March 20, 2020

For Your Senator:

The Honorable (full name)

(Room Number) (Name) Senate Office Building

United States Senate

Washington, D.C. 20510

Dear Senator (last name):

For Your House Representative:

The Honorable (full name)

(Room Number) (Name) House Office Building

United States House of Representatives

Washington, D.C. 20515

Dear Representative (last name):

On behalf of the Corporate Housing Providers Association (CHPA), the trade association representing temporary housing providers across the United States, I write to encourage Congress to move quickly and provide the necessary funding to offset the devastating impact of COVID-19 on the hospitality sector, including the corporate housing industry. 73% of our member companies are small businesses with annual revenue of less than $5M. They do not have the cash flow to withstand plunging occupancy and mass cancellations.

Our industry provides much needed housing for many purposes from corporate relocations to small businesses, traveling nurses, individuals seeking medical care, and families displaced by natural disasters, just to name a few. As long-term lessors of residential apartments, they still must pay rent when all travel has stopped and all reservations have been cancelled. Member companies want to meet their rent payments, however, with no revenue they are not able to do so. To keep their businesses afloat, these small business owners need access to low interest loans so their companies can survive while the travel industry rebounds and employees return to work. Furthermore, by supporting our industry to continue honoring financial commitments to property owners of various sizes, government assistance would be supporting the entire housing ecosystem in our country.

Employees in the corporate housing industry mirror the overall trend of the hospitality sector. We estimate our member companies nationally laying off or furloughing at least 50% of their workforce. With little to no occupancy, empty apartments and no work to be done, there is no way to pay employees in our industry. Our corporate housing provider members also contract with many independently and minority owned small businesses as vendors who provide a variety of important onsite services, from marketing to housekeeping and security at our housing locations, so supporting our industry will also enable us to further support this ancillary, yet important small business community.

I encourage you to include the corporate housing industry in the Coronavirus Aid, Relief, and Economic Security Act and travel, tourism or hospitality industry aid packages before you. Please contact CHPA as industry representative should you have any follow up questions.

We thank you for the tremendous response you are mounting on behalf of our country during this trying time.

With warm regards,

Your Name

Your Company

Your Title