

2017 Legislative

Roundtable Reception

NEW YORK CITY

Friday, April 7, 2017

9 a.m. - 10:30 a.m.

New York Marriott Marquis

co-sponsored by:



THE KEY TO NEW YORK CITY HOSPITALITY



New York State
HOSPITALITY
& TOURISM
Association

Program

9 a.m.

Registration & Breakfast Buffet

9:45 a.m. - 10:30 a.m.

Welcome:

Introduction of State Leaders

Presentation of State Issues

Mark Dorr, President, NYS Hospitality & Tourism Association

Introduction of Local Leaders

Presentation of Local Issues

Vijay Dandapani, President & CEO, Hotel Association of New York City

Roundtable Discussion with State and Local Elected Officials

Sponsors



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Roundtable Reception

New York State Hospitality & Tourism Association

The New York State Hospitality & Tourism Association (NYSH&TA) is a not-for-profit trade organization representing nearly 1,000 lodging properties, totaling over 122,000 guest rooms. The Association provides: **representation and advocacy** on behalf of the industry before state lawmakers and regulatory agencies; **resources** in the form of money-saving programs and networking opportunities; **educational offerings** that help members best serve their customers.

Short-term Rentals

NYSH&TA is working toward the introduction of legislation that would prohibit short-term rentals in Upstate New York and on Long Island. Airbnb operates short-term rental units that are largely unregulated in terms of both taxes and safety measures throughout New York. Airbnb has recently entered into tax agreements with several counties to collect and remit occupancy taxes on behalf of its hosts.

Tourism Funding

Governor Cuomo advanced the following tourism funding initiatives in his Executive Budget proposal:

- Matching Grants - \$3,815,000
- I Love NY - \$2,500,000
- Market New York - \$7,000,000
- Taste NY - \$1,100,000
- Cultural arts and public spaces fund, including projects that increase tourism - \$10,000,000
- Round 7 of the REDCs are advanced

Legislative Budget Proposals

Both the Senate and Assembly proposed a \$1 million increase to the Matching Grants Program, and a \$1 million decrease to the Market New York Program. Both houses also included the Governor's \$10 million proposal for cultural arts and public spaces projects that increase tourism. Neither house included funding for REDCs or I Love New York. While the Senate did not include any funding for Taste NY, the Assembly proposed a \$1 million decrease to the program.

Each house also included new pots of money in their budget proposals. The Assembly advanced a \$30.5 million pot for economic development efforts that promote New York as a tourist destination. The Senate advanced a \$1.45 million pot for marketing, advertising, and retail operations that promote local agritourism,

Small Business Package

NYSH&TA is working to introduce legislation that will benefit the tourism industry as a whole, and small businesses particularly. Topics for this package may include:

- Training Wage/Seasonal Workforce;
- Ski Equipment Tax Credit;
- Tax Credits for Hiring Youth or Seasonal Workers

A special thank you to NYSH&TA's
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Hotel Association of New York City

Serving the Hotel Industry since 1878, the Hotel Association of New York City, Inc. is one of the oldest professional trade associations in the nation. Its founders' mission was to establish an association that would serve as the voice of the hotel industry, supporting its members with the highest standard of services and best available resources. Today the Hotel Association of New York City:

- Boasts more than 280 of the finest hotels in New York City
- Represents more than 80,000 rooms and approximately 50,000 employees
- Is an internationally recognized leader in New York City's \$5 billion tourism industry

Fines For Listing Illegal Hotels

Fines for listing illegal hotels on web platforms per new law signed by Governor Cuomo in October 2016. Fines of up to \$7,500 (1st incident=\$1K, 2nd - \$5K and subsequent incidents \$7.5K) can be imposed for listing illegal hotel rooms on web platforms like Airbnb. HANYC has been working with the Office of Special Enforcement (OSE) in the Mayor's office to ramp up enforcement based on the new law.

Real Property Taxes

NYC has seen a 100% increase on average for all hotels in RPT over the past 8-9 years. Revpar has declined for two years in a row (2015-16) HANYC has been working with the Department of Finance to seek relief in transitional assessment process used by DOF by requesting a trending down of revenue to arrive at a **lower increase** in RPT.

Organic Waste Disposal Rules

The City has promulgated new rules for disposal of organic waste that are onerous to hotels as they require to source-separate waste including glass, syringes and other dangerous objects into separate receptacles. HANYC is working with the department of sanitation to amend these rules to make it more practical for hotels.



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