



ACTION ALERT ACTION ALERT

Legislators have received over 150 e-mails from realtors we need them to hear from you.

House Bill 188, which amends current Public Accommodations Tax enacted in 1989, was introduced on June 4th and assigned to the Revenue and Finance Committee in the House. This legislation expands the scope of Delaware’s public accommodations lodging tax.

Delaware’s Tourism Industry, which is the 5th largest employer in the state, **STRONGLY SUPPORTS HB 188**. We need immediate calls, today, to the members of the House Revenue and Finance Committee supporting this legislation. Members of the Committee are as follows:

Please make subject line of emails: In Support of HB188.

- | | | | |
|---|-----------------|-----------------|---|
| John Viola, Chair (co-sponsor of bill) | 832-2209 | 744-4351 | john.viola@state.de.us |
| Helene Keeley, Vice Chair | 655-7071 | 744-4351 | helene.keeley@state.de.us |
| Gerald Brady (sponsor of bill) | 655-1373 | 744-4351 | gerald.brady@state.de.us |
| Valerie Longhurst | 836-3717 | 744-4351 | valerie.longhurst@state.de.us |
| Michael Mulrooney | 322-1249 | 744-4351 | michael.mulrooney@state.de.us |
| Bryon Short (co-sponsor of bill) | 475-2252 | 744-4351 | bryon.short@state.de.us |
| Gerald Hocker | 539-4140 | 744-4381 | gerald.hocker@state.de.us |
| Deborah Hudson (co-sponsor of bill) | 651-9571 | 744-4249 | deborah.hudson@state.de.us |
| Gregory Lavelle | 478-6128 | 744-4080 | greg.lavelle@state.de.us |
| Michael Ramone | 737-3412 | 744-4108 | michael.ramone@state.de.us |

Calls to any other legislators expressing support would be greatly appreciated!

FACTS:

- The Delaware Tourism industry wants to be a part of the solution to Delaware's \$900 million deficit. TEB will raise at least \$6 million annually that visitors will pay, not Delaware residents.
- When the original bill was passed in 1989 one form of accommodations was left out. Specifically, short term rental units. This bill corrects that inequity while putting money into general fund when it is badly needed. That equates to \$6 million annually that Delaware residents will not have to pay. It also puts money into Tourism at the state and county level where every dollar spent returns \$1.40. It also puts money into beach replenishment which will help protect Delaware's most valuable natural resource and # 1 tourist attraction.
- We understand that nobody likes to collect taxes; therefore, we understand that realtors are opposed. However, this money will be partially used in marketing efforts to increase their business, as well as invests in our infrastructure, such as transportation and signage which will help the visitor and residents. Speaking of the visitor, it should be noted, that is who will be paying this tax, **keeping the burden off of the citizens of Delaware.**
- Also, the realtors are concerned about their client being driven underground or to the internet, but the Division of Revenue has the enforcement authority already in place which the Tourism Industry will work to make sure it is utilized.
- Also, the realtors say they are a different form of accommodations but this has been taken into account by enacting a 5% tax in lieu of the 8% tax that hoteliers pay. After meetings with the realtors this was done in an effort to accommodate the realtor's concerns.
- Any administrative cost to the realtors could be recouped by the processing fees they already have in place.
- Many competing destinations i.e. Ocean City, MD; Outer Banks, NC; and Virginia Beach, VA already have this tax in place.
- As for concerns about how this revenue would be spent, the legislature already determined this when they enacted this same tax on hotels at 8% in 1989. These percentages of disbursement would remain the same as the current Public Accommodations Tax.

**Please make a difference –
CALL or EMAIL
TODAY!**
