

October 15, 2020

The Honorable Donald J. Trump
President of the United States
The White House
1600 Pennsylvania Avenue, NW
Washington, D.C. 20500

Dear President Trump:

The undersigned executives represent the breadth and depth of the lodging industry in the United States, which supported 8.3 million jobs prior to the COVID-19 pandemic and generated more than \$660 billion towards the U.S. GDP. We are writing today to respectfully urge you to take immediate action to provide an injection of liquidity for industries hardest hit by this pandemic, including ours, by fully utilizing the Federal Reserve's 13(3) emergency lending authority. This can be accomplished by establishing an asset-based lending facility or by replacing the rigid EBITDA leverage test with a loan-to-value ratio test.

The Main Street Lending Program (MSLP) was established to provide up to \$600 billion in financing for our nation's small and medium-sized businesses that were in sound financial condition prior to the pandemic. Unfortunately, there is broad recognition that the MSLP continues to be underutilized and prevents the hardest hit businesses it was intended to support from accessing the program due to overly restrictive terms. To date, only a small fraction of \$600 billion in available loans have been utilized while the remaining funds - which are so desperately needed by industries like ours - sit idle and go unused.

This health and economic crisis has wreaked havoc on hotels in our industry, of which 60 percent operate as small businesses and nearly 50 percent are minority owned. Three out of every 10 hotel employees are now furloughed or laid off and more than two-thirds of hotels report that they will only be able to last six more months at current projected revenue and occupancy levels absent any further relief. As a result of COVID-19, the accommodations sector is now left with an unemployment rate of 30 percent compared to the national average of 7.9 percent.

Mr. President, we believe you have the power to call for immediate modifications to the MSLP to increase participation and help thousands of businesses that have been crippled by the pandemic through no fault of their own. We strongly urge you to use your executive authority to direct the Treasury to encourage the Federal Reserve to amend and expand the Main Street Lending Program. Your engagement is desperately needed to support struggling businesses, stem the impending wave of foreclosures, and save millions of jobs to ensure the health of the entire American economy.

Respectfully,

Heather McCrory
Accor, North & Central America

Mark Hoplamazian
Hyatt Hotels Corporation

James Alderman
Radisson Hotel Group

David Kong
Best Western Hotels & Resorts

Elie Maalouf
InterContinental Hotels Group

John Russell
RLH Corporation

Patrick Pacious
Choice Hotels International

Jonathan Tisch
Loews Hotels & Co

Geoff Ballotti
Wyndham Hotels and Resorts

Robert Palleschi
G6 Hospitality, LLC

Arne Sorenson
Marriott International

Chris Nassetta
Hilton

Peter Strebel
Omni Hotels and Resorts

Dave Johnson
Aimbridge Hospitality

Monty Bennett
Ashford Inc

Daniel Abernethy
Atrium Hospitality

H P Rama
Auro Hotels

Mark Carrier
B. F. Saul Company
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Al Patel
Baywood Hotels

Alex Cabanas
Benchmark Global Hospitality

Joe Berger
BRE Hotels

Robert Kline
Chartres Lodging Group

Jeffrey Fisher
Chatham Lodging Trust

Charles Lathem
Clarion Partners, LLC

Mark Laport
Concord Hospitality
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Keith Cline
CorePoint Lodging, Inc.

Michael George
Crescent Hotels & Resorts

John Belden
Davidson Hotels & Resorts

Brooke Barrett
Denihan Hospitality

Thomas Penny
Donohoe Hospitality Services

Paul Kirwin
Global Hospitality Services

Jay Shah
Hersha Hotels and Resorts

Steve Barick
Highgate Hotels

Michael Depatie
KHP

Mike DeFrino
Kimpton Hotels and
Restaurants

Mehul Patel
Newcrestimage

Mit Shah
Noble Investment Group

Corry Oakes
OTO Development

Jeff Wagoner
Outrigger Hospitality Group

Tarun Patel
Pacific Hospitality Company

Jon Bortz
Pebblebrook Hotel Trust

Keith Overton
Pioneering Resorts &
Restaurants

Joseph Bojanowski
PM Hotel Group

Lindsey Ueberroth
Preferred Hotels & Resorts

Ben Erwin
PSAV

Bob Rauch
RAR Hospitality

Ben Seidel
Real Hospitality Group

James Merkel
Rockbridge

Colin Reed
Ryman Hospitality Properties

Walter Isenberg
Sage Hospitality Group

Prem Devadas
Salamander Hotels & Resorts

Jeffrey Brown
Schahet Hotels

Barry Sternlicht
Starwood Capital Group

Navin Dimond
Stonebridge Companies

Amanda Hite
STR

David Hogin
Strategic Hotels & Resorts

Daniel Hansen
Summit Hotel Properties

Thomas Klein
TAK Hospitality

Thomas Corcoran
TCOR Hotel Partners

Terri Haack
Terranea Resort

Robert Boykin
The Boykin Group

Jack Damioli
The Broadmoor

Steve Bartolin
The Broadmoor/Sea Island Co.

Douglas Dreher
The Hotel Group

Leland Pillsbury
TLG Investment Partners

Rick Takach
Vesta Hospitality

Len Wolman
Waterford Hotel Group

Michael Medzigian
Watermark Lodging Trust, Inc.

Majid Mangalji
Westmont Hospitality Group

Bruce White
White Lodging Services

Chip Rogers
American Hotel & Lodging
Association

Cecil Staton
Asian American Hotel
Owners Association

Lynn Mohrfeld
California Hotel & Lodging
Association

Michael Jacobson
Illinois Hotel & Lodging
Association

Kenneth Fearn
Integrated Capital,
NABHOOD Chair

Lynette Montoya
Latino Hotel Association

John Longstreet
Pennsylvania Restaurant &
Lodging Association

Eric Terry
Virginia Restaurant, Lodging
& Travel Association

Cc: Steven T. Mnuchin, Secretary, U.S. Department of Treasury
Jerome H. Powell, Chair, Board of Governors of the Federal Reserve