

March 10, 2021

Hon. Caryn Tyson
Chairwoman, Senate Assessment and Taxation Committee
SUBMITTED WRITTEN-ONLY PROPONENT TESTIMONY

**TESIMONY IN SUPPORT OF SENATE BILL 286
Ryan and Linsey Floyd, Omega Boot Camps Inc.**

My name is Ryan Floyd, Owner of Omega Bootcamps Inc. DBA Wichita Fit Body Boot Camp. I am writing with my co-owner and wife to tell you how the COVID-19 shut down orders affected not just our small business, but our marriage, relationship with our kids, and friendships.

When we were first shut down in March, we adjusted, we scrambled, and we fought. Our business of 8 years, our livelihood, our contribution to our city was put on hold. We didn't know what to expect. I vividly remember locking the door to my studio late March thinking, this might be the last time we open these doors. And if I'm being honest, a few tears were shed.

From that moment, we fought like crazy to retain our clients through online training. Our business model wasn't set up for that, so we had to increase our payroll to accommodate and deliver the level of quality service to our clients to keep them engaged and keep them achieving results.

Within the first week we saw over 10% of our clients cancel and just under 10% request to be put on hold. We saw similar numbers in weeks 2 and 3. Now, we were panicking. Almost 60% of our business gone in a matter of days. We fought, per our norm, and we were able to recoup a lot by bringing in new business for a fitness challenge we ran in early May. Without the challenge, we would not have survived.

Now, almost 1 year later, we still have not been able to recoup where we left off in March 2020, but we are staying afloat.

This bill is absolutely needed to help stimulate the economic backbone of our state. Event business, restaurants, gyms, churches, and all business that has been affected by shut down orders should be compensated, and I trust you will do the right thing to help those who had no control over the matter.

Please help those who didn't benefit from this pandemic like so many big businesses did. Government decisions to shut down small businesses cost most of us greatly, while companies like Target saw a 20% increase in sales. This took \$9 billion in sales from small competitors. That's \$9 billion taken from small business as a result of these orders. \$9 billion from struggling Americans. \$9 billion from small business owners who are the backbone of the economy.

Please do what is right for Kansas, and pass SB 286 to help struggling Kansas business owners.

**Ryan and Linsey Floyd, Owners and Operators
Omega Bootcamps Inc.**