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**David Y. Ige**  
*Governor*

**John De Fries**  
*President and Chief Executive Officer*

Statement of  
**JOHN DE FRIES**

Hawai'i Tourism Authority  
before the  
**COMMITTEE ON ENERGY, ECONOMIC DEVELOPMENT, AND TOURISM**

January 28, 2022  
3:00 p.m.  
State Capitol  
via videoconference

In consideration of  
**SENATE BILL NO. 2075**  
**RELATING TO THE HAWAII TOURISM AUTHORITY**

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Aloha Chair Wakai, Vice Chair Misalucha, and members of the Committee on Energy, Economic Development, and Tourism.

The Hawai'i Tourism Authority (HTA) **supports** SB2075, which requires us to include performance-based incentives in our professional services contracts.

We would like to recommend an addition to the proposed language in section B, to further clarify the applicability of this measure:

(b) The authority shall include performance—based incentives in its professional services contracts for marketing and branding consistent with the State's marketing plan.

We appreciate the opportunity to provide these comments in **support** of SB2075. Mahalo.