

May 18, 2018

The Honorable Phyllis Cleveland
Cleveland City Council
601 Lakeside Ave., Room 220
Cleveland, Ohio 44114

Dear Council Member Cleveland,

On behalf of professional hotel and lodging operators in Cleveland, their employees, and the guests they serve, the Greater Cleveland Lodging Council, local arm of the Ohio Hotel & Lodging Association, would like to express significant concern about Cleveland Hopkins International Airport's plans for a **Per Trip User Fee** for ground transportation providers.

The plan as proposed has not allowed for appropriate input from impacted organizations, including the hotel and lodging industry. Our businesses are on the front line of providing service and creating memorable experiences for visitors. Hotels are a vital part of our local economy, employing thousands, making massive investments in building and infrastructure, generating taxes for our local communities, and working to make Greater Cleveland a better place to visit, work and live.

The proposal for the Per Trip User Fee presents significant challenges to our businesses that have not been discussed or addressed:

- **Proposed implementation mid-year does not allow hotels to budget and prepare for a massive new expense**
- **The plan to implement 100 percent of the increase overnight will not be sustainable for some operators**
- **The fee is higher than that at airports serving Ohio's other major markets**
- **The overall increase for some hotels will be impossible to meet, with increases in some cases greater than 3000% and annual costs in excess of \$50,000 or more**

If implemented as proposed, the fee plan will cause some hotels to curtail or even eliminate shuttle service, negatively impacting travelers and aircrews, and leading to even more congestion at the airport with less-efficient individual vehicle alternatives.

Hotel operators recognize the need for investment in reasonable infrastructure improvements at CLE and are committed to being good partners. We ask city officials to include impacted ground transportation partners in this discussion and allow adequate time for consideration of alternatives, including:

- A reasonable implementation timeline starting Jan. 1 to allow impacted companies time to budget for increase
- Phase-in of the increase to help mitigate negative impacts of a large increase in operating costs
- Determination of an appropriate fee based on full analysis of needs at CLE and levels of similar fees at other airports to, avoid competitive disadvantage for Cleveland businesses and employers

(continued)

Our organization and the hotels it represents would be happy to meet with you or other officials involved in deliberations on this issue to help develop solutions that are fair, equitable and most importantly sustainable for all affected parties.

Thank you for your consideration,



Joe Savarise
Executive Director
Ohio Hotel & Lodging Association



David Minah
The Tudor Arms Cleveland Hotel – DoubleTree by Hilton
Chairman, Greater Cleveland Lodging Council

Satish Duggal, President
Robert Trammell, COO
Twin Tier Hospitality

Michael Cooney, Regional Vice President of Operations
Radius Hospitality

Greg Huber, General Manager
Cleveland Airport Marriott

Brian Wipprecht, General Manager
Crowne Plaza Cleveland Airport

Paul Patel, President
A.C.R.E. Hospitality, Inc.
La Quinta Inn & Suites North Olmsted

Sandip Thakkar, President
HSM Hospitality Management Company

Maisha Blaine, General Manager
Courtyard Cleveland Airport North

Rob Pici, CHA, Acting General Manager
DoubleTree by Hilton Cleveland East Beachwood

Tristan Haas, Asst. General Manager
The Kimpton Schofield Hotel

Kevin J. Hastings, General Manager
Hyatt Place Cleveland/Independence

Joel Hoffmaster, General Manager
Hilton Garden inn Cleveland Downtown

Ryan Bunker, General Manager
The Westin Cleveland Downtown

Scott Poledna, General Manager
Hilton Garden Inn Cleveland

Jessica Sarley, General Manager
Hampton Inn & Suites Cleveland-Airport

Bill Reed, General Manager
Aloft Cleveland Downtown

Patty Bella
Aloft Cleveland Airport

Colleen Davis, General Manager
Residence Inn Independence

Todd Costin, General Manager
Hyatt Regency Cleveland at the Arcade

Joe Jiamboi, General Manager
Sonesta ES Suites Cleveland Airport

Rex Engle, General Manager
Residence Inn at The Emerald Event Center

Chris Ellis, General Manager
Hampton Inn Cleveland Airport

Darlene Mayes, General Manager
Hampton Inn North Olmsted Cleveland Airport

Jason Elo, General Manager
DoubleTree by Hilton Hotel Cleveland

James Park, General Manager
Radisson Hotel Cleveland Airport West

Amit Patel, General Manager
Ramada Cleveland Airport West

Mike Hyde, General Manager
DoubleTree by Hilton Hotel Cleveland Westlake

George Iannacone, General Manager
Holiday Inn Hotel Cleveland Strongsville

Wendy Houck, Director of Transitions/Operations
Midwest Hospitality Group Inc.
Days Inn Cleveland Airport South

Cc: The Honorable Frank G. Jackson, Mayor
The Honorable Joseph T. Jones, Cleveland City Council
The Honorable Kevin L. Bishop, Cleveland City Council
The Honorable Kerry McCormack, Cleveland City Council
The Honorable Kenneth Johnson, Cleveland City Council
The Honorable Blaine A. Griffin, Cleveland City Council
The Honorable Basheer S. Jones, Cleveland City Council
The Honorable Michael Polensek, Cleveland City Council
The Honorable Kevin Conwell, Cleveland City Council
The Honorable Anthony T. Hairston, Cleveland City Council
The Honorable Dona Brady, Cleveland City Council
The Honorable Anthony Brancatelli, Cleveland City Council
The Honorable Kevin J. Kelley, Cleveland City Council
The Honorable Jasmin Santana, Cleveland City Council
The Honorable Matt Zone, Cleveland City Council
The Honorable Brian Kazy, Cleveland City Council
The Honorable Martin Keane, Cleveland City Council
Robert W. Kennedy, Director of Port Control and Director of Airports