



Jim Throop
City Manager | City of Lompoc
100 Civic Center Plaza
Lompoc, Ca 93436

Dear City Manager:

As COVID-19 continues to sweep the nation, one of the most negatively impacted sectors is the Hospitality Industry. Our Lompoc hotels are no different; primary sources of revenue have been depleted to zero. Lompoc is 10 miles away from Vandenberg Air Force Base, our primary source of revenue accounting for approximately 65% of business. Department of Defense has halted all domestic travel in effect from March 16th – May 11th. All people traveling to Vandenberg Air Force Base is now at a standstill, directly affecting occupancy levels. The additional 35% revenue is comprised of leisure, tourism, and group bookings, all of which have declined to almost nonexistent. As an average, all 12 hotels in Lompoc have seen occupancies decline by approximately 60%, leaving our hotels at a 5-10% occupancy rate. With these factors in play, hotel revenues have dropped into dangerous zones.

With those unprecedented factors in play I am reaching out to formally request that the City of Lompoc immediately waive all late fees associated with the late payment of TOT and furthermore that you provide an immediate relief of TOT payment to ALL hotels in the City of Lompoc by allowing a commencement period of 60 days of no TOT payments and setup payment plan for the repayment of those TOT monies due. At a time like this when hoteliers are fighting to keep their doors open and keep as many people employed as possible our resources are extremely limited and would go towards keeping our community residents employed.

In addition, we are partnering with our global industry brands and hotel associations to submit a letter of support to our local Congress Representation to support our voice in asking Congress to provide immediate and direct relief to protect jobs and mortgage obligations. The aftermath of this crisis will have lasting consequences within our industry and will further impact small cities such as Lompoc that have small populations and are not readily accessible on major highways and high demand markets.

Now is the time to act and support our hoteliers. We hope that you will consider and seriously evaluate the request that is being brought before you. We hope to hear from you soon.

Regards,

Preyesh Patel | Secretary
Visit Lompoc, LLC DBA: Explore Lompoc
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Cc: Mayor Jenelle Osbourne
Board of Explore Lompoc