



February 13, 2023  
The Honorable Senator Guzzone  
2 West  
Miller Senate Office Building  
Annapolis, MD 21401

**SUPPORT** - SB0442 - *Economic Development – Sports Entertainment Facilities – Financing and Construction*  
Budget and Taxation

Dear Senator Guzzone and Committee,

My name is Kristin Hanna and I am the legislative chair for the Maryland Tourism Coalition (MTC) as well as the Senior Director of Marketing for Flying Dog Brewery. The Maryland Tourism Coalition is a 50+ year old organization that represents tourism and hospitality businesses across the state. I am writing today to urge you to support the additional dollars for the financing and construction for sports entertainment facilities.

As you know, tourism greatly benefits the state of Maryland - for every \$1 spent on marketing the state, \$31 flows back into the state economy. When we have better accommodations and attractions, like stadiums, we give tourists more reasons to keep coming back to Maryland and spending more of their dollars. In 2021, 35.2 million visitors spent \$16.4 billion dollars, 12% of which was at attractions. And not only do people come for the attractions, but then they are more likely to book hotels, eat at restaurants and buy souvenirs at retailers.

As a mostly small business minded organization, we recognize the positive impact that stadiums have on all tourism related businesses, and we urge you to support the additional funded needed to invest in our sports tourism.

Sincerely,

Kristin Hanna

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