



February 8, 2023

House Committee on Business and Labor
Oregon State Legislature
900 Court Street NE
Salem, OR 97301

Chair Holvey and Members of the Committee,

My name is Anna Powell and I am the Government Relations Manager for DoorDash. We are a technology company whose mission is to grow and empower local economies. We do this by partnering with Oregon restaurants and offering them options for delivery, take out, and marketing and advertising in their community. In just Q3 of last year, Oregon restaurants earned over \$100 million in sales from orders placed on DoorDash Marketplace.

We support efforts to help restaurants in Oregon, especially those who are still struggling from the pandemic. In fact, restaurants who partnered with DoorDash during the COVID-19 pandemic were eight times more likely to stay in business. But HB 2536 would take the unprecedented step of permanently imposing price controls on the fees that platforms like DoorDash charge restaurants. These price controls are not only unnecessary, but could hurt customers, delivery drivers, and the very restaurants you are trying to help.

HB 2536 would be the first permanent price control passed at the state level in the entire country and would set a dangerous precedent for other industries. The state would be interfering with voluntarily-agreed upon contracts between two private businesses and would force price controls on local governments without their input. Portland already passed a permanent price control covering the most populous city in the state and other cities adopted temporary price controls during the pandemic.

DoorDash, and all of the other major platforms, already offers all small- and medium-sized restaurants in Oregon a 15% delivery option, making this legislation a solution in search of a problem. The commission we charge helps to cover pay for Dashers, who earn on average \$26 per active hour in Oregon, their background checks and other safety measures, customer support agents, credit card processing fees, and of course marketing and advertising for restaurants on the platform.

Lastly, history shows that [price controls don't work](#) and have unintended consequences. In other markets that imposed similar price controls during the pandemic, customers paid higher fees, leading to fewer orders being placed through the platform. In Oregon we estimate this could reduce order volume by 12%, limiting valuable earnings opportunities for Dashers and the ability for restaurants to generate revenue. Please see the map I shared with you in OLIS for potential impacts to restaurants in each county of the state.

I urge you to oppose HB 2536 and its unprecedented price controls on private business and instead find more meaningful ways to help struggling restaurants. Thank you, and I am happy to take any questions.

Sincerely,

Anna Powell
Manager, Government Relations - NW
DoorDash