

Nov 30, 2021 Committee on Commerce and Economic Development
November 30, 2021

COUNCIL OF THE CITY OF PHILADELPHIA
COMMITTEE ON COMMERCE AND ECONOMIC DEVELOPMENT

Remote location using Microsoft® Teams
Tuesday, November 30, 2021
1:00 p.m.

PRESENT:

COUNCILMAN MARK SQUILLA, CHAIR
COUNCILMAN ALLAN DOMB, VICE-CHAIR
COUNCILWOMAN KENDRA BROOKS
COUNCILWOMAN JAMIE GAUTHIER
COUNCILWOMAN KATHERINE GILMORE RICHARDSON

COUNCILMAN CURTIS JONES, JR.

ALSO PRESENT:

COUNCILWOMAN CHERELLE L. PARKER

BILLS: 210670, 210672, 210917

1 - - -

2 COUNCILMAN SQUILLA: Good
3 afternoon. Before we begin the public
4 hearing, I will make the following
5 announcement:

6 The hearing of the Committee on
7 Commerce and Economic Development for
8 Tuesday, November 30, 2021. Due to the
9 continuing threat of public health from
10 COVID-19 and the Delta variant and other
11 variants, City Council Committees are
12 currently meeting remotely. We are
13 using Microsoft Teams to make these
14 remote hearings possible.

15 Instructions for how the public
16 may view and offer public testimony at
17 public hearings of Council Committees
18 are included in the public hearing
19 notices that are published in the Daily
20 News, Inquirer and Legal Intelligencer
21 prior to the hearing and can also be
22 found on PHLCouncil.com. I now note
23 that the hour has come.

24 Mr. McMonagle, can you please
25 call the roll take attendance for the

1 members that are here and then we'll get
2 started.

3 And, Councilmember Parker, I
4 would just like to introduce you after
5 the roll is taken. Thank you.

6 THE CLERK: Councilwoman
7 Brooks.

8 COUNCILWOMAN BROOKS: Good
9 afternoon. I'm present.

10 THE CLERK: Councilman Domb.

11 COUNCILMAN DOMB: Good
12 afternoon, Mr. Chairman and colleagues.
13 Present.

14 THE CLERK: Councilwoman
15 Gauthier.

16 COUNCILWOMAN GAUTHIER:
17 (No response.)

18 THE CLERK: Councilwoman
19 Gilmore Richardson.

20 (No response.)

21 THE CLERK: Councilman Johnson.

22 (No response.)

23 THE CLERK: Councilman Jones.

24 (No response.)

25 THE CLERK: Councilman Oh.

1 (No response.)

2 THE CLERK: Councilman Squilla.

3 COUNCILMAN SQUILLA: Good
4 afternoon, Mr. McMonagle. I am present.

5 And Councilman Jones is
6 present. I don't know if he's trying to
7 unmute.

8 THE CLERK: And we have
9 Councilwoman Parker, correct?

10 COUNCILWOMAN PARKER: Yes.
11 Present.

12 THE CLERK: We're still short
13 one, Mr. Chairman.

14 COUNCILMAN SQUILLA: I think if
15 Councilman Jones is on, I think that --
16 Councilmember Jones?

17 (No response.)

18 COUNCILMAN SQUILLA:
19 Mr. McMonagle, can you just reach out to
20 Councilmember Jones real quick to see if
21 he can reconnect.

22 THE CLERK: Councilman Jones is
23 having log-in issues. He should be on
24 shortly.

25 COUNCILMAN SQUILLA: Okay.

1 Thank you.

2 COUNCIL TECH SUPPORT:

3 Mr. Chair, I just sent Councilman Jones
4 and Sean a conference number just in
5 case the Councilman cannot get onto the
6 Internet.

7 COUNCILMAN SQUILLA: Thank you,
8 Modesto.

9 COUNCIL TECH SUPPORT: There's
10 a conference number. He can call in
11 with it.

12 MS. WILLIAMS: Councilman
13 Squilla, this is Samantha. He'll be on
14 in like two seconds. Our apologies.

15 COUNCILMAN SQUILLA: No
16 problem. We know he was on earlier and
17 had to disconnect.

18 COUNCILMAN SQUILLA: While
19 Councilmember Jones is logging in, just
20 to rehash for the record, we have
21 present at the hearing for Commerce and
22 Economic Development is Councilmember
23 Brooks, Councilmember Domb,
24 Councilmember Jones when he logs in,
25 myself and Councilmember Parker.

1 Are there any other
2 Councilmembers that are on that have not
3 been recognized?

4 (No response.)

5 COUNCILMAN JONES:

6 Mr. Chairman, I'm reporting for duty,
7 sir.

8 COUNCILMAN SQUILLA: Thank you,
9 Councilmember Jones. Appreciate it.

10 We now have a quorum present.
11 We have Councilmember Brooks,
12 Councilmember Domb, Councilmember Jones,
13 Councilmember Parker and myself. Thank
14 you. A quorum of the Committee is
15 present and the hearing is now called to
16 order.

17 This is a public hearing for
18 the Committee on Commerce and Economic
19 Development regarding Bill Nos. 210670,
20 210672 and 210917.

21 Mr. McMonagle, will you please
22 read the titles of the bills.

23 THE CLERK: Bill No. 210670,
24 amending Chapter 9-5100 of The
25 Philadelphia Code, entitled "Food

1 Delivery Services," to modify the
2 limitations on fees charged to food
3 service establishments, all under
4 certain terms and conditions.

5 And Bill No. 210672, amending
6 Section 9-207 of The Philadelphia Code,
7 entitled "Motor Vehicle Repairs," to
8 prohibit the use of City streets for the
9 sale or storage of motor vehicles, and
10 revising penalties, all under certain
11 terms and conditions.

12 And Bill No. 210917, amending a
13 chapter -- adding a new Chapter 9-5700,
14 entitled "Leasing of Commercial
15 Property," to require commercial lessors
16 to provide certain disclosures before
17 entering lease agreements and to provide
18 related protections to tenants, all
19 under certain terms and conditions.

20 COUNCILMAN SQUILLA: Thank you.
21 Before we begin to hear testimony from
22 the witnesses we have for today,
23 everyone who has been invited to the
24 meeting to testify should be aware that
25 this is a public hearing and is being

1 recorded. Because the hearing is
2 public, participants and viewers have no
3 reasonable expectation of privacy. By
4 continuing to be in this meeting, you
5 are consenting to being recorded.

6 Additionally, prior to
7 recognizing Members for the questions or
8 comments that they have for the
9 witnesses, I will note for the record at
10 this time that we will use the chat
11 feature available in Microsoft Teams to
12 allow Members to signify that they wish
13 to be recognized in order to comply with
14 the Sunshine Act. And the chat feature
15 must only be used for this purpose.

16 Mr. McMonagle, will you please
17 call the panel we have to testify this
18 morning on Bill No. 210672.

19 THE CLERK: Yes. Can we please
20 have Richard Montanez, followed by Mark
21 Zachary if he's on.

22 COUNCILMAN SQUILLA: Thank you,
23 Rich. Just state your name for the
24 record and then you can proceed with
25 your testimony.

1 MR. MONTANEZ: Good afternoon,
2 Councilman -- Chairman Squilla. My name
3 is Richard Montanez, Deputy Commissioner
4 of Streets. Good afternoon, Chairman
5 Squilla and members of the Commerce and
6 Economic Development Committee. My name
7 is Richard Montanez, Deputy Commissioner
8 for Streets. I'm here to testify on
9 Bill 210672 introduced by Councilmember
10 Henon.

11 This bill will prohibit the
12 repair, sales or storage of motor
13 vehicles within the public right-of-way,
14 both cartway and sidewalks. The Streets
15 Department's mission statement is clean,
16 green and safe streets. We consider the
17 public right-of-way, cartway and
18 sidewalk an integral part of safe
19 streets.

20 Unfortunately, more and more we
21 see vehicle repairs on our roadways and
22 on our sidewalks creating hazards for
23 our citizens. Outside automotive
24 stores, mechanics have set up shop in
25 parking lots, sidewalks and even City

1 streets. Pedestrians, some being
2 disabled, may have to traverse an
3 obstacle course to walk down the block
4 to get to the store, parents sometimes
5 pushing strollers into oncoming traffic
6 to avoid these vehicles.

7 Automotive shop owners occupy
8 parking spaces in residential
9 neighborhoods to store cars that they
10 are repairing or selling, taking
11 valuable space from our citizens and
12 visitors. These repairs often result in
13 the leaking of fluids that can create a
14 slipping hazard and even worse, continue
15 into our streams and rivers, polluting
16 our drinking waters. In addition, trash
17 is left behind creating a dumping
18 situation in our neighborhoods.

19 The Streets Department supports
20 an increased fine for the motor vehicle
21 repair, sales or storage on City streets
22 from \$50 to \$300. Thank you for the
23 opportunity to appear before you today.
24 I will be happy to answer any questions
25 you have at this time.

1 COUNCILMAN SQUILLA: Thank you,
2 Deputy Commissioner Montanez.

3 Sean, please read the next --
4 before we ask any questions, can we
5 please have Mr. Zachary state his name
6 for the record and testify.

7 MR. ZACHARY: Yes. My name is
8 Mark Zachary. And so, I'm a resident of
9 the 7th Councilmanic District and I
10 really like this bill, but I just kind
11 of have some questions as to the
12 enforcement of it. I mean, I'm under
13 the understanding that we have an
14 institution, you know, of individuals
15 who are hired by the City. They wear
16 blue uniforms. They're called the
17 police department, and I see so much
18 sidewalk parking next to these motor
19 vehicle repair shops.

20 I mean, the biggest one I just
21 went by this morning, 2300 Frankford
22 Ave, the Frankford Dauphin Trenton
23 cross. This guy has 41 vehicles parked
24 on the sidewalk. He has open violations
25 dating back to 2019 for an unlicensed

1 vehicle repair business. So my question
2 is, this is a great plan, but how are
3 you going to enforce it?

4 Abandoned vehicles is the
5 number one problem reported to 311, and
6 it takes in my experience being a
7 10-year user or 8-year user of 311, it's
8 not gotten better, it's gotten worse.
9 Response times are three to six months
10 for abandoned vehicles. I really feel
11 like the City could and must do a better
12 job with regard to this. This is
13 commonsense stuff.

14 And it's not just the Frankford
15 cross. I mean, there's Berks and
16 (inaudible). I was walking with my
17 young children in a stroller. I had to
18 walk down on Berks Street to pass up
19 that vehicle that was parked on the
20 sidewalk, you know. And you can't tell
21 me that there's not a police officer
22 that doesn't drive by Berks and Front
23 and don't see that, but they just drive
24 right by it.

25 And so, I think that again this

1 is a great bill. But if not only the
2 police who are on patrol aren't going to
3 enforce it and Neighborhood Services is
4 taking six months to remove abandoned
5 vehicles, where is the efficacy of this
6 going to show through. This is what
7 people are talking about on the street,
8 commonsense stuff, okay. Picking up the
9 trash, getting abandoned vehicles
10 removed and off the street. And the
11 City can't do a good job of that, then
12 who's responsible. It's the
13 Councilpersons and it's the City itself.

14 While I appreciate this bill, I
15 really feel like some more attention
16 needs to be paid to this type of stuff.
17 Thank you. Have a great day.

18 COUNCILMAN SQUILLA: Thank you,
19 Mr. Zachary, for your testimony.

20 Rich, a question I guess that
21 came from Mr. Zachary is the
22 enforcement, and I understand police is
23 part of the enforcement. If there are
24 calls made into the Streets Department
25 and there are violations, how would they

1 be written up and enacted?

2 MR. MONTANEZ: So the
3 Administration is willing to work with
4 both the Philadelphia Police Department
5 and the Philadelphia Parking Authority
6 to make sure that new fines are enforced
7 and even ticketed and towing vehicles.

8 COUNCILMAN SQUILLA: And do you
9 also believe that the new safety
10 ambassadors, people that were being
11 hired under the Manager's Director
12 Office, is something that they would be
13 able to also do?

14 MR. MONTANEZ: They would also
15 have the authority to issue tickets to
16 illegally parked vehicles as the
17 regulation was passed.

18 COUNCILMAN SQUILLA: Now, when
19 these vehicles are being ticketed,
20 obviously if there's a license plate,
21 the ticket goes to the owner of those
22 vehicles. Does anything at all happen
23 to the shop owner or would that be an
24 L&I issue?

25 MR. MONTANEZ: I believe that

1 that would be an L&I issue. And I don't
2 know -- I think Elizabeth Baldwin, the
3 Chief Code Engineer for L&I may be here.

4 COUNCILMAN SQUILLA: Betsy, are
5 you on -- yes, she is. Betsy, just
6 state your name for the record and if
7 you could respond.

8 MS. BALDWIN: My name is
9 Elizabeth Baldwin. I'm the Chief Code
10 Official for the Department of Licenses
11 and Inspections. And can you please
12 repeat the question?

13 COUNCILMAN SQUILLA: Yeah.
14 Just speak up a little bit. But the
15 question was that the initial tickets
16 that are going to be issued, whether
17 it's by police or the Parking Authority
18 or by the safety ambassadors would go to
19 the vehicle who's parked illegally
20 either on the street that's being worked
21 on or the sidewalks, is there any
22 violation to the property owner or the
23 business who's putting these cars out
24 onto the street?

25 MS. BALDWIN: I think we will

1 have to work that through with Streets.
2 We have not yet -- at least I have not
3 been involved in the vetting of this
4 ordinance, but we're willing to work
5 with the Streets Department to determine
6 when a violation would be referred to
7 L&I or when a complaint would be
8 referred to L&I.

9 COUNCILMAN SQUILLA: Are there
10 any violations now through L&I that
11 would be set forth if there's a repair
12 shop or somebody that's using the street
13 for storage?

14 MS. BALDWIN: I would have to
15 get back to you on that. I'm not
16 familiar with our enforcement. I know
17 there would be a violation obviously for
18 illegal repairs. But as far as when
19 they spill out onto the sidewalk, I'm
20 not sure about that. So I'm happy to
21 look into it and get back to you.

22 COUNCILMAN SQUILLA: Okay. If
23 you can just send that information to
24 the Chair, that would be great.

25 Are there any other questions

1 for this panel?

2 (No response.)

3 COUNCILMAN SQUILLA: Seeing
4 none, thank you so much for your
5 testimony.

6 Before we go on to read the
7 titles of the next bills, Councilmember
8 Parker, if you're available, do you want
9 to make any comments on the next two
10 legislations, Bill Nos. 210917 and
11 210670?

12 COUNCILWOMAN PARKER: Yes.
13 Thank you, Mr. Chairman. Can I start
14 with the one coming up now,
15 Mr. Chairman, 210917; is that okay?

16 COUNCILMAN SQUILLA: Yes,
17 ma'am.

18 COUNCILWOMAN PARKER: Thank
19 you, Mr. Chairman.

20 Bill No. 210917 or the
21 Commercial Tenant Protection Bill, it
22 actually increases transparency in the
23 commercial leasing process by requiring
24 property owners or their designees to
25 provide a City-issued guide book to

1 potential lessees seven days before a
2 lease can be signed. The guide book
3 will provide information about how a
4 business owner can determine the zoning
5 and approve the uses of a property as
6 well as identify whom they can contact
7 for clarity and questions.

8 Currently, Mr. Chairman,
9 property owners are not required to
10 disclose zoning information about a
11 property to a potential lessee. This
12 has caused significant financial losses
13 to numerous small business owners who
14 find out after signing a lease that they
15 need Zoning Board approval in order to
16 open. And you're going to hear some of
17 these stories today.

18 The guide book in the seven day
19 due diligence period provides
20 opportunities for entrepreneurs with the
21 time and the resources they need to
22 determine if they should lease a
23 particular property. As a remedy, the
24 Commercial Tenant Protection Bill grants
25 tenants the ability to sue property

1 owners who fail to provide the guide
2 book seven days in advance of the lease
3 signing and seek restitution for
4 financial losses suffered as a result of
5 not having the necessary zoning
6 information prior to them signing the
7 lease.

8 The amendments, Mr. Chairman,
9 the bill was shared with an extensive
10 array of stakeholders, including
11 individual business owners, BIDs and
12 CDCs, professional organizations and
13 agencies that provide services to small
14 businesses. As a result of the feedback
15 we received, I will be offering
16 amendments today that do the following:

17 First, it will indicate that
18 the guide book must be provided a
19 minimum of seven days before a lease is
20 signed to clarify that a longer due
21 diligence period is, in fact,
22 acceptable. It will also clarify that
23 the guide book must be provided to the
24 potential lessee before a written
25 agreement can be made to shorten the

1 seven-day minimum due diligence period,
2 and it will exempt transactions where
3 the lessee is represented by an attorney
4 at the time the offer to lease the
5 commercial property is presented.

6 Thank you, Mr. Chairman. And
7 these are my comments on Bill No.
8 210917.

9 COUNCILMAN SQUILLA: Thank you,
10 Councilmember.

11 Right now we will ask
12 Mr. McMonagle to please announce the
13 next panel to testify on Bill No.
14 210917.

15 THE CLERK: Yes. Can we please
16 have Elizabeth Baldwin followed by
17 Regina Hairston, Ivelisse Evy Cruz and
18 Vanessa Simpson, in that order please.

19 COUNCILMAN SQUILLA: Thank you,
20 Betsy. If you just want to state your
21 name again for the record and proceed
22 with your testimony. And then each
23 person, if we could follow up with their
24 testimony before we ask questions.
25 Thank you.

1 MS. BALDWIN: Good afternoon,
2 Chairperson Squilla and members of the
3 Committee on Commerce and Economic
4 Development. My name is Elizabeth
5 Baldwin and I am the Chief Code Official
6 for the Department of Licenses and
7 Inspections. I'm here to provide
8 testimony on Bill No. 210917 sponsored
9 by Councilmember Cherelle Parker, which
10 if enacted, will amend Title 9 of The
11 Philadelphia Code, entitled "Regulation
12 of Businesses, Trades and Professions,"
13 to require commercial lessors to provide
14 certain disclosures before entering
15 lease agreements and to provide related
16 protections to tenants, all under
17 certain terms and conditions.

18 The intention of this bill is
19 to support entrepreneurs and small
20 business owners looking to rent
21 locations for their businesses. The
22 bill provides prospective tenants with
23 information necessary to verify the
24 legal use of the property under the
25 zoning code and determine if the

1 location may feasibly be used for
2 business based on building code
3 requirements and potential cost of
4 bringing this property up to code. L&I
5 have used this bill as a positive step
6 in equipping business owners with the
7 resources needed to make informed
8 decisions before entering into a lease
9 or other contract. The Department of
10 Licenses and Inspections supports this
11 bill and is prepared to enforce its
12 provision should it become law. Thank
13 you for the opportunity to provide the
14 Department's testimony.

15 MS. HAIRSTON: Good afternoon,
16 Chairperson Squilla, Majority Leader
17 Parker and members of the Committee on
18 Commerce and Economic Development. My
19 name is Regina A. Hairston, President of
20 the African American Chamber of Commerce
21 for Pennsylvania, New Jersey and
22 Delaware, and I am honored to be here to
23 support Bill No. 210917 on behalf of our
24 members, especially those who are small
25 Black business owners.

1 The introduction of the
2 commercial tenant protection legislation
3 is an important step in creating
4 solutions to ensure all businesses are
5 provided adequate resources to ease the
6 process of doing business in the City
7 and to level the playing field of
8 minority-owned and disadvantaged
9 businesses. Given commercial landlords
10 have not been required to disclose
11 zoning information about properties to
12 those interested in leasing in them,
13 small businesses have had to assume
14 substantial risk with financial and
15 operational consequences far too often.
16 Supporting the passage of this
17 legislation means supporting the need
18 for clear public zoning disclosures, it
19 means supporting accountability for
20 those who are promoting the exclusion of
21 our most vibrant community members --
22 should be inclusion.

23 It means standing with
24 organizations who have supported and
25 witnessed time and time again the

1 devastating effects of incurring
2 expenses from landlords who fail to
3 provide adequate information upfront,
4 thus wasting the precious effort and
5 lifetime earnings of Black and Brown men
6 and women across Philadelphia. Thank
7 you for the opportunity to testify on
8 this bill.

9 COUNCILMAN JONES:

10 Mr. Chairman.

11 (No response.)

12 COUNCILMAN JONES:

13 Mr. Chairman.

14 (No response.)

15 COUNCILMAN JONES: Thank you
16 for your testimony.

17 Will the Clerk please read the
18 next person to testify.

19 THE CLERK: Thank you. Can we
20 please have Ivelisse Evy Cruz.

21 MS. CRUZ: Thank you --

22 COUNCILMAN JONES: Good
23 afternoon, Ms. Cruz. Please state your
24 name for the record and begin your
25 testimony.

1 MR. CRUZ: Thank you,
2 Councilman Jones. My name is Ivelisse
3 Cruz and I am the Nonprofit and Small
4 Business Coordinator at Philadelphia
5 VIP. I want to thank Chairman Squilla
6 and the Committee for recognizing me
7 today and Councilwoman Parker for
8 introducing this legislation and for
9 inviting me to speak on behalf of my
10 organization.

11 I offer this testimony to
12 support the passage of Bill No. 210917,
13 as this legislation is an important step
14 toward preventing economic hardship
15 caused by entering into a commercial
16 lease without fully knowing and
17 understanding the property zoning
18 restrictions. To resolve transactional
19 legal issues such as zoning permit
20 requests and appeals, small businesses
21 and nonprofits have to choose to either
22 use their limited resources to hire an
23 attorney or proceed on their own and
24 risk liability.

25 Philadelphia VIP fills this

1 crucial need for free legal services by
2 matching eligible clients with volunteer
3 attorneys to provide pro bono
4 representation. So far in 2021, our
5 community economic development
6 initiative has matched volunteers with
7 over 150 small businesses and
8 nonprofits, including seven clients who
9 requested assistance after discovering
10 that their property was not properly
11 zoned for their business activities.

12 I'll share two of these stories
13 to illustrate the impact of this issue.
14 Rebel Arts is a fitness studio providing
15 classes and dance and acrobatics in the
16 City's Harrowgate neighborhood. Owner
17 Alyssa Bigbee signed a lease in April
18 with an anticipated move-in date of July
19 1st. Right after the lease was signed,
20 the landlord told Alyssa that the
21 property was designated as I-2 which
22 does not allow personal services,
23 including fitnesses by-right.

24 The landlord assured Alyssa
25 that she needed to submit a change of

1 use request, so she sent in an
2 application to L&I, but was caught
3 off-guard when L&I requested additional
4 information followed by a refusal
5 letter. Alyssa now needed to seek a
6 zoning variance from the ZBA, a process
7 that typically lasts at least three
8 months and is not always resolved in
9 favor of the applicants.

10 Facing several rounds of
11 administrative fees, meetings with the
12 registered community organization and a
13 hearing that requires attorney
14 representation, Alyssa was not confident
15 that she would be able to financially
16 sustain the business if she moved
17 forward with this variance and
18 considered giving up before Rebel Arts
19 ever opened its doors. Confused and
20 overwhelmed, she reached out to us for
21 help.

22 We quickly matched her with a
23 volunteer attorney to help her
24 understand the potential next steps and
25 try to obtain the permit. The attorney

1 found out that L&I had already granted
2 zoning relief to a prior tenant for the
3 same type of use and convinced L&I to
4 issue the permit as an administrative
5 adjustment. Without her volunteer,
6 Alyssa certainly would have never
7 discovered the precedent that allowed
8 her to bypass the variance process and
9 probably would have had to close the
10 business from lost income in inability
11 to pay for an attorney to represent her
12 before the ZBA.

13 Our next client owns a hookah
14 lounge and signed a commercial lease in
15 January and was preparing for its grand
16 opening in March when he received a
17 refusal letter from L&I denying a permit
18 for operation as a nightclub. This
19 client was also under the impression
20 that he would be granted a permit after
21 submitting a change of use application
22 because he knew the property had been
23 granted a temporary special exemption to
24 operate as a dance hall in 2007. The
25 client was unfortunately not aware that

1 the prior tenant had never received a
2 certificate of occupancy and the permit
3 had expired in 2010.

4 Not only did the client learn
5 that he needed to go through the zoning
6 variance process, but the business was
7 shut down by the authorities to prevent
8 operations. VIP matched the client with
9 a volunteer attorney who had over 25
10 years of experience in appealing zoning
11 refusals.

12 The attorney was able to
13 successfully convince L&I that the
14 client's operation as a nightclub was a
15 lawful nonconforming use, and the
16 attorney was then able to withdraw the
17 appeal that he already filed and L&I
18 immediately issued a new special
19 exception permit.

20 It is clear from this case that
21 this client's continued plight as they
22 are still appealing the denial of a
23 tobacco retailer permit because of the
24 property's proximity to a school could
25 have been avoided if the client had had

1 a clear picture of the property's use
2 restrictions prior to entering into the
3 commercial lease agreement.

4 In this competitive real estate
5 market, small businesses and nonprofits
6 are often eager to jump at an
7 opportunity to sign a lease with
8 favorable rates and a desirable
9 commercial location. The passage of
10 this bill will slow down this process by
11 a few days, but will give tenants a
12 chance to review critical information
13 that can prevent them from being locked
14 into an expensive lease agreement for a
15 property in which they cannot operate
16 immediately and sometimes indefinitely.

17 These situations are entirely
18 avoidable and through transparency and a
19 comprehensive understanding of zoning
20 restrictions. A responsibility that can
21 fall on the shoulders of a commercial
22 landlord as much as the commercial
23 tenant. I ask the City Council vote to
24 approve Bill No. 210917 to provide
25 much-needed support to small businesses

1 and nonprofits that offer essential
2 goods, services and economic
3 opportunities to Philadelphia's
4 community. Thank you.

5 COUNCILMAN SQUILLA: Thank you
6 for your testimony.

7 THE CLERK: Can we please have
8 Vanessa Simpson.

9 MS. SIMPSON: Hello. Good
10 afternoon, Chairman Squilla and members
11 of the Commerce Committee. My name is
12 Vanessa Simpson. I am the owner of The
13 Event Spot located on Rising Sun Avenue.
14 And I'm here to testify on Bill No.
15 210917. I am honored to have the
16 opportunity to give my story as to what
17 happened to me. I worked insurance and
18 risk management for 30 years before I
19 owned my business. And while working, I
20 started the process of hiring a company
21 who specialized in researching of the
22 different type of permits and licenses
23 needed for commercial businesses.

24 However, I was not told that I
25 needed a special variance for the event

1 venue for the business I was attempting
2 to open. Also, the property owner
3 stated that because I was opening an
4 event venue, that I would be okay
5 because it was zoned as a CMX-2, so I
6 moved forward and I opened my business
7 starting February 2018.

8 I received a cease order by L&I
9 not to operate my business effective
10 January 2019 because I did not have the
11 special variance. This was very
12 devastating as I had invested \$40,000 of
13 my own money and started receiving
14 bookings from customers and as a CMX-2
15 commercial business and event venue, we
16 don't have customers that just walk in
17 and purchase items so, therefore, the
18 service that we provide requires
19 contracts. So my customers, now I was
20 potentially putting myself in a bad
21 position where it would open me up to
22 lawsuits because now I was unable to
23 honor the contracts I had in place
24 because I was not able to operate.

25 I received the shutdown notice

1 in October. It was effective January
2 2019. I went before the Zoning Board
3 March of 2019. And in between there, I
4 ran around the City of Philadelphia. I
5 called. I spoke to people at the
6 Chamber of Commerce. I called
7 Councilwoman Parker's office to see if I
8 can get any assistance and help as to
9 rectify this because I could not operate
10 my business. I did get around of not
11 paying my rent during this process. As
12 I said, I worked in risk management for
13 30 years and there was a loophole
14 because the property owner still wanted
15 me to pay rent. Well, the property that
16 I am located in, that I'm housed in, was
17 not properly zoned because apparently it
18 used to be a movie theater and the
19 property owner never registered it
20 correctly with the City of Philadelphia,
21 so I got out of paying rent on a
22 technicality. However, a lot of other
23 venue owners are not as lucky.

24 I went before the Zoning Board.
25 And because my business was an LLC, I

1 was required to have an attorney. And
2 before that, I had to send out letters
3 to the community. I had to go before
4 the Burholme Association and present my
5 business so they can vote it up or down
6 and then I went before the Zoning Board.

7 Three minutes in front of the
8 Zoning Board I had to pay an attorney
9 \$800 to present this on my behalf.

10 Again, \$40,000 of my own money, I hired
11 a company to do this. This bill is
12 definitely needed. It's very
13 frustrating. I went to L&I. I called
14 L&I. I went to 1515 Market Street. I
15 was there several times, several times
16 during the week to be told sometimes
17 wrong information, information that did
18 not apply to me. This is very
19 frustrating because if the City is
20 mandating that small business owners who
21 are opening event venues in the City of
22 Philadelphia, if we are required to do
23 certain things, then they should have
24 knowledgeable people there to help and
25 assist us. So I hope I am speaking and,

1 you know, on behalf of the event venue
2 owners in the City of Philadelphia
3 because I've had several people contact
4 me that want to open venues in the City
5 of Philadelphia because they know and
6 they have heard that I went through this
7 process.

8 I was open for almost one year
9 before I was shut down and could not
10 operate. I thought I did my due
11 diligence and went through the proper
12 channels, but obviously not. And
13 actually my variance is up March 1, 2022
14 so I'm starting the process over again
15 now and just received my denial letter.
16 So now I have to apply the fees that are
17 associated with this for us to renew or
18 to even get the initial variance. And a
19 lot of the property owners, they are
20 aware of the situation regarding event
21 venues in the City of Philadelphia. And
22 they are really -- they're taking
23 people's money knowing this and if we're
24 shut down, they still want their rent
25 money. And that's not fair. I thank

1 you for allowing me to present my case.

2 COUNCILMAN SQUILLA: Thank you
3 so much for your testimony. It was very
4 powerful and really understanding why
5 this bill is so important.

6 Before we go on to any other
7 people to testify, I'd like to recognize
8 for the record Councilmember Gilmore
9 Richardson is present here and also
10 Councilmember Gauthier is also present.

11 Is there anybody else to
12 testify on Bill No. 210917?

13 (No response.)

14 COUNCILMAN SQUILLA: Hearing
15 none, are there any questions to any of
16 the panelists?

17 (No response.)

18 COUNCILMAN SQUILLA: Hearing
19 none, before we go into Bill No. 210670,
20 Councilmember Parker, would you like to
21 make some remarks on this bill?

22 COUNCILWOMAN PARKER: Yes.
23 Thank you, Mr. Chairman.

24 Mr. Chairman, Bill No. 210670
25 is what is referred to as the third

1 party delivery bill and what it does is
2 it builds upon legislation that our City
3 Council passed during the COVID-19
4 pandemic that limited the maximum fee
5 that third party food delivery companies
6 such as Grubhub, DoorDash and Uber Eats
7 could charge to their partner
8 restaurants.

9 As you may recall when the
10 pandemic first hit in 2020, many
11 restaurants were suddenly subject to
12 delivery fees as high as 30 percent,
13 sometimes even 40 percent. And these
14 high fees burdened restaurants which
15 were already struggling for business due
16 to lockdown orders and needing to
17 establish an online presence in order to
18 remain successful.

19 The legislation that I
20 spearheaded last year in essence capped
21 the fees to 10 percent for delivery fees
22 and 5 percent for other fees such as
23 marketing for a total of 15 percent per
24 order. For the duration of the declared
25 public health -- sorry, Mr. Chairman,

1 phone's ringing -- for a total of 15
2 percent per order for the duration of
3 the declared public health emergency and
4 90 days thereafter.

5 While we are obviously still in
6 the midst of a public health emergency,
7 especially with a new variant breathing
8 down our necks, I wanted to introduce
9 new legislation that would speak to what
10 should happen as we move out of this
11 pandemic. Other cities have already
12 done legislation similar to what we're
13 considering today with several
14 implementing permanent fee caps and some
15 allowing for a tier structure. When
16 crafting this legislation, I was also
17 hyperaware that as the restaurants
18 climbed out of the pandemic, it is not
19 as if they'll be fully what I call
20 "recovered" on the day the public
21 emergency ends.

22 In the reality, it may take
23 years for our restaurant industry as
24 well as our entire hospitality industry
25 to recover from this pandemic. So Bill

1 No. 210670 as introduced would have made
2 the 15 percent total fee cap permanent.
3 Bill No. 210670 also maintains a clause
4 from the original legislation clarifying
5 that it is unlawful for third party food
6 delivery services to reduce the
7 compensation rates paid to the service
8 delivery drivers. They're also known as
9 couriers or sometimes you may hear
10 people call them dashers or to garnish
11 gratuity as a result of the fee cap.

12 In other cities where fee caps
13 have been made permanent such as New
14 York City and San Francisco, some of the
15 third party food delivery services have
16 then sued the cities. These lawsuits
17 are still playing out. If possible, I
18 want to avoid the similar lawsuit in
19 Philadelphia. Therefore, after the
20 introduction of the bill, I instructed
21 the Pennsylvania Restaurant and Lodging
22 Association to meet with various third
23 party delivery companies and to try to
24 find a compromise.

25 Amendments to Bill No. 210670

1 were reached after extensive
2 conversations with the restaurant
3 industry and the third party delivery
4 companies during the months of October
5 and November. The legislation which
6 will be amended in Committee today will
7 maintain a 15 percent total fee cap for
8 restaurants that choose it, but it will
9 also allow for restaurants to opt out of
10 the cap and into a higher fee tier in
11 return for additional services beyond
12 basic delivery and marketing.

13 As you will see in their
14 written testimony, some of the third
15 party delivery companies are still not
16 totally happy with where this bill ended
17 up. They are still framing the amended
18 bill as a permanent fee cap even though
19 we now give the restaurants the choice
20 to move into a higher fee tier. In
21 crafting these amendments, I wanted to
22 avoid a situation like what happened in
23 the past where a restaurant would be
24 surprised and essentially forced into a
25 higher tier. They were told something

1 like, well, based on your volume of
2 sales and/or price point, we're now
3 going to take 30 percent instead of the
4 20 percent that you signed up at. With
5 this legislation, restaurants will be
6 guaranteed a 15 percent fee cap if that
7 is what they choose.

8 The choice, Mr. Chairman, is
9 the operative word here. And I do
10 believe that some restaurants will
11 choose to move into a higher fee tier in
12 return for additional services beyond
13 basic delivery and marketing. And one
14 final thought, Mr. Chairman, both my
15 office and the PRLA negotiated with the
16 third party delivery companies in good
17 faith, and that's always very important
18 to me. No gotcha legislation.

19 While I do hope that we can
20 avoid a lawsuit, I want to thank our Law
21 Department for letting me know even if
22 someone sues, we are fully prepared to
23 fight for this legislation in court. I
24 also do not want to see the bottom tier,
25 the 15 percent tier, to turn into like

1 what I would call a substandard tier
2 where restaurants essentially feel like
3 they're forced to choose a higher tier
4 if they want basic services.

5 Now, we're going to be watching
6 the implementation of this new
7 legislation like hawks. And, Chairman,
8 you know me and, Whip Jones, what I mean
9 when I say that. We're going to hear
10 from restaurants as soon as something
11 goes in a way it shouldn't. I believe
12 we can move forward in a way in which it
13 is beneficial for the restaurants, but
14 also works for these third party
15 delivery companies because they are
16 employers in our community as well and
17 give people the flexibility to earn
18 money on their own time. So I want to
19 note that. And I look forward to the
20 testimony and discussion on this bill
21 today.

22 Thank you so very much,
23 Mr. Speaker, for the leeway --
24 Mr. Speaker, Mr. Chairman is what I
25 meant. I didn't mean to call you

1 Mr. Speaker.

2 COUNCILMAN SQUILLA: You made
3 me the Speaker which is good. Well,
4 thank you so much, Madam Leader, and
5 it's important to understand the process
6 of how the sausage is made and it's not
7 always a pretty process. So thank you
8 so much.

9 Mr. McMonagle, can you please
10 read the people to testify on Bill No.
11 210670.

12 THE CLERK: Yes. If we can
13 please have Dawn Summerville, followed
14 by Ben Fileccia and Darlene Jones.

15 MS. JONES: I'm here. Darlene
16 Jones.

17 MS. SUMMERVILLE: Thank you.

18 THE CLERK: Can we have Dawn
19 Summerville first, please.

20 MS. SUMMERVILLE: Thank you.
21 Good afternoon, Chairperson Squilla and
22 members of the Committee on Commerce and
23 Economic Development. My name is Dawn
24 Summerville and I am the Deputy Commerce
25 Director for Business Development. I'm

1 happy to be here today to provide
2 testimony on Bill No. 210670 which
3 modifies the limitation on fees charged
4 to food service establishments.

5 The cultural and economic
6 impacts of Philadelphia's restaurant and
7 dining scene cannot be overstated. They
8 create neighborhood character and
9 provide important employment
10 opportunities. However, many
11 restaurants were already operating with
12 low profit margins prior to the
13 pandemic. At this point in economic
14 recovery, many restaurants are still
15 relying on takeout and delivery. The
16 addition to third party delivery
17 services further enable Philadelphia
18 residents to enjoy their favorite
19 restaurants safely from home.

20 Over the past year, the
21 Commerce Department has worked closely
22 with a large and diverse group of
23 restauranteurs from across the City to
24 understand their concerns and address
25 their needs. Given their critical

1 reliance on delivery and takeout,
2 restaurants were concerned about the
3 high fees charged by delivery platforms.
4 This legislation would limit the fees
5 charged to restaurants by third party
6 delivery companies as restaurants
7 recover from years to come.

8 We support the overall intent
9 of this legislation and want to thank
10 Councilmember Parker for her leadership
11 on this issue. Commerce remains
12 dedicated to supporting all sectors,
13 businesses and job creators throughout
14 Philadelphia. Thank you for the
15 opportunity to testify before you today.
16 I'm happy to answer any questions you
17 have at this time.

18 THE CLERK: Mr. McMonagle, can
19 we have the next person.

20 THE CLERK: Ben Fileccia.

21 MR. FILECCIA: Good morning,
22 Chairman Squilla, Vice-Chairman Domb and
23 fellow Councilmembers. My name is Ben
24 Fileccia and I'm the Director of
25 Operations and Strategy with the

1 Pennsylvania Restaurant and Lodging
2 Association. We represent more than 350
3 operators here in Philadelphia and
4 nearly 4,000 members statewide. I want
5 to thank this Committee, the Chair and
6 Vice-Chair for their willingness to have
7 this important discussion.

8 As the pandemic hopefully comes
9 to an end and mitigation restrictions
10 are limited, competition amongst
11 businesses is speeding up. As the trade
12 association that represents bars,
13 restaurants, diners and many others in
14 the hospitality industry, we believe now
15 is a critical time for the City to work
16 with businesses to help create an
17 atmosphere where all businesses,
18 residents and Philadelphians can thrive.
19 Because of that, we are extremely
20 appreciative of Councilmember Parker's
21 diligent and focused efforts to help
22 create a sustainable path forward for
23 restaurants that are trying to operate
24 and navigate in a totally new economy.

25 The only thing that's been

1 predictable for restaurants for the last
2 18 months is constant unpredictability.
3 That is why PRLA supports Councilmember
4 Parker's Bill No. 210670 as amended,
5 which would provide certainty for
6 restaurants in the City at a time when
7 they were still trying to recover and
8 many fight to stay open and profitable
9 as winter trickles in.

10 We want to thank Councilmember
11 Parker and her office for her efforts
12 finding a reasonable and practical path
13 forward for our restaurants and our
14 authority partners. As many of you
15 likely know, Councilmember Parker and
16 Philly Council decided during the
17 pandemic to cap marketing and delivery
18 commission fees charged by third party
19 companies temporarily. This cap was
20 initially intended to help restaurants
21 survive the pandemic and continue
22 service despite the virus and government
23 mitigation, forcing them to shut down.
24 This legislation expires at the end of
25 the public health emergency.

1 Unfortunately, we saw during
2 the pandemic many violations with some
3 companies ultimately attempting to
4 increase rates to above 30 percent on
5 operators. Councilmember Parker
6 introducing this legislation has served
7 as a breath of fresh air for many of our
8 members, who tell us that this helps
9 their path forward clearer and somewhat
10 more predictable.

11 After introducing this
12 legislation, at the request of
13 Councilmember Parker the PRLA met with
14 representatives from DoorDash, Grubhub
15 Uber Eats and other third party
16 companies to discuss what a true
17 partnership amongst our industries might
18 look like. While we do not agree on
19 everything, our initial conversations
20 were amicable, productive and led to
21 significant changes to this legislation.
22 These changes would allow our
23 restaurants to be profitable and
24 recover, but would also rightfully allow
25 room for third party apps to expand

1 their operations and be profitable.

2 PRLA met five times in person
3 and virtually with a variety of these
4 companies. PRLA took their concerns
5 back to our members, presented them with
6 multiple proposals and every suggestion
7 made to us, and our members provided
8 PRLA with feedback that we took to
9 Councilmember Parker.

10 PRLA then scheduled second and
11 third meetings with every third party
12 company that reached out about this
13 legislation to again discuss the various
14 proposals and approaches. While it was
15 challenging to balance the various ideas
16 coming from multiple third party apps,
17 PRLA fairly presented all of their
18 suggestions and proposals to members.
19 PRLA also reached out to restaurants
20 that were not members to solicit their
21 input as well.

22 This legislation keeps in place
23 an option for restaurants to have access
24 to these services at the current cap, 10
25 percent on delivery and 5 percent on

1 marketing services and other fees. If
2 restaurants want to opt out of that cap
3 and opt into a more premium service with
4 any of these companies, they can do so
5 and will be able to do so immediately.

6 What we have seen in other
7 cities is that some of these third party
8 companies have created tier pricing
9 models across the nation. In those
10 cases, operators can stay in a cap rate
11 if they want basic services. But if
12 they would like to expand those services
13 to choose more premium options, they
14 work with third party apps to do so.

15 Many restaurants operate at a 2
16 to 7 percent profit margin. At a time
17 when many have been forced to deliver
18 and provide takeout, it's not
19 sustainable for them to partner with
20 companies that take more revenue in fees
21 than that restaurant is making in
22 profits. This legislation allow those
23 restaurants to stay at the current cap.

24 It's important that I emphasize
25 that PRLA at the request of

1 Councilmember Parker really tried to
2 work closely with these third party
3 companies that operate in Philadelphia.
4 Some have reminded us the lawsuits on
5 this issue that are playing out on other
6 states that they have filed as well as
7 the possibility of our partnerships
8 potentially changing due to our
9 different interpretations of this
10 legislation.

11 Nonetheless while this
12 legislation may not be exactly what
13 everyone wanted, it is however a fair
14 and reasonable path forward not only for
15 restaurants but we believe for our third
16 party partners as well. Councilmember
17 Parker did a terrific job finding a
18 middle ground on this. This is a win
19 for all restaurants, large, small,
20 franchises, independents and for those
21 operations minority-owned who may see
22 significant value in a locked rate.
23 It's also a win for the many restaurants
24 out there that may want to opt in for
25 more premium contracts. Lastly, it's a

1 win for third party companies that are
2 looking to expand services and
3 operations in Philadelphia as well.

4 You will likely hear testimony
5 later today opposing this legislation,
6 and there are a few companies that will
7 probably argue they oppose it due to its
8 permanency. But let's be clear, this
9 legislation we're considering today is
10 not a permanent cap. As it was
11 originally introduced, that's what a
12 permanent cap looks like, where our
13 restaurants would be guaranteed to be
14 locked in at a certain rate and only
15 that rate indefinitely. We've had a lot
16 of conversations with our third party
17 partners since then and together we've
18 come a long way to land on this.

19 This bill does not legislate a
20 permanent cap. Rather this legislation
21 permits third parties to sell more
22 premium services and thus make more
23 profit to food services establishments
24 in Philadelphia. The amended form of
25 this legislation allows restaurants to

1 opt in to more premium services while
2 still assuring restaurants that are
3 reasonable, affordable and profitable
4 option exists if they choose to remain
5 at that option.

6 So this is what a third party
7 company told us they wanted. The
8 example one of them provided, and I
9 haven't been able to think of a better
10 example since, is that a restaurant
11 wanted to buy a Ford Focus simply
12 because they need a car, in other words
13 the app, to do their business. Then
14 they will have access to the Ford Focus.
15 If they would rather buy a Ford Mustang,
16 they can also do that too but will
17 obviously have to pay a more premium
18 price for it.

19 So finally, we want to thank
20 Uber, DoorDash and Grubhub for working
21 with us, the PRLA, the last couple of
22 months for sharing their perspective on
23 this and for working with our members to
24 establish a fair proposal for everyone.
25 We also want to thank Councilmember

1 Parker for her willingness to take on
2 such a tough issue and for her efforts
3 to help save restaurants in Philadelphia
4 at a time when they need it the most.

5 And lastly, we want to thank
6 this Committee and City Council in
7 general. Guys, you have all worked
8 closely with the PRLA the last couple of
9 months to help our members not only
10 survive the pandemic which provides them
11 with some certainty as they work to
12 recover operations, and thank you for
13 your time and we hope that you will
14 support Councilmember Parker's
15 legislation. Thanks guys.

16 COUNCILMAN SQUILLA: Thank you,
17 Ben, for your testimony.

18 Mr. McMonagle, do you know who
19 was next to testify?

20 THE CLERK: Yes. Can we
21 please -- I'm sorry. Can we please have
22 Darlene Jones.

23 COUNCILMAN SQUILLA: Thank you,
24 Darlene. Just state your name for the
25 record and then proceed with your

1 testimony.

2 MS. JONES: Hi. My name is
3 Darlene Jones of Star Fusion Express. I
4 am in agreement with Councilwoman
5 Parker's legislation. As a small
6 business owner, we are almost dependent
7 upon DoorDash and Uber eats. Like,
8 right after the pandemic I noticed it's
9 a 50 percent increase and me receiving
10 online orders through DoorDash, Uber
11 Eats and Grubhub. You know, I simply
12 just can't afford an increase of 30
13 percent.

14 Before the pandemic, I only had
15 about 10 or 15 percent of receiving
16 orders through the third parties, but
17 now it's 50 percent. So to offer them
18 30 percent, I just simply can't afford
19 it. I don't even pay myself that. Like
20 mentioned, our margins are so low in a
21 restaurant anyway. There's no way to
22 afford it. I mean, I actually think
23 that the extra cost, the customer should
24 pay for the extra cost. But I am in
25 agreement with Councilwoman Parker's

1 legislation. Thank you.

2 COUNCILMAN SQUILLA: Thank you,
3 Darlene, for your testimony.

4 Ringo, are you available --

5 COUNCILMAN JONES:

6 Mr. Chairman. Oh, yes. Go ahead,
7 Councilmember Jones.

8 COUNCILMAN JONES: Point of
9 information.

10 COUNCILMAN SQUILLA: Sure.

11 COUNCILMAN JONES: Star
12 Fusion's in the 4th Councilmanic
13 District for those who may be interested
14 in knowing where she is, just for the
15 record.

16 COUNCILMAN SQUILLA: Majority
17 Leader liked that very much. Thank you,
18 Councilmember Jones.

19 Ringo, if you want to just
20 state your name for the record and then
21 start with your testimony.

22 MR. ROSEMAN: Absolutely. My
23 name is Ringo Roseman. Good afternoon.
24 Thanks very much for hearing my
25 testimony today. I'm testifying in

1 support of Bill No. 210670. I'm the
2 owner of the Bagel Place at 404 Queen
3 Street in Queen Village. We're a full
4 service bagel bakery and sandwich shop,
5 dine-in, takeout and delivery service.
6 We've been open since July of 2017 and
7 managed to remain open all throughout
8 the pandemic.

9 Our company has had a \$15 an
10 hour minimum wage since the day we
11 opened. Our full-time staff enjoys
12 medical, dental, vision, liability
13 insurance and 401K just like hard-
14 working staff should. As a quick
15 service restaurant, the issue can be
16 boiled down to us to two things, that
17 businesses like mine can't survive
18 without working with third party app
19 companies and that we can't survive with
20 high commission rates.

21 Our shop has been successful at
22 getting guests to order through our
23 website and many people during the
24 pandemic learned how this can be the
25 best way to support local businesses.

1 Even with that, today roughly 25 percent
2 of my sales are through third party
3 apps. There's really no way around
4 this.

5 Delivery app companies might
6 tell us that we're accessing their
7 database of users, but really they have
8 a monopoly on how guests find new places
9 to eat. This will continue to be the
10 case for the foreseeable future, which
11 means that takeout and delivery
12 restaurants are constricted to working
13 with third party companies. In a city
14 with so many options, many of them
15 larger corporations, we really don't
16 have a choice. This can be extremely
17 problematic and that we lose so much
18 control over the process and a great
19 deal of control over our ability to
20 provide customer service.

21 I personally have severed
22 service with some companies at great
23 financial loss to myself because of
24 overwhelming issues caused by the
25 company, their interface, their lack of

1 training with their staff, et cetera.
2 Mostly they offer to remove the ability
3 for us to contact the guest so if
4 there's some sort of problem regardless
5 if we caused we're unable to provide
6 that customer and often lose that guest
7 for good through no fault of our own.

8 While it could be viewed as
9 optional to work with these companies,
10 for me or us it is as obligatory as
11 having to get Internet service through
12 either Comcast or Netflix -- sorry,
13 Comcast or Verizon. Companies also used
14 to be able to misrepresent us online
15 without our permission or contract. I'm
16 very thankful for the legislation that
17 passed previously which stopped them
18 from being able to do this.

19 The most important part of
20 marketing for restaurants is to find new
21 guests. For quick service restaurants
22 and other restaurants, third party apps
23 are what guests gravitate to for this
24 and I'm glad to pay for that service, be
25 it through a flat monthly rate or a

1 reasonable rate. Restaurants have very,
2 very low profit margins depending on the
3 type of restaurant, but they can be
4 between 5 percent and 8 percent, and
5 that's from established restaurants.

6 When I opened, it took me
7 nearly two years to show profit or to
8 pay myself. Standard operating costs
9 were roughly 30 percent for labor, 30
10 percent for food and product and 30
11 percent for rent and operating expenses.
12 It's easy to see how impossible the
13 previously high commission rates make
14 operating in this way.

15 When the rates were higher,
16 sometimes it just seemed like the more
17 sales we had, the more we lost. Some
18 restaurants raise prices on their
19 delivery services just to break even,
20 which can turn away guests giving them a
21 false impression of their actual prices
22 and even lead to negative reviews
23 causing further harm. If the high
24 commission fees hadn't been capped
25 during the pandemic, my business would

1 not have been able to stay home. Our
2 nearly 20 employees would have been out
3 of work.

4 So much of our product costs
5 and other supplies still cost 50 percent
6 to 400 percent what they used to.
7 Supply chain and staffing issues are
8 problematic for everybody, and above all
9 the health and safety of our staff
10 (inaudible), restaurant owners to be
11 saying. For the past 20 months, we've
12 been unable to make good plans or to
13 rely on systems, and the
14 unpredictability makes a difficult
15 industry even harder.

16 If the third party rates
17 skyrocket again, we'll likely have to
18 lose a quarter of our business and a big
19 part of our ability to compete against
20 larger companies in a very competitive
21 market. I support this legislation.
22 I'm thankful for Councilmember Parker
23 and others in support of this great
24 small business community. Thank you
25 very much.

1 COUNCILMAN SQUILLA: Ringo,
2 thank you for your testimony. Very well
3 said. Also, for the record we would
4 like to say the Bagel Place is in my
5 district, the First Councilmanic
6 District. So we're doing equal
7 opportunity here. Thank, Ringo, for
8 your business.

9 Dean, are you available to
10 testify? If you are, you can unmute
11 yourself, state your name for the record
12 and proceed with your testimony.

13 (No response.)

14 COUNCILMAN SQUILLA: Is Dean
15 available?

16 (No response.)

17 COUNCILMAN SQUILLA: Okay. If
18 Dean is not available, Greg Swanson. I
19 know they were submitting written
20 testimony for the record and will be put
21 in for the record.

22 Is there anyone else here to
23 testify on Bill No. 210670?

24 (No response.)

25 COUNCILMAN SQUILLA: Judy Ni.

1 MS. NI: Hi, I'm here. My Judy
2 Ni. I'm the -- hi.

3 COUNCILMAN SQUILLA: Hey, Judy.
4 Sorry about that.

5 MS. NI: No, you're fine.

6 COUNCILMAN SQUILLA: Just state
7 your name for the record and then you
8 can proceed with your testimony.
9 Thanks.

10 MS. NI: Thank you so much. My
11 name is Judy Ni. I'm the owner of
12 Baology located in Center City,
13 Philadelphia between the two Comcast
14 towers. As you can imagine, we have
15 seen quite a decline with our business
16 due to the lack of foot traffic and the
17 businesses and work-from-home policies
18 that a lot of companies have instated.
19 We have not seen much improvement in
20 these past few weeks and months, despite
21 a little bit of the relaxing of
22 regulations, and we do support very much
23 Councilmember Parker's legislation.
24 For us as a small business that
25 has been fortunate enough to take care

1 of our team this entire period, we have
2 done I think almost 100,000 meals to
3 serve back the community. Businesses
4 like ours cannot survive if we have
5 unpredictable revenues and I guess
6 portions of our revenues taken by third
7 party apps. We are appreciative of the
8 value that they create. We would just
9 ask that they provide us with
10 predictable, reliable revenues so that
11 we can also pass on that predictable,
12 reliable revenue to our team members so
13 that they can have good pay, continue to
14 have paid time off for the hard work
15 that they do and have predictable,
16 reliable schedules as well.

17 So we just wanted to say thank
18 you so much for this legislation. We
19 appreciate the options of choice, and we
20 would just also like to ask very quickly
21 for clarification that basic delivery
22 and basic marketing, we wanted to make
23 sure there was not restrictions based on
24 a radius of that, and we wanted to
25 clarify what basic delivery and basic

1 marketing would be just to make sure
2 there was no misunderstanding on both
3 sides.

4 COUNCILMAN SQUILLA:
5 Councilmember Parker, are you able to
6 answer that or we can send an answer in
7 email?

8 COUNCILWOMAN PARKER: We will
9 give them a formal response as
10 interpreted by the Law Department. But
11 I do want to note for the record that
12 there's been no indication in any way,
13 shape or form that this is related to
14 the radius, like no radius restrictions.
15 But we will, Judy, make sure that we get
16 a formal response for you from the Law
17 Department so that the industry can have
18 it for reference.

19 MS. NI: Thank you so much,
20 Councilmember Parker. That's very
21 useful for us and relieves a lot of my
22 concerns.

23 COUNCILWOMAN PARKER: Sure.

24 COUNCILMAN SQUILLA: Thank you,
25 Judy, for your testimony. Appreciate

1 it.

2 Is this anyone else here to
3 testify on Bill No. 210670?

4 (No response.)

5 COUNCILMAN SQUILLA: Hearing
6 none, are there any additional questions
7 to anybody on those panels?

8 (No response.)

9 COUNCILMAN SQUILLA: Okay. And
10 that would be it. We'll now conclude
11 the hearing and go into a public
12 meeting. I would like to thank you for
13 your testimony, everyone. And we will
14 now ask people to disengage and we'll go
15 into a public meeting. We'll wait a few
16 seconds.

17 Thank you. Thank you all.
18 We'll convene the public meeting and
19 call the roll. Mr. McMonagle, will you
20 please call the roll.

21 THE CLERK: Councilwoman
22 Brooks.

23 COUNCILWOMAN BROOKS: Present.

24 THE CLERK: Councilman Domb.

25 COUNCILMAN DOMB: Present.

1 THE CLERK: Councilwoman

2 Gauthier.

3 COUNCILWOMAN GAUTHIER:

4 Present.

5 THE CLERK: Councilwoman

6 Gilmore Richardson.

7 COUNCILWOMAN GILMORE

8 RICHARDSON: Present.

9 THE CLERK: Councilman Johnson.

10 (No response.)

11 THE CLERK: Councilman Jones.

12 COUNCILMAN SQUILLA: Councilman

13 Jones is present.

14 THE CLERK: Councilman Oh.

15 (No response.)

16 THE CLERK: And, Councilman

17 Squilla.

18 COUNCILMAN SQUILLA: Present.

19 Thank you, Mr. McMonagle.

20 We will now go into our public
21 meeting.

22 COUNCILMAN JONES: I am here,
23 Mr. Chairman.

24 COUNCILMAN SQUILLA: Thank you,
25 Councilmember. We had marked you

1 present for the Committee.

2 The Chair recognizes
3 Councilmember Domb for a motion on the
4 amendment to Bill No. 210670.

5 COUNCILMAN DOMB: Thank you,
6 Mr. Chairman.

7 I offer an amendment to Bill
8 No. 210670. A copy of the amendment has
9 been circulated to all members of the
10 Committee. I move the amendment to Bill
11 No. 210670 be approved.

12 COUNCILMAN JONES: Second.

13 COUNCILMAN SQUILLA: The Chair
14 notes for the record that Councilmember
15 Jones seconded the motion. It's been
16 moved and properly seconded that the
17 amendment to Bill No. 210670 be
18 approved.

19 All those in favor of the
20 motion will signify by saying aye.

21 (Aye.)

22 COUNCILMAN SQUILLA: Those
23 opposed?

24 (No response.)

25 COUNCILMAN SQUILLA: The ayes

1 have it and the motion carries. The
2 amendment to Bill No. 210670 has been
3 approved.

4 The Chair recognizes
5 Councilmember Domb for a motion on Bill
6 No. 210670 as amended.

7 COUNCILMAN DOMB: Thank you,
8 Chairman.

9 I move that Bill No. 210670 as
10 amended be reported from this Committee
11 with a favorable recommendation and
12 further move that the rules of Council
13 be suspended to permit first reading of
14 this bill at the next session of
15 Council.

16 COUNCILMAN JONES: Second.

17 COUNCILMAN SQUILLA: The Chair
18 notes for the record that Councilmember
19 Jones seconds the motion. It has been
20 moved and properly seconded that Bill
21 No. 210670 as amended be reported from
22 this Committee with a favorable
23 recommendation and further move that the
24 rules of Council be suspended as to
25 permit the first reading of this bill at

1 the next session of Council.

2 All those in favor will say
3 aye.

4 (Aye.)

5 COUNCILMAN JONES: Any opposed?

6 (No response.)

7 COUNCILMAN SQUILLA: The ayes
8 have it and the motion carries.

9 The Chair recognizes
10 Councilmember Domb for a motion on the
11 amendment to Bill No. 210672.

12 COUNCILMAN DOMB: Thank you,
13 Mr. Chairman.

14 I offer an amendment to Bill
15 No. 210672. A copy of the amendment has
16 been circulated to all members of the
17 Committee. I move that the amendment to
18 Bill No. 210672 be approved.

19 COUNCILMAN JONES: Second.

20 COUNCILMAN SQUILLA: The Chair
21 notes for the record that Councilmember
22 Jones seconds the motion. It has been
23 moved and properly seconded that the
24 amendment to Bill No. 210670 be
25 approved.

1 All those in favor of the
2 motion will signify by saying aye.

3 (Aye.)

4 COUNCILMAN SQUILLA: Any
5 opposed?

6 (No response.)

7 COUNCILMAN SQUILLA: The ayes
8 have it and the motion passes.

9 The Chair recognizes
10 Councilmember Domb for a motion on Bill
11 No. 210672 as amended.

12 COUNCILMAN DOMB: Thank you,
13 Mr. Chairman.

14 I move that Bill No. 210672 as
15 amended be reported from this Committee
16 with a favorable recommendation and
17 further move the rules of Council be
18 suspended to permit first reading of
19 this bill at the next session of
20 Council.

21 COUNCILMAN JONES: Second.

22 COUNCILMAN SQUILLA: The Chair
23 notes for the record that Councilmember
24 Jones seconds the motion. It has been
25 moved and properly seconded that Bill

1 No. 210672 as amended be reported from
2 this Committee with a favorable
3 recommendation and further move that the
4 rules of Council be suspended as to
5 permit the first reading at the next
6 session of Council.

7 All those in favor will signify
8 by saying aye.

9 (Aye.)

10 COUNCILMAN SQUILLA: Any
11 opposed?

12 (No response.)

13 COUNCILMAN SQUILLA: The ayes
14 have it and the motion carries.

15 The Chair recognizes
16 Councilmember Domb for a motion on the
17 amendment to Bill No. 210917.

18 COUNCILMAN DOMB: Thank you,
19 Mr. Chairman.

20 I offer an amendment to Bill
21 No. 210917. A copy of the amendment has
22 been circulated to all members of the
23 Committee. I move that the amendment to
24 Bill No. 210917 be approved.

25 COUNCILMAN SQUILLA: Is there a

1 second?

2 COUNCILWOMAN GILMORE

3 RICHARDSON: Second.

4 COUNCILMAN SQUILLA: Thank you.

5 Chair notes for the record that

6 Councilmember Gilmore Richardson seconds

7 the motion. It has been moved and

8 properly seconded that the amendment to

9 Bill No. 210917 be approved.

10 All those in favor of the

11 motion will signify by saying aye.

12 (Aye.)

13 COUNCILMAN SQUILLA: Any

14 opposed?

15 (No response.)

16 COUNCILMAN SQUILLA: The ayes

17 have it and the motion carries. The

18 amendment to Bill No. 210917 has been

19 approved.

20 The Chair now recognizes

21 Councilmember Domb for a motion on Bill

22 No. 210917 as amended.

23 COUNCILMAN DOMB: Thank you,

24 Mr. Chairman.

25 I move that Bill No. 210917 as

1 amended be reported from this Committee
2 with a favorable recommendation and
3 further move that the rules of Council
4 be suspended to permit first reading of
5 this bill at the next session of
6 Council.

7 COUNCILMAN JONES: Second.

8 COUNCILMAN SQUILLA: The Chair
9 notes for the record that Councilmember
10 Jones seconds the motion. It has been
11 moved and properly seconded that Bill
12 No. 210917 as amended will be reported
13 from this Committee with a favorable
14 recommendation and further move that the
15 rules of Council be suspended to be
16 heard at the next session of Council.

17 All those in favor of the
18 motion will signify by saying aye.

19 (Aye.)

20 COUNCILMAN SQUILLA: Those
21 opposed?

22 (No response.)

23 COUNCILMAN SQUILLA: The ayes
24 have it and the motion carries.

25 This concludes the business

1 before us for the Committee of Commerce
2 and Economic Development. Thank you all
3 very much for your attendance and have a
4 great day.

5 COUNCILWOMAN PARKER: Chairman
6 Squilla, Vice-Chairman Domb, Whip Jones
7 and all members of the Committee on
8 Commerce and Economic Development, I
9 just want to give you a wholehearted
10 thank you for your support and to let
11 you know I'm very grateful for it.

12 COUNCILMAN DOMB: Thank you.

13 COUNCILMAN SQUILLA: Thank you,
14 Madam Leader. Also, thank you for your
15 hard work and diligence and working with
16 all parties. It's a great credit to you
17 and your leadership to come up with a
18 bill that not everybody is happy with,
19 but everybody can live with. So great
20 job.

21 COUNCILWOMAN PARKER: Thank
22 you.

23 COUNCILMAN DOMB: Great job.
24 Thank you. Thank you, Mr. Chair.

25 COUNCILWOMAN BROOKS: Thank

1 you.

2 COUNCILWOMAN GAUTHIER: Thank

3 you. Bye everybody.

4 (Committee on Commerce and

5 Economic Development concluded at

6 2:15 p.m.)

7

8

9

10

11

12

13

14

15

16

17

18

19

20

21

22

23

24

25

C E R T I F I C A T I O N

I, hereby certify that the
proceedings and evidence noted are contained
fully and accurately in the stenographic notes
taken by me in the foregoing matter, and that
this is a correct transcript of the same.

TANEHA CARROLL
Court Reporter - Notary Public

(The foregoing certification of
this transcript does not apply to any
reproduction of the same by any means,
unless under the direct control and/or
supervision of the certifying reporter.)

A	55:18,22	70:17,24	approval	9:23 10:7	64:25	69:20,25	27:16
abandoned	affordable	72:17,20,21	18:15	available	behalf 22:23	70:11,14,18	28:10 29:6
12:4,10	53:3	72:23 73:8	approve 18:5	8:11 17:8	25:9 34:9	70:24	31:19 32:1
13:4,9	African	73:18	30:24	56:4 62:9	35:1	71:10,14,19	32:6,9,15
ability 18:25	22:20	amendments	approved	62:15,18	believe 14:9	71:25	33:10,25
58:19 59:2	afternoon 2:3	19:8,16	68:11,18	Ave 11:22	14:25	72:17,20,24	34:5,20
61:19	3:9,12 4:4	39:25	69:3 70:18	Avenue	41:10	73:9,18,21	37:15
able 14:13	9:1,4 21:1	40:21	70:25	31:13	42:11	73:25 74:5	43:25
27:15	22:15	American	72:24 73:9	avoid 10:6	46:14	74:11	53:13 55:6
29:12,16	24:23	22:20	73:19	39:18	51:15	75:18	60:25
32:24 50:5	31:10	amicable	apps 48:25	40:22	Ben 43:14	bills 1:18	61:18,24
53:9 59:14	43:21	48:20	49:16	41:20	45:20,23	6:22 17:7	62:8 63:15
59:18 61:1	56:23	and/or 41:2	50:14 58:3	avoidable	54:17	bit 15:14	63:24
65:5	agencies	77:21	59:22 64:7	30:18	beneficial	63:21	74:25
Absolutely	19:13	announce	April 26:17	avoided	42:13	Black 22:25	businesses
56:22	agree 48:18	20:12	argue 52:7	29:25	Berks 12:15	24:5	19:14
acceptable	agreement	announcem...	array 19:10	aware 7:24	12:18,22	block 10:3	21:12,21
19:22	19:25 30:3	2:5	Arts 26:14	28:25	best 57:25	blue 11:16	23:4,9,13
access 49:23	30:14 55:4	answer 10:24	27:18	35:20	Betsy 15:4,5	Board 18:15	25:20 26:7
53:14	55:25	45:16 65:6	assist 34:25	aye 68:20,21	20:20	33:2,24	30:5,25
accessing	agreements	65:6	assistance	70:3,4 71:2	better 12:8	34:6,8	31:23
58:6	7:17 21:15	anticipated	26:9 33:8	71:3 72:8,9	12:11 53:9	boiled 57:16	45:13
accountabil...	ahead 56:6	26:18	associated	73:11,12	beyond 40:11	bono 26:3	46:11,16,17
23:19	air 48:7	anybody	35:17	74:18,19	41:12	book 17:25	57:17,25
accurately	ALLAN 1:11	36:11 66:7	association	ayes 68:25	BIDs 19:11	18:2,18	63:17 64:3
77:4	allow 8:12	anyway	34:4 39:22	70:7 71:7	big 61:18	19:2,18,23	buy 53:11,15
acrobatics	26:22 40:9	55:21	46:2,12	72:13	Bigbee 26:17	bookings	by-right
26:15	48:22,24	apologies	assume 23:13	73:16	biggest 11:20	32:14	26:23
Act 8:14	50:22	5:14	assured	74:23	bill 6:19,23	bottom 41:24	Bye 76:3
activities	allowed 28:7	app 53:13	26:24		7:5,12 8:18	break 60:19	bypass 28:8
26:11	allowing 36:1	57:18 58:5	assuring 53:2	B	9:9,11	breath 48:7	
actual 60:21	38:15	apparently	atmosphere	back 11:25	11:10 13:1	breathing	C
adding 7:13	allows 52:25	33:17	46:17	16:15,21	13:14	38:7	C 77:1,1
addition	Alyssa 26:17	appeal 29:17	attempting	49:5 64:3	17:10,20,21	bringing 22:4	call 2:25 5:10
10:16	26:20,24	appealing	32:1 48:3	bad 32:20	18:24 19:9	Brooks 1:11	8:17 38:19
44:16	27:5,14	29:10,22	attendance	bagel 57:2,4	20:7,13	3:7,8 5:23	39:10 42:1
additional	28:6	appeals	2:25 75:3	62:4	21:8,18,22	6:11 66:22	42:25
27:3 40:11	ambassadors	25:20	attention	bakery 57:4	22:5,11,23	66:23	66:19,20
41:12 66:6	14:10	appear 10:23	13:15	balance	24:8 25:12	75:25	called 6:15
Additionally	15:18	applicants	attorney 20:3	49:15	30:10,24	Brown 24:5	11:16 33:5
8:6	amend 21:10	27:9	25:23	Baldwin 15:2	31:14	building 22:2	33:6 34:13
address	amended	application	27:13,23,25	15:8,9,25	34:11 36:5	builds 37:2	calls 13:24
44:24	40:6,17	27:2 28:21	28:11 29:9	16:14	36:12,19,21	burdened	cap 39:2,11
adequate	47:4 52:24	apply 34:18	29:12,16	20:16 21:1	36:24 37:1	37:14	40:7,10,18
23:5 24:3	69:6,10,21	35:16	34:1,8	21:5	38:25 39:3	Burholme	41:6 47:17
adjustment	71:11,15	77:19	attorneys	Baology	39:20,25	34:4	47:19
28:5	72:1 73:22	appreciate	26:3	63:12	40:16,18	business 12:1	49:24 50:2
Administra...	74:1,12	6:9 13:14	authorities	bars 46:12	42:20	15:23 18:4	50:10,23
14:3	amending	64:19	29:7	based 22:2	43:10 44:2	18:13	52:10,12,20
administra...	6:24 7:5,12	65:25	authority	41:1 64:23	47:4 52:19	19:11	capped 37:20
27:11 28:4	amendment	appreciative	14:5,15	basic 40:12	57:1 62:23	21:20 22:2	60:24
advance 19:2	68:4,7,8,10	46:20 64:7	15:17	41:13 42:4	66:3 68:4,7	22:6,25	caps 38:14
afford 55:12	68:17 69:2	approaches	47:14	50:11	68:10,17	23:6 25:4	39:12
	70:11,14,15	49:14	automotive	64:21,22,25	69:2,5,9,14	26:11	car 53:12

Nov 30, 2021 Committee on Commerce and Economic Development
November 30, 2021

Page 2

care 63:25	6:6 9:2,4	circulated	67:14,16	57:20	complaint	32:19,23	16:22 17:3
carries 69:1	17:13,15,19	68:9 70:16	client 28:13	60:13,24	16:7	51:25	17:16 20:9
70:8 72:14	18:8 19:8	72:22	28:19,25	Commissio...	comply 8:13	control 58:18	20:19 24:9
73:17	20:6 24:10	cities 38:11	29:4,8,25	9:3,7 11:2	comprehen...	58:19	24:12,15,22
74:24	24:13 25:5	39:12,16	client's 29:14	Committee	30:19	77:21	25:2 31:5
CARROLL	31:10	50:7	29:21	1:2 2:6	compromise	convene	36:2,14,18
77:11	36:23,24	citizens 9:23	clients 26:2,8	6:14,18 9:6	39:24	66:18	43:2 54:16
cars 10:9	37:25 41:8	10:11	climbed	21:3 22:17	concerned	conversatio...	54:23 56:2
15:23	41:14 42:7	city 1:1 2:11	38:18	25:6 31:11	45:2	40:2 48:19	56:5,8,10
cartway 9:14	42:24	7:8 9:25	close 28:9	40:6 43:22	concerns	52:16	56:11,16
9:17	45:22 56:6	10:21	closely 44:21	46:5 54:6	44:24 49:4	convince	62:1,14,17
case 5:5	67:23 68:6	11:15	51:2 54:8	68:1,10	65:22	29:13	62:25 63:3
29:20 36:1	69:8 70:13	12:11	CMX-2 32:5	69:10,22	conclude	convinced	63:6 65:4
58:10	71:13	13:11,13	32:14	70:17	66:10	28:3	65:24 66:5
cases 50:10	72:19	23:6 30:23	code 6:25 7:6	71:15 72:2	concluded	Coordinator	66:9,24,25
caught 27:2	73:24 75:5	33:4,20	15:3,9 21:5	72:23 74:1	76:5	25:4	67:9,11,12
caused 18:12	Chairperson	34:19,21	21:11,25	74:13 75:1	concludes	copy 68:8	67:12,14,16
25:15	21:2 22:16	35:2,4,21	22:2,4	75:7 76:4	74:25	70:15	67:18,22,24
58:24 59:5	43:21	37:2 39:14	colleagues	Committees	conditions	72:21	68:5,12,13
causing	challenging	44:23	3:12	2:11,17	7:4,11,19	corporations	68:22,25
60:23	49:15	46:15 47:6	Comcast	commonse...	21:17	58:15	69:7,16,17
CDCs 19:12	Chamber	54:6 58:13	59:12,13	12:13 13:8	conference	correct 4:9	70:5,7,12
cease 32:8	22:20 33:6	63:12	63:13	community	5:4,10	77:6	70:19,20
Center 63:12	chance 30:12	City's 26:16	come 2:23	23:21 26:5	confident	correctly	71:4,7,12
certain 7:4	change 26:25	City-issued	45:7 52:18	27:12 31:4	27:14	33:20	71:21,22
7:10,16,19	28:21	17:25	75:17	34:3 42:16	Confused	cost 22:3	72:10,13,18
21:14,17	changes	clarification	comes 46:8	61:24 64:3	27:19	55:23,24	72:25 73:4
34:23	48:21,22	64:21	coming 17:14	companies	consenting	61:5	73:13,16,23
52:14	changing	clarify 19:20	49:16	37:5 39:23	8:5	costs 60:8	74:7,8,20
certainly	51:8	19:22	comments	40:4,15	consequences	61:4	74:23
28:6	channels	64:25	8:8 17:9	41:16	23:15	Council 1:1	75:12,13,23
certainty	35:12	clarifying	20:7	42:15 45:6	consider 9:16	2:11,17 5:2	Councilma...
47:5 54:11	chapter 6:24	39:4	Commerce	47:19 48:3	considered	5:9 30:23	11:9 56:12
certificate	7:13,13	clarity 18:7	1:2 2:7	48:16 49:4	27:18	37:3 47:16	62:5
29:2	character	classes 26:15	5:21 6:18	50:4,8,20	considering	54:6 69:12	Councilme...
certification	44:8	clause 39:3	9:5 21:3	51:3 52:1,6	38:13 52:9	69:15,24	3:3 4:16,20
77:18	charge 37:7	clean 9:15	22:18,20	57:19 58:5	constant 47:2	70:1 71:17	5:19,22,23
certify 77:2	charged 7:2	clear 23:18	31:11 33:6	58:13,22	constricted	71:20 72:4	5:24,25 6:9
certifying	44:3 45:3,5	29:20 30:1	43:22,24	59:9,13	58:12	72:6 74:3,6	6:11,12,12
77:22	47:18	52:8	44:21	61:20	contact 18:6	74:15,16	6:13 9:9
cetera 59:1	chat 8:10,14	clearer 48:9	45:11 75:1	63:18	35:3 59:3	Councilman	17:7 20:10
chain 61:7	Cherelle 1:15	Clerk 3:6,10	75:8 76:4	company	contained	1:10,11,13	21:9 36:8
Chair 1:10	21:9	3:14,18,21	commercial	31:20	77:3	2:2 3:10,11	36:10,20
5:3 16:24	Chief 15:3,9	3:23,25 4:2	7:14,15	34:11	continue	3:21,23,25	45:10
46:5 68:2	21:5	4:8,12,22	17:21,23	49:12 53:7	10:14	4:2,3,5,14	46:20 47:3
68:13 69:4	children	6:23 8:19	18:24 20:5	57:9 58:25	47:21 58:9	4:15,18,22	47:10,15
69:17 70:9	12:17	20:15	21:13 23:2	compensati...	64:13	4:25 5:3,5	48:5,13
70:20 71:9	choice 40:19	24:17,19	23:9 25:15	39:7	continued	5:7,12,15	49:9 51:1
71:22	41:8 58:16	31:7 43:12	28:14 30:3	compete	29:21	5:18 6:5,8	51:16
72:15 73:5	64:19	43:18	30:9,21,22	61:19	continuing	7:20 8:22	53:25
73:20 74:8	choose 25:21	45:18,20	31:23	competition	2:9 8:4	9:2 11:1	54:14 56:7
75:24	40:8 41:7	54:20	32:15	46:10	contract 22:9	13:18 14:8	56:18
Chairman	41:11 42:3	66:21,24	commission	competitive	59:15	14:18 15:4	61:22
3:12 4:13	50:13 53:4	67:1,5,9,11	47:18	30:4 61:20	contracts	15:13 16:9	63:23 65:5

65:20	24:20,21,23	34:12	24:1 32:12	Domb 1:11	46:24	21:11	12:6 29:10
67:25 68:3	25:1,3	Delaware	development	3:10,11	effective 32:9	entreprene...	expired 29:3
68:14 69:5	cultural 44:5	22:22	1:2 2:7	5:23 6:12	33:1	18:20	expires 47:24
69:18	current	deliver 50:17	5:22 6:19	45:22	effects 24:1	21:19	Express 55:3
70:10,21	49:24	delivery 7:1	9:6 21:4	66:24,25	efficacy 13:5	equal 62:6	extensive
71:10,23	50:23	37:1,5,12	22:18 26:5	68:3,5 69:5	effort 24:4	equipping	19:9 40:1
72:16 73:6	currently	37:21 39:6	43:23,25	69:7 70:10	efforts 46:21	22:6	extra 55:23
73:21 74:9	2:12 18:8	39:8,15,23	75:2,8 76:5	70:12	47:11 54:2	especially	55:24
Councilme...	CURTIS	40:3,12,15	different	71:10,12	either 15:20	22:24 38:7	extremely
6:2 45:23	1:13	41:13,16	31:22 51:9	72:16,18	25:21	essence 37:20	46:19
Councilper...	customer	42:15	difficult	73:21,23	59:12	essential 31:1	58:16
13:13	55:23	44:15,16	61:14	75:6,12,23	eligible 26:2	essentially	
Councilwo...	58:20 59:6	45:1,3,6	diligence	DoorDash	Elizabeth	40:24 42:2	F
1:11,12,12	customers	47:17	18:19	37:6 48:14	15:2,9	establish	F 77:1
1:15 3:6,8	32:14,16,19	49:25 57:5	19:21 20:1	53:20 55:7	20:16 21:4	37:17	Facing 27:10
3:14,16,18		58:5,11	35:11	55:10	email 65:7	53:24	fact 19:21
4:9,10	D	60:19	75:15	doors 27:19	emergency	established	fail 19:1 24:2
17:12,18	Daily 2:19	64:21,25	diligent	drinking	38:3,6,21	60:5	fair 35:25
25:7 33:7	dance 26:15	Delta 2:10	46:21	10:16	47:25	establishme...	51:13
36:22 55:4	28:24	denial 29:22	dine-in 57:5	drive 12:22	emphasize	7:3 44:4	53:24
55:25 65:8	Darlene	35:15	diners 46:13	12:23	50:24	52:23	fairly 49:17
65:23	43:14,15	dental 57:12	dining 44:7	drivers 39:8	employees	estate 30:4	faith 41:17
66:21,23	54:22,24	denying	direct 77:21	due 2:8 18:19	61:2	et 59:1	fall 30:21
67:1,3,5,7	55:3 56:3	28:17	Director	19:20 20:1	employers	event 31:13	false 60:21
73:2 75:5	dashers	department	14:11	35:10	42:16	31:25 32:4	familiar
75:21,25	39:10	10:19	43:25	37:15 51:8	employment	32:15	16:16
76:2	database	11:17	45:24	52:7 63:16	44:9	34:21 35:1	far 16:18
couple 53:21	58:7	13:24 14:4	disabled 10:2	dumping	enable 44:17	35:20	23:15 26:4
54:8	date 26:18	15:10 16:5	disadvanta...	10:17	enacted 14:1	everybody	fault 59:7
couriers 39:9	dating 11:25	21:6 22:9	23:8	duration	21:10	61:8 75:18	favor 27:9
course 10:3	Dauphin	41:21	disclose	37:24 38:2	ended 40:16	75:19 76:3	68:19 70:2
court 41:23	11:22	44:21	18:10	duty 6:6	ends 38:21	evidence 77:3	71:1 72:7
77:12	Dawn 43:13	65:10,17	23:10		enforce 12:3	Evy 20:17	73:10
COVID-19	43:18,23	Departmen...	disclosures	E	13:3 22:11	24:20	74:17
2:10 37:3	day 13:17	9:15 22:14	7:16 21:14	E 77:1	enforced	exactly 51:12	favorable
crafting	18:18	dependent	23:18	eager 30:6	14:6	example 53:8	30:8 69:11
38:16	38:20	55:6	disconnect	earlier 5:16	enforcement	53:10	69:22
40:21	57:10 75:4	depending	5:17	earn 42:17	11:12	exception	71:16 72:2
create 10:13	days 18:1	60:2	discovered	earnings 24:5	13:22,23	29:19	74:2,13
44:8 46:16	19:2,19	Deputy 9:3,7	28:7	ease 23:5	16:16	exclusion	favorite
46:22 64:8	30:11 38:4	11:2 43:24	discovering	easy 60:12	Engineer	23:20	44:18
created 50:8	deal 58:19	designated	26:9	eat 58:9	15:3	exempt 20:2	feasibly 22:1
creating 9:22	Dean 62:9,14	26:21	discuss 48:16	eats 37:6	enjoy 44:18	exemption	feature 8:11
10:17 23:3	62:18	designees	49:13	48:15 55:7	enjoys 57:11	28:23	8:14
creators	decided	17:24	discussion	55:11	ensure 23:4	exists 53:4	February
45:13	47:16	desirable	42:20 46:7	economic 1:2	entering 7:17	expand 48:25	32:7
credit 75:16	decisions	30:8	disengage	2:7 5:22	21:14 22:8	50:12 52:2	fee 37:4
critical 30:12	22:8	despite 47:22	66:14	6:18 9:6	25:15 30:2	expectation	38:14 39:2
44:25	declared	63:20	district 11:9	21:3 22:18	entire 38:24	8:3	39:11,12
46:15	37:24 38:3	determine	56:13 62:5	25:14 26:5	64:1	expenses 24:2	40:7,10,18
cross 11:23	decline 63:15	16:5 18:4	62:6	31:2 43:23	entirely	60:11	40:20 41:6
12:15	dedicated	18:22	diverse 44:22	44:5,13	30:17	expensive	41:11
crucial 26:1	45:12	21:25	doing 23:6	75:2,8 76:5	entitled 6:25	30:14	feedback
Cruz 20:17	definitely	devastating	62:6	economy	7:7,14	experience	19:14 49:8

Nov 30, 2021 Committee on Commerce and Economic Development
November 30, 2021

Page 4

feel 12:10 13:15 42:2	follow 20:23 followed 8:20 20:16 27:4 43:13	fully 25:16 38:19 41:22 77:4	24:22 31:9 41:16 43:3 43:21	22:15,19 hall 28:24	high 37:12,14 45:3 57:20 60:13,23	38:14 important 23:3 25:13	information 16:23 18:3 18:10 19:6
fees 7:2 27:11 35:16 37:12,14,21 37:21,22 44:3 45:3,4 47:18 50:1 50:20 60:24	following 2:4 19:16 food 6:25 7:2 37:5 39:5 39:15 44:4 52:23 60:10	further 44:17 60:23 69:12,23 71:17 72:3 74:3,14 Fusion 55:3 Fusion's 56:12 future 58:10	45:21 56:23 59:7 61:12 64:13 goods 31:2 gotcha 41:18 gotten 12:8,8 government 47:22	happen 14:22 38:10 happened 31:17 40:22 happy 10:24 16:20 40:16 44:1 45:16 75:18	higher 40:10 40:20,25 41:11 42:3 60:15 hire 25:22 hired 11:15 14:11 34:10 hiring 31:20 hit 37:10 home 44:19 61:1	36:5 41:17 43:5 44:9 46:7 50:24 59:19 impossible 60:12 impression 28:19 60:21 improvement 63:19 inability 28:10 inaudible 12:16 61:10	21:23 23:11 24:3 27:4 30:12 34:17,17 56:9 informed 22:7 initial 15:15 35:18 48:19 initially 47:20 initiative 26:6 input 49:21 Inquirer 2:20
field 23:7 fight 41:23 47:8	foot 63:16 forced 40:24 42:3 50:17 forcing 47:23 Ford 53:11 53:14,15	G garnish 39:10 Gauthier 1:12 3:15 3:16 36:10 67:2,3 76:2 general 54:7 getting 13:9 57:22	grand 28:15 granted 28:1 28:20,23 grants 18:24 grateful 75:11 gratuity 39:11 gravitate 59:23 great 12:2 13:1,17 16:24 58:18,22 61:23 75:4 75:16,19,23	hard 64:14 75:15 hard- 57:13 harder 61:15 hardship 25:14 harm 60:23 Harrowgate 26:16 hawks 42:7 hazard 10:14 hazards 9:22 He'll 5:13 health 2:9 37:25 38:3 38:6 47:25 61:9	hookah 28:13 hope 34:25 41:19 54:13 hopefully 46:8 hospitality 38:24 46:14 hour 2:23 57:10 housed 33:16 hyperaware 38:17	19:10 26:8 26:23 inclusion 23:22 income 28:10 increase 48:4 55:9,12 increased 10:20 increases 17:22 incurring 24:1 indefinitely 30:16 52:15 independents 51:20 indicate 19:17 indication 65:12 individual 19:11 individuals 11:14 industries 48:17 industry 38:23,24 40:3 46:14 61:15 65:17	22:10 instated 63:18 institution 11:14 instructed 39:20 Instructions 2:15 insurance 31:17 57:13 integral 9:18 Intelligencer 2:20 intended 47:20 intent 45:8 intention 21:18 interested 23:12 56:13 interface 58:25 Internet 5:6 59:11 interpretati... 51:9 interpreted 65:10 introduce 3:4 38:8
Fileccia 43:14 45:20,21,24	foregoing 77:5,18 foreseeable 58:10 form 52:24 65:13 formal 65:9 65:16 forth 16:11 fortunate 63:25 forward 27:17 32:6 42:12,19 46:22 47:13 48:9 51:14	Gilmore 1:12 3:19 36:8 67:6,7 73:2 73:6 give 30:11 31:16 40:19 42:17 65:9 75:9 Given 23:9 44:25 giving 27:18 60:20 glad 59:24 go 15:18 17:6 29:5 34:3 36:6,19 56:6 66:11 66:14 67:20 goes 14:21 42:11 going 12:3 13:2,6 15:16 18:16 41:3 42:5,9 good 2:2 3:8 3:11 4:3 9:1,4 13:11 21:1 22:15	gratu 39:11 gratuity 59:23 great 12:2 13:1,17 16:24 58:18,22 61:23 75:4 75:16,19,23 green 9:16 Greg 62:18 ground 51:18 group 44:22 Grubhub 37:6 48:14 53:20 55:11 guaranteed 41:6 52:13 guess 13:20 64:5 guest 59:3,6 guests 57:22 58:8 59:21 59:23 60:20 guide 17:25 18:2,18 19:1,18,23 guy 11:23 guys 54:7,15	hear 7:21 18:16 39:9 42:9 52:4 heard 35:6 74:16 hearing 2:4,6 2:18,21 5:21 6:15 6:17 7:25 8:1 27:13 36:14,18 56:24 66:5 66:11 hearings 2:14 2:17 Hello 31:9 help 27:21,23 33:8 34:24 46:16,21 47:20 54:3 54:9 helps 48:8 Henon 9:10 Hey 63:3 hi 55:2 63:1,2	I I-2 26:21 ideas 49:15 identify 18:6 illegal 16:18 illegally 14:16 15:19 illustrate 26:13 imagine 63:14 immediately 29:18 30:16 50:5 impact 26:13 impacts 44:6 implement... 42:6 implementi...	included 2:18 including 19:10 26:8 26:23 inclusion 23:22 income 28:10 increase 48:4 55:9,12 increased 10:20 increases 17:22 incurring 24:1 indefinitely 30:16 52:15 independents 51:20 indicate 19:17 indication 65:12 individual 19:11 individuals 11:14 industries 48:17 industry 38:23,24 40:3 46:14 61:15 65:17	input 49:21 Inquirer 2:20 Inspections 15:11 21:7 22:10 instated 63:18 institution 11:14 instructed 39:20 Instructions 2:15 insurance 31:17 57:13 integral 9:18 Intelligencer 2:20 intended 47:20 intent 45:8 intention 21:18 interested 23:12 56:13 interface 58:25 Internet 5:6 59:11 interpretati... 51:9 interpreted 65:10 introduce 3:4 38:8

introduced 9:9 39:1 52:11 introducing 25:8 48:6 48:11 introduction 23:1 39:20 invested 32:12 invited 7:23 inviting 25:9 involved 16:3 issue 14:15 14:24 15:1 26:13 28:4 45:11 51:5 54:2 57:15 issued 15:16 29:18 issues 4:23 25:19 58:24 61:7 items 32:17 Ivelisse 20:17 24:20 25:2	69:16,19 70:5,19,22 71:21,24 74:7,10 75:6 JR 1:13 Judy 62:25 63:1,3,11 65:15,25 July 26:18 57:6 jump 30:6 K KATHERI... 1:12 keeps 49:22 KENDRA 1:11 kind 11:10 knew 28:22 know 4:6 5:16 11:14 12:20 15:2 16:16 35:1 35:5 41:21 42:8 47:15 54:18 55:11 62:19 75:11 knowing 25:16 35:23 56:14 knowledge... 34:24 known 39:8 L L 1:15 L&I 14:24 15:1,3 16:7 16:8,10 22:4 27:2,3 28:1,3,17 29:13,17 32:8 34:13 34:14 labor 60:9 lack 58:25 63:16 land 52:18 landlord	26:20,24 30:22 landlords 23:9 24:2 large 44:22 51:19 larger 58:15 61:20 lastly 51:25 54:5 lasts 27:7 law 22:12 41:20 65:10,16 lawful 29:15 lawsuit 39:18 41:20 lawsuits 32:22 39:16 51:4 lead 60:22 Leader 22:16 43:4 56:17 75:14 leadership 45:10 75:17 leaking 10:13 learn 29:4 learned 57:24 lease 7:17 18:2,14,22 19:2,7,19 20:4 21:15 22:8 25:16 26:17,19 28:14 30:3 30:7,14 leasing 7:14 17:23 23:12 led 48:20 leeway 42:23 left 10:17 legal 2:20 21:24 25:19 26:1 legislate 52:19 legislation 23:2,17 25:8,13 37:2,19	38:9,12,16 39:4 40:5 41:5,18,23 42:7 45:4,9 47:24 48:6 48:12,21 49:13,22 50:22 51:10,12 52:5,9,20 52:25 54:15 55:5 56:1 59:16 61:21 63:23 64:18 legislations 17:10 lessee 18:11 19:24 20:3 lessees 18:1 lessors 7:15 21:13 let's 52:8 letter 27:5 28:17 35:15 letters 34:2 letting 41:21 level 23:7 liability 25:24 57:12 license 14:20 licenses 15:10 21:6 22:10 31:22 lifetime 24:5 liked 56:17 limit 45:4 limitation 44:3 limitations 7:2 limited 25:22 37:4 46:10 little 15:14 63:21 live 75:19 LLC 33:25 local 57:25 located 31:13 33:16 63:12	location 1:5 22:1 30:9 locations 21:21 lockdown 37:16 locked 30:13 51:22 52:14 Lodging 39:21 46:1 log-in 4:23 logging 5:19 logs 5:24 long 52:18 longer 19:20 look 16:21 42:19 48:18 looking 21:20 52:2 looks 52:12 33:13 loophole 33:13 lose 58:17 59:6 61:18 loss 58:23 losses 18:12 19:4 lost 28:10 60:17 lot 33:22 35:19 52:15 63:18 65:21 lots 9:25 lounge 28:14 low 44:12 55:20 60:2 lucky 33:23 M ma'am 17:17 Madam 43:4 75:14 maintain 40:7 maintains 39:3 Majority 22:16 56:16 making 50:21	managed 57:7 management 31:18 33:12 Manager's 14:11 mandating 34:20 March 28:16 33:3 35:13 margin 50:16 margins 44:12 55:20 60:2 Mark 1:10 8:20 11:8 marked 67:25 market 30:5 34:14 61:21 marketing 37:23 40:12 41:13 47:17 50:1 59:20 64:22 65:1 matched 26:6 27:22 29:8 matching 26:2 matter 77:5 maximum 37:4 McMonagle 2:24 4:4,19 6:21 8:16 20:12 43:9 45:18 54:18 66:19 67:19 meals 64:2 mean 11:12 11:20 12:15 42:8 42:25 55:22 means 23:17 23:19,23 58:11 77:20	meant 42:25 mechanics 9:24 medical 57:12 meet 39:22 meeting 2:12 7:24 8:4 66:12,15,18 67:21 meetings 27:11 49:11 members 3:1 8:7,12 9:5 21:2 22:17 22:24 23:21 31:10 43:22 46:4 48:8 49:5,7 49:18,20 53:23 54:9 64:12 68:9 70:16 72:22 75:7 men 24:5 mentioned 55:20 met 48:13 49:2 Microsoft 1:5 2:13 8:11 middle 51:18 midst 38:6 mine 57:17 minimum 19:19 20:1 57:10 minority-o... 23:8 51:21 minutes 34:7 misrepresent 59:14 mission 9:15 misunderst... 65:2 mitigation 46:9 47:23 models 50:9 Modesto 5:8 modifies 44:3 modify 7:1 money 32:13	34:10 35:23,25 42:18 monopoly 58:8 Montanez 8:20 9:1,3 9:7 11:2 14:2,14,25 monthly 59:25 months 12:9 13:4 27:8 40:4 47:2 53:22 54:9 61:11 63:20 morning 8:18 11:21 45:21 motion 68:3 68:15,20 69:1,5,19 70:8,10,22 71:2,8,10 71:24 72:14,16 73:7,11,17 73:21 74:10,18,24 motor 7:7,9 9:12 10:20 11:18 move 38:10 40:20 41:11 42:12 68:10 69:9 69:12,23 70:17 71:14,17 72:3,23 73:25 74:3 74:14 move-in 26:18 moved 27:16 32:6 68:16 69:20 70:23 71:25 73:7 74:11 movie 33:18 much-needed
--	--	--	---	--	---	--	---

Nov 30, 2021 Committee on Commerce and Economic Development
November 30, 2021

Page 6

30:25 multiple 49:6 49:16 Mustang 53:15 N N 77:1 name 8:23 9:2,6 11:5 11:7 15:6,8 20:21 21:4 22:19 24:24 25:2 31:11 43:23 45:23 54:24 55:2 56:20,23 62:11 63:7 63:11 nation 50:9 navigate 46:24 nearly 46:4 60:7 61:2 necessary 19:5 21:23 necks 38:8 need 18:15 18:21 23:17 26:1 53:12 54:4 needed 22:7 26:25 27:5 29:5 31:23 31:25 34:12 needing 37:16 needs 13:16 44:25 negative 60:22 negotiated 41:15 neighborho... 13:3 26:16 44:8 neighborho... 10:9,18 Netflix 59:12 never 28:6 29:1 33:19	new 7:13 14:6,9 22:21 29:18 38:7 38:9 39:13 42:6 46:24 58:8 59:20 News 2:20 Ni 62:25 63:1 63:2,5,10 63:11 65:19 nightclub 28:18 29:14 nonconfor... 29:15 Nonprofit 25:3 nonprofits 25:21 26:8 30:5 31:1 Nos 6:19 17:10 Notary 77:12 note 2:22 8:9 42:19 65:11 noted 77:3 notes 68:14 69:18 70:21 71:23 73:5 74:9 77:4 notice 32:25 noticed 55:8 notices 2:19 November 1:5 2:8 40:5 number 5:4 5:10 12:5 numerous 18:13 O O 77:1 obligatory 59:10 obstacle 10:3 obtain 27:25 obviously 14:20 16:17	35:12 38:5 53:17 occupancy 29:2 occupy 10:7 October 33:1 40:4 off-guard 27:3 offer 2:16 20:4 25:11 31:1 55:17 59:2 68:7 70:14 72:20 offering 19:15 office 14:12 33:7 41:15 47:11 officer 12:21 Official 15:10 21:5 Oh 3:25 56:6 67:14 okay 4:25 13:8 16:22 17:15 32:4 62:17 66:9 oncoming 10:5 online 37:17 55:10 59:14 open 11:24 18:16 32:2 32:21 35:4 35:8 47:8 57:6,7 opened 27:19 32:6 57:11 60:6 opening 28:16 32:3 34:21 operate 28:24 30:15 32:9 32:24 33:9 35:10 46:23 50:15 51:3 operating 44:11 60:8	60:11,14 operation 28:18 29:14 operational 23:15 operations 29:8 45:25 49:1 51:21 52:3 54:12 operative 41:9 operators 46:3 48:5 50:10 opportunities 18:20 31:3 44:10 opportunity 10:23 22:13 24:7 30:7 31:16 45:15 62:7 oppose 52:7 opposed 68:23 70:5 71:5 72:11 73:14 74:21 opposing 52:5 opt 40:9 50:2 50:3 51:24 53:1 option 49:23 53:4,5 optional 59:9 options 50:13 58:14 64:19 order 6:16 8:13 18:15 20:18 32:8 37:17,24 38:2 57:22 orders 37:16 55:10,16 ordinance 16:4 organization 25:10 27:12 organizatio... 19:12	23:24 original 39:4 originally 52:11 Outside 9:23 overall 45:8 overstated 44:7 overwhelmed 27:20 overwhelm... 58:24 owned 31:19 owner 14:21 14:23 15:22 18:4 26:16 31:12 32:2 33:14,19 55:6 57:2 63:11 owners 10:7 17:24 18:9 18:13 19:1 19:11 21:20 22:6 22:25 33:23 34:20 35:2 35:19 61:10 P p.m 1:6 76:6 paid 13:16 39:7 64:14 pandemic 37:4,10 38:11,18,25 44:13 46:8 47:17,21 48:2 54:10 55:8,14 57:8,24 60:25 panel 8:17 17:1 20:13 panelists 36:16 panels 66:7 parents 10:4 parked 11:23 12:19	14:16 15:19 Parker 1:15 3:3 4:9,10 5:25 6:13 17:8,12,18 21:9 22:17 25:7 36:20 36:22 45:10 47:11,15 48:5,13 49:9 51:1 51:17 54:1 61:22 65:5 65:8,20,23 75:5,21 Parker's 33:7 46:20 47:4 54:14 55:5 55:25 63:23 parking 9:25 10:8 11:18 14:5 15:17 part 9:18 13:23 59:19 61:19 participants 8:2 particular 18:23 parties 52:21 55:16 75:16 partner 37:7 50:19 partners 47:14 51:16 52:17 partnership 48:17 partnerships 51:7 party 37:1,5 39:5,15,23 40:3,15 41:16 42:14 44:16 45:5 47:18 48:15,25	49:11,16 50:7,14 51:2,16 52:1,16 53:6 57:18 58:2,13 59:22 61:16 64:7 pass 12:18 64:11 passage 23:16 25:12 30:9 passed 14:17 37:3 59:17 passes 71:8 path 46:22 47:12 48:9 51:14 patrol 13:2 pay 28:11 33:15 34:8 53:17 55:19,24 59:24 60:8 64:13 paying 33:11 33:21 Pedestrians 10:1 penalties 7:10 Pennsylvania 22:21 39:21 46:1 people 13:7 14:10 33:5 34:24 35:3 36:7 39:10 42:17 43:10 57:23 66:14 people's 35:23 percent 37:12,13,21 37:22,23 38:2 39:2 40:7 41:3,4 41:6,25 48:4 49:25 49:25 50:16 55:9	55:13,15,17 55:18 58:1 60:4,4,9,10 60:11 61:5 61:6 period 18:19 19:21 20:1 64:1 permanency 52:8 permanent 38:14 39:2 39:13 40:18 52:10,12,20 permission 59:15 permit 25:19 27:25 28:4 28:17,20 29:2,19,23 69:13,25 71:18 72:5 74:4 permits 31:22 52:21 person 20:23 24:18 45:19 49:2 personal 26:22 personally 58:21 perspective 53:22 Philadelphia 1:1 6:25 7:6 14:4,5 21:11 24:6 25:4,25 33:4,20 34:22 35:2 35:5,21 39:19 44:17 45:14 46:3 51:3 52:3 52:24 54:3 63:13 Philadelphi... 31:3 44:6 Philadelphi... 46:18
---	--	--	---	--	---	--	---

PHLCounc... 2:22 phone's 38:1 Picking 13:8 picture 30:1 place 32:23 49:22 57:2 62:4 places 58:8 plan 12:2 plans 61:12 plate 14:20 platforms 45:3 playing 23:7 39:17 51:5 please 2:24 6:21 8:16 8:19 11:3,5 15:11 20:12,15,18 24:17,20,23 31:7 43:9 43:13,19 54:21,21 66:20 plight 29:21 point 41:2 44:13 56:8 police 11:17 12:21 13:2 13:22 14:4 15:17 policies 63:17 polluting 10:15 portions 64:6 position 32:21 positive 22:5 possibility 51:7 possible 2:14 39:17 potential 18:1,11 19:24 22:3 27:24 potentially 32:20 51:8 powerful 36:4 practical 47:12	precedent 28:7 precious 24:4 predictable 47:1 48:10 64:10,11,15 premium 50:3,13 51:25 52:22 53:1 53:17 prepared 22:11 41:22 preparing 28:15 presence 37:17 present 1:9 1:14 3:9,13 4:4,6,11 5:21 6:10 6:15 34:4,9 36:1,9,10 66:23,25 67:4,8,13 67:18 68:1 presented 20:5 49:5 49:17 President 22:19 pretty 43:7 prevent 29:7 30:13 preventing 25:14 previously 59:17 60:13 price 41:2 53:18 prices 60:18 60:21 pricing 50:8 prior 2:21 8:6 19:6 28:2 29:1 30:2 44:12 privacy 8:3 PRLA 41:15 47:3 48:13 49:2,4,8,10 49:17,19	50:25 53:21 54:8 pro 26:3 probably 28:9 52:7 problem 5:16 12:5 59:4 problematic 58:17 61:8 proceed 8:24 20:21 25:23 54:25 62:12 63:8 proceedings 77:3 process 17:23 23:6 27:6 28:8 29:6 30:10 31:20 33:11 35:7 35:14 43:5 43:7 58:18 product 60:10 61:4 productive 48:20 professional 19:12 Professions 21:12 profit 44:12 50:16 52:23 60:2 60:7 profitable 47:8 48:23 49:1 53:3 profits 50:22 prohibit 7:8 9:11 promoting 23:20 proper 35:11 properly 26:10 33:17 68:16 69:20 70:23 71:25 73:8 74:11 properties	23:11 property 7:15 15:22 17:24 18:5 18:9,11,23 18:25 20:5 21:24 22:4 25:17 26:10,21 28:22 30:15 32:2 33:14,15,19 35:19 property's 29:24 30:1 proposal 53:24 proposals 49:6,14,18 prospective 21:22 protection 17:21 18:24 23:2 protections 7:18 21:16 provide 7:16 7:17 17:25 18:3 19:1 19:13 21:7 21:13,15 22:13 24:3 26:3 30:24 32:18 44:1 44:9 47:5 50:18 58:20 59:5 64:9 provided 19:18,23 23:5 49:7 53:8 provides 18:19 21:22 54:10 providing 26:14 provision 22:12 proximity 29:24 public 2:3,9 2:15,16,17	2:18 6:17 7:25 8:2 9:13,17 23:18 37:25 38:3 38:6,20 47:25 66:11,15,18 67:20 77:12 published 2:19 purchase 32:17 purpose 8:15 pushing 10:5 put 62:20 putting 15:23 32:20 Q quarter 61:18 Queen 57:2,3 question 12:1 13:20 15:12,15 questions 8:7 10:24 11:4 11:11 16:25 18:7 20:24 36:15 45:16 66:6 quick 4:20 57:14 59:21 quickly 27:22 64:20 quite 63:15 quorum 6:10 6:14 R R 77:1 radius 64:24 65:14,14 raise 60:18 ran 33:4 rate 50:10 51:22 52:14,15 59:25 60:1 rates 30:8	39:7 48:4 57:20 60:13,15 61:16 reach 4:19 reached 27:20 40:1 49:12,19 read 6:22 11:3 17:6 24:17 43:10 reading 69:13,25 71:18 72:5 74:4 real 4:20 30:4 reality 38:22 really 11:10 12:10 13:15 35:22 36:4 51:1 58:3,7 58:15 reasonable 8:3 47:12 51:14 53:3 60:1 Rebel 26:14 27:18 recall 37:9 received 19:15 28:16 29:1 32:8,25 35:15 receiving 32:13 55:9 55:15 recognize 36:7 recognized 6:3 8:13 recognizes 68:2 69:4 70:9 71:9 72:15 73:20 recognizing 8:7 25:6 recommen... 69:11,23 71:16 72:3 74:2,14	reconnect 4:21 record 5:20 8:9,24 11:6 15:6 20:21 24:24 36:8 54:25 56:15,20 62:3,11,20 62:21 63:7 65:11 68:14 69:18 70:21 71:23 73:5 74:9 recorded 8:1 8:5 recover 38:25 45:7 47:7 48:24 54:12 recovered 38:20 recovery 44:14 rectify 33:9 reduce 39:6 reference 65:18 referred 16:6 16:8 36:25 refusal 27:4 28:17 refusals 29:11 regard 12:12 regarding 6:19 35:20 regardless 59:4 Regina 20:17 22:19 registered 27:12 33:19 regulation 14:17 21:11 regulations 63:22 rehash 5:20 related 7:18 21:15	65:13 relaxing 63:21 reliable 64:10,12,16 reliance 45:1 relief 28:2 relieves 65:21 rely 61:13 relying 44:15 remain 37:18 53:4 57:7 remains 45:11 remarks 36:21 remedy 18:23 reminded 51:4 remote 1:5 2:14 remotely 2:12 remove 13:4 59:2 removed 13:10 renew 35:17 rent 21:20 33:11,15,21 35:24 60:11 repair 9:12 10:21 11:19 12:1 16:11 repairing 10:10 repairs 7:7 9:21 10:12 16:18 repeat 15:12 reported 12:5 69:10 69:21 71:15 72:1 74:1,12 reporter 77:12,22 reporting 6:6 represent 28:11 46:2 representat...
--	--	--	--	---	--	---	---

Nov 30, 2021 Committee on Commerce and Economic Development
November 30, 2021

Page 8

26:4 27:14 representat... 48:14 represented 20:3 represents 46:12 reproduction 77:20 request 27:1 48:12 50:25 requested 26:9 27:3 requests 25:20 require 7:15 21:13 required 18:9 23:10 34:1 34:22 requirements 22:3 requires 27:13 32:18 requiring 17:23 researching 31:21 resident 11:8 residential 10:8 residents 44:18 46:18 resolve 25:18 resolved 27:8 resources 18:21 22:7 23:5 25:22 respond 15:7 response 3:17 3:20,22,24 4:1,17 6:4 12:9 17:2 24:11,14 36:13,17 62:13,16,24 65:9,16 66:4,8 67:10,15 68:24 70:6 71:6 72:12	73:15 74:22 responsibili... 30:20 responsible 13:12 restaurant 38:23 39:21 40:2 40:23 44:6 46:1 50:21 53:10 55:21 57:15 60:3 61:10 restaurante... 44:23 restaurants 37:8,11,14 38:17 40:8 40:9,19 41:5,10 42:2,10,13 44:11,14,19 45:2,5,6 46:13,23 47:1,6,13 47:20 48:23 49:19,23 50:2,15,23 51:15,19,23 52:13,25 53:2 54:3 58:12 59:20,21,22 60:1,5,18 restitution 19:3 restrictions 25:18 30:2 30:20 46:9 64:23 65:14 result 10:12 19:4,14 39:11 retailer 29:23 return 40:11 41:12 revenue 50:20 64:12 revenues	64:5,6,10 review 30:12 reviews 60:22 revising 7:10 Rich 8:23 13:20 Richard 8:20 9:3,7 Richardson 1:12 3:19 36:9 67:6,8 73:3,6 right 12:24 20:11 26:19 55:8 right-of-way 9:13,17 rightfully 48:24 ringing 38:1 Ringo 56:4 56:19,23 62:1,7 Rising 31:13 risk 23:14 25:24 31:18 33:12 rivers 10:15 roadways 9:21 roll 2:25 3:5 66:19,20 room 48:25 Roseman 56:22,23 roughly 58:1 60:9 rounds 27:10 rules 69:12 69:24 71:17 72:4 74:3,15 S safe 9:16,18 safely 44:19 safety 14:9 15:18 61:9 sale 7:9 sales 9:12 10:21 41:2 58:2 60:17	Samantha 5:13 San 39:14 sandwich 57:4 sausage 43:6 save 54:3 saw 48:1 saying 61:11 68:20 71:2 72:8 73:11 74:18 scene 44:7 scheduled 49:10 schedules 64:16 school 29:24 Sean 5:4 11:3 second 49:10 68:12 69:16 70:19 71:21 73:1 73:3 74:7 seconded 68:15,16 69:20 70:23 71:25 73:8 74:11 seconds 5:14 66:16 69:19 70:22 71:24 73:6 74:10 Section 7:6 sectors 45:12 see 4:20 9:21 11:17 12:23 33:7 40:13 41:24 51:21 60:12 Seeing 17:3 seek 19:3 27:5 seen 50:6 63:15,19 sell 52:21 selling 10:10 send 16:23	34:2 65:6 sent 5:3 27:1 serve 64:3 served 48:6 service 7:3 32:18 39:7 44:4 47:22 50:3 57:4,5 57:15 58:20,22 59:11,21,24 services 7:1 13:3 19:13 26:1,22 31:2 39:6 39:15 40:11 41:12 42:4 44:17 49:24 50:1 50:11,12 52:2,22,23 53:1 60:19 session 69:14 70:1 71:19 72:6 74:5 74:16 set 9:24 16:11 seven 18:1,18 19:2,19 26:8 seven-day 20:1 severed 58:21 shape 65:13 share 26:12 shared 19:9 sharing 53:22 shop 9:24 10:7 14:23 16:12 57:4 57:21 shops 11:19 short 4:12 shorten 19:25 shortly 4:24 shoulders 30:21 show 13:6 60:7 shut 29:7	35:9,24 47:23 shutdown 32:25 sides 65:3 sidewalk 9:18 11:18,24 12:20 16:19 sidewalks 9:14,22,25 15:21 sign 30:7 signed 18:2 19:20 26:17,19 28:14 41:4 significant 18:12 48:21 51:22 signify 8:12 68:20 71:2 72:7 73:11 74:18 signing 18:14 19:3,6 similar 38:12 39:18 simply 53:11 55:11,18 Simpson 20:18 31:8 31:9,12 sir 6:7 situation 10:18 35:20 40:22 situations 30:17 six 12:9 13:4 skyrocket 61:17 slipping 10:14 slow 30:10 small 18:13 19:13 21:19 22:24 23:13 25:3 25:20 26:7 30:5,25	34:20 51:19 55:5 61:24 63:24 solicit 49:20 solutions 23:4 somebody 16:12 somewhat 48:9 soon 42:10 sorry 37:25 54:21 59:12 63:4 sort 59:4 space 10:11 spaces 10:8 speak 15:14 25:9 38:9 Speaker 42:23,24 43:1,3 speaking 34:25 spearheaded 37:20 special 28:23 29:18 31:25 32:11 specialized 31:21 speeding 46:11 spill 16:19 spoke 33:5 sponsored 21:8 Spot 31:13 Squilla 1:10 2:2 4:2,3 4:14,18,25 5:7,13,15 5:18 6:8 7:20 8:22 9:2,5 11:1 13:18 14:8 14:18 15:4 15:13 16:9 16:22 17:3 17:16 20:9 20:19 21:2 22:16 25:5	31:5,10 36:2,14,18 43:2,21 45:22 54:16,23 56:2,10,16 62:1,14,17 62:25 63:3 63:6 65:4 65:24 66:5 66:9 67:12 67:17,18,24 68:13,22,25 69:17 70:7 70:20 71:4 71:7,22 72:10,13,25 73:4,13,16 74:8,20,23 75:6,13 staff 57:11,14 59:1 61:9 staffing 61:7 stakeholders 19:10 Standard 60:8 standing 23:23 Star 55:3 56:11 start 17:13 56:21 started 3:2 31:20 32:13 starting 32:7 35:14 state 8:23 11:5 15:6 20:20 24:23 54:24 56:20 62:11 63:6 stated 32:3 statement 9:15 states 51:6 statewide 46:4 stay 47:8 50:10,23 61:1
---	--	--	---	--	--	--	---

77:4 step 22:5 23:3 25:13 steps 27:24 stopped 59:17 storage 7:9 9:12 10:21 16:13 store 10:4,9 stores 9:24 stories 18:17 26:12 story 31:16 Strategy 45:25 streams 10:15 street 12:18 13:7,10 15:20,24 16:12 34:14 57:3 streets 7:8 9:4,8,14,16 9:19 10:1 10:19,21 13:24 16:1 16:5 stroller 12:17 strollers 10:5 structure 38:15 struggling 37:15 studio 26:14 stuff 12:13 13:8,16 subject 37:11 submit 26:25 submitting 28:21 62:19 substandard 42:1 substantial 23:14 successful 37:18 57:21 successfully 29:13 suddenly 37:11	sue 18:25 sued 39:16 sues 41:22 suffered 19:4 suggestion 49:6 suggestions 49:18 Summerville 43:13,17,19 43:20,24 Sun 31:13 Sunshine 8:14 supervision 77:22 supplies 61:5 Supply 61:7 support 5:2,9 21:19 22:23 25:12 30:25 45:8 54:14 57:1 57:25 61:21,23 63:22 75:10 supported 23:24 supporting 23:16,17,19 45:12 supports 10:19 22:10 47:3 sure 14:6 16:20 56:10 64:23 65:1 65:15,23 surprised 40:24 survive 47:21 54:10 57:17,19 64:4 suspended 69:13,24 71:18 72:4 74:4,15 sustain 27:16 sustainable 46:22	50:19 Swanson 62:18 systems 61:13 T T 77:1,1 take 2:25 38:22 41:3 50:20 54:1 63:25 taken 3:5 64:6 77:5 takeout 44:15 45:1 50:18 57:5 58:11 takes 12:6 talking 13:7 TANEHA 77:11 team 64:1,12 Teams 1:5 2:13 8:11 TECH 5:2,9 technicality 33:22 tell 12:20 48:8 58:6 temporarily 47:19 temporary 28:23 tenant 17:21 18:24 23:2 28:2 29:1 30:23 tenants 7:18 18:25 21:16,22 30:11 terms 7:4,11 7:19 21:17 terrific 51:17 testify 7:24 8:17 9:8 11:6 20:13 24:7,18 31:14 36:7 36:12 43:10 45:15 54:19	62:10,23 66:3 testifying 56:25 testimony 2:16 7:21 8:25 13:19 17:5 20:22 20:24 21:8 22:14 24:16,25 25:11 31:6 36:3 40:14 42:20 44:2 52:4 54:17 55:1 56:3 56:21,25 62:2,12,20 63:8 65:25 66:13 thank 3:5 5:1 5:7 6:8,13 7:20 8:22 10:22 11:1 13:17,18 17:4,13,18 20:6,9,19 20:25 22:12 24:6 24:15,19,21 25:1,5 31:4 31:5 35:25 36:2,23 41:20 42:22 43:4 43:7,17,20 45:9,14 46:5 47:10 53:19,25 54:5,12,16 54:23 56:1 56:2,17 61:24 62:2 62:7 63:10 64:17 65:19,24 66:12,17,17 67:19,24 68:5 69:7 70:12 71:12 72:18 73:4 73:23 75:2 75:10,12,13	75:14,21,24 75:24,25 76:2 thankful 59:16 61:22 Thanks 54:15 56:24 63:9 theater 33:18 thing 46:25 things 34:23 57:16 think 4:14,15 12:25 15:2 15:25 53:9 55:22 64:2 third 36:25 37:5 39:5 39:15,22 40:3,14 41:16 42:14 44:16 45:5 47:18 48:15,25 49:11,11,16 50:7,14 51:2,15 52:1,16,21 53:6 55:16 57:18 58:2 58:13 59:22 61:16 64:6 thought 35:10 41:14 threat 2:9 three 12:9 27:7 34:7 thrive 46:18 ticket 14:21 ticketed 14:7 14:19 tickets 14:15 15:15 tier 38:15 40:10,20,25 41:11,24,25 42:1,3 50:8 time 8:10 10:25 18:21 20:4 23:25,25	42:18 45:17 46:15 47:6 50:16 54:4 54:13 64:14 times 12:9 34:15,15 49:2 Title 21:10 titles 6:22 17:7 tobacco 29:23 today 7:22 10:23 18:17 19:16 25:7 38:13 40:6 42:21 44:1 45:15 52:5 52:9 56:25 58:1 told 26:20 31:24 34:16 40:25 53:7 total 37:23 38:1 39:2 40:7 totally 40:16 46:24 tough 54:2 towers 63:14 towing 14:7 trade 46:11 Trades 21:12 traffic 10:5 63:16 training 59:1 transactional 25:18 transactions 20:2 transcript 77:6,19 transparency 17:22 30:18 trash 10:16 13:9 traverse 10:2 Trenton 11:22	trickles 47:9 tried 51:1 true 48:16 try 27:25 39:23 trying 4:6 46:23 47:7 Tuesday 1:5 2:8 turn 41:25 60:20 two 5:14 17:9 26:12 57:16 60:7 63:13 type 13:16 28:3 31:22 60:3 typically 27:7 U Uber 37:6 48:15 53:20 55:7 55:10 ultimately 48:3 unable 32:22 59:5 61:12 understand 13:22 27:24 43:5 44:24 understand... 11:13 25:17 30:19 36:4 unfortunat... 9:20 28:25 48:1 uniforms 11:16 unlawful 39:5 unlicensed 11:25 unmute 4:7 62:10 unpredicta... 47:2 61:14 unpredicta... 64:5 upfront 24:3 use 7:8 8:10	21:24 25:22 27:1 28:3,21 29:15 30:1 useful 65:21 user 12:7,7 users 58:7 uses 18:5 V valuable 10:11 value 51:22 64:8 Vanessa 20:18 31:8 31:12 variance 27:6 27:17 28:8 29:6 31:25 32:11 35:13,18 variant 2:10 38:7 variants 2:11 variety 49:3 various 39:22 49:13,15 vehicle 7:7 9:21 10:20 11:19 12:1 12:19 15:19 vehicles 7:9 9:13 10:6 11:23 12:4 12:10 13:5 13:9 14:7 14:16,19,22 venue 32:1,4 32:15 33:23 35:1 venues 34:21 35:4,21 verify 21:23 Verizon 59:13 vetting 16:3 vibrant 23:21 Vice-Chair 1:11 46:6 Vice-Chair... 45:22 75:6 view 2:16
---	---	--	---	---	---	---	---

Nov 30, 2021 Committee on Commerce and Economic Development
November 30, 2021

Page 10

viewed 59:8	waters 10:16	50:14 51:2	27:6 28:2	6:20 7:5	7th 11:9		
viewers 8:2	way 42:11,12	54:11 59:9	29:5,10	8:18 9:9			
Village 57:3	52:18	61:3 64:14	30:19 33:2	70:11,15,18	<u>8</u>		
violation	55:21	75:15	33:24 34:6	71:11,14	8 60:4		
15:22 16:6	57:25 58:3	work-from...	34:8	72:1	8-year 12:7		
16:17	60:14	63:17		210917 1:18	800 34:9		
violations	65:12	worked	<u>0</u>	6:20 7:12			
11:24	we'll 3:1	15:20		17:10,15,20	<u>9</u>		
13:25	61:17	31:17	<u>1</u>	20:8,14	9 21:10		
16:10 48:2	66:10,14,15	33:12	1 35:13	21:8 22:23	9-207 7:6		
VIP 25:5,25	66:18	44:21 54:7	1:00 1:6	25:12	9-5100 6:24		
29:8	we're 4:12	working	10 37:21	30:24	9-5700 7:13		
virtually 49:3	16:4 35:23	31:19	49:24	31:15	90 38:4		
virus 47:22	38:12 41:2	53:20,23	55:15	36:12			
vision 57:12	42:5,9 52:9	57:14,18	10-year 12:7	72:17,21,24			
visitors 10:12	57:3 58:6	58:12	100,000 64:2	73:9,18,22			
volume 41:1	59:5 62:6	75:15	15 37:23 38:1	73:25			
volunteer	we've 52:15	works 42:14	39:2 40:7	74:12			
26:2 27:23	52:17 57:6	worse 10:14	41:6,25	2300 11:21			
28:5 29:9	61:11	12:8	55:15 57:9	25 29:9 58:1			
volunteers	wear 11:15	written 14:1	150 26:7				
26:6	website 57:23	19:24	1515 34:14	<u>3</u>			
vote 30:23	week 34:16	40:14	18 47:2	30 1:5 2:8			
34:5	weeks 63:20	62:19	1st 26:19	31:18			
	went 11:21	wrong 34:17		33:13			
<u>W</u>	33:2,24		<u>2</u>	37:12 41:3			
wage 57:10	34:6,13,14	<u>X</u>	2 50:15	48:4 55:12			
wait 66:15	35:6,11		2:15 76:6	55:18 60:9			
walk 10:3	Whip 42:8	<u>Y</u>	20 41:4 61:2	60:9,10			
12:18	75:6	Yeah 15:13	61:11	300 10:22			
32:16	wholeheart...	year 35:8	2007 28:24	311 12:5,7			
walking	75:9	37:20	2010 29:3	350 46:2			
12:16	WILLIAMS	44:20	2017 57:6				
want 17:8	5:12	years 29:10	2018 32:7	<u>4</u>			
20:20 25:5	willing 14:3	31:18	2019 11:25	4,000 46:4			
35:4,24	16:4	33:13	32:10 33:2	40 37:13			
39:18	willingness	38:23 45:7	33:3	40,000 32:12			
41:20,24	46:6 54:1	60:7	2020 37:10	34:10			
42:4,18	win 51:18,23	York 39:14	2021 1:5 2:8	400 61:6			
45:9 46:4	52:1	young 12:17	26:4	401K 57:13			
47:10 50:2	winter 47:9		2022 35:13	404 57:2			
50:11	wish 8:12	<u>Z</u>	210670 1:18	41 11:23			
51:24	withdraw	Zachary 8:21	6:19,23	4th 56:12			
53:19,25	29:16	11:5,7,8	17:11				
54:5 56:19	witnessed	13:19,21	36:19,24	<u>5</u>			
65:11 75:9	23:25	ZBA 27:6	39:1,3,25	5 37:22 49:25			
wanted 33:14	witnesses	28:12	43:11 44:2	60:4			
38:8 40:21	7:22 8:9	zoned 26:11	47:4 57:1	50 10:22 55:9			
51:13 53:7	women 24:6	32:5 33:17	62:23 66:3	55:17 61:5			
53:11	word 41:9	zoning 18:4	68:4,8,11				
64:17,22,24	words 53:12	18:10,15	68:17 69:2	<u>6</u>			
wasting 24:4	work 14:3	19:5 21:25	69:6,9,21	<u>7</u>			
watching	16:1,4	23:11,18	70:24	7 50:16			
42:5	46:15	25:17,19	210672 1:18				