



November 7, 2022

Thank you to the City of Calgary for critical financial support, and relief, for Calgary hotels

Dear Mayor, City Council and City of Calgary Administration,

The Calgary Hotel Association (CHA), Board of Directors and hotel members would like to give a heartfelt thank you to the City of Calgary for its financial and administrative support of Calgary hotels during the pandemic, and during the prolonged period of recovery.

We would like to express specific gratitude for the property tax deferrals delivered in 2021 and 2022 that helped over 60 properties to manage cash flow, and survive, in 2021, and continuing with almost 40 properties that are part of the deferral program for 2022. We would also like to express our gratitude for expansion of grant supports to include the food and beverage facilities at hotels, and the funding for hotel recovery sales and marketing that was provided with the 2022 deferral program.

The property tax deferral has been crucial to managing cash flow, especially for Alberta owned, or locally owned properties or property groups. When you consider that almost half of the hotels in Calgary are owned by local families, the impact of deferrals can really hit "home". The tax deferral programs have given hotels the ability, within their financial planning, to build out a cash flow that also incorporated the flexibility to pay back those owed taxes when things start (and started) to turn around.

The hotels have certainly recognized the impact and the involvement of The City in our survival. Sameer Mawji, whose family owns Calgary's Hampton Inn & Suites Calgary Airport has recently said, "I have to commend The City for the tax deferral program. We have a property in another Canadian city, and they offered nothing to the industry. Unfortunately, they think we are a massive, international conglomerate, not understanding that we are like any other small business, but with larger capital expenditures. We are impacted the same way as everyone else and don't have treasure troves of reserves."

Again, the CHA sincerely thanks you for your efforts and we look forward to continuing to work with The City in recovering from the effects of the pandemic and with the industry recovery, underway.

Regards,

A handwritten signature in black ink, appearing to read "Sol Zia", is written over a light grey rectangular background.

Sol Zia
Executive Director, Calgary Hotel Association

CC:
Peter Catarino, Chair, Calgary Hotel Association
Cindy Ady, CEO, Tourism Calgary