



**LETTER OF SUPPORT ON BEHALF OF  
MARYLAND TOURISM COALITION**

**IN SUPPORT OF HB1176 – Income Tax Credit for Travel, Hospitality and Entertainment  
Expenses**

Before the Ways and Means, February 26, 2021

Dear Chairwoman & Committee Members,

My name is Kristin Hanna, Legislative Chair and Secretary of Maryland Tourism Coalition, a 50-year-old organization that represents the various services, attractions, organizations and accommodations that make up the State's Industry. MTC is the voice of our state's diverse tour and travel community, bringing together the entire industry to enhance business growth and to promote Maryland as a first-class destination for visitors. On behalf of our 1,000+ members, I would like to express our support of HB1176.

Tourism is vital to Maryland's economy! In a typical year, tourism supports 226,000 direct and indirect jobs, making it the 11<sup>th</sup> largest industry in the state. Visitors to Maryland spend nearly \$18.6 billion in Maryland each year and those same visitors generate close to \$2.6 billion in state and local taxes. Without tourism in the state of Maryland, each household would pay \$1,175 more in local taxes.

But as we all know, this past year has been anything but typical. Our industry has been devastated by the pandemic forcing many small businesses to close temporarily and in worst cases, permanently. Many of our members are creatively coming up with ways to keep their business alive and their employees employed. We need to do whatever we can to assist the tourism industry – attractions, hotels, restaurants, breweries, retailers – as much as possible as they will be at the forefront of bringing our Maryland economy back to life. The tax credit would incentive Marylanders to explore their home state from the slopes in the western regions to the beaches of the eastern shore. Not only will travelers be stimulating the economy, but they will also be creating experiences with their friends and family and sharing that with others who will then want to join in the fun. The small business community is a close-knit family, and we should do what we can to get people into our local businesses.

On behalf of the Maryland Tourism Coalition, we respectfully request that you support HB1176.

Sincerely,

**Kristin Hanna**

Kristin Hanna  
MTC Legislative Chair  
Flying Dog Sales and Marketing Program Director