



Wisconsin

Who We Are:

You know DoorDash as a company that connects you with your favorite local and national businesses across the United States.

But what you don't know is that we were founded with the mission of empowering merchants to grow their businesses – not just through on-demand delivery support – but also by helping them solve other mission-critical challenges, such as customer acquisition, insights and analytics, merchandising, payment processing, and customer support.

We are generating new ways for people to earn, work, and live.

- Founded in 2013
- Present in all 50 states
- Partnering with businesses in 4,000+ cities

Making communities stronger, one doorstep at a time.

\$13.2B

in direct, indirect, and induced economic activity generated in 2019 going to merchants and dashers.

\$6.9B

to the U.S. economy that would have otherwise not existed in 2019.

\$2.37

of new economic activity generated by every \$1 of incremental revenue spent on DoorDash.

Who Are America's Dashers?

We employ people from all walks of life who appreciate being able to work when, how, and where they want.

55%

are women



4 out of 5 Dashers say that gig work is not their main source of income

11%

are a veteran or the spouse of a veteran

37%

are parents with children under 18



90%

deliver fewer than 10 hours per week

\$22/hr

Average Dasher Pay

Our Merchant Partners

DoorDash helps businesses compete in the digital age and allows them to choose the services they need – from a full online ordering and delivery system to delivery for catering orders.

- **75%** of restaurants agree DoorDash enables them to reach new customers.
- **69%** of restaurants believe they acquired new dine-in customers who were first introduced to their operation by DoorDash.

Our Pledge: Standing with the Immigrant Community

That means using our voice to make a meaningful difference.

- Joined the National Immigration Forum urging bipartisan support for immigration reform and the Deferred Action for Childhood Arrivals (DACA) recipients.
- Signed U.S. Supreme Court amicus briefs, submitted comments to federal agencies, and letters in support of DACA and other pro-immigration policies.

Wisconsin:
3.2k Merchants working with DoorDash platform



Helping Communities Navigate “The New Normal”

During COVID-19, delivery is more than a convenience – it’s a necessity. For some merchants, delivery was never a part of their business model and DoorDash has helped provide the service without the overhead expense to their business.

Since the first stay at home orders went into effect in mid-March through September.

1.9M

new Dashers joined the platform

\$3.5B

earned by Dashers during the first six and a half months of the pandemic

DoorDash’s Social Impact

We recognize that our commitment to supporting the people and local businesses that power DoorDash has never been more important. Through various support initiatives, DoorDash is helping businesses navigate these challenging times and close the gap on food insecurity in communities across the nation.

Project DASH (DoorDash Acts for Sustainability and Hunger)

6.5M

Meals Delivered Through Project DASH During COVID-19 Pandemic

Launched in 2018, Project DASH leverages DoorDash’s logistics expertise to tackle hunger and food waste.

- DoorDash established a new partnership with United Way Worldwide in 2020 to address food accessibility needs due to the pandemic.

Project DASH in Wisconsin

137

Project DASH deliveries in 2020

Main Street Strong

\$200M

pledged to empower local communities

- Winter Grant Program – \$10M committed to help cover operating costs during this challenging time, including rent, payroll, purchasing PPE, expanding outdoor dining capacity, and other expenses
- Main Street Strong Accelerator – Launched minority local entrepreneurs gain access to the capital and other tools they need to sustain and grow their business.

11.2k

meals connected to the community in 2020

Community Credits Program

We award gift cards to select non-profits that carry out our shared mission. By empowering non-profit partners with access to food, essentials, and more, they can devote time to doing more of what really matters: supporting their communities.

Assembly Committee on State Affairs
September 8, 2021
Written Testimony

My name is Ian Huddelstone, I live in Pell Lake, Wisconsin. I am a delivery worker with DoorDash and would like to address the Committee to request support for AB 487 to protect my earnings and flexibility.

I, like so many other full-time college students, rely on DoorDash as a source of flexible income to pay for things like tuition and school supplies. My class and study schedule make it impossible for me to hold a full or part-time job and still operate at the top of my game for school.

AB 487 would allow me to work when it's best for me and my education! I urge you to pass AB 487 to protect my earnings and flexibility. Thank you for your time and consideration.

Sincerely,
Ian Huddelstone
Pell Lake

Assembly Committee on State Affairs
September 8, 2021
Written Testimony

My name is Nicole Scott Clytus, I live in Milwaukee, Wisconsin. I am a delivery worker with DoorDash and would like to address the Committee to request support for AB 487 to protect my earnings and flexibility.

The pandemic hit my family hard. I was laid off from my full-time job because they closed their doors due to the pandemic. Then, my husband got seriously injured at his job, so he couldn't work. As you know, bills don't care about a pandemic or an injury. My mom suggested I start dashing to make ends meet, and I absolutely love it! I can make my own hours, which means I can work and still take care of my husband until he's better.

AB 487 would allow me to choose the benefits I want and need, while allowing me to work when it's best for me and my family.

I urge you to pass AB 487 to protect my earnings and flexibility. Thank you for your time and consideration.

Sincerely,
Nicole Scott Clytus
Milwaukee, Wisconsin

Assembly Committee on State Affairs
September 8, 2021
Written Testimony

My name is Matt Kielas, I live in Milwaukee, Wisconsin. I am a delivery worker with DoorDash and would like to address the Committee to request support for AB 487 to protect my earnings and flexibility.

I started dashing because I lost my job at the beginning of the COVID-19 crisis. During these unprecedented times, DoorDash has helped my family more than words can explain. I literally don't know what my family and finances would be like without dashing. From day to day items like food and fuel, to allowing my kids to have a "normal" Christmas, I can juggle the needs of my family while taking shifts when I need them. One of the best parts of dashing is the flexible schedule. I can earn when, where, and how I want.

I don't think it's fair that current regulations force companies, like DoorDash, to choose between the independent contractor status I need or expanded benefits like 401ks or health care stipends. AB 487 would allow me to choose the benefits I want and need, while allowing me to work when it's best for me.

I urge you to pass AB 487 to protect my earnings and flexibility. Thank you for your time and consideration.

Sincerely,
Matt Kielas
Milwaukee, Wisconsin

Assembly Committee on State Affairs
September 8, 2021
Written Testimony

My name is Kristina Egstad, I live in Madison, Wisconsin. I am a delivery worker with DoorDash and would like to address the Committee to request support for AB 487 to protect my earnings and flexibility.

I started dashing to take my mind off of a traumatic family situation. My mom was dying, and I couldn't spend time with her in the hospital, so I started dashing to take my mind off worrying about her. The flexibility DoorDash provides allowed me to earn when, where, and how I want, and I was able to support my mom and family when I wasn't driving.

The expansion of benefits, like 401ks or health care stipends, that AB 487 will provide is fantastic. This bill ensures that people like me who are going through traumatic family events, can continue to have flexible work with added benefits.

I urge you to pass AB 487 to protect my earnings and flexibility. Thank you for your time and consideration.

Sincerely,
Kristina Egstad
Madison, Wisconsin

**Assembly Committee on State Affairs
September 8, 2021
Written Testimony**

My name is Frank Bobek, I live in Fontana-on-Geneva Lake, Wisconsin. I am a delivery worker with DoorDash and would like to address the Committee to request support for AB 487 to protect my earnings and flexibility.

I started dashing because my primary job was affected by the pandemic and I needed extra money to pay off my daughter's college tuition. Initially, I tried delivering for a local pizza parlor, but the hours were grueling. I love the DoorDash's flexibility and the quick weekly pay is exactly what I need in these uncertain times.

This bill ensures I can continue to work flexible hours, while supporting my daughter's college education I urge you to pass AB 487 to protect my earnings and flexibility. Thank you for your time and consideration.

Sincerely,
Frank Bobek
Fontana-on-Geneva Lake

Assembly Committee on State Affairs
September 8, 2021
Written Testimony

My name is Will Braeger, I live in Wrightstown, Wisconsin. I am a delivery worker with DoorDash and would like to address the Committee to request support for AB 487 to protect my earnings and flexibility.

I am a full-time college student majoring in Biology. My busy class and study schedule make it hard to manage a traditional part-time job. Before DoorDash, I would have to take off entire shifts, to join study groups on campus. Being a Dasher has provided me the ability to go to class, study, and earn money to pay for college. No other type of work provides me the full flexibility to work where I want and when I want.

AB 487 would allow me to choose the benefits I want and need, while allowing me to work when it's best for me. Thousands of college students like me rely on platforms like DoorDash as a source of income to make ends meet, and this bill ensures we can continue to rely on it.

I urge you to pass AB 487 to help build the future of work. Thank you for your time and consideration.

Sincerely,
Will Braeger
Wrightstown

To Committee Members,

My name is Keith Miller. I drive with Uber in Madison. I'm a retiree who drives with Uber to make a little extra money whenever I need it. Uber has been a perfect fit for me because I can work whenever I feel like. That's why I'm asking you to support AB487 and ensure neither Uber nor the state could take away that flexibility. We need action now that recognizes the unique nature of our work.

I love being an independent contractor because I set my own hours. When I want to work I get in the car, turn on my app and work. If I need some extra money I can work a few extra hours, and when I want to stop I just turn off the app. I'm retired so I like to golf and take vacations. With Uber I don't have to tell my manager when I can't work. I just don't work. None of that is possible as a traditional employee. Employment means schedules, bosses and shifts. If I were forced to become an employee I'd likely stop working, losing not only an important source of income for me, but also the valuable service I provide for the community.

There are tradeoffs to being an independent contractor, but for me, and other people like me who can't work a traditional job, it's an almost perfect fit. I'm hopeful that workers like me can have both flexibility and protections, which is why I support legislation that expands workers compensation as well as other benefits while not jeopardizing my status as an independent contractor.

Workers like me provided local communities with access to what mattered most throughout the pandemic. We need a law that recognizes our work by protecting what matters most to us while for the first time providing new benefits like income replacement and on the job injury protection. I'm hopeful that the commonwealth can lead the way on this critical issue. There is no time to spare and I'd urge you to act quickly.

Sincerely,

Keith Miller
1026 Buena Vista Drive
Sun Prairie, WI, 53590
608.513.2098

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Sincerely,

Keith Miller
1026 Buena Vista Drive
Sun Prairie, WI, 53590
608.513.2098



Metropolitan Milwaukee
Association of Commerce

Testimony: SB 485 / AB 487

**Cynthia Ortega, Deputy Director for Government Affairs
Metropolitan Milwaukee Association of Commerce
September 08, 2021**

Good Afternoon Chairman and committee members. Thank you for the opportunity to voice MMAC's support for AB 487.

For decades we have advocated that a robust mix of mobility options are critical to a thriving economy. Protecting the ability of these app based services to operate within their existing business model is critical to comprehensive regional transportation strategy.

App company workers are independent contractors and not employees. This allows for the availability of services in locations or times with less demand. Without the flexibility resulting from the independent contractor status of drivers, companies like uber would likely not operate in most of WI. This would adversely impact many, including those who most rely on these app based services. According to Lyft's economic impact report for WI, 57% of trips start in low-income areas. App based services expand mobility throughout the community.

Unfortunately, existing state law makes it almost impossible for companies like Uber or Lyft to offer things like 401k's or health stipends. The proposed legislation would fix that. Offering competitive benefits would help both workers and the businesses. App based workers choose to do this work because it is an opportunity to earn money without the traditional structure of a 9-5. Most people who work within the gig economy do so on a part-time basis to supplement their income. According to Uber, more than half of all drivers in WI work less than ten hours a week. This legislation is a commonsense approach to keeping these services and employment opportunities strong w/out penalizing their desire or legal ability to offer supplemental incentives to their independent contractor drivers.

I thank you again for hearing testimony on these pieces of legislation. I urge your favorable consideration of AB 487.

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WMC

TO: Assembly Committee on State Affairs

FROM: Scott Manley, Executive Vice President of Government Relations

DATE: September 8, 2021

RE: Support for Assembly Bill 487

Thank you Chairman Swearingen for holding a hearing on Assembly Bill 487 (AB 487), legislation to allow portable benefit accounts for drivers working through app-based platforms. WMC appreciates the opportunity to express our support for this legislation.

AB 487 recognizes that our economy is constantly evolving, and app-based workers provide services in a manner that does not fit neatly into decades-old definitions of an employee. Unlike traditional employer-employee relationships, app-based workers have the independence and flexibility to provide services on their own schedule and in the location of their choice – or they may choose not to perform independent services at all.

As independent contractors who choose to provide services through an app-based network, they are providing value and meeting the needs of consumers who require transportation, delivery, shopping, or other assistance. The arrangement allows these contractors to earn what is most often a secondary form of supplemental income. It is a win-win for consumers, workers, and our economy.

AB 487 would strengthen the relationship between app-based service providers and the independent contractors who provide driving services for their users. Specifically, the bill allows app-based platforms to voluntarily offer portable benefit accounts to app-based drivers. These accounts would pay for insurance coverage of work-related injuries, similar to those which would be covered by Workers Compensation for traditional employees. They would also allow the independent driver to transfer money to a retirement account, or pay for health insurance premiums.

The portable benefit accounts proposed in AB 487 are not mandatory, but would allow app-based platforms a unique tool to incentivize and attract drivers to their platform, thus allowing the continuation of these important services in a manner consumers have come to expect.

Given the evolving nature of our economy, we are likely to see a growing number of services delivered to consumers through app-based platforms. AB 487 is a forward-looking bill that will place Wisconsin ahead of the curve in terms of offering benefits to independent contractors, and will accomplish this goal without a government mandate. We respectfully urge you to support this important legislation.