



CHPA Legislative Fund: Frequently Asked Questions

What is the CHPA Legislative Fund? Why is it needed?

As the corporate housing industry emerges from the COVID-19 pandemic, legislative threats are again on the rise and will only continue to accelerate. CHPA's Legislative Fund will work to protect our industry from unfair regulations, give corporate housing providers a voice and develop a better regulatory environment for member businesses. The fund will help ensure our industry is represented and our priorities are heard.

Historically, legislative spend has been costly. A significant change is needed to fund these efforts sustainably for both the organization and its members. The legislative fund will allow our industry to proactively combat regulations that could severely impede or completely prohibit corporate housing in markets around the world.

The fund will:

- Communicate the value of the industry to key stakeholders
- Differentiate the industry and educate on its value
- Advocate for fair regulations that protect a member's ability to operate
- Financially support initial research or representation on issues in local markets

How will this effort be funded?

CHPA is contributing \$50,000 to the fund from the Association's reserves. Thanks to strong fiscal stewardship and member support, CHPA's finances have remained stable during the pandemic. This allows us to redistribute money from the Association's reserves without impacting operations. Additional funds will be contributed by members through a special dues assessment in the fall of 2021. In subsequent years, this assessment will be added to dues invoices at the time of membership renewal. This special dues assessment is based on your company's membership tier.

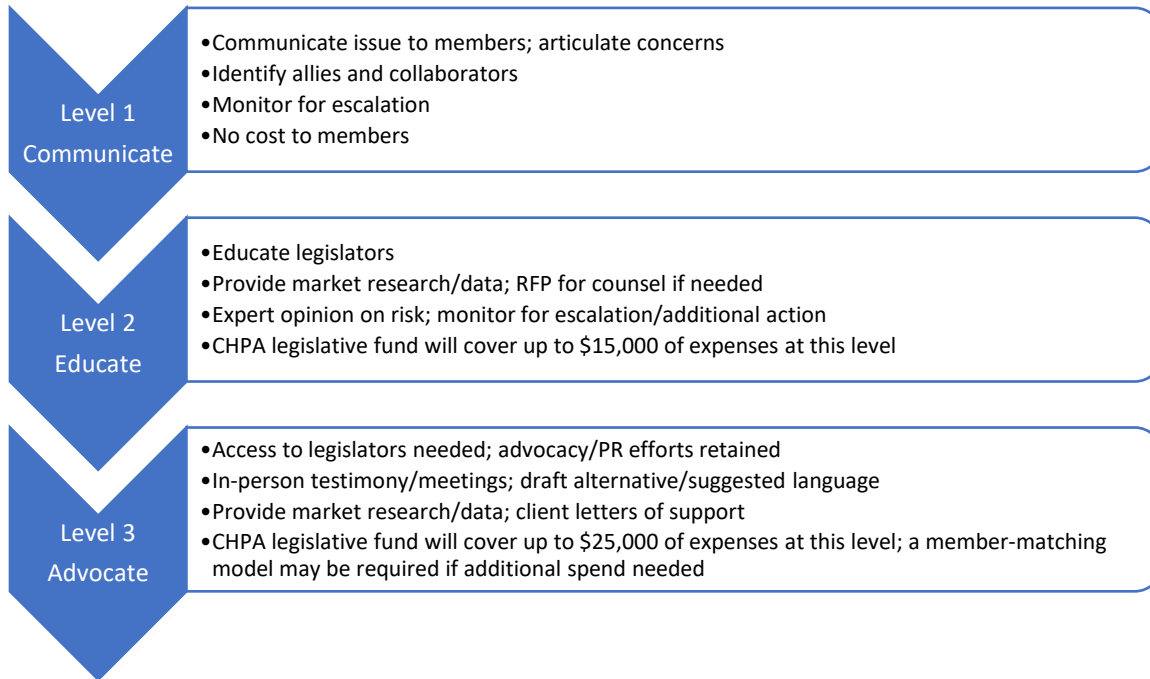
Membership Revenue Tier	Assessment
\$0-\$5M	\$250
\$5M-\$15M	\$500
\$15M-\$49M	\$1,000
\$49M-\$100M	\$1,875
\$100M-\$200M	\$3,750
\$200M+	\$5,000
Associate Partner	\$250

We know that this is an unbudgeted expense for 2021. If you have concerns about this payment, please let us know and we will work with you. Additionally, we envision future fundraising efforts to help build this fund. Watch for more information on how to donate as those opportunities arise.

How does this allow CHPA to support members facing restrictions or regulations?

When an issue arises that potentially threatens the industry, this fund will allow CHPA to financially support initial research and representation. Three levels of support are available depending on the impact and potential severity of an issue:

CHPA Levels of Support



Why can't this be fully funded by dues?

Prior to 2020, members in an impacted market were required to raise all funds necessary to combat regulations, often through the hiring of local lobbyists, PR firms, etc. In 2020, many members were unable to fund these efforts, and CHPA spent approximately \$90,000. This model is not sustainable for the long term.

The cost per company is minor—less than a few hours of a lawyer's time per company-- compared to the cost of either a smaller group to battle issues on their own or if a member needed to engage representation on their own.

The Board does not increase fees to members lightly. This incredibly important issue impacts all member companies and so, the CHPA board worked diligently to find this solution.

CHPA's mission is "to help members succeed" – that is not possible if the industry ceases to exist or our ability to operate is so severely regulated that we are forced out of certain markets.

How would this different funding impact the Association's position as a strong industry voice and united front?

Having the support of all member companies, instead of just a select few companies in a specific market, presents more of a united front and strengthens CHPA's position as representing the overall industry. It sends a message that these issues are so important that all member companies are behind the efforts.

Why now?

Doing nothing is not an option. The Association continues to invest time and funding into legislative issues as they arise, but that alone is not sustainable long term. This fund, like other programs and services, is crucial to protect member companies.

We are doing our best to protect all member companies' interests and hope you continue to be part of our dynamic organization. If we do nothing, while the industry continues to evolve and these regulations become more complex without our input, our industry will no longer exist. It does not exist today as it has traditionally existed and so we are doing our best to protect the core business of all member companies – and the partnering industries that rely on us for their businesses.