



March 23, 2020

Sen. Marco Rubio  
Chairman  
Senate Small Business Committee  
United States Senate  
Washington, DC 20510

Dear Chairman Rubio:

Thank you for your leadership as the Congress works through its response to the COVID-19 crisis. IFDA and our foodservice distributor members appreciate your dedication to enacting legislation to provide liquidity to keep businesses open and Americans working.

We would like to share a critical concern regarding the legislative provisions for small business loans contained in recent drafts of the CARES Act. While the legislation provides considerable funding for SBA loans, they are currently limited to 2.5 times monthly payroll. This amount is not nearly adequate to provide the critical bridge these businesses need to survive this crisis. The original legislative draft was 4 times monthly payroll, mortgage and payments on debt obligations and we believe that is much closer to the minimum that is needed.

The National Restaurant Association has estimated that their industry will decline by \$225 billion over the next three months. Our members, the foodservice distributors that serve these companies are facing an additional \$24 billion in losses. Small businesses will bear a considerable brunt of these losses. Facing numbers like this, Congress must provide significantly more resources than is currently contained in the proposal.

Keeping American workers on the job is the best way for government to help them. The remedies being proposed are simply not enough. Small businesses and their employees are the backbone of our economy and they are at severe risk. Please support increasing the amount of available capital for small businesses to at least 4 times monthly payroll.

Sincerely,

A handwritten signature in black ink that reads "Mark S. Allen". The signature is fluid and cursive, with a long horizontal stroke at the end.

Mark S. Allen  
President and CEO