

National Business Travel Association



NBTA – Your Washington D.C. Connection

October 20, 2010

Shane Downey – National Business Travel Association



What is NBTA?

Networking

- Listserv, Online Directory, Events, Global Membership

Business Tools

- Prof. Development, RFPs, Webinars, Daily News Briefs

Thought Leadership

- SMMP, ROI of bus. travel, Research, Education

Advocacy



Presentation Overview

- 2010 NBTA Legislative Agenda
- 2010 Federal Environment
- 2010 Election
- 2010 – 2011 Chapter Challenge
- Questions and Answers



2010 NBTA Agenda

- Promote Value of Business Travel
- Secure Funding for a Healthy Travel Infrastructure
- Improve Passenger Efficiency and Safety
- Advocate for Fair Taxation and Transparent Ancillary fees



Legislative Focus

- FAA Bill reauthorization
- NEXTGEN deployment
- Rental Car Taxes
- Creating a Congressional Travel Caucus
- Helping legislative champions with NBTA PAC funding

Message to Congress: FAA Reauthorization with NEXTGEN Funding is Good for Biz Travel

- The Need is NOW
 - NEXTGEN moves the Air Traffic Control System from 60 year old ground based system to 21st Century GPS model
 - Increases capacity 2-3 times
 - Reduces delays by 40%



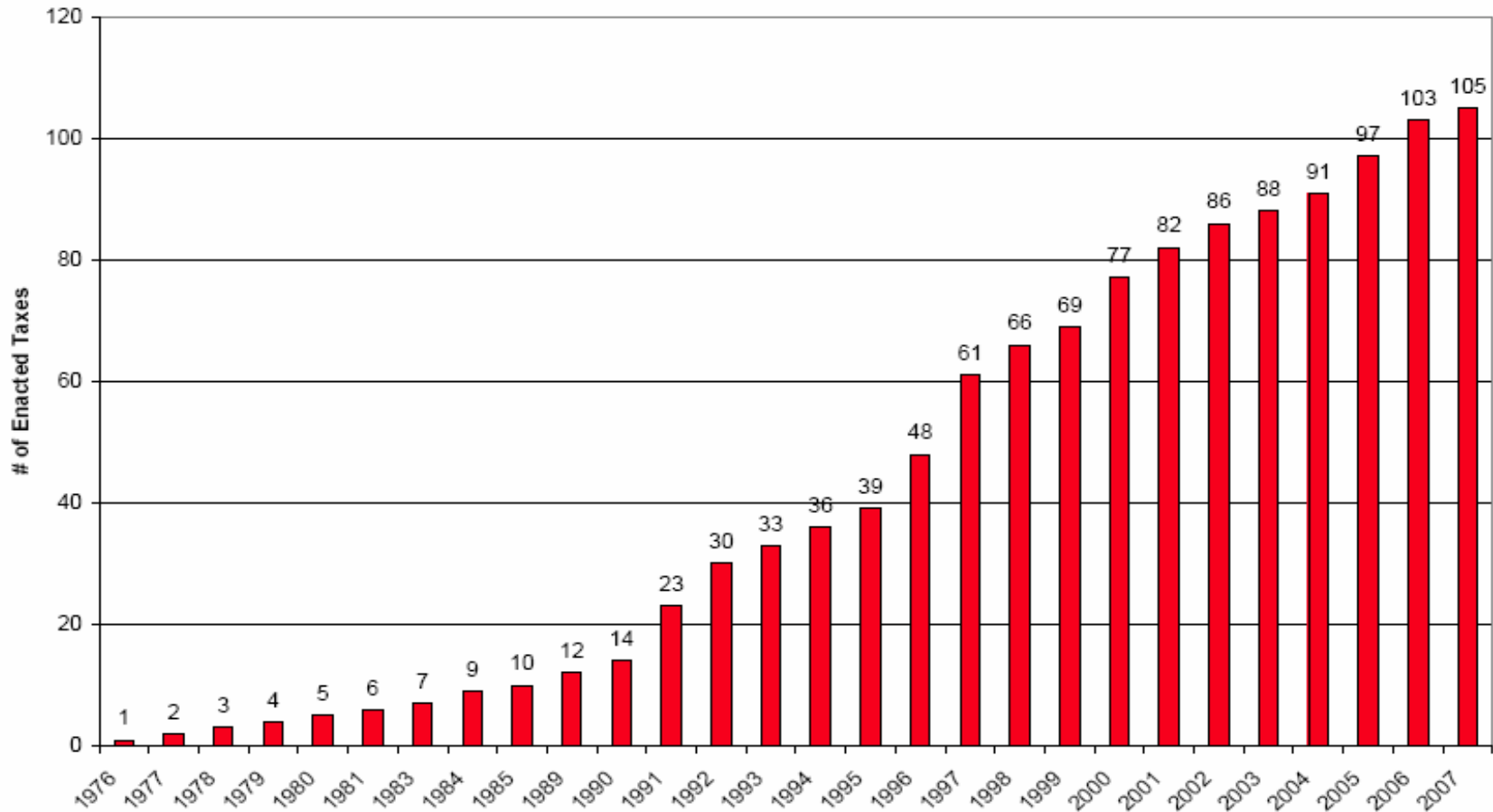
Rental Car Tax – Bad for Business Travelers

- \$5.9 Billion collected since 1990 (chart follows)
- Car rental taxes have doubled in 10 years
- Today there are 119 car rental excise taxes across 44 states and the District of Columbia
- NBTA supports HR 4175 to end these taxes



Cumulative Trend: Car Rental Excise Taxes since 1976

updated 08/13/2007



Ancillary Airline Fees

- Congress and DOT poised to legislate and regulate ancillary airline fees
- Fees were \$7.8 billion in '09, \$2.7 billion in baggage fees
- NBTA supports full transparency of airline fees to travelers and Global Distribution Systems
- NBTA Task Force formed to address the issue, airline reps serving on the task force

Major Issues of the Congress

- All 12 annual appropriations bills not done
- FAA reauthorization bill not done
- Highway Reauthorization bill not done
- Tax bills – Estate Tax and Bush/Obama cuts not done
- Energy bill not done – But it's DEAD

Tax Policy: 2010 Tax Issues that Remain Unresolved

Outlook Options

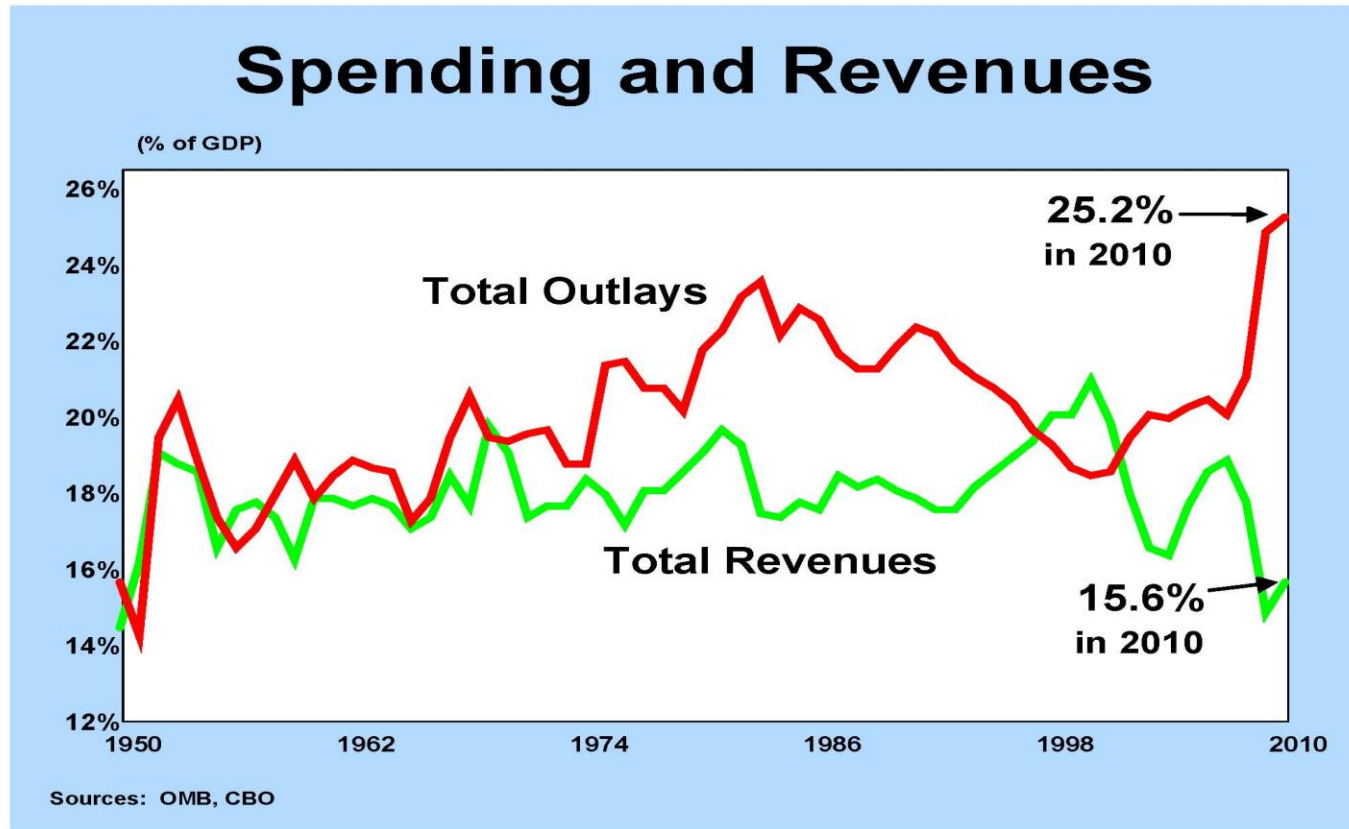
- Extension of tax provisions that expired at the end of 2009
 - R&D, Sales Tax Deduction, New Markets
- Expiring Tax Cuts
 - 2001, 2003 Bush Tax Cuts
 - Obama Recovery Tax Cuts
 - Estate Tax
 - Capital Gains and Dividends
 - Alternative Minimum Tax
- Middle Class Tax Cuts
 - Democrats plan to extend all tax cuts for workers under \$200K.
 - Paid for by allowing tax cuts above \$200K to expire
- One Year Stop Gap
 - Extend All Tax Cuts for One Year
 - Deal with major tax issues in 2011
- Lame Duck
 - Delay all decision until after the election
 - Voter backlash for not dealing with problem

Federal Environment for the NBTA Agenda

**Gridlock, Taxation Divide,
Businesses Demanding Less
Government Intervention**

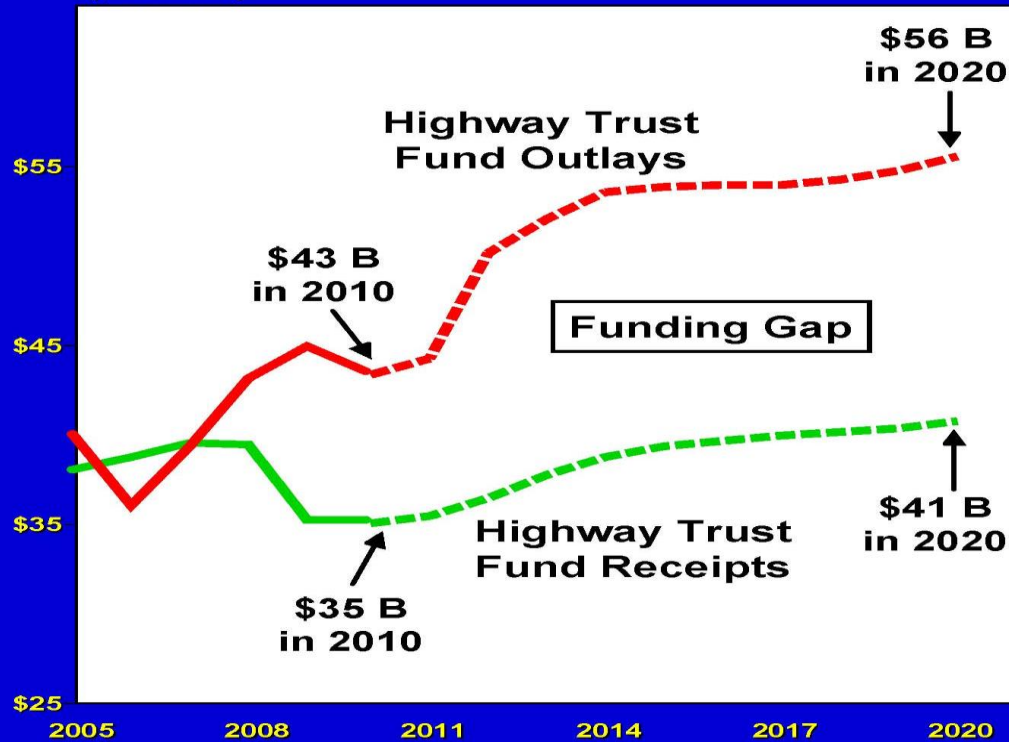


What's wrong with this picture?



Funding Gap Growing in Highway Trust Fund

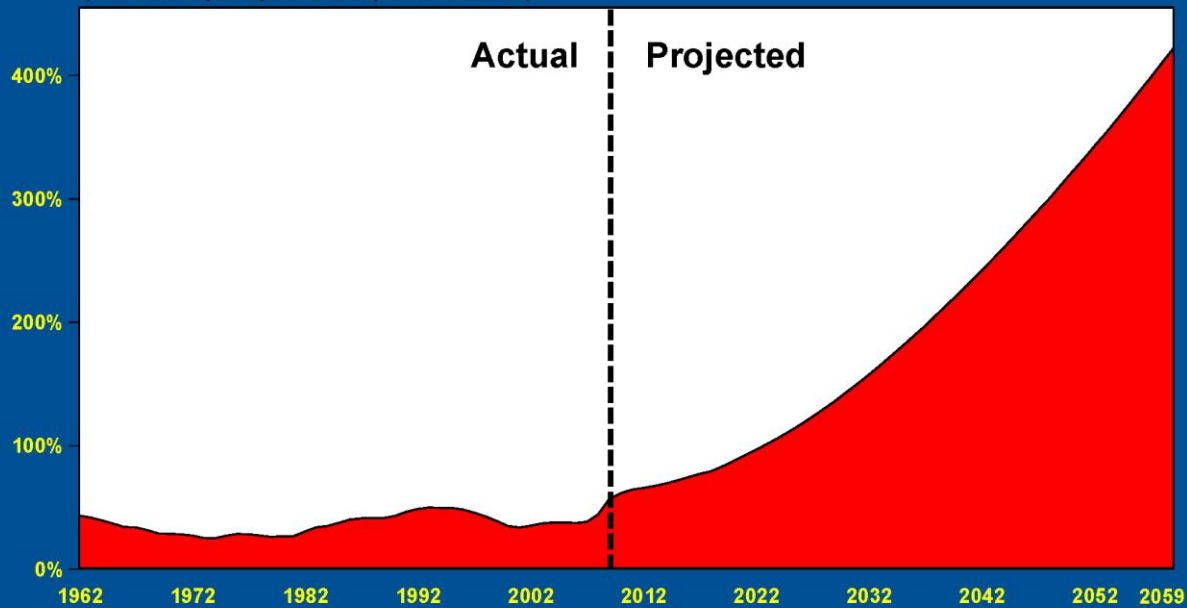
(\$ in billions)



Sources: Federal Highway Administration, CBO
 Note: Highway Trust Fund outlays from Highway and Mass Transit accounts under CBO baseline.

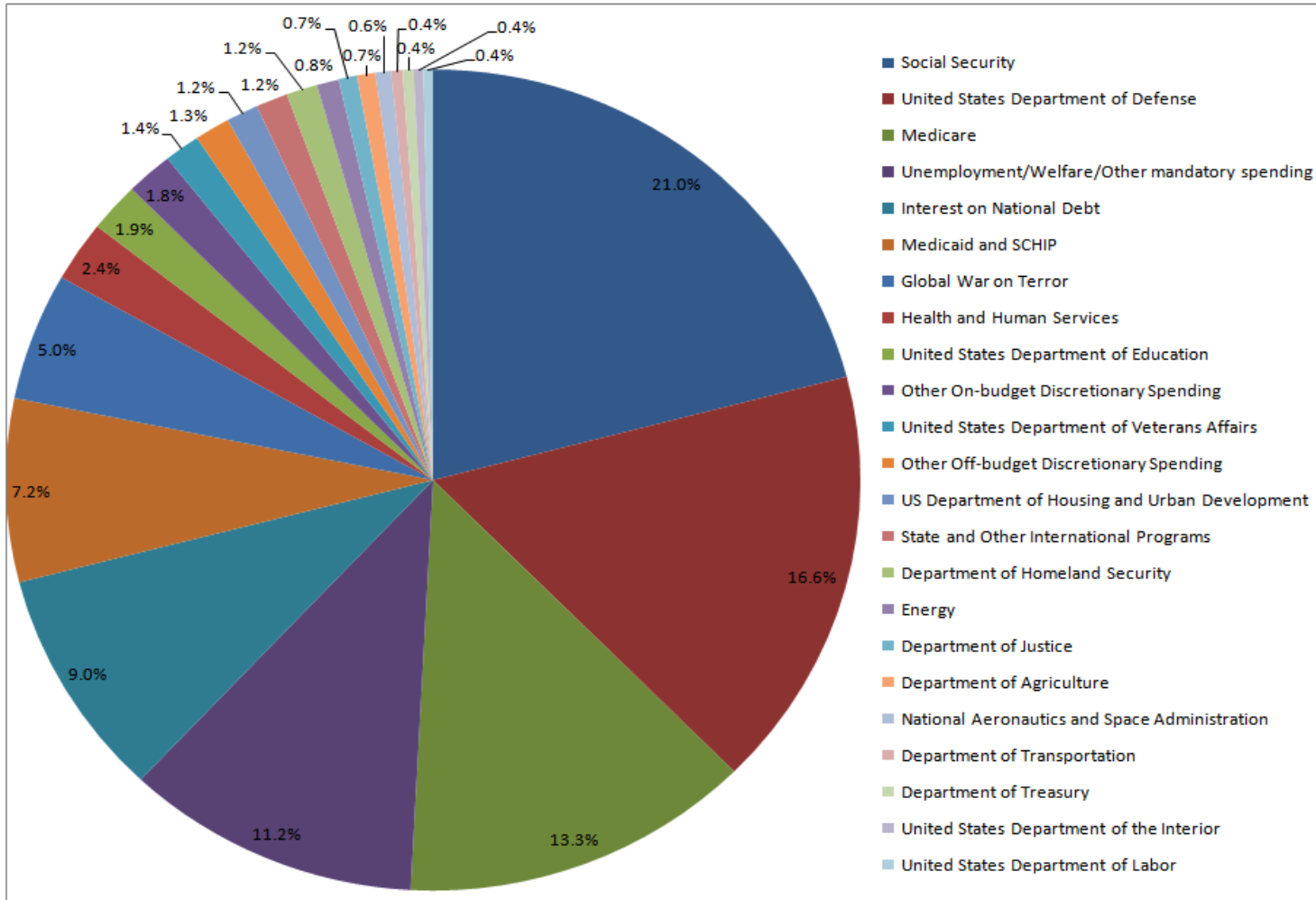
Federal Debt Soars Under CBO Long-Term Budget Scenario

(Debt held by the public as a percent of GDP)



Source: CBO Long-Term Budget Outlook, June 2009
 Note: CBO alternative fiscal scenario with tax cuts made permanent, AMT indexed for inflation, and Medicare physician payments growing with higher MEI rate.

Federal Budget





House Outlook

- Republicans need to gain 39 seats to control
- Cook Political Report and Rothenberg Political predicts net 40 - 50 House seat gain and a 7-9 seat Senate gain
- DCCC has \$40 million on hand vs. \$25 million for RNCC
- CBS poll - Only 34% feel their Member of Congress deserves re-election

Senate Outlook

- Republicans need only 10 seats to gain control
- 19 Ds up for re-elect vs. 18 Rs
- NY, WV, DE, IL will impact Lame Duck session
- Close races: Rs winning in AR, AK, CO, FL, MO, WI, NH, IL, OH, PA, WV
- Ds ahead in CA, CT, DE, NV, WA, NY (Schumer) and NY (Gillibrand)
- CA, IL, NV, WA really toss-ups

NBTA PAC
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Making A Difference!



Political Action Committee

NBTAPAC MISSION

- Make the United States Congress not only pro-business travel but pro-NBTA

What is the NBTAPAC?

- An association of people who voluntarily pool financial resources to support candidates of office who understand and support the business travel industry

NBTAPAC is the only PAC that represents the business travel industry's concerns

Political Action Committee

It all starts with YOU who



contributes to the NBTAPAC who



donates to Congressional campaigns that SUPPORT the business travel industry who



works once elected to promote OUR ISSUES through legislation and voting

Political Action Committee

NBTAPAC: Supporting Candidates who support NBTA issues help them to remain in Congress

CHAIRMAN BENNIE THOMPSON

CHAIRMAN JIM OBERSTAR

REP. LAMAR SMITH

SEN. RICHARD SHELBY

REP. PETE KING

REP. YVETTE CLARKE

REP. STEVE COHEN

SEN. AMY KLOBUCHAR

* Complete list

<http://www2.nbta.org/usa/governmentrelations/Pages/NBTAPAC.aspx>

**Political Action is the Highest Responsibility of
a Citizen."**

- John F. Kennedy



PAC Contribution Rules

PAC Donation Limits

- A person can only contribute up to \$5,000 to a PAC per calendar year

NBTAPAC Cannot Accept:

- Contributions from Corporations
- Contributions from Chapters
- Contributions Non-US citizens who are not permanent residents

How to Donate

Fill out NBTA PAC Contribution form

- Cash, personal check or credit card acceptable

NBTA website (for NBTA members only)

- <http://www2.nbta.org/usa/governmentrelations/Pages/NBTAPAC.aspx>
 - Monthly deduction

What's In It For Me?



NBTAPAC Donor Levels

SHOW Your Dedication to the Industry

- Contributors at the following levels are recognized at Convention
 - **PLATINUM MEMBERS - \$2,000 +**
 - GOLD MEMBERS - \$1,000 +**
 - SILVER MEMBERS - \$500 +**
 - BRONZE MEMBERS - \$100 +**

2010 Chapter Challenge Partners

- Arizona BTA
- Austin BTA
- Chicago BTA
- Florida BTA, South
- Inland Northwest BTA
- New England BTA
- New Jersey BTA
- Pittsburgh BTA
- St. Louis BTA
- Texas BTA
- North Central BTA
- Virginia BTA
- North Virginia BTA
- Utah BTA
- Hawaii BTA
- Silicon Valley BTA
- Ohio Valley BTA
- Puget Sound BTA
- North Carolina BTA
- Georgia BTA
- Wisconsin BTA

Questions & Comments



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