***INSERT CHAPTER LOGO***

[Month] [Day], [Year]

[Addressee]

Dear [ ],

I would like to take this opportunity to introduce myself as a member of the National Association of Women Business Owners (NAWBO) [X] Chapter. As you may know, 12 women in the D.C. area founded NAWBO in 1975 as the first advocacy organization for all women business owners. Today, in our 50th year as an organization, we continue to support women business owners nationwide by advocating on their behalf locally and nationally.

Today, I would like to share with you our 2025 Advocacy Agenda. Statistics shown below reflect findings from a 2025 NAWBO survey of more than 1,000 women business owners conducted nationwide. I hope you will take the opportunity to address the pain points for women business owners by:

1. **Growing Our Economy**

While women business owners contribute significantly to the U.S. economy, adding $3.3 trillion in 2024 and closing the revenue gap between women- and men-owned businesses could generate an additional $10.2 trillion in economic activity, per the recent Wells Fargo report. 65% of members cite attracting new customers as their top challenge. Women entrepreneurs need social media training, fintech tools, and increased opportunities in government procurement to reach broader markets. Federal support for specific programs, such as the Women-Owned Small Business (WOSB) program, has helped women enter the federal procurement system and scale their businesses.

**2. Workforce**

Health care benefits, a flexible work schedule, and paid time off were the top three ways our business owners attract talent. Moreover, more than half of those businesses already offering Paid Family Medical Leave say it also helps them retain talent.Only 45% of the NAWBO members could provide health coverage benefits due to cost. NAWBO supports the permanency of Section 45S of the Internal Revenue Code, which would give a tax credit to employers who provide paid family and medical leave. NAWBO believes Congress should look at ways to ensure that small businesses can continue to thrive by utilizing independent contractors as a critical workforce component since more than 90% of NAWBO members use up to 10 independent contractors. Finally, we hope Congress can work toward a bipartisan solution that gives small businesses an option to access a paid leave system that works financially for themselves and their workforce.

**3. Women Business Owners are Using AI, Though Many Have Security Concerns**

81% of NAWBO members are using AI, primarily chatbots such as ChatGPT (75%); however, 40% are concerned about security risks and fraud related to AI. For those not using AI, security concerns are a key barrier. Federal funding for AI literacy and security frameworks could enable broader adoption.

**4. Diversification of Energy Sources**

With rising energy costs, women-owned businesses recognize the necessity of diversifying energy sources to not only bring down the cost of energy but also relieve the burden on the electric grid. Investments in alternative forms of energy, such as natural gas and its infrastructure, can help bring down costs and emissions while having bipartisan support among members of Congress. In addition, the evolution of AI will require energy solutions, as ChatGPT requires 10 times the energy as a Google search. We must look at alternative forms of energy like natural gas to ensure we can fully support a grid that meets our needs as we advance our technology.

**5. Simplifying Our Tax Code and Making Certain TCJA Small Business Provisions Permanent**

Nearly 50% of members did not see a benefit from the C-Corporation tax rate reductions or temporary deductions for pass-through entities. However, half of NAWBO members identify the 20% pass-through deduction as critical to their business. NAWBO also supports modernizing the FICA tax tip credit by extending it to the beauty industry. NAWBO believes simplified, impartial tax policies are necessary to maximize small business benefits.

**6. Address the Needs of the "Microbusiness" and Encouraging Emerging Entrepreneurs**

Our recent survey shows that only 20% of women-owned businesses have over a million dollars in annual revenue. There is a steep hill for women to climb to grow and scale their businesses. One avenue is access to affordable funding, which remains the second-highest priority for women business owners today. Congress needs to codify a definition of a microbusiness to better support access to capital for all our microbusinesses.

We encourage you to work across the aisle to find solutions to help women business owners. We would happily discuss these principles with you at your earliest convenience. We will also be in Washington, D.C., celebrating NAWBO’s 50th anniversary on June 5-8,2025, and we would welcome the opportunity to meet in person and have you join us. Also, please feel free to use us as a resource when crafting legislation.

Sincerely,

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NAWBO [X] Chapter