



February 23, 2018

The Honorable R. Lee Ware Jr.
Virginia House of Delegates
Richmond, VA 23218

Dear Chairman Ware.:

I'm writing to express the Arlington Chamber of Commerce's strong support for SB 69 (Howell), renewing the additional 0.25% Transient Occupancy Tax (TOT) for Arlington County.

The renewal of Arlington's TOT surcharge is the Chamber's foremost priority for the 2018 legislative session. The funds generated by this would continue to provide much needed support to ensure that Arlington has a competitive position with regard to attracting leisure and business travel. It is important to note that a large percentage of travelers staying in Arlington are doing so in the context of a visit to Washington, D.C. By successfully attracting these visitors to Arlington hotels, we draw additional spending to the Commonwealth.

Hotels and tourism are a crucial part of the business community in Arlington, as evidenced by the Chamber's dedicated Hotel General Managers Committee, our only industry specific committee. However, attracting additional visitors to Arlington not only benefits our hotels, but a variety of businesses including restaurants and retail establishments who directly benefit from the increased travel.

Tourism in Arlington drove \$3.1 billion in visitor spending and supported 24,900 jobs in 2016. It also generated \$119.4 million in tax receipts to the Commonwealth. As the gateway to Virginia for travelers who would otherwise stay in Washington, D.C., Arlington's success in tourism promotion benefits Virginia as a whole, with a particular benefit to our surrounding jurisdictions. Long-term, stable funding will enable Arlington to build upon its strong regional collaboration in the Northern Virginia Visitors Consortium (NVVC), a partnership with Fairfax, Loudoun, Prince William and Alexandria.

Renewal of the TOT surcharge is overwhelmingly supported by the Arlington Chamber and business community as a whole. We view the guest-paid surcharge as a driver of increased economic activity in Arlington and in the Commonwealth of Virginia.

Thank you for your consideration.

Respectfully,

A handwritten signature in black ink that reads 'Kate Bates' in a cursive script.

Kate Bates
President & CEO

CC: House Finance Committee



February 23, 2018

The Honorable Hala S. Ayala
Virginia House of Delegates
Richmond, VA 23218

Dear Delegate Ayala:

I'm writing to express the Arlington Chamber of Commerce's strong support for SB 69 (Howell), renewing the additional 0.25% Transient Occupancy Tax (TOT) for Arlington County.

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Kate Bates
President & CEO

CC: House Finance Committee



February 23, 2018

The Honorable Robert S. Bloxom Jr.
Virginia House of Delegates
Richmond, VA 23218

Dear Delegate Bloxom Jr.:

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Kate Bates
President & CEO

CC: House Finance Committee



February 23, 2018

The Honorable Emily M. Brewer
Virginia House of Delegates
Richmond, VA 23218

Dear Delegate Brewer:

I'm writing to express the Arlington Chamber of Commerce's strong support for SB 69 (Howell), renewing the additional 0.25% Transient Occupancy Tax (TOT) for Arlington County.

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Kate Bates
President & CEO

CC: House Finance Committee



February 23, 2018

The Honorable Kathy J. Byron
Virginia House of Delegates
Richmond, VA 23218

Dear Delegate Byron:

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Kate Bates
President & CEO

CC: House Finance Committee



February 23, 2018

The Honorable Lee J. Carter
Virginia House of Delegates
Richmond, VA 23218

Dear Delegate Carter:

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Thank you for your consideration.

Respectfully,

Kate Bates
President & CEO

CC: House Finance Committee



February 23, 2018

The Honorable Benjamin L. Cline
Virginia House of Delegates
Richmond, VA 23218

Dear Delegate Cline:

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Thank you for your consideration.

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Kate Bates
President & CEO

CC: House Finance Committee

February 23, 2018

The Honorable Mark L. Cole
Virginia House of Delegates
Richmond, VA 23218

Dear Delegate Cole:

I'm writing to express the Arlington Chamber of Commerce's strong support for SB 69 (Howell), renewing the additional 0.25% Transient Occupancy Tax (TOT) for Arlington County.

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Kate Bates
President & CEO

CC: House Finance Committee



February 23, 2018

The Honorable Matthew C. Fariss
Virginia House of Delegates
Richmond, VA 23218

Dear Delegate Fariss:

I'm writing to express the Arlington Chamber of Commerce's strong support for SB 69 (Howell), renewing the additional 0.25% Transient Occupancy Tax (TOT) for Arlington County.

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Thank you for your consideration.

Respectfully,

Kate Bates
President & CEO

CC: House Finance Committee



February 23, 2018

The Honorable Eileen Filler-Corn
Virginia House of Delegates
Richmond, VA 23218

Dear Delegate Filler-Corn:

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Kate Bates
President & CEO

CC: House Finance Committee

February 23, 2018

The Honorable Hyland F. "Buddy" Fowler Jr.
Virginia House of Delegates
Richmond, VA 23218

Dear Delegate Fowler Jr.:

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Kate Bates
President & CEO

CC: House Finance Committee



February 23, 2018

The Honorable Nicholas J. Freitas
Virginia House of Delegates
Richmond, VA 23218

Dear Delegate Freitas:

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Kate Bates
President & CEO

CC: House Finance Committee

February 23, 2018

The Honorable Steve E. Heretick
Virginia House of Delegates
Richmond, VA 23218

Dear Delegate Heretick:

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Kate Bates
President & CEO

CC: House Finance Committee

February 23, 2018

The Honorable Timothy D. Hugo
Virginia House of Delegates
Richmond, VA 23218

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Respectfully,



Kate Bates
President & CEO

CC: House Finance Committee

February 23, 2018

The Honorable Jerrauld C. "Jay" Jones
Virginia House of Delegates
Richmond, VA 23218

Dear Delegate Jones:

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Kate Bates
President & CEO

CC: House Finance Committee



February 23, 2018

The Honorable Mark L. Keam
Virginia House of Delegates
Richmond, VA 23218

Dear Delegate Keam:

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Kate Bates
President & CEO

CC: House Finance Committee



February 23, 2018

The Honorable Kaye Kory
Virginia House of Delegates
Richmond, VA 23218

Dear Delegate Kory:

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February 23, 2018

The Honorable Joseph C. Lindsey
Virginia House of Delegates
Richmond, VA 23218

Dear Delegate Lindsey:

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Tourism in Arlington drove \$3.1 billion in visitor spending and supported 24,900 jobs in 2016. It also generated \$119.4 million in tax receipts to the Commonwealth. As the gateway to Virginia for travelers who would otherwise stay in Washington, D.C., Arlington's success in tourism promotion benefits Virginia as a whole, with a particular benefit to our surrounding jurisdictions. Long-term, stable funding will enable Arlington to build upon its strong regional collaboration in the Northern Virginia Visitors Consortium (NVVC), a partnership with Fairfax, Loudoun, Prince William and Alexandria.

Renewal of the TOT surcharge is overwhelmingly supported by the Arlington Chamber and business community as a whole. We view the guest-paid surcharge as a driver of increased economic activity in Arlington and in the Commonwealth of Virginia.

Thank you for your consideration.

Respectfully,

A handwritten signature in black ink that reads 'Kate Bates' in a cursive script.

Kate Bates
President & CEO

CC: House Finance Committee

February 23, 2018

The Honorable Robert D. Orrock Sr.
Virginia House of Delegates
Richmond, VA 23218

Dear Delegate Orrock Sr.:

I'm writing to express the Arlington Chamber of Commerce's strong support for SB 69 (Howell), renewing the additional 0.25% Transient Occupancy Tax (TOT) for Arlington County.

The renewal of Arlington's TOT surcharge is the Chamber's foremost priority for the 2018 legislative session. The funds generated by this would continue to provide much needed support to ensure that Arlington has a competitive position with regard to attracting leisure and business travel. It is important to note that a large percentage of travelers staying in Arlington are doing so in the context of a visit to Washington, D.C. By successfully attracting these visitors to Arlington hotels, we draw additional spending to the Commonwealth.

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Respectfully,



Kate Bates
President & CEO

CC: House Finance Committee

February 23, 2018

The Honorable Brenda L. Pogge
Virginia House of Delegates
Richmond, VA 23218

Dear Vice Chair Pogge:

I'm writing to express the Arlington Chamber of Commerce's strong support for SB 69 (Howell), renewing the additional 0.25% Transient Occupancy Tax (TOT) for Arlington County.

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Thank you for your consideration.

Respectfully,



Kate Bates
President & CEO

CC: House Finance Committee



February 23, 2018

The Honorable Vivian E. Watts
Virginia House of Delegates
Richmond, VA 23218

Dear Delegate Watts:

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Kate Bates
President & CEO

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