

DATE TESTIMONY

HOUSE OF REPRESENTATIVES  
25<sup>th</sup> LEGISLATURE  
REGULAR SESSION of 2009

COMMITTEE ON OTURISM, CULTURE & INTERNATIONAL AFFAIRS  
Representative Joey Manahan, Chair

3/16/09  
8:30 AM

SB 1165, SD 1  
Relating to General Excise Tax (GET)

Chair Manahan and Members, my name is Max Sword, here on behalf of Outrigger Hotels, to offer our support of this bill.

SB 1165 makes permanent the current GET exemptions for monies received by timeshare operators and sub-operators for employee wages, salaries, payroll taxes, insurance premiums and benefits (retirement, vacation, sick pay and health benefits).

The hotel industry is constantly changing, not only in the physical looks of a property and services it provides the customer, also in how they are operated and managed.

Just as you will see more time-share, resort condos or condo-tels, with less traditional type hotels being built, you will also see changes in how those properties will be managed.

Mahalo for considering my testimony and urge your positive support for this bill!

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**STARWOOD**  
VACATION OWNERSHIP

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LATE TESTIMONY

March 16, 2009

To: Honorable Joey Manahan, Chair  
Honorable James Tokioka, Vice Chair  
House Committee on Tourism, Culture, & International Affairs

Fr: Robin Suarez, Vice President & Associate General Counsel for Starwood  
Vacation Ownership

Re: **SB 1165 SD1 – RELATING TO GENERAL EXCISE TAX – SUPPORT**  
Committee on Tourism, Culture, & International Affairs  
Hawai'i State Capitol, Conference Room 312, 8:30 AM

Aloha Chair Manahan, Vice Chair Tokioka and members of the Committee:

My name is Robin Suarez, Vice President & Associate General Counsel for Starwood Vacation Ownership, ("SVO"). I am testifying on behalf of SVO in support of SB 1165 SD1, Relating to General Excise Tax.

This bill makes the GET exemption amendments for timeshare operators and condominium sub-managers permanent which will encourage additional timeshare development and ensure that the cost to maintain existing Hawai'i timeshare projects remains reasonable and on par with other competitive markets.

Timeshare projects with their high and consistent rates of occupancy and customer satisfaction should not be discouraged, but seen as a vital part of Hawai'i's tourism industry. In addition to providing traditional resort operations jobs similar to hotel projects, timeshare projects add high skilled and high compensated sales and marketing jobs. As such, timeshare projects represent a valuable and diverse component of Hawai'i's important tourism market.

For these reasons, we respectfully request your favorable support of SB 1165 SD1.

As always, I thank you for the opportunity to share our views on this matter.

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