

President Donald J. Trump

The President
The White House
1600 Pennsylvania Avenue, N.W.
Washington, DC 20500

The Honorable Mitch McConnell

Majority Leader United States Senate Washington, DC 20510

The Honorable Charles Schumer

Minority Leader United States Senate Washington, DC 20510

July 16, 2020

The Honorable Steven Terner Mnuchin

Secretary U.S. Department of Treasury Washington, D.C. 20220

The Honorable Nancy Pelosi

Speaker of the House of Representatives United States House of Representatives Washington, DC 20510

The Honorable Kevin McCarthy

Minority Leader United States House of Representatives Washington, DC 20510

Dear President Trump, Secretary Mnuchin, Leader McConnell, Leader Schumer, Speaker Pelosi, and Leader McCarthy:

Thank you for your efforts to modify the Paycheck Protection Program (PPP) so that it works for the small travel businesses and employees who are struggling to survive this economic downturn. We strongly encourage you to make sure that any legislation to amend the PPP also expands the program's eligibility to include destination marketing organizations (DMOs) of all sizes and structures, which are small business champions and the economic engines of the travel industry. Importantly, if there is a transition to another small enterprise relief program, DMOs will first need access to the PPP.

Our country's DMOs, convention and visitors bureaus (CVBs) and state tourism offices are classified as 501(c) nonprofits or quasi-governmental organizations, which are currently ineligible for the PPP—and most notably the loan forgiveness the program offers—under the CARES Act. They remain ineligible following the most recent PPP funding agreement. As civic-oriented nonprofits, it is even more difficult for them to qualify for other types of SBA loans, denying them the capital they need to keep hard-working Americans employed. A staggering 58% of DMOs have had to lay off or furlough some of their staff and 38% of all DMO travel workers are now out of work. Any shuttering of these organizations jeopardizes the very work that will be integral to our nation's recovery efforts.

DMOs, CVBs and state tourism offices are some of the primary drivers of economic benefits in our communities and the entire United States. It is their efforts that drive customers to local small businesses and support local jobs—placing them at the forefront of economic development for communities nationwide. It is their work that will help restore travel and power America's recovery efforts.

The travel industry has been disproportionately harmed by the economic slowdown caused by COVID-19. Travel-related job losses have surpassed 8 million at its lowest point in May, representing 38% of all jobs losses. The unemployment rate in the travel industry is 51%, which is more than twice the highest unemployment rate during the worst year of the Great Depression. This year, travel spending is expected to decline \$505 billion, representing \$1.2 billion in economic loss—10 times the impact of 9/11. Simply put, the travel industry cannot recover from the greatest economic crisis in our lifetimes without the important work of DMOs. DMOs will promote the businesses and attractions that have safely reopened, provide travelers with information about how to travel safely and keep themselves and our communities healthy during their stay.

Unfortunately, DMOs have seen their funding all but dry up due to the crisis, as most rely on travel-related tax revenues for funding. Unless they can access the payroll and business expense support provided by the PPP, many DMOs will close their doors for good. It must be emphasized that allowing all 501(c) and quasi-governmental DMOs—regardless of size, structure or revenue—access to the PPP will have a positive and powerful ripple effect across the entire country. Therefore, we respectfully and urgently request that any legislation to amend the PPP includes expanded eligibility for all 501(c) and quasi-governmental DMOs so these organizations can secure the critical relief they need to be in the best position to help rebuild our country.

Signed,

Gregg M. Mervis William Pate
President & CEO President and CEO

Akron/Summit Convention & Visitors Bureau Atlanta Convention and Visitors Bureau

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Alabama Black Belt Adventures Association Auburn-Opelika Tourism

Tami Reist Cort Carlson
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Alabama Mountain Lakes Tourist Association Aurora Area Convention and Visitors Bureau

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Albany Convention and Visitors Bureau Beaver County Tourism

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Anderson Madison County (Indiana) Visitors Bureau Belgrade Chamber of Commerce & CVB

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CVB Bella Vista Advertising and Promotions Commission

Debbie Braun Julie Wagner
President & CEO CEO

Aspen Chamber Resort Association Beverly Hills Conference & Visitors Bureau

Michelle Mason Jerry Preston
President and CEO President

Association Forum Birch Run Area Convention and Visitors Bureau

Teresa Todd Diane Bausman
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Athens Limestone County Tourism Blackhawk Waterways CVB

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Bloomington Convention & Visitors Bureau

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Blowing Rock, NC TDA Cadillac Area Visitors Bureau

Barbara Green Carrie Stansbury
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Blue Mountain Resort Cajun Coast Visitors & Convention Bureau

Donna Carpenter

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Boise Metro Chamber Cape Cod Canal Region Foundation

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Greenwood Convention and Visitors Bureau

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Cyndi Williams Houston First

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Harwich Chamber of Commerce Virginia Anne Sharber **Executive Director**

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Hatfield McCoy Convention & Visitors Bureau Matthew A. Price **Executive Director**

Lynn Collins Huntingdon County Visitors Bureau

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Haywood County Tourism Development Authority Tyson Compton

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McPherson Convention & Visitors Bureau

Mt. Hood and the Columbia River Gorge Regional Tourism

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Michigan Association of CVBs

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Kathleen M Ratcliffe President/CEO

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President & CEO The Happy Valley (PA) Adventure Bureau

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Dean Burke Tania Armenta

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Executive Director Visit Anchorage

Tucker County Convention and Visitors Bureau

Pam Crain
Laura Meadows Director
Executive Director VISIT Ark City

Upshur County Convention and Visitors Bureau

Roger Dow President/CEO
President and CEO Visit Aurora, CO

U.S. Travel Association

Tom Noonan

Mike Bowman President/CEO

President Visit Austin

Valley Forge Tourism and Convention Board

Al Hutchinson

Maryl Purvis President and CEO

Director Visit Baltimore

Van Buren A&P Commission

John R. Crook

Executive Director

Susan M. Smith

Brian Tucker CEO

Executive Director Visit Bastrop

Ventura County Lodging Association

Paul Arrigo
President/CEO
Visit Baton Rouge

Vernon Parish Tourism Commission

Brad M. Jones Amanda Wilkin
Executive Director Executive Director
Visit Bellevue WA Visit Charlevoix

Kalene GriffithJosiah JonesPresidentExecutive DirectorVisit Bentonville and Bentonville Advertising and PromotionVisit Clearfield County

Samantha Kudrick
Barbara Hillman Tourism Director

Commission

President & CEO

President & CEO

Visit Coffeyville

Visit Berkeley

Doug Price
Michael Perry President & CEO

Interim CEO Visit Colorado Springs
Visit Big Bear

Peter F. Bowden
Candace Carr Strauss
President & CEO

CEO Visit Columbus GA
Visit Big Sky Alex Tyson

Executive Director Visit Billings (Montana) Nancy Luke Carpenter

CEO

Judi Hess Visit Columbus Mississippi
Director

Visit Binghamton Elaine Schroth
President & CEO

Michael McAfee Visit Concord CA

Executive Director

Visit Bloomington Christy Burns

Executive Director
Katie Goenner Visit Corinth

Katie Goenner Visit Corinth
President Visit

Brainerd Christina Rehklau

Executive Director
Sara Copping Visit Corvallis

Executive Director

Visit Buena Park Jonny Westom
President

Patrick Kaler Visit Dana Point

President & CEO

Visit Buffalo Niagara

Stephen Byrne

Executive Director

David Peterson Visit Delco, PA
Executive Director

Visit Carson City Richard W. Scharf

Jayne DeLuce President & CEO VISIT DENVER

Visit Champaign County Aaron McCreight

President & CEO Visit Dothan Kevin Manley
Executive Director
Visit Dubois County

Jane Howard
Executive Director
Visit Gilroy

Anna Tanski President/CEO Visit Duluth Elizabeth Fogarty

Director

Visit Grand Junction

Theresa Blake Graven

Lisa Langer

Visit Durango Colorado

Tourism & Communications Director

Director of Tourism Promotion
Visit Glenwood Springs

Jennifer Seaton Director Visit Edmond Andrew Schmidt
President and CEO
Visit Greenville NC

James T. Wood President & CEO Visit Evansville Jennifer Stilwell

Executive Vice President

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President / CEO
Visit Hamilton County

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Executive Director
Visit Fairmont, Minnesota

Marlo Dorsey
Executive Director
Visit Hattiesburg

Joe Gagliardi CEO/President

Mary Smith
President & CEO

Visit Folsom

Visit Hershey & Harrisburg

Cynthia Eichler President and CEO Visit Fort Collins

Director

Visit Hood River

Ashley Huckaby May

Robert L Jameson President and CEO Visit Fort Worth Amanda Hof
Executive Director

Visit Howard County, Maryland

Ellie Westman Chin President & CEO Visit Franklin, TN Kelly Miller
President & CEO
Visit Huntington Beach

John Fieseler Executive Director Visit Frederick Beth Javens
Executive Director
Visit Issaquah

Kristal Painter Executive Director Rickey L. Thigpen President & CEO Visit Jackson

Visit French Lick West Baden

Lisa M. Rager Cassi Weiss

Executive Director

Visit Johnstown (PA)

Visit Marshall

Jason FulviJaki BerggrenPresident & CEOExecutive DirectorVisit KCVisit McHenry County

Jo Wade Jamie Null President/CEO Director

Visit Lafayette-West Lafayette Visit Mercer County CVB

Ashley Johnson, CDME Peggy Mazyck
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Maureen Riedy President

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Peggy Williams-Smith
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Executive Director David Clark

Visit Lawrence County President & CEO

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Justin Gifford

Executive Director Heather Shirk
Visit Lenawee Executive Director

Visit Montgomery County Indiana

Michelle Peters

President/CEO Kelly Groff, CDME
Visit Lewis Clark Valley President & CEO
Visit Montgomery MD

Nancy Rezac

Executive Director Krista Rupp

Visit Longmont Executive Director

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Executive Director Robert M. Lukens

Visit Luzerne County Director

Visit Muskegon

Gary Wheat

President/CEO Linsey Gallagher
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Visit Napa Valley

Tawana Thomas

Executive Director Gary Sherwin

Visit Madison President & Chief Executive Officer

Visit Newport Beach

Wit Tuttell Director

Visit North Carolina

Eric C. Wagner President & CEO Visit Oak Park

Mark Everton

CEO

Visit Oakland

Leslee Gaul CEO

Visit Oceanside

Sara Toliver President & CEO Visit Ogden

Keith Backsen Executive Director Visit Omaha

George Aguel President & CEO Visit Orlando

Jeanne Goldschmidt Executive Director Visit Pasadena

Darien Schaefer President & CEO

Visit Pensacola

Jeff Guaracino President & CEO VISIT PHILADELPHIA

Steve Moore President/CEO Visit Phoenix

Kari Mobley
Executive Director
Visit Posey County, Inc.

Colleen Hanson
Executive Director
Visit Potter-Tioga

Dave Herrell
President and CEO
Visit Quad Cities

Don Jeffries President & CEO Visit Rochester

J. R. Shaw

Executive Director Visit Rogers

Andy Williams
Executive Director
Visit Roswell, Georgia

Mike Testa

Chief Executive Officer Visit Sacramento

Terry Mattson President & CEO Visit Saint Paul

Casandra Matej President & CEO Visit San Antonio

Kathy Janega-Dykes President & CEO Visit Santa Barbara

Margaret Ivy

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Misti Kerns President & CEO Visit Santa Monica

Brad Calkins Executive Director Visit Santa Rosa

Shelby Sim
President / CEO
Visit Santa Ynez Valley

Virginia J. Haley President

Visit Sarasota County

Joseph Marinelli Nick Wolda
President President

Visit Savannah Visit The Woodlands

Tom NorwalkMichael NovakovichPresident & CEOPresident & CEOVisit SeattleVisit Tri-Cities

Chuck Davison Tracy Farhad

President & CEO

Visit SLO CAL

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Rob DeCleene Brent DeRaad
Executive Director President & CEO
Visit South Bend Mishawaka Visit Tucson

Brenda Maas Michael Browne
Executive Marketing Director President & CEO
Visit Southeast Montana Visit Vallejo CA

Lisa Strader Cliff Myers

Executive Director President & CEO

Visit Southern WV Visit Vancouver USA

Meg WinchesterMarlyss AusterPresident & CEOPresident/CEOVisit SpokaneVisit Ventura

Steve Hayes Landon C. Howard
President & CEO President

Visit St. Pete/Clearwater Visit Virginia's Blue Ridge

Cristy Morrison Christine Flohr
President & CEO Executive Director
Visit Stillwater Visit Wabash County

Wes Rhea Daylan Gibbard CEO Director

Visit Stockton Visit Walla Walla

Danny LiedkaTom KielyPresident & CEOPresident & CEOVisit SyracuseVisit West Hollywood

Santiago C. Corrada Susie Santo
President/CEO President and CEO
Visit Tampa Bay Visit Wichita

Kimberly Adams

President & CEO

Chief Executive Officer

Visit Temecula Valley

Visit Williamsburg

Pat Mutter

Executive Director

Visit Winona Rhonda Salisbury

CEO

Visit Yosemite | Madera County

John Oliver President/CEO

VisitErie

Mary Quinn Ramer

President VisitLEX

David Blandford and Shiloh Burgess

Co-Chairs

Washington Tourism Alliance

Phillip S. Smith President & CEO

Warren County Convention & Visitors Bureau

Wright Tilley

Executive Director

Watauga County Tourism Development Authority

Christine Worth

Director

Wayne County Tourism

Valerie Earl

Executive Director

Wellington Area Chamber of Commerce/CVB

Summer Rose

Operations Coordinator

West Columbia Gorge Chamber & Visitor Center

Georgia Turner Executive Director

West Volusia Tourism

Charyl Reardon President

White Mountains Recreation Association

Dylan Boyle

Executive Director

Whitefish Convention and Visitors Bureau (Explore Whitefish)

Beth Fischer

Executive Director

Willmar Lakes Area Convention & Visitors Bureau

Sarah Werner

CEO

Winfield Area Chamber of Commerce/Winfield Convention and

Tourism

John Cooper President & CEO Yakima Valley Tourism

Mary Vilbon

Executive Director

Yarmouth Chamber of Commerce

Jessica L. Bacher President and CEO

Yates County Chamber of Commerce

Robin Hoover

Executive Director

Yellowstone Country Montana, Inc.

Jonathan Farrington
Executive Director/CEO

Yosemite Mariposa County Tourism Bureau

Linda Morgan

Executive Director

Yuma Visitors Bureau

Identical Letter Sent to:

The Honorable Marco Rubio
The Honorable Ben Cardin
The Honorable Nydia Velazquez
The Honorable Steve Chabot