

Dear Co-Chairs Holvey and Roblan,

As a business owner, I am writing today to share the impacts the current COVID-19 health crisis is having on my business, my employees and my family.

Our business is the entire livelihood of our family. And the vast majority of our business comes from the Portland Saturday Market, an open-air artisan market every Saturday and Sunday. They have now closed due to the COVID-19 outbreak and we are unable to receive any revenue at all from our main source of income.

Secondarily, we receive wholesale orders of our teas from other small businesses like spas, boutiques, and small market shops. All of those stores are closing down as well and are pulling back all of their orders of our teas because of the outbreak of the virus. So as of now, we have no reliable source of revenue for our business at all.

Thirdly, our online website provides a much smaller supplementary form of revenue for our business. However, the main source of our online customers is from the market, so without the market, we are currently unable to acquire new customers from the methods currently within our business structure.

Since the mandated closures and social-distancing requirements, we've focused on email marketing, creating two new products, and online tools to try to boost our sales online. The online marketing was very helpful in the beginning of the outbreak a couple weeks ago, but now that we've tapped out our current customer base, we haven't received any revenue now for several days. Our actions are unsustainable until we find a new, active stream of acquiring new customers. And until then, our business is at zero revenue, and thus zero income for our family.

I'd like to see the the government give grants and financial assistance to small businesses as long as small businesses are recommended to remain closed and as long as social distancing is recommended/required as a way to prevent the spread of COVID-19.

Reducing federal and state taxes for all small businesses would also be immensely helpful.

These are hard times for all of us. I encourage you to support our business community as we deal with the astonishing economic disruption that has accompanied this health crisis.

Sincerely,

Kimberly Bell-Jessop
33355 Adam Ct
Scappoose, OR 97056
kimberly@nilorganicttea.com