



## Maryland Hotel Lodging Association

# HOTEL MEMBER BENEFITS

The Maryland Hotel Lodging Association (MHLA) is the sole statewide trade association dedicated *exclusively* to Maryland's lodging industry. Support as a member hotel protects your bottom line as it enables us to effectively unite, inform and represent the industry. You will benefit from:

### **ADVOCACY**

Be part of a powerful voice, *strengthened with every member*, as MHLA lobbies the Maryland General Assembly and County / City Councils to ensure a positive regulatory environment for Maryland's lodging industry. Some wins include:

- \$50M in direct relief for hotels allocated by Governor Hogan and distributed by counties in 2021
- Defeated burdensome statewide legislation aimed at hotels - predictive scheduling - which would have significantly restricted an employer's ability to adjust schedules with less than 3 weeks notice
- Successfully amended human trafficking prevention training legislation so that it mirrors action already taken by the industry

### **HOTEL COST SAVINGS**

Protect against unreasonable regulations impacting profitability and operations. For example, MHLA efforts resulted in:

- Passage of sensible regulations protecting guests from carbon monoxide poisoning and saving hotels upwards of \$1,450 per guest room.
- Passage of legislation allowing hotel operators to determine their need for a lifeguard in hotel pools under a certain size, potentially saving hotels \$20-65 K annually.

### **RESOURCES**

Gain access to industry specific data and exclusive resources, such as:

- 24/7 access to the MEMBERS PORTAL
- Compliance alerts and webinars specific to Maryland hotels
- MHLA Legislative Reports
- Monthly statewide STR data
- Allied Member network & referrals
- Human trafficking awareness training available FREE to members and their staffs, provided through partnership with BEST (Businesses Ending Slavery and Trafficking) and sponsored by AAHOA.

### **EVENTS & MEETINGS**

Gain industry information, recognition and networking with peers.

- Stars of the Industry Awards Luncheon
- Golf Outing
- Annual Meeting
- Committee meetings
- Representation on the MHLA HR Committee
- Issues / General Meetings as needed

## JOIN NOW

Hotel membership is activated immediately upon payment of dues.

ANNUAL DUES RATE (MAY BE BILLED ANNUALLY, SEMI-ANNUALLY, QUARTERLY OR MONTHLY.) \$10.50 PER ROOM FOR 51+ ROOMS / \$750 FOR 1-70 ROOMS. Baltimore City hotels pay additional \$2.00 per room for Baltimore City Council of MHLA dues.

FOR QUESTIONS OR TO JOIN, please contact Melissa Simpson,  
Vice President of Operations, at [Melissa@MDLodging.org](mailto:Melissa@MDLodging.org) or 410-974-4472.