

Testimony for LC10

Thank you Senate President Courtney and Speaker Kotek and members of the committee, for taking the time to read my testimony supporting LC10.

My name is Jennifer Quist, my partner Doug Adams and I own Holler Hospitality in Portland. In 2018 we opened our restaurant Bullard, our cocktail bar Abigail Hall and our coffee bar, all located in downtown Portland. And in July of this year, we opened our new restaurant in Sellwood, Holler, which is take-out only for now, but our plan is for it to be a 5,000 sq ft restaurant soon enough.

On March 16 we closed our doors to all operations at the hotel, laying off **75 employees**. On March 18th, just 24 hours later, we reopened Bullard with an entirely new take-out operation that we have been running for 40 weeks now, with 6 employees, doing only 25% of what our sales were last year. We didn't do take out before COVID, so pivoting the concept countless times now has been challenging, but we are determined to keep going as the health and financial security of our staff is our number one concern every day.

As you can imagine every penny matters and has an impact. In normal times that is true but in this COVID world, we need LC10 to create a lifeline and an opportunity to stay open. Being able to sell mixed drinks adds another revenue stream that WILL help to create more jobs in our operation as liquor was over 40% of our previous model. And it will allow other independent restaurants and bars who don't have other take-out options a chance to reopen and return to our economy.

The 10% cap on delivery fees and commissions is also critical for our survival. Take-out is currently our only option to sell product and delivery obviously helps to expand our reach and revenue. But paying anything larger than 10% to larger, national companies cuts into the very slim profit margins every single independent restaurant faces. Again, we truly count on every single penny.

I am grateful for the opportunity to share all of this with you as we must do everything we can to help save our industry that is full of hard-working and community-driven business that are truly the heartbeat of Oregon. And also an industry that is in danger of losing 75% of our restaurants and bars by the end of the year. Our businesses do so much to support the massive ecosystem that is our community by working with local farmers, winemakers, brewers and other small businesses, who we put at greater risk of failure when each of us close. With LC10 there is no question that all of us have a better shot at making it through this time while helping to rebuild the economy for our city and state. We greatly appreciate your support and I thank you again for your time..

Thank you,

Jennifer Quist