

From: [Admin Red Sauce Pizza](#)
To: [Council Clerk – Testimony](#)
Subject: Item Number 1002
Date: Tuesday, December 6, 2022 8:43:39 PM

To whom it may concern:

Red Sauce Pizza supports Item 1002. Without the current caps on delivery service fees, DoorDash would be taking 30 percent of sales through their platform as their delivery fee. As it stands, we have to raise the price of items on delivery platforms to try to offset the commission they charge.

By keeping these commissions capped, we can offer delivery to our customers and protect the sales numbers we need to fund payroll and grow our business.

Please register our support for Item Number 1002.

Best

Patri Thompson (she/her)

Operations
Red Sauce Pizza
503-288-4899

From: marid_netology2.com
To: [Clerk General](#)
Cc: demshe@msn.com
Subject: Testimony for Portland Delivery Cap Fee
Date: Thursday, December 8, 2022 12:50:58 PM

My name is Mari Shelby and my partner and I own a restaurant on Alberta (for over 10 years) and one in downtown Portland (for over 20 yrs). We are struggling to continue our operations, especially in downtown Portland. We cannot afford even a 5% increase for third party delivery. If this is to pass, we will have to pass the fees onto the consumer. Do you see all of the restaurants that have exited the market in the past 6 months? Third party companies are one of many hurdles making owning a restaurant more difficult. We have a choice to not use third-party delivery, but then what happens to our revenue, will we survive without them at this point entering into a recession? I do not need to tell you the challenges facing restaurants today, COGS sky rocketing, labor shortages, cost of labor increases and third-party delivery companies wanting another 5%. What are those third-party companies going to do when more restaurants exit the market? They should be working with the restaurants to insure they are successful rather than trying to bleed them dry until they are forced to close. They need to be satisfied with the 10% that they are getting today from the restaurant, and figure out if their model is viable, or test the willingness for the consumer to pay for the convenience. Ultimately, the consumer should pay for the convenience, not the restaurant.

City Council has made some very bad decisions that have negatively impacted all businesses in Portland including restaurants. However, the decision to cap the third-party delivery fee saved many restaurants from going out of business during the pandemic and for that we are grateful. Before you put your fingers on the scale, consider the following;

1. We are still feeling the pain of the pandemic with the flu and COVID on the rise, and we are still having major supply chain issues as well as labor shortages making it very difficult to survive as a restaurant.
2. Third-party delivery companies do not have paid employees like restaurants, they have contractors.
3. Third-party delivery companies will close up shop as soon as there are too few restaurants joining their service, they have no allegiance to Portland.
4. Third-party delivery companies create top-line revenue for restaurants, but at 15% commission they would be taking the profits leaving the restaurant cash-flow poor.
5. Third-party delivery companies keep consumers from getting out and supporting the entire neighborhood. The more Portlanders are out and about the better off local businesses will be. When consumers are paying for the convenience of delivery, they may be more willing to dine in or take-out bringing more profit to the restaurant.
6. Third-party delivery taxes the BOH and FOH but they receive zero tips (a form of

additional payment) and the restaurant doesn't make enough profit on the third-party orders to provide additional compensation at a 15% delivery commission.

Thank you for the opportunity to voice our concerns and for your consideration of our points.

From: marid_netology2.com
To: [Clerk General](#)
Cc: demshe@msn.com
Subject: Re: Testimony for Portland Delivery Cap Fee
Date: Thursday, December 8, 2022 3:49:30 PM

<https://pdx.eater.com/22240842/portland-restaurant-bar-cafe-closings>

This list of Portland area restaurants that have closed should be something that every commissioner reviews before making a decision to lift the 10% cap. Portland had a robust foodie culture that brought foodies from around the country and in our experience around the world to Portland to spend money. You may want to also take into consideration how the loss of our foodie culture will impact tourism. Now is not the time to increase third-party delivery fees, now is the time to lift our restaurant community up and to help them survive and thrive as the economy goes through fits and starts establishing a new normal.

Thank you again,
Mari Shelby

From: marid_netology2.com
Sent: Thursday, December 8, 2022 12:50 PM
To: councilclerk@portlandoregon.gov <councilclerk@portlandoregon.gov>
Cc: demshe@msn.com <demshe@msn.com>
Subject: Testimony for Portland Delivery Cap Fee

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Patri Thompson (she/her)

Operations
Red Sauce Pizza
503-288-4899

City Council Meeting - Wednesday December 7, 2022 9:30 a.m.

Agenda No.	First Name	Last Name
1002-01	Daniel	Gold
1002-02	Greg	Astley
1002-03	Jon	Isaacs
1002-04	Leah	Tucker
1002-05	Anna	Powell
1002-06	Tim	Taylor

City Council Meeting - Wednesday December 14, 2022 9:30 a.m.

Agenda No.	First Name	Last Name
1059-01	Tim	Taylor