



March 16, 2012

Dear Connecticut Senator/Representative:

The United States Tour Operators Association respectfully asks that you oppose proposed House Bill 5420, which would impose a 15% tax on the service fees earned by tour operators that book hotel rooms in the state of Connecticut.

Connecticut is a state rich in typical New England attractions including fall foliage tours, seacoast tours and historical tours. If this tax is enacted, it will force tour operators to make a choice. They can book their tours in Connecticut and pay the new tax. Or they can shift their tours to neighboring New England states that have similar attractions, but no similar tax.

This is not a decision they will make lightly. Increasingly, as commissions dwindle, tour operators make more of their income from service and consulting fees – fees that will absolutely be affected by HB 5420. And this bill won't just affect tour operators in Connecticut. It will affect everyone around the country who is considering sending tour business to the state.

If tourism goes out of state, it will have a negative impact on Connecticut's entire tourism infrastructure, harming hotels, attractions, restaurants, shopping outlets, casinos and more.

Simply put, HB5420 is bad business for tour operators and its bad business for Connecticut. We hope, for the good of tour operators around the U.S. that want to keep sending tourism business to your state, that you oppose the tourism-killing HB 5420.

Sincerely,

A handwritten signature in blue ink, appearing to read "Terry Dale", is written over a light blue horizontal line.

Terry Dale
President