

Maryland House Economic Matters Committee
February 19, 2021

Testimony in Support of HB 996

Chairman Davis, Vice Chair Dumais, and Committee Members:

For the record, my name is Cameron Kilberg. I am the Government Affairs Principal for goPuff.

I am here today in support of House Bill 996, the Alcoholic Beverages – Class A Licenses – Retail Grocery Establishments (Healthy Food Accountability Act of 2021).

goPuff is the go-to solution for immediate everyday needs, delivering customer orders of food products, cleaning and home goods, and over-the-counter medications.

With micro-fulfillment centers in every market we serve, goPuff delivers thousands of products quickly and for a flat delivery charge of just \$1.95. goPuff does not use third party delivery companies, so we can quickly deliver essential food items and products to our customers.

goPuff is open 24/7 in many markets and late night everywhere else to bring customers what they need, when they need it most. We pride ourselves in fulfilling customer orders and delivering essential goods in just minutes.

Founded in 2013, goPuff currently operates more than 200 micro-fulfillment centers servicing over 500 U.S. cities, including Baltimore City, Baltimore County and Prince George's County.

We look forward to continued expansion in markets throughout Maryland and HB 996 will ensure that convenience and food product delivery companies like goPuff may best serve the consumers of Maryland.

goPuff is more than a snack supplier – we are able to deliver healthy food items and much needed home supplies to consumers in real time. This allows consumers to remain at home when they are unable to or simply do not want to go to the store, or as is the case with many communities, consumers simply lack safe, convenient options to purchase healthy foods and home goods.

Each of our micro-fulfillment centers services the direct neighborhood in which they reside and due to their size of an average of 4000 to 7000 sq ft., we can more easily find appropriate space to open in all communities and our flat, low delivery fee ensures we remain affordable. goPuff's flexibility allows us to service communities that struggle to attract appropriate fresh food and convenience stores, as we are able to open more easily, in smaller space, and with little development needs.

HB996 will ensure goPuff's continued growth in Maryland and our ability to serve residents in communities throughout Maryland.

We respectfully ask for your support of HB996.

Thank you,

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