



**HAWAI'I LODGING & TOURISM**  
**A S S O C I A T I O N**

Testimony of

Mufi Hannemann  
President & CEO  
Hawai'i Lodging & Tourism Association

Committee on Ways and Means  
April 4, 2018

House Bill 2012 HD2, SD1, Relating to the Transient Accommodations Tax

Chair Dela Cruz, Vice Chair Keith-Agaran and members of the committee:

Mahalo for the opportunity to testify. On behalf of the nearly 700 members of the Hawai'i Lodging & Tourism Association, the state's largest private-sector visitor industry organization, we **strongly support** House Bill 2012 HD2 SD1 which allocates funds, from TAT revenues if it is matched by the private sector for homelessness solutions. Specifically, we strongly support that the bill requires that HTA working in conjunction with HLTA seek to implement initiatives to address homelessness in tourist and resort impacted areas throughout the state.

Homelessness is particularly acute in Waikiki but is prevalent throughout popular public parks, beaches and facilities used by residents and visitors alike in Hawai'i. It has a direct impact on the visitor experience, is a source of frustration for local residents, and poses a very difficult and often dangerous existence for the homeless.

The hospitality industry, through our association and member hotels and businesses, has donated well over \$2 million during the last four years to the Institute for Human Services (IHS) and other social service agencies on our largest islands, specifically for homelessness outreach and service. These funds have come from a collaborative effort put forth by the hospitality industry which include monies from our charity walks on Oahu, Hawai'i Island, Kaua'i, and Maui as well as funds raised from the Hilton Hawaiian Village's Hawai'i for Hawai'i Benefit Concert. Agencies and charitable non-profits that have had direct impact from these donations include Helping Hands Hawai'i, Honolulu Community Action Program, Waikiki Health, Catholic Charities Hawai'i, and Mental Health Kokua. Specifically speaking, we have developed a very productive partnership with the IHS, which helps the homeless in Waikiki, including outreach efforts, repatriation and van transportation so they can access vital services. As a result of our firm belief that homelessness is not just a Honolulu-centric challenge, we also gave grants to non-profits on each of the neighbor island counties. Last year we contributed \$10,000 to HOPE Services Hawai'i Inc. and \$15,000 to Hawai'i Rise Foundation to help fund homelessness programs on Hawai'i Island. In 2016 we awarded Kaua'i Economic Opportunity \$25,000, and Maui Family Life Center \$25,000 the year before to help make repatriating homeless back to their families or caregivers on the mainland an objective.



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But despite the best efforts of the hospitality industry and the tremendous fund-raising success of the Charity Walk, the needs of this growing population continue to outweigh the resources. And we believe it is only reasonable and fair for state government, through the TAT, to allocate funds for this tourism related purpose.

The members of the Hawai'i Lodging & Tourism Association will continue to fund-raise and donate money through our Visitor Industry Charity Walk and other endeavors to help the homeless population. We are hopeful that other businesses and organizations will also step forward and take advantage of the match that the state government will provide as a direct participant in what would be an emerging and important public-private partnership.

For these reasons we respectfully ask the committee to usher through HB 2012 HD2 SD1.

Mahalo.

Sincerely,

Handwritten signature of Mufi Hannemann in black ink.

Mufi Hannemann  
President & CEO

Handwritten signature of Gregg Nelson in black ink.

Gregg Nelson  
Chairman of the Board

Handwritten signature of Glenn Vergara in black ink.

Glenn Vergara  
Chairperson Elect

Handwritten signature of Michael Jokovich in black ink.

Michael Jokovich  
Vice Chairperson

Handwritten signature of Bonnie Kiyabu in black ink.

Bonnie Kiyabu  
Oahu Chapter Chairperson

Handwritten signature of Angela Nolan in black ink.

Angela Nolan  
Maui Chapter Chairperson

Handwritten signature of Steve Yannarell in black ink.

Steve Yannarell  
Hawai'i Island Chapter Chairperson

Handwritten signature of Jim Braman in black ink.

Jim Braman  
Kaua'i Chapter Chairperson



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**The following is a list of hotels represented by the Hawai'i Lodging & Tourism Association:**

- |                                 |  |
|---------------------------------|--|
| Aqua-Aston Hospitality, LLC     | Aston at the Executive Centre Hotel                |
| Castle Resorts & Hotels         | Aston at the Maui Banyan                           |
| Colony Capital, LLC             | Aston at the Waikiki Banyan                        |
| Halekulani Corporation          | Aston at The Whaler on Kaanapali Beach             |
| Hawaiian Hotels & Resorts, LLC  | Aston Islander on the Beach                        |
| Highgate Hotels                 | Aston Kaanapali Shores                             |
| Hilton Grand Vacations          | Aston Kona by the Sea                              |
| InterContinental Hotels Group   | Aston Mahana at Kaanapali                          |
| Ko Olina Resort                 | Aston Maui Hill                                    |
| Kyo-ya Company LLC              | Aston Maui Kaanapali Villas                        |
| Kyo-ya Management Company, Ltd. | Aston Shores at Waikoloa                           |
| Lucky Hotels U.S.A. Co., Ltd.   | Aston Waikiki Beach Hotel                          |
| Marriott International, Inc.    | Aston Waikiki Beach Tower                          |
| Outrigger Enterprises Group     | Aston Waikiki Beachside Hotel                      |
| Prince Resorts Hawaii, Inc.     | Aston Waikiki Circle Hotel                         |
| Pulama Lana`i                   | Aston Waikiki Sunset                               |
| Sasada International, LLC       | Aston Waikoloa Colony Villas                       |
| Aina Nalu Lahaina by Outrigger  | Aulani, a Disney Resort & Spa                      |
| Airport Honolulu Hotel          | Best Western Pioneer Inn                           |
| Ala Moana Hotel                 | Best Western The Plaza Hotel                       |
| Alohilani Resort Waikiki Beach  | Breakers Hotel                                     |
| Ambassador Hotel Waikiki        | Coconut Waikiki Hotel                              |
| Andaz Maui at Wailea Resort     | Courtyard by Marriott Kaua'i at Coconut Beach      |
| Aqua Aloha Surf Waikiki         | Courtyard by Marriott King Kamehameha's Kona Beach |
| Aqua Bamboo & Spa               | Courtyard by Marriott Waikiki Beach                |
| Aqua Kauai Beach Resort         | Courtyard Oahu North Shore                         |
| Aqua Oasis                      | Doubletree by Hilton Alana Waikiki Hotel           |
| Aqua Pacific Monarch            | Embassy Suites by Hilton Oahu Kapolei              |
| Aqua Palms Waikiki              | Embassy Suites Hotel - Waikiki Beach Walk          |
| Aqua Park Shore Waikiki         | Ewa Hotel Waikiki - A Lite Hotel                   |
| Aqua Skyline at Island Colony   | Fairmont Orchid Hawaii                             |
| Aqua White Sands Hotel          | Four Seasons Resort Lana`i                         |
| Aston at Papakea Resort         | Four Seasons Resort Maui                           |
| Aston at Poipu Kai              | Four Seasons Resort O'ahu at Ko Olina              |



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Grand Hyatt Kauai Resort & Spa	Marriott's Maui Ocean Club
Grand Nanihoa Hotel	Marriott's Waiohai Beach Club
Grand Wailea	Maui Beach Hotel
Hale Koa Hotel	Maui Coast Hotel
Halekulani	Maui Condo & Home, LLC
Hampton Inn & Suites, Kapolei	Maui Eldorado Kaanapali by Outrigger
Hapuna Beach Prince Hotel	Mauna Kea Resort
Hilton Garden Inn Kauai Wailua Bay	Mauna Lani Resort
Hilton Garden Inn Waikiki Beach	Mauna Loa Village IOA
Hilton Grand Vacations at Waikoloa Beach Resort	Moana Surfrider, A Westin Resort & Spa
Hilton Grand Vacations Club	Montage Kapalua Bay
Hilton Hawaiian Village Waikiki Beach Resort	Napili Kai Beach Resort
Hilton Waikiki Beach	OHANA Waikiki East by Outrigger
Hilton Waikoloa Village Resort & Spa	OHANA Waikiki Malia
Hokulani Waikiki by Hilton Grand Vacations Club	Ohia Waikiki Hotel
Holiday Inn Express Waikiki	Outrigger Kiahuna Plantation
Holiday Inn Waikiki Beachcomber Resort	Outrigger Napili Shores
Honua Kai Resort & Spa	Outrigger Palms at Wailea
Hotel Coral Reef Resort	Outrigger Reef Waikiki Beach Resort
Hotel Renew by Aston	Outrigger Regency on Beachwalk
Hotel Wailea Maui	Outrigger Royal Sea Cliff
Hyatt Centric Waikiki Beach	Outrigger Waikiki Beach Resort
Hyatt Place Waikiki Beach	Pacific Marina Inn
Hyatt Regency Maui Resort & Spa	Pagoda Hotel
Hyatt Regency Waikiki Beach Resort & Spa	Pearl Hotel Waikiki
Ilikai Hotel and Luxury Suites	Plantation Hale Suites
Ilima Hotel	Prince Waikiki
Ka`anapali Beach Club	Queen Kapiolani
Ka`anapali Beach Hotel	Raintree - Kona Reef Raintree Vacation Club
Kahana Falls	Ramada Plaza Waikiki
Kauai Marriott Resort & Beach Club	Royal Grove Hotel
Kiahuna Plantation Resort by Castle Resorts	Royal Kahana Maui by Outrigger
Ko`a Kea Hotel & Resort	Royal Kona Resort
Kona Coast Resort	Royal Lahaina Resort
Lawai Beach Resort	Sheraton Kauai Resort
Lotus Honolulu at Diamond Head	Sheraton Kona Resort & Spa at Keauhou Bay
Luana Waikiki Hotel and Suites	Sheraton Maui Resort and Spa
Marriott's Kauai Lagoons, Kalanipu'u	Sheraton Princess Kaiulani
Marriott's Ko Olina Beach Club	Sheraton Waikiki Resort



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Shoreline Hotel Waikiki  
St. Regis Princeville Resort  
Stay Hotel Waikiki  
The Cliffs at Princeville  
The Club at Kukui`ula  
The Fairmont Kea Lani, Maui  
The Imperial Hawaii Resort At Waikiki  
The Kahala Hotel & Resort  
The Laylow, Autograph Collection  
The MODERN Honolulu  
The New Otani Kaimana Beach Hotel  
The Point at Poipu, Diamond Resorts International  
The Ritz-Carlton Residences, Waikiki Beach  
The Ritz-Carlton, Kapalua  
The Royal Hawaiian, A Luxury Collection Resort  
The Surfjack Hotel & Swim Club  
The Westin Maui Resort & Spa  
The Westin Princeville Ocean Resort Villas  
Travaasa Hana  
Trump International Hotel Waikiki  
Turtle Bay Resort  
Vive Hotel Waikiki  
Waikiki Beach Marriott Resort & Spa  
Waikiki Grand Hotel  
Waikiki Parc Hotel  
Waikiki Resort Hotel  
Waikiki Sand Villa Hotel  
Waikiki Shore  
Waikoloa Beach Marriott Resort & Spa  
Wailea Beach Marriott Resort & Spa  
Waipouli Beach Resort & Spa by Outrigger  
Westin Ka'anapali Ocean Resort Villas  
Wyndham at Waikiki Beach Walk  
Wyndham Vacation Resorts Royal Garden at Waikiki