

T H E  
B A L T I M O R E                      C O N V E N T I O N  
C E N T E R

April 20, 2010

President Young and Members of the Baltimore City Council  
100 N. Holliday Street  
Baltimore, Maryland 21202

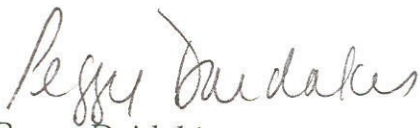
Dear President Young and Members of the Baltimore City Council:

I am responding on behalf of the Baltimore Convention Center to the proposed City of Baltimore Council Bill 10-0467 pertaining to an increase in the hotel room tax rate. I join, with my colleagues from Visit Baltimore, in support of modifying the hotel tax rate, providing that the increase does not put Baltimore at a disadvantage in our ability to be competitive as a convention and tourism destination.

The additional funding that the higher rate will generate will increase Visit Baltimore's sales and marketing budget. If the additional tax is specifically assigned to hospitality and tourism, then the Baltimore Convention Center will directly benefit from any increased business that is generated from the efforts of the sales staff of Visit Baltimore and the Baltimore Convention Center. Both Visit Baltimore and the Baltimore Convention Center are facing competition from cities and Centers that are providing incentives that we cannot currently afford. The additional income to both of our organizations will help us compete.

If you decide that the hotel tax rate will be increased, then please consider keeping Baltimore in line with our competitive cities.

Sincerely,



Peggy Daidakis  
Executive Director



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