

From: [Jeffrey Terry](#)
To: [J3SS Exhibits](#)
Subject: Testimonial for LC10 Togo cocktails.
Date: Friday, December 18, 2020 4:30:37 PM

To our governor and our legislatures,

Thank you for taking time during this difficult time, as well as this important time of year, to seek a resolution that would help out restaurant and hospitality industry. As we all know, the covid-19 pandemic has reeked havoc across our country across all industries. But no other industry has taken a hit like the hospitality and restaurant industries, especially hitting our small businesses, many of which will no longer reopen due to the financial burdens placed on running a business with little to no customers.

The first part I would like to focus on, is passing legislation in allowing to-go cocktails for those establishments offering dine in and Togo food. The OLCC already have several allowances written up, so the state and establishments can safely and responsibly serve Togo cocktails to our guests. Cocktails Togo add revenue for restaurants, all of which are struggling daily to survive with limited guest count and the over priced service by online delivery services. The costs of cocktails are a life source for bars, to help offset the cost of food and labor, and for establishments to offer a better dining experience.

A second part of what is being asked, is for a cap limit for all delivery apps of what they can charge restaurants. At the moment Portland does have a measure in place, but third party apps are still abusing restaurants, charging the restaurant 25% up to 35% to deliver food, effectively taking any money from the restaurant that would help cover the costs of labor, electricity, water, gas, rent, etc. the money that restaurants get from the third party apps barely cover for the cost of goods sold, all of the Togo supplies, etc. By capping what third party acts charge the restaurants, ensure the money for the restaurant goes back to the restaurant, this is mostly for small businesses and independently owned locations, the large chains and corporate restaurants already have agreements with these third party apps so their overall profit isn't being effected.

Another measure I would like to see discussed, is commercial rent assistance. With the loss of sales and being over charged by third party apps, there is little money to spend, making it hard for owners and managers to make ends meet. When locations have sales around \$15000-20000 a month but still have rent due at each month at \$10000-\$30000, it's a wonder we still have any restaurants operating.

Thank you for your time,

Jeff Terry
Bartender
Cafe Nell
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