

Submitter: Savannah Wong
On Behalf Of:
Committee: Senate Committee On Finance and Revenue
Measure, Appointment or Topic: HB4134

Date: February 27, 2026

Name: Savannah Wong, Senior Area Sales Account Executive – Corvallis, Northwest x Southern Hospitality

Re: HB 4148 – Senate Committee on Finance and Revenue

Dear Chair Broadman, Vice-Chair McLane and members of the Senate Committee on Finance and Revenue,

My name is Savannah Wong, and I am the Senior Area Sales Account Executive for the Courtyard Marriott, Hilton Garden Inn, and Holiday Inn Express hotels in Corvallis. I appreciate the opportunity to share my opposition to HB 4148.

In my role, I work directly with meeting planners, event organizers, and group coordinators who are evaluating destinations across the region and the country. I see firsthand how sensitive these decisions are to total cost. I have personally seen groups choose other locations specifically because of price. When planners compare destinations, they look closely at room rates, lodging taxes, and the overall affordability for their attendees. Even small increases can shift the outcome.

There was discussion about price elasticity and examples of high hotel room rates during an Oregon Ducks home game or a large track and field event. I would like to provide some context in simple terms. Hotels do not charge peak rates year-round. In markets like ours, there are a limited number of high-demand weekends that allow hotels to charge higher rates. Those peak periods help offset the many slower nights throughout the year when occupancy is low and rates are significantly reduced.

Unlike many industries, we cannot store our product for later. If a hotel room goes unsold on a Tuesday in February, that revenue opportunity is gone forever. The higher rates during major events help cover fixed costs such as staffing, utilities, property taxes, insurance, and maintenance during the off-season. Without those peak periods, it becomes much harder to maintain staffing levels, invest in property improvements, and keep rates competitive the rest of the year.

It is also important to understand that those high-demand events are temporary and market-driven. They are not guaranteed, and they do not represent the majority of our business. For most of the year, we are competing aggressively on price to attract travelers and group business. In that environment, even a 1.25% increase matters. Meeting planners calculate total event costs down to the dollar, and small differences across hundreds of room nights add up quickly.

From my experience on the sales side, I can tell you that business does not automatically come to Oregon. We compete every day with destinations that are actively investing in promotion and carefully managing costs. When events choose another state, we do not just lose room nights—we lose restaurant spending, retail purchases, and repeat visitation. Those decisions directly affect jobs and hours for

hospitality workers in our community.

Lodging taxes depend entirely on visitors. Visitors come because destinations invest in attracting them. Policies that weaken the stability or perceived purpose of tourism funding risk shrinking the very tax base they rely on.

For these reasons, I respectfully urge you to oppose HB 4148. Please protect the tourism funding structure that communities like Corvallis depend on and allow those of us working in hospitality to remain competitive in an increasingly price-sensitive market.

Thank you for your time and for your service to Oregon.

Sincerely,

Savannah Wong

Northwest x Southern Hospitality