20001





440 1st St. NW, Ste. 520, Washington, D.C. 20001

(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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Natural Products Association
440 West 1st Street NW
Washington, D.C. 20001





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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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President & CEO
Natural Products Association
440 West 1st Street NW
Washington, D.C. 20001





440 1st St. NW, Ste. 520, Washington, D.C. 20001

(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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440 West 1st Street NW
Washington, D.C. 20001





440 1st St. NW, Ste. 520, Washington, D.C. 20001

(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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440 West 1st Street NW
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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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Natural Products Association
440 West 1st Street NW
Washington, D.C. 20001





440 1st St. NW, Ste. 520, Washington, D.C. 20001

(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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President & CEO
Natural Products Association
440 West 1st Street NW
Washington, D.C. 20001





440 1st St. NW, Ste. 520, Washington, D.C. 20001

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

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

Dear Governor McMaster

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440 West 1st Street NW
Washington, D.C. 20001





440 1st 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

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(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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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 1st Street NW
Washington, D.C. 20001





440 1st St. NW, Ste. 520, Washington, D.C. 20001

(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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Natural Products Association
440 West 1st Street NW
Washington, D.C. 20001





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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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Natural Products Association
440 West 1st Street NW
Washington, D.C. 20001





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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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(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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440 West 1st Street NW
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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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President & CEO
Natural Products Association
440 West 1st Street NW
Washington, D.C. 20001





440 1st St. NW, Ste. 520, Washington, D.C. 20001

(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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440 West 1st Street NW
Washington, D.C. 20001





440 1st St. NW, Ste. 520, Washington, D.C. 20001

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

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

Dear Governor Evers

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

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

Dear Governor Gordon

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.

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



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information on the application process for Economic Injury Disaster Loan assistance will be 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
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