

Submitter:	Steve Tessmer
On Behalf Of:	Columbia Cliff Villas Hotel
Committee:	Senate Committee On Rules
Measure, Appointment or Topic:	HB2977

Please do not support proposed HB 2977 legislation! It breaks the trust lodging partners placed in the State when the deal was made to limit State TLT.

We operate a hotel in Hood River that struggles with seasonality and the evolution of online travel agencies that use algorithms to set market rates. These complicated formulas identify how much tourists and visitors are willing to pay for lodging on any given night. As much as some hotels try to hide it, guests frequently ask about our tax rates to determine the total cost of their stay and make their selections accordingly. Every dollar matters for many- if not most- guests. If this Bill passes, the algorithms will factor the total combined rate into the online pricing that drives the every-increasing OTA share of reservations. That means your lodging partners would be forced to absorb the difference. With all our other increasing costs, something else must be cut. If it's not some of the marketing we spend to maintain our business, it would be the bottom line that determines the survival of seasonal businesses like ours.

Thank you!