

May 4, 2020

Dear Tim Barnett, Maura Valley, Meegan Lancaster, Matthew Poole, Marina Lent, Karen Colombo  
Health Agents  
Skipper Manter, Melinda Loberg, Brian Packish, Michael Donaroma, Juli Vanderhoop, Warren Doty  
Chairmen of the Boards of Selectmen

We the undersigned hotels, inns, and bed & breakfasts on Martha's Vineyard have been meeting ad hoc for the past 2 years and have met over the last couple of weeks with the goal of outlining our needs to get our vital industry back open on MV. We are all in the same boat of being either closed with summer business cancelling daily or open with little or no business due to Massachusetts State Guidance. We do not have to tell you that our businesses are all hemorrhaging cash with a dire outlook on the viability of recouping the monies this season. All recommendations in this letter are based on our highest concern for our employees and our guests.

We discussed many particularly important topics including best practices under the new normal in light of the current COVID-19 pandemic, but what we ultimately agreed was we truly need help with the following:

1. We want to be ready to open when The Commonwealth of Massachusetts gives the green light, and to do so, we need to have our Health, Fire and Building inspections completed. Currently, they are not being scheduled and this is a critical need that must be addressed.
2. We ask that the Board formally commit to following the guidelines as provided by The Commonwealth of Massachusetts on May 18<sup>th</sup> (or whenever such guidance is given) without any additional restrictions. We all agreed, there are a lot of unknowns about the schedule of opening and if there will be any phasing. This is making it extremely hard to plan on executing our business plans. We feel strongly that we are fully capable of running our businesses under the State Mandated Guidance and would like The Towns of Martha's Vineyard to use The State Mandated Guidance as our baseline for reopening our businesses. Any additional restrictions would be a burden on our businesses, staff, and guests, and would be detrimental to our chance of getting open and trying to salvage the season. Additionally, if The Towns do deem it necessary to impose further restrictions, we ask that those are clearly outlined in short order and that you provide a detailed explanation as to why Martha's Vineyard requires a stricter guideline than other seasonal resort markets throughout Massachusetts.

We do understand that you have many industries to consider and we feel that we have a talented group of committed professionals ready to rise to the challenge of creating the new normal on the island once we are allowed to open. If you are planning to have focus groups to work with The Towns, we have an exceptional group of fully committed hoteliers ready to participate in a forum on best practices.

Tourism is vital to the economic health of our island. The 2019 numbers haven't been released by DOR yet but calendar year 2018, tourism generated more than \$178 million in direct spending and nearly \$278 million in indirect spending on Martha's Vineyard. Rooms Tax collections were \$2,083,696 and Meals Tax collections were \$534,895

Your thoughtful consideration of our needs to get open with the least roadblocks, is greatly appreciated.

Respectfully,

Bernard Chiu, Harbor View Hotel  
Annabelle Hunton, Nobnocket Boutique Inn  
Scott Little, The Kelley House  
Gerret and Paula Conover, Charlotte Inn  
Mark Snider, Winnetu Oceanside Resort  
Jamie Heath, Ginger Hotel  
Diane M. Carr, The Hob Knob Hotel  
Charles Hajjar, The Sydney, The Christopher, The  
Richard, The Edgartown Inn  
Frederick Rundlet, The Look Inn  
Lisa Allen, Pequot Hotel

Josh Goldstein, Mansion House Inn  
John Cain, Lambert's Cove Inn  
Kahina Van Dyke, Narragansett House  
Mary Ibsen, Madison Inn  
David Rosenberg, Edgar Hotel  
Jefferson Davis, Charles and Charles  
Maria Black, Edgartown Commons  
Wesley Doyle, Vineyard Square Hotel  
John V. Tiernan, Dockside Inn  
Rob Blood, Summercamp  
Sarah & Bob Nixon, Menemsha Inn, Beach Plum  
Inn

Cc: Wendy Hudson, Representative to Commonwealth of Massachusetts Reopening Advisory Board