Jane Rasely

From: Heather Wright
Sent: Thursday, August 29, 2019 4:34 PM
To: Jane Rasely
Subject: FW: important information about economic impact of Winslow Hotel

From: Robin Simons <robin.a.simons@gmail.com>
Sent: Sunday, August 11, 2019 6:23 PM
To: Heather Wright <hwright@bainbridgewa.gov>; Olivia Sontag <osontag@bainbridgewa.gov>
Subject: important information about economic impact of Winslow Hotel

Dear Heather,

The hotel architects have frequently cited a study by Oxford Economics that shows that for every $100 spent at the hotel, another $212 is likely to be spent in the community.

There are two important things to know about that study.

1. The study was funded by the American Hotel and Lodging Association, an advocacy organization benefiting the hotel industry.
2. The fine print of the survey says:
   o Of the additional $212 spent at other businesses, **49% ($103) is spent on transportation including airfare to the destination.**
   o 23.7% ($48) is spent on food and beverages. However, *this figure is for hotels with no onsite restaurant and bar.* Most Winslow Hotel guests will eat and drink at the hotel so most of this $48 will not benefit Winslow merchants.
   o 13% ($29) goes to recreation (theme parks, golf and park fees, which we don't have on Bainbridge).
   o 13.7% ($29) is spent on retail purchases.
   o **So of the $212 spent at other businesses, only $29 is likely to go to downtown businesses.**

The architects also say that the hotel could produce 90 island jobs in addition to hotel staff. It is not clear, however, how 90 jobs would be created that do not include hotel staff -- especially if the economic impact is less than they imagine. Perhaps they can support this assertion with substantiated facts.

The hotel anticipates a staff of 50 but most of those jobs will be low-paid service jobs and it is generally expected that the people who fill them will come from off-island.

I hope you will factor this information into your recommendation on the hotel.

Thank you very much.

Robin

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