



HOTEL ASSOCIATION OF NEW YORK CITY, INC.

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MEMORANDUM

TO: General Managers – Member Hotels

FROM: Joseph E. Spinnato, Esq. *JES*
Geoffrey A. Mills, Chairman *GAM*

DATE: June 11, 2014

RE: Tentative Settlement with Hotel Trades Council

When the HANYC Board of Directors authorized the Association to engage in “wage-related” negotiations, we stated our intention to negotiate lower wage increases than in the current IWA and wage increases that did not have a “compounding” effect. We are pleased to report that the Negotiating Committee achieved these goals which are now subject to ratification by the Association’s Board of Directors.

For example:

- Wage increases are the lowest since at least 1985, averaging 2.61% on an industry-wide basis; and
- The “all-in” wage-related costs average 3.14% per year on an industry-wide basis.

Complete details will be provided at the General Membership meeting on Friday, June 20th at 10:30 a.m. at the Crowne Plaza Times Square A/B Room.

If you have any questions, do not hesitate to contact us or David R. Rothfeld. We look forward to seeing you at the General Membership meeting on June 20th, 2014.

cc: David R. Rothfeld, Esq.