



## MEMORANDUM

TO: Honorable President and Members of the City Council  
Attention: Natawna Austin, Executive Secretary

FROM: William H. Cole, President and CEO  
Baltimore Development Corporation

DATE: October 24, 2018

SUBJECT: City Council Bill No. 18-0104R  
Informational Hearing - Subsidies to Baltimore City's Hospitality and Tourism  
Industry, Now and in the Future

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The Baltimore Development Corporation (BDC) has been asked to comment on City Council Bill No. 18-0104R for the purpose of inviting representatives from certain City agencies, the tourism industry, and the labor community for an informational hearing to discuss subsidies to Baltimore City Hospitality and Tourism Industry now and in the future.

Over the years, a number of PILOTs and TIFs were provided to assist in the development of hotels in Baltimore City, as the industry demanded. Currently, it appears that there are enough hotels in the City—both existing and under construction—to accommodate conventions and tourism well into the future. We do not anticipate needing any subsidy to support hotels.

BDC concurs that a discussion on this topic would be beneficial.

cc: Kyron Banks