



DailyPay, LLC Oral Testimony

TO: North Dakota Senate Industry and Business
Committee
FROM: Andrew Welch of DailyPay, LLC
DATE: March 11, 2025
SUBJECT: House Bill 1393

Position: Support.

Testimony:

Good morning, Chairman Barta and Members of the North Dakota Senate Industry and Business Committee

I'm Andrew Welch and I'm a Government Relations Manager at DailyPay and I am testifying in support of House Bill 1393. DailyPay is the country's largest employer-integrated earned wage access, or EWA company.

DailyPay has operated in North Dakota since 2015, partnering with over 200 in-state businesses to provide over 21,000 of their employees our service.

After we sign contracts with our clients, who are businesses, we integrate with their payroll systems and then all of their employees are eligible to download our app.

For those who do, we pull their net earnings 4 times a day from our partnerships with payroll and if they choose, our users can

dailypay.



Of the employees that download our app, about half of those on our platform just track their wages and never make a transfer. The other half who choose to pay themselves access an average \$120 per transfer.

EWA solves *for a frequency of pay problem* due to biweekly or even monthly pay schedules and it is popular with employees because *it saves them money* and helps them avoid late fees, overdraft fees, and interest. It also supports financial wellness with savings tools, credit score insights, and free financial counseling through our partnership with the nonprofit Coordinated Assistance Network (CAN).

Specifically, it gives North Dakota workers an alternative to higher cost financial products and a solution for when they face the possibility of paying a bill late.

DailyPay's research from 2021 specifically found 78% of users who had previously paid bills late saved money on late fees, overdraft fees, and interest by using DailyPay.

In December 2023 the Financial Health Network found

- people used EWA to pay bills due ahead of their paycheck,
- And that these users did not consider it a loan, but did believe it provided them access to the liquidity they needed, while also preserving their dignity.



(4) And finally, it would deter any bad actors from entering the market and simultaneously provide legal clarity for all actors operating in good faith.

I urge the committee to support this bill and I am happy to take any questions you have.