



**Mr. Daniel Murray**  
**Kansas State Director, National Federation of Independent Business**

**Testimony in Support of HB2704**  
**House Committee on Local Government**  
**Monday, February 19, 2024**

Chair and members of the committee, **I am pleased to testify on behalf of NFIB Kansas in strong support House Bill 2704 which provides much-needed certainty to home-based entrepreneurs and small business owners.** NFIB Kansas is the leading small business organization in Kansas representing small and independent businesses. A non-profit, nonpartisan organization founded in 1943, NFIB Kansas represents the consensus views of its nearly 4,000 members in Kansas.

House Bill 2704 says that municipalities shall not prohibit a no-impact home-based business or otherwise require a person to apply, register or obtain any permit, license, variance or other type of prior approval from the municipality to operate a no-impact home-based business. But would allow municipalities to establish reasonable regulations on no-impact home-based business if the regulations are narrowly tailored for certain reasons.

Roughly 50% of all small businesses in the United States are considered home-based. That number increases to 60.1% when looking specifically at nonemployer firms, or companies that don't have any employees. Further, nearly 70% of startups begin in the home as home-based businesses. With notable examples like Microsoft, our next major employer or innovating job creator could emerge from a home-based business. Proudly, NFIB was founded in a home office in 1943 and has grown to be the nation's largest advocate for small business owners.

House Bill 2704 ensures that municipalities can't impose onerous regulations and ordinances on home-based businesses which will stymie entrepreneurship and economic growth. Yet, the bill allows for local governments to adopt reasonable regulations limiting things like traffic, health and safety, signage, etc. It gives our small businesses—the backbone of our economy—the regulatory certainty that our small businesses want, need and deserve.

Thank you for the opportunity to provide comments today and we urge you to pass out HB2704 favorably.