



Utah Hotel & Lodging
ASSOCIATION

Welcome to the UH&LA Newsletter

With a brand new format we hope to provide better information, faster and more concisely. If there are things you would like to see more of in the newsletter please let us know.

UH&LA Hires Executive Director

Allow me to introduce myself. My name is Michael Johnson I am the new Executive Director of the Utah Hotel & Lodging Association.

I am a lifetime resident of Utah and absolutely love living in the greatest state on earth. I have spent most of my adult life in Davis County currently I live in Layton. I love to travel and love adventures that push me to experience more of what life has to offer.

But let's get serious; this newsletter is not about me. I hope that there will be plenty of opportunity for me to meet many of you in person and we can get to know each other better that way. This news letter is to give you the information you need to take advantage of all that UH&LA has to offer.

See **Michael Johnson** Page 2

UH&LA proposes a change in the sales tax law to create a more fair tax code.

Around the country and across the state companies are tightening their belts and making tough decisions. Industries such as banking, housing, automobiles and high end retail have been particularly hard hit. It is in a time like this that it is most important for members of our industry to work together, to support common causes that will protect our bottom line.

UH&LA is championing one such cause right now. Through the feedback of many properties across the state we have realized that on many guest supplies and linens properties are paying sales tax on their purchases and then turning around and charging guests sales tax for the same items.

In all other industries sales tax is only charged when the final product reaches the end user. In order to make the laws more fair and balanced we are hoping to introduce legislation that will make it so properties do not have to pay those sales taxes up front.

This legislation will save most properties between \$40 and \$70 per room each year. Would that make a difference to your bottom line?

See **Tax Savings** page 2

Best Places to Stay in Utah

As part of our effort to provide more services to our members, and recognizing that our properties are the best in the state, we have started a new initiative.

This initiative is called Best Places to Stay and will highlight UH&LA members as the best properties in the state.

This will be done through a series of reviews that will be done by a group of dedicated writers. They will visit the properties which desire to participate and will write reviews about their experience.

The reviews will be posted on blog that we hope to have in full service by the end of August. You can preview it now at <http://bestutahhotels.blogspot.com/>.

If you are interested in learning more about the program please contact me at uhlmail@gmail.com.

Tax Savings

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This effort is going to require the help and support of all of our member properties and really it will require the support of the entire Hotel and Lodging industry in Utah.

For that help I hope that you will read carefully the legislative updates that we will

send out as we get closer to the legislative session next January. In them you will find information about how to contact your local representative as well as what UH&LA is doing to make the case for more fair treatment of Hotel properties.

This is the type of coming together that the industry needs in Utah and that is why UH&LA is such an important organization. Only together can we protect your bottom line.

Michael Johnson

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So as you read this issue and as you read issues in the future I hope that you will read the information we provide. It is my goal to make it relevant and helpful, and if it is not please tell me and we will try to provide the information that your business needs.

I plan to highlight the legislative action that we are following and pushing through the legislature, the benefits offered by AH&LA, information about events and upcoming activities. I also plan on including a brief review of a different member property each week as well as a highlight of an allied business. Eventually I hope to add a place for member properties to contribute best practice ideas and other information that will help you to improve your operations.

If in any of this there is more that you need to know, or if there is information that is not helpful please let me know. Your time is the most precious resource you have and I do not want to waist it. Send requests or ideas to uhlmail@gmail.com.