

Argument for the Creation of a Convention Center Facilities District Tax:

San Jose hotels support the Convention Center Facilities District tax. This tax will stimulate the economy by expanding the San Jose Convention Center by 80,000 square feet, including premium ballroom space, flexible meeting space, renovating the 20 year old facility to current competitive standards and providing an ongoing funding source to maintain the facility over time. Funding from this district cannot be used for any other purpose.

The Convention Center is a critical element of our local hospitality industry. We continue to lose conventions due to the poor condition of the current Convention Center and lack of space to house multiple and large events. Consequently, San Jose loses thousands of hotel room nights annually. A renovated and expanded building will allow us to better compete and book more meetings and events. More convention demand will increase hotel business and room night activity will grow citywide and promote stronger hotel occupancy throughout San Jose. *Tax will only be paid for by hotel guests.*

A yes vote will:

- Increase hotel room nights booked in San Jose by 30%- 50%.
- Increase San Jose's competitive edge through a renewed facility condition and addition of flexible meeting and ballroom space.
- Dedicate all tax collections to the Convention Center with ongoing hotel industry oversight regarding the use of funds.
- Increase visitor spending in the local community on hotels, restaurants, entertainment, and transportation.
- Create local jobs in both the construction and hospitality industries.
- Trigger a matching investment of \$150 million by the San Jose Redevelopment Agency for project completion.
- Phase-in the tax assessment so hotels outside the immediate proximity of the center are assessed at a slower rate, ultimately taxing all hotel guests at an equitable rate.

In these times of economic challenge, an investment in our Convention Center is the right move for our industry.

Cyril Isnard, Gen'l Manager
The Fairmont Hotel

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