



ASTORIA-WARRENTON AREA
CHAMBER of COMMERCE

May 7, 2025

Oregon State House of Representatives
House Committee on Revenue
Salem, OR

Chair Nathanson and members of the committee:

The Astoria-Warrenton Area Chamber of Commerce represents some 600 member businesses and organizations across all sectors of our diverse local economy. We strongly oppose HB3962 as it will cause direct harm to a wide representation of our local businesses – both direct tourism businesses and indirect like the trades and food systems.

Oregon has a highly effective system of tourism promotion and management that is the envy of nearly every Western state. The Travel Oregon system, with its seven regional destination management organizations (RDMO's) and their collaboration with and support of local DMO's has proven itself time and again with a demonstrable and impressive return on investment for the state and local municipalities alike.

That historical success seems to have bred an assumption that the work has already been done and the expectation that visitors will continue to come without further investment. This is analogous to slowing down vaccination efforts because "no one gets measles anymore". It's a backwards perspective.

Communities like ours that have tourism as a significant portion of our local economy and livelihoods rely especially on a collaborative and consistent approach to tourism management. The current system works. It allows local communities to tell their own stories, manage negative impacts, and, through the TRT split, to contribute to general funds so that larger community needs can be met with the help of tourist dollars.

We believe, as do most of our colleagues across the state, that tourism and tourist dollars should first and foremost make our communities better places to live and work. That is accomplished through job creation and economic development, but also through visitors helping support theater, arts, culinary, beverage, retail, and other assets that make living here special.

The current split of TRT dollars, while imperfect in a small number of communities, has continually produced the desired results statewide. Deferring management/marketing funds away to other uses will have long-term negative effects that will steal momentum that will not easily be restored. **Please vote "no" on HB3962.**

A blue ink signature of David L. Reid.

David L. Reid, Executive Director