



April 7, 2020

Postal Regulatory Commission  
901 New York Avenue, NW Suite 200  
Washington, D.C. 20268

**RE: Docket No. RM2020-4**

Chairman Taub, Vice Chairman Kubayanda, Commissioner Acton, Commissioner Fisher, and Commissioner Poling;

Through SBE Council's work to protect small business and promoting entrepreneurship, we acknowledge the important role that the U.S. Postal Service serves as an engine of commerce through the delivery of sound, consistent letter mail legacy products. These services have undergirded the nation's small business community for decades and we appreciate the opportunity to affirm the regulations surrounding letters carried out via the mail.

To highlight the perspectives of small business communities in these proceedings, SBE Council observes that the governance of letter mail entails several key dimensions and our organization has found that current guidelines for this service have not precipitated undue stress, challenges, or concerns.

However, small businesses are struggling due to the COVID-19 health crisis and trying their best to mitigate unforeseen variables brought on by a rapidly changing economy. During this uncertain time when many entrepreneurs are experiencing a drop in revenue, small businesses are relying on stable letter mail policies (and prices) in order to sustain business operations.

Repeated modifications to rates of service could present new challenges by adding in layers of complexity that hinder predictability for small businesses. Assurances of certainty and trust within business development practices is undoubtedly conducive to facilitating entrepreneurial exploits, and efforts to expand and sustain novel enterprises.

For these reasons, SBE Council believes that the established frameworks for letter mail delivery are already clear, concise, and consistent with respect to the long-held collective understanding of small business communities. And now more than ever, the United States Postal Service needs to maintain stability and consistency for entrepreneurs who are relying on the mail to stay in business.

SBE Council advises that further definition of letters carried out by mail and changes to the scope of monopoly would present only limited marginal benefits, while also introducing

substantial unknown consequences in maintaining systems through which small businesses interact with their customers and partners, identify new clients, and complete deliveries. Preserving a narrow set of definitions pertaining to letter delivery is the most advisable course of action.

As the Commission considers and releases further orders within this proceeding, we would be pleased to engage further with respect to outlining the impacts of proposals on small businesses across the country. Thank you for your consideration of our organization's views and perspectives.

Sincerely,

A handwritten signature in black ink, appearing to read "Karen Kerrigan", written in a cursive style.

Karen Kerrigan  
President & CEO

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**Protecting Small Business, Promoting Entrepreneurship**