



April 19, 2021

The Honorable Mitt Romney  
United States Senate  
Washington, D.C. 20510

The Honorable Kyrsten Sinema  
United States Senate  
Washington, D.C. 20510

As an organization of small business owners and entrepreneurs representing over 500,000 members, we oppose your proposal to increase the federal minimum wage.

Small businesses are already suffering from the worst pandemic in a century and raising the minimum wage will cause even more damage.

According to Facebook's Global State of Small Business report, almost one-third of small businesses have reduced their workforces due to the pandemic and 51 percent of small businesses reported year-over-year sales declines in January.

The states you represent, Utah and Arizona, have experienced the toll. At its peak, Arizona lost 295,000 jobs and only 69% of those jobs have returned. In Utah, 16% of women have withdrawn from the workforce.

Major corporations like Amazon support raising the minimum wage because they know it will harm their small business competitors.

In March of this year, the Senate rightfully rejected an amendment that would raise the federal minimum wage to \$15 per hour. According to the non-partisan Congressional Budget Office, a \$15 minimum wage would destroy up to 2.7 million jobs nationwide.

According to an October 2020 study by the Employment Policies Institute, a \$15 minimum wage would cost Arizona and Utah a combined 40,000 jobs.

Instead of raising the minimum wage, Congress should expand the Earned Income Tax Credit (EITC). The EITC supplements low-income wages through the tax code, rewarding work without punishing small businesses. It is one of the most effective social assistance programs in the country and enjoys widespread bipartisan support.

Unlike the minimum wage, the EITC is well-targeted, helping families who need it. According to the Center on Budget Policy Priorities, the EITC lifted 5.6 million people out of poverty in 2018, including about three million children.



Increasing the payout size can make the EITC more useful. Increasing its frequency can help even more. This proposal helps lift Americans out of poverty without the negative economic consequences of raising a minimum wage.

JCN and its members are profoundly disappointed at your stance on this policy and we will be actively opposing your proposal to raise the minimum wage on small businesses still reeling from economic shutdowns. We will continue educating your colleagues and the public about the benefits of the EITC.

We welcome the opportunity to meet with you and your staff about legislative opportunities to expand the EITC.

We look forward to your timely response.

Sincerely,

A handwritten signature in blue ink that reads 'Alfredo Ortiz'.

Alfredo Ortiz  
President and CEO  
Job Creators Network

CC: The Honorable Dan Sullivan  
The Honorable Lisa Murkowski  
The Honorable Tommy Tuberville  
The Honorable Richard Shelby  
The Honorable Tom Cotton  
The Honorable John Boozman  
The Honorable Mark Kelly  
The Honorable Dianne Feinstein  
The Honorable Alex Padilla  
The Honorable Michael Bennet  
The Honorable John Hickenlooper  
The Honorable Chris Murphy  
The Honorable Richard Blumenthal  
The Honorable Tom Carper  
The Honorable Chris Coons  
The Honorable Rick Scott

The Honorable Marco Rubio  
The Honorable Jon Ossoff  
The Honorable Raphael Warnock  
The Honorable Brian Schatz  
The Honorable Mazie Hirono  
The Honorable Chuck Grassley  
The Honorable Joni Ernst  
The Honorable Mike Crapo  
The Honorable Jim Risch  
The Honorable Dick Durbin  
The Honorable Tammy Duckworth  
The Honorable Todd Young  
The Honorable Mike Braun  
The Honorable Jerry Moran  
The Honorable Roger Marshall  
The Honorable Mitch McConnell



The Honorable Rand Paul  
The Honorable Bill Cassidy  
The Honorable John Neely Kennedy  
The Honorable Elizabeth Warren  
The Honorable Ed Markey  
The Honorable Ben Cardin  
The Honorable Chris Van Hollen  
The Honorable Susan Collins  
The Honorable Angus King  
The Honorable Gary Peters  
The Honorable Debbie Stabenow  
The Honorable Amy Klobuchar  
The Honorable Tina Smith  
The Honorable Roy Blunt  
The Honorable Josh Hawley  
The Honorable Cindy Hyde-Smith  
The Honorable Roger Wicker  
The Honorable Jon Tester  
The Honorable Steve Daines  
The Honorable Richard Burr  
The Honorable Thom Tillis  
The Honorable John Hoeven  
The Honorable Kevin Cramer  
The Honorable Deb Fischer  
The Honorable Ben Sasse  
The Honorable Maggie Hassan  
The Honorable Jeanne Shaheen  
The Honorable Cory Booker  
The Honorable Bob Menendez  
The Honorable Martin Heinrich  
The Honorable Ben Ray Lujan  
The Honorable Jacky Rosen  
The Honorable Catherine Cortez Masto  
The Honorable Chuck Schumer  
The Honorable Kirsten Gillibrand  
The Honorable Sherrod Brown  
The Honorable Rob Portman  
The Honorable James Lankford  
The Honorable Jim Inhofe  
The Honorable Ron Wyden

The Honorable Jeff Merkley  
The Honorable Pat Toomey  
The Honorable Bob Casey  
The Honorable Jack Reed  
The Honorable Sheldon Whitehouse  
The Honorable Tim Scott  
The Honorable Lindsey Graham  
The Honorable John Thune  
The Honorable Mike Rounds  
The Honorable Marsha Blackburn  
The Honorable Bill Hagerty  
The Honorable Ted Cruz  
The Honorable John Cornyn  
The Honorable Mike Lee  
The Honorable Mark Warner  
The Honorable Tim Kaine  
The Honorable Patrick Leahy  
The Honorable Bernie Sanders  
The Honorable Maria Cantwell  
The Honorable Patty Murray  
The Honorable Tammy Baldwin  
The Honorable Ron Johnson  
The Honorable Shelley Moore Capito  
The Honorable Joe Manchin  
The Honorable John Barrasso  
The Honorable Cynthia Lummis