

**NWX-DOC ITA**

**Moderator: Jennifer Aguinaga**  
**April 9, 2020**  
**2:00 pm CT**

Coordinator: Welcome and thank you for standing by. At this time all participants are in a listen-only mode until the question and answer session of today's call. At that time, if you would like to ask a question, you may press star 1. Today's conference is being recorded. If you have any objections, you may disconnect at this time. I would now like to turn the meeting over to Jennifer Aguinaga. You may begin.

Jennifer Aguinaga: Thank you operator. Good afternoon and welcome to this meeting of the U.S. Travel and Tourism Advisory Board. As the designated federal officer, I declare this meeting officially open. Please note that we will be taking roll call at the end of the meeting.

So, board members, please ensure that you stay on until the end so we can mark you off. Also, anyone who's on the leaders' line, if you could please mute your phones when you are not speaking, that would be great. Now I will turn it over to vice chair, Kurt Ekert.

Kurt Ekert: Jennifer, thank you and welcome everyone. I'll be very brief because we are privileged to have the Secretary with us today. And I'm chairing the meeting

today on behalf of John Sprouls who unfortunately can't be here. He's predisposed with some other activity. But he and I did coordinate our thoughts before this. Clearly the health and safety, the severity of the impact of coronavirus on the economy and jobs is like nothing we've seen in our lifetimes.

As we all know, travel and tourism is a robust and very important part of the global and U.S. economies and job creation. And it will be vital that it be managed through this. We are aligned – the public sector and the private sector – to help with the reemergence of the economy to travel and tourism. And as we learn and adapt in what is going to be a very new normal.

I know that the Secretary has been deeply involved in the CARES Act and so much else that has been happening in the United States and we're very thankful for that. With that, Secretary Ross, we are privileged to have you here today and look forward to your perspective on the challenges we face.

Wilbur Ross: Thank you very much, Kurt, for that introduction. I hope that John's absence is not due to the coronavirus but just through some sort of business conflict.

Kurt Ekert: That's correct.

Wilbur Ross: The global COVID-19 pandemic has created an obviously extraordinary disruption to travel and tourism. I personally met with leaders from manufacturing, cruise lines, airlines, hotel and tourism industries. One piece of good news that came out of that to my ears was that a lot of the business conferences and other meetings that had been cancelled have already been rescheduled for dates starting in July running on up into the fall.

And so, in some ways, it will obviously never replace revenues that were missing but at least it won't be permanent. Many of the folks are planning to go forward with their meetings, just on a delayed basis.

As we're now each doing our part to stop the spread of coronavirus. Every day, America's CEOs have been calling us to ask how they can help in the response effort. And we all know that the total loss to economic output from the travel industry alone will be in the hundreds of billions of dollars. We know this is because of the dire strains on the industry, and we're doing our part to try and mitigate.

Congress and President Trump acted swiftly on this by passing and signing the CARES Act. And in support of his whole-of-America approach to combating the virus, the Commerce Department has immediately begun to implement the CARES Act. And technical assistance, co-assistance and development grants, to export support and supply chain analysis -- our department will be at the forefront of providing American businesses and workers with the resources they need during this time.

As you know, there are tremendous provisions in this emergency spending bill that provides immediate relief to companies in the travel and tourism industry. We also know that there are some technical issues that need to be worked out. There are issues about how multiple owners in small hotel properties and how that will be counted for borrowing purposes. So, there are some things to be worked out, but there will be some revised guidelines put in soon and we are also hoping to have further appropriation of at least \$250 billion to help out businesses.

Today we seek your guidance on our future course of action for travel and tourism. Deputy Assistant Secretary Phil Lovas and the team in our National

Travel and Tourism Office will facilitate your work so that I can share your thoughts with the Tourism Policy Council and the National Economic Council at the White House. We are very eager to hear your thoughts about how we jumpstart things once this has peaked and once we get out from under social distancing to the degree we can going forward.

So, I thank you for your dedication as we work together to endure and recover from this crisis. And while I won't be actively participating in the rest of the meeting, I will be in a listen mode so that I can hear firsthand and then subsequently from the team, your thoughts as to what we can best do.

Kurt Ekert: Mr. Secretary, thank you for your leadership and for your support and engagement. We deeply value it. What we're going to do now is we're going to move on and learn some of what has been the government response to COVID-19 to date. And we're privileged to have a number of leaders from the U.S. government. We're going to start off by hearing from Assistant Secretary for Industry and Analysis Nazak Nikakhtar. So, Nazak, the floor is yours. Thank you very much for joining.

Nazak Nikakhtar: Thanks very much. Good afternoon. And I'm truly glad to be with you today to be a part of this proactive conversation on how we can work together as we look towards a domestic and global economic recovery in the aftermath of this pandemic. Our government is working on a path towards recovery to save jobs and to protect the livelihood of an unprecedented number of Americans.

As you know, the administration implemented the CARES Act and other legislation to mitigate the economic effects that we're encountering and to prevent further devastation of our business and our economy. We're instituting truly a whole-of-government approach to address all of these

challenges and we're focused on ensuring that safety methods are in place for businesses and individuals.

We're also keenly focused in the Commerce Department with our other agency partners on how the industry can ramp up quickly once the economy reopens -- during the transition reopening -- and we'd appreciate your thoughts here. And, of course, what you also envision might be the new normal.

Several federal government offices have been instrumental during this crisis that are with us today to hear your perspective on the recovery process. We're fortunate to have representatives from the Department of the Treasury, the Economic Development Administration of the Commerce Department, the Small Business Administration and the Centers for Disease Control and Prevention. They're all here to discuss their work. We'll start with Brent McIntosh, who is the Under Secretary of International Affairs for the Department of the Treasury. Brent, I'll turn it over to you now.

Brent McIntosh: Great. Thanks Nazak. I appreciate it. As Nazak said, I'm Brent McIntosh. I'm the Under Secretary of International Affairs for the Treasury Department. More relevant here is that at Secretary Mnuchin's direction, I also am coordinating the Treasury Department's internal coronavirus work. I appreciate the opportunity to speak with this group today and provide an update on Treasury's work to confront the impact of the pandemic on the economy.

As everyone knows, the President recently signed the CARES Act into law. The largest economic relief package in history for hardworking Americans and businesses that through no fault of their own are experiencing economic hardships due to COVID-19. In the less than two weeks since its enactment,

Treasury and our inter-agency colleagues have been working around the clock to implement the legislation, to make the relief it offers available to American workers, families, and businesses as quickly as possible.

We recognize that the travel and tourism industries are facing acutely difficult challenges. At Treasury, we are implementing a range of programs focused on different segments of the economy, many of which will be helpful to travel and tourism workers and businesses. Treasury has been working very closely with the Small Business Administration to implement the Paycheck Protection Program -- which my colleague from SBA will speak to you further about -- that will provide billions of dollars in much needed relief that small businesses can use for eight weeks of payroll costs, rent, utilities and mortgage interests.

At this point last week, the Treasury Department and the Internal Revenue Service launched the Employee Retention Credit. This new tax credit is available to all employees regardless of size of business and covers up to 50% of up to 100 -- up to \$10,000 in wages. We encourage businesses to take full advantage of the employer retention credit to keep employees on their payroll during these challenging times.

The CARES Act also provides economic impact payments for most Americans, which may be relevant for many travel and tourism industry workers. Individuals with adjusted gross incomes up to \$75,000 receive a rebate of \$1,200 and married couples filing jointly with incomes up to \$150,000 get a full rebate of \$2,400.

Payments will start going out next week through a very simple process. Those who file taxes and get a refund and have direct deposit information on file don't have to do anything. They'll get a payment by direct deposit

automatically. Social Security work recipients or retirees who don't typically file tax returns, their payments will be deposited automatically as well.

We're working very hard to set up a portal on irs.gov where people can enter their information and track their payments to get payments out as quickly as possible. We've also worked with the Department of Labor on enhanced employment insurance so that workers who have been laid off can get an extra \$600 a week for up to four months to get through this challenging period.

The CARES Act also provides \$78 billion to support the domestic aviation industry, including air carriers and contractors such as ground crews, airport employees, baggage handlers and ticket agents. And we're working around the clock on this. And Secretary Mnuchin will update the President today on our progress on that - so, we're moving forward very quickly to get that money out.

The CARES Act also provides \$150 billion for the coronavirus relief fund to be distributed to states, territories, eligible units of government -- tribal governments -- starting next week. And then finally, as you may have seen, the Treasury and the Federal Reserve announced expansive new measures to support the flow of credit to American workers, businesses, states and municipalities affected by the coronavirus pandemic.

This includes a new main street business lending program to support small and medium size businesses. Municipal lending facility and significant upsizing of the corporate bond facility -- among other programs -- that together will provide up to \$2.3 trillion of new funding to support the economy.

These facilities are designed to be flexible in meeting the needs of mid-market companies, ensuring American businesses have access to the financing they need at reasonable rates to maintain payroll and sustain operations through this period. We recognize the gravity and depth of the challenges that the travel and tourism industry is facing.

My team and I, and the Secretary, are in regular communication with business leaders faced with incredibly difficult decisions and you can be assured that we are working around the clock to provide relief that American businesses and workers need, and to get that relief as effectively and efficiently as possible. We're committed to using all the tools at our disposal to support the economy. And with that, I'll hand it back over.

Nazak Nikakhtar: Thanks Brent. Thanks very much. I'll open it up. We have a few minutes for questions.

Jennifer Aguinaga: Operator, if you could let the board members know how to ask a question. And reminder that this Q&A section is for board members only.

Coordinator: If you would like to ask a question, please press star 1 and record your name clearly. To withdraw your question, you may press star 2. One moment please for our first question. Our first question comes from Olga Ramudo. Your line is open.

Olga Ramudo: Yes, thank you. Good afternoon Secretary Ross. Thank you for being on this all. Our board is obviously very important for our nation and for all of our businesses. And this question goes to Treasury and it's regarding the PPP program. I think that everybody -- and I'm sure you have had -- because this is the hottest item in everybody's mind -- the PPP program -- and we're all grateful for it and we will all get to support our payroll for eight weeks.



And I guess the question is, after eight weeks what do we do? If planes are not flying -- if hotels are not open -- if ships are not sailing, what do we do? Do we just let our employees, you know, be unemployed again?

What we need to do obviously is open up travel, create confidence amongst our travelers so that that can happen. And I understand that we have the health issue at hand, but that's what I think this board should be commissioned to. How can we create confidence for our travelers to travel again?

Brent McIntosh: Thanks, it's a great question. The Administration is committed to working with our public health experts, including those at CDC, to determine when we can move towards reopening the economy, and are dedicated to getting it open as quickly as we can, consistent with appropriate public health outcomes, to the extent that we are eager to open it up within a period of weeks.

To the extent there is a need for additional support after that time, we'll work with Congress to get whatever tools we need to support the economy through this difficult period.

Olga Ramudo: Thank you.

Nazak Nikakhtar: Thanks to the caller. And we have time for one more question from the board.

Coordinator: Our next question comes from a caller who did not record their name, but your line is open. You may go ahead.

Adam Sacks: Hi. This is Adam Sacks from Tourism Economics. My question is regarding President Trump's upcoming announcement of the economic recovery task force. Wondering if the travel industry is going to be represented on that task force.

Brent McIntosh: Hi, it's Brent McIntosh. I'm going to have to defer that question to the White House as they are the ones that will be announcing the task force.

Wilbur Ross: This is Wilbur Ross. I don't believe they've decided on how many or who will be on the task force just yet. It's a work in progress.

Nazak Nikakhtar: Thank you Mr. Secretary. Next, I want to turn it over to Dana Gartzke, who is the Acting Assistant Secretary of Commerce for the Economic Development Administration. And again, a big thank you to Brent for his presentation. Dana, over to you.

Dana Gartzke: Yes, thank you. And I'm delighted to be with you all and with the board today. I'll keep my remarks to about five minutes. I'm pleased to share with you today how the Commerce Department's Economic Development Administration or EDA can be of assistance to our nation and specifically to the countless communities that rely on travel and tourism to drive their economies forward.

This is also a great opportunity for me and the rest of us participating to hear directly from you about your on-ground observations and needs. So, I look forward to hearing from you following my remarks.

Let me begin with a brief overview of the work we do at EDA. I want to point out up front that EDA does not directly provide grants to businesses. What we do is we work closely with local economic officials, units of local

governments, non-profits, institutions of higher education, etcetera, to support competitive, bottom-up regionally owned development strategies that focus on stimulating private investment and creating new jobs.

We understand that some communities need help developing a plan and figuring out where to start. Others need critical infrastructure which supports business expansion. And still others need help building ecosystems that move from innovation to jobs. Therefore, EDA makes investments to catalyze locally driven planning, technical assistance and infrastructure strategies designed to help spur economic development.

Travel and tourism, of course, is a major focus for many of those communities. One recent EDA example would be in Jefferson County, New York, where EDA invested in the development and implementation of an in-depth tourism destination plan, which was incorporated into their local CEDS, which stands for Comprehensive Economic Development Strategy.

So, how much money do we have to support projects like this? Historically, EDA's modest budget hovers at around \$300 million per fiscal year. To help our nation respond to this pandemic, on March 27 President Trump -- as we all know -- signed into law the CARES Act which provided EDA with \$1.5 billion to help communities "prevent, prepare for and respond to the coronavirus."

So, our CARES Act funds will be administered under EDA's economic adjustment assistance program, which is our most flexible program. And EDA will soon have guidance for eligible entities and start accepting applications for grants to support a wide variety of assistance, which includes the following:

Planning and technical assistance, capitalization and recapitalization of our revolving loan funds, which provides access to capital for businesses, construction of infrastructure, and lastly, our innovation grants.

We are working to get our notice of funding opportunity in place now. Once that is published, EDA will be making grants immediately. We intend to employ our CARES Act funding as quickly as possible and in a manner that meets the needs of your communities.

EDA is determined that the economic injuries from this pandemic meets our special needs category and therefore, every community in the nation will be eligible for assistance -- this is unprecedented. Businesses may be eligible for various types of assistance indirectly from EDA through our grant recipient network. That network includes regional and state revolving loan funds who then make loans to small businesses like yours -- or technical assistance and guidance from one of our 64 university centers -- or 390 economic development district organizations around the country.

EDA's Web site -- [eda.gov](http://eda.gov) -- is going to be regularly updated with this latest information and news from us and about funding opportunity and contact information including us here in D.C. and our six regional offices. We will soon have the CARES Act frequently asked questions posted on our web site. Let me close by saying this:

Please know that my personal thoughts and prayers are with you and your employees and your families. And I sincerely offer that -- my daughter is in this particular business sector -- and it has hit her quite hard. And I see what she's going through -- so I know firsthand what you're going through.

So, to get started, I encourage you to reach out to your local EDD or to your local EDA regional office with jurisdiction for your state for further information on how we might be able to help. And once again, we have six regional offices in Atlanta, Philadelphia, Chicago, Denver, Seattle and Austin. And our contact information for all of them can be found on our web site.

So, I look forward to hearing from you about your challenges and opportunities and needs and I'll be happy to answer any questions you might have. Let me just say, thank you and God bless.

Nazak Nikakhtar: Dana, thanks very much. We have a few minutes for questions from the board members.

Jennifer Aguinaga: Operator, if you could just remind board members how to ask a question. Thank you.

Coordinator: If you would like to ask a question, please press star 1 and record your name clearly. Once again, to ask a question, please press star 1 and record your name clearly. One moment for our first question. Our first question comes from Bill Talbert. Your line is open.

Bill Talbert: Yes, good afternoon. This is Bill Talbert with the Greater Miami Convention and Visitors Bureau. We're a 501C6 charged with destination marketing for tourism and meetings and conventions and invents. So far, the 501C6 have not been written into any of the legislation. So, when we get into the recovery mode and our dollars are down -- hotel taxes are down, restaurant taxes are down -- I'm not sure how we're going to be able to get visitors and conventions back without some support. Thank you.

Dana Gartzke: Yes, thank you Bill. One of the things we're hoping can happen with our grants is that there will be local assistance and disaster recovery coordinators who can then interface with the local businesses and trade associations like yourself to kind of target, "What can we do? What are the federal resources available to those that have been impacted maybe even harder than most?"

And so, what we can do at EDA is provide guidance through a lot of our network stakeholders that we have. And one of them will be your economic development district there in Miami. Be happy to tell you later more about who they are and who you can be in touch with. But I think that will be a good way to see where EDA could have an impact on what you just described.

Bill Talbert: Thank you.

Nazak Nikakhtar: And we have time for one more question.

Coordinator: I show no questions in queue.

Nazak Nikakhtar: Okay. So, Dana, thank you again for the extremely informative presentation. Next, we have Allen Guitierrez, Associate Administrator, Office of the Entrepreneurial Development from the Small Business Administration. Allen, thank you for joining us -- over to you. Do we have SBA on the line?

Curt Cottle: Allen was going to join at 3:30. Maybe we can move on to Dr. Knight and come back to Allen.

Nazak Nikakhtar: Very well. We will now turn it over to Dr. Nancy Knight with the COVID-19 response team from the Centers for Disease Control and Prevention. Dr. Knight, thank you for joining us. We'll turn it over to you now.

Nancy Knight: Thank you as well for the opportunity to be able to speak with you all today. We really appreciate all of the efforts that your organizations are doing during this unprecedented time. And we know that you've been key in the support of the work that is happening on the ground. As mentioned, I am Nancy Knight and I'm working in CDC's COVID-19 response, serving as the Deputy Incident Manager for the global unit of the response. I've been asked to provide situation updates today around the coronavirus disease outbreak -- or COVID-19.

So, as you may be very well aware, the number of cases being reported in the United States is continuing to rise. Early on, most of the cases that we were seeing in the United States were among returned travelers from affected countries or close contacts of such travelers that had COVID-19. Now, more and more of the cases that we are seeing really results from domestic community spread where the source of the exposure is within the community and not a specific known individual.

As of today, there are 430,091 confirmed and presumptive cases within the United States. These are reported from 56 jurisdictions which includes all 50 states. New York City is being counted as a separate jurisdiction. D.C., the Commonwealth of the Northern Mariana Islands, Guam, Puerto Rico, and the U.S. Virgin Islands. In the last day we've had an increase of about 8% of new cases being reported.

Unfortunately, we have many deaths that are being reported as well. We currently have 14,794 deaths in the United States and that represents a 15% increase in the last 24 hours. Most U.S. states are now reporting some form of community spread of COVID-19. And of those, 32 states are reporting their cases as being widespread in their communities.

Hot spots continue to include New York and New Jersey as well as Louisiana, Michigan and Illinois. We do have a map available on CDC's Web site that you can access in order to stay up to date on what is happening in each individual state. When we look at the situation for the outbreak globally, as of today, the case counts are up to 1,353,361 cases, and 79,235 deaths. These are being recorded from 178 countries. And in addition, 33 territories -- or areas in overseas dependencies are also reporting.

I'll touch a little bit now on what's happening here in the United States and CDC's role within the response here. Within the United States, we are currently still in the acceleration phase of this pandemic. Because the health and the safety of the American people are our top priority, we continue to take critical and proactive steps in order to slow the spread of COVID-19 and blunt the impact of this disease on the United States.

The White House introduced its plan "30-days to slow the spread," which extends community mitigation measures up through April 30 and calls on all segments of U.S. society to play a role. There's a body of evidence based on about 200 journal articles that supports the effectiveness of social distancing measures, both when used alone as well as in combination with other measures. People across the country are asked to stay at home as much as possible, and otherwise, practice social distancing when they do have to go out for important activities within their community.

This includes -- so some of these social distancing measures include cancelling or postponing gatherings of more than 10 people as well as school closures in some areas as determined by those local and state government officials. It also includes special measures to protect those people who are most vulnerable to the disease based on underlying conditions and age.



People who become sick are asked to follow CDC guidance on recovering at home and follow the new guidance for when it's okay to go out and interact with other people again for those essential activities.

Under the direction of the White House Coronavirus Task Force, CDC as well as other agencies within the Department of Health and Human Services are part of what's called the National Response Coordination Center or NRCC. CDC leadership has deployed to D.C. to work closely with the other federal partners across the NRCC.

Within this, CDC is leading the community mitigation efforts as well as surveillance efforts. And we are also engaged in those task forces that deal with health systems, medical counter measures, diagnostic issues and other counter measures. As of a couple of days ago, more than 3000 CDC staff members have participated in the COVID-19 emergency response.

Next, I'll touch a little bit on the state and local funding. We have the -- on March 6 -- the Coronavirus Preparedness and Response Supplemental Appropriation Act which was signed and provided \$2.2 billion in funding to CDC. And then on the 27th the CARES Act provided an additional \$4.3 billion in resources to CDC. These resources enable CDC work with international, state and local territorial and tribal partners to be able to support critical public health functions and infrastructure for the COVID response.

As of the 6th of this month, we've announced over \$871 million in funding to our states territorial and tribal partners. And as part of the response, we are also providing technical support to countries around the world in coordination with the Department of State -- the U.S. Agency for International Development or USAID -- and other U.S. government agencies as well as the World Health Organization.

The goal of our global health response globally to COVID-19 is to be able to limit the human-to-human transmission that is currently occurring and to minimize the impact of COVID-19 on these vulnerable communities and overseas vulnerable countries. We have also provided a number of recommendations and guidance to communities on how to best mitigate here and how to protect yourself as well as others in the community on our web site.

A couple of examples of those is, a few days ago on the 3rd, the recommendation regarding the use of cloth face coverings, especially in these areas that have significant community transmission. And we've also recently published as of yesterday a publication on community transmission of SARS COVID to family gatherings. This is an example from Chicago which really underscores the value of social distancing in preventing transmission.

Next, I'll take a couple of minutes to talk about the travel restrictions and the travel related screening that CDC is doing. Cruise ships have shown that they have suffered an increase in the risk and the impact of COVID-19 disease outbreak. And there are a number of recent instances of reported COVID-19 spread onboard cruise ships such as the Costa Magica, the Costa Favolosa, the Celebrity Eclipse, Disney Wonder, Holland Americas Amsterdam and the Coral Princess. We're currently tracking about six cruise ships that have Americans on board as well.

We're working with partners as part of the unified command including the Coast Guard, Customs and Border Protection, port authorities, local and state health departments and the Departments of State in order to best respond to the COVID-19 outbreaks that are occurring aboard cruise ships. In terms of travel advisories, we generally do not issue domestic travel advisories.

However, due to COVID-19, there has been a domestic travel advisory issued by CDC that was on the 28th of March that urged residents of New York, New Jersey and Connecticut to refrain from non-essential domestic travel for 14 days.

And we are also conducting screening at 13 airports across the country through quarantine stations. As of April 7th, we've screened 60,677 air travelers that were arriving from China, Iran and repatriation flights.

And DHS -- in partnership with us -- screened an additional -- just under 200,000 air travelers from the Schengen countries, U.K. and Ireland. We are also conducting critical work in infection prevention and control. And we are continuing to prioritize the integration of hospital laboratory testing reports to states and to us at CDC in order to assess testing and population immunity.

I'll go ahead and close by just remarking that, as we all know, this is really a historic and unprecedented outbreak. We have not seen anything like this since the influenza pandemic of 1918. CDC is committed to working with other federal agencies, the states and the communities closely together in order to address this situation and mitigate the effects of COVID-19 on our -- the American people.

The states and the local governments are critical partners within this through their elected officials as well as health departments on ensuring the safety of their populations within the states. Thank you very much for your time today and for all that you've been doing for your industry and businesses.

Nazak Nikakhtar: Nancy, thanks for the informative presentation. I wanted to check to see if Allen Guitierrez from SBA is with us now.

Allen Gutierrez: Yes, I am. I'm online. Can you hear me well?

Nazak Nikakhtar: Yes, Allen. Thank you again for joining us. Everybody, we have Allen Gutierrez, Associate Administrator, Office of Entrepreneurial Development from the Small Business Administration. Thank you for joining us Allen. I'll turn it over to you.

Allen Gutierrez: Thank you very much and thank you for the opportunity to be on the call with all of you, certainly during this unprecedented time. As most of -- if you didn't know SBA, I think you know SBA now we say because certainly, we've been front and center working with all -- across agencies, across the federal government to continue to provide all the necessary resources and guidance and assistance to small businesses during these challenging times. I wanted to touch basis on two areas. One, specifically on the two loans that we have currently under the CARES Act. And discuss a little bit in terms of our infrastructure and availability out in our -- across the country.

So, related to -- most of you are most familiar -- and I'll start with the first one which is the Paycheck Protection Program. What I've been saying is, think of it as two lanes. This first lane -- the Paycheck Protection Program -- is generated and processed by the lending institution. So, either your local lender that is part of the PPP program for purposes of abbreviation or we've also opened it up as well to our non-existing lenders that didn't do business with SBA to apply and be available.

And we're seeing that on an ongoing basis. Each day, those particular interest from community banks, credit unions and even as recently as last night that we are working in conjunction with the Treasury Department, released applications and forms for non-regulated institutions that also can apply to be a provider of the PPP loan.

It's a loan that is up to \$10 million. It provides an opportunity to cover payroll costs, mortgage interests, rent, utility costs for over eight weeks period after the loan is made. And it does -- the loan amount is forgiven as long as the -- remains consistent in terms of the levels of employees and compensation overall.

I will say that the amount that is forgiven is -- you will owe, you know, there's always -- someone says, "How much of my loan will be forgiven?" You will owe money when the loan is due if you use the loan amount for anything other than I mentioned previously which was payroll costs, mortgage interest, rent and utilities, payments over the eight weeks after getting the loan.

Due to the high subscription in terms of the amount that has been processed so far that's been announced by the President and Secretary Mnuchin and Administrator Carranza as of yesterday, you know, we say that it's a very moving task in that sense -- and so, I encourage you all if you haven't yet, to please locate your local lender -- reach your local lender.

And if you don't have one, you are welcome to go to our web site at [www.sba.gov/paycheckprotection](http://www.sba.gov/paycheckprotection). And in the middle of the screen you'll see a button saying, "locate lender." You click that particular button. You type in your zip code and it will give you the most up to date drop down of lenders available that are participating in the PPP program. So again, that's one lane in terms of it. The loan is forgiven if you meet all the criteria at a given point where you go back to the lender and they will be available to assist you from that standpoint.

The second lane that we have is called the Economic Injury Disaster Loan. That particular lane -- I explained that is envisioning going to [sba.gov](http://sba.gov) and

applying and is being processed by SBA. So, all the communication, the processing and approval and disbursements are done with us and the Treasury Department.

All the repayments and loan repayments and so forth would be -- you would be doing it directly back to the Treasury Department. It's a loan. It's not a grant. A loan that offers up to \$2 million in assistance that provides support for the small business and the temporary loss of revenue that they are currently experiencing. It's a loan at an interest rate of 3.75 and it's repayable up to 30 years maximum. And that's on a case-by-case basis in terms of the terms that are determined between you and the particular loan processor as part of our team from that standpoint.

We -- the areas that I can mention if you're thinking what are some of the areas -- paid fixed debt, accounts payable and other bills that cannot be paid because of the disaster impact. We are saying that you can apply for both just as long as they are not duplicative in a sense that it relates to the payroll from that standpoint.

The other thing that I was going to say from that standpoint too -- on the economic injury -- and then the other one -- it has been - there's a six-month deferment on these payments. So, if you are approved, you will not be required in the first six months to repay. That will start in the beginning of next year from that standpoint or six months when you have been approved overall.

The one thing we also included is we opened it up for faith-based organizations as well just as an added footnote. I wanted to include that and that was under the leadership of the White House and Treasury SBA and that

was announced last Saturday as well as it relates to both economic injury disaster loan and the Paycheck Protection Program.

Lastly, what I wanted to say is certainly that we, through our 68 district offices nationwide and our territories that we're located as well as our resource partners. If you're not familiar with them, they are part of the SBA infrastructure or family I would say that is underneath my division which are the small business development centers, the women business centers, and SCORE. SCORE is a network of over 10,000 individuals. They volunteer to provide counseling and training and guidance.

All these three lanes of resource partners -- give or take around 1200 offices -- but now obviously, majority are available virtually. They have ongoing webinars. They are there to assist you or any of your colleagues in terms of any questions you may have as it relates to the loan preparation or other items that come up that you might, as a small business owner, need assistance on.

I do like to remind everybody that we've seen, unfortunately, some scams and some predators out there that all these services are available for free as part of the federal government. The resource partners all received additional funding through the CARES Act to provide all these services at no cost for anybody.

So, if you do get approached, emails or calls saying that they'll charge you to prepare your packages, please hang up or don't respond at all. Best bet is to go through our web site, [sba.gov](http://sba.gov) and you will get the listing of those that are approved and available at no cost to you.

Hopefully this gives you an overview of the two different areas and our resources and our district offices that we are available to you day and night to assist you on your needs. And during this unprecedented situation that we're

in. I thank you for the opportunity to be on the call and turn it back to the operator.

Nazak Nikakhtar: Allen, thanks very much. And again, I wanted to thank Secretary Ross, Deputy Assistant Secretary Lovas. Of course, Treasury, EDA, SBA and CDC for your presentations today and then doing so much to support the Administration on the country's recovery efforts. With that, vice chairman, I'll turn it back over to you for a group discussion.

Kurt Ekert: Assistant Secretary Nikakhtar and everyone else, thank you so much for the terrific information -- for everything that you're doing to balance safety against the economic concerns that we all have. From a board perspective, we thought in terms of the tactics that the private sector may take here is, and I'm speaking on behalf of both John and myself.

We think it actually makes a lot of sense to focus on a couple of key questions and issues. The first of those is, what do we need to do as an industry -- the private sector and public in partnership -- to restore consumer confidence in the industry? And then the second fundamental question is, what are the key indicators that we should look for to measure the recovery for the travel and tourism industry?

So, just let me briefly touch on each of these. The first of these again is, how do we restore confidence back into the sector? What we're thinking is that we will form a working group. Brad Dean, who is the CEO of Visit Puerto Rico, has generously agreed to step up and chair this working group. This group will recommend what the public and private sectors can do together to help restore consumer confidence in traveling.



And they'll discuss key issues to include public health, standards of care, communication across the public and private sector. And then other measures that could support the restoration of consumer confidence in the sector as well.

And then secondly, looking at the question of, what are the key indicators that we should be looking at? Fred Dixon, who is the CEO of NYC and Company -- and Fred, our hearts go out to you. Fred is going to lead this sub-committee which will recommend key indicators that should be tracked and reported to monitor the recovery and the pace of the recovery -- both in domestic and international travel and tourism.

Within this work, we're going to ask that they look at identifying a dashboard of key indicators to assist the government as well as the private sector in situation analysis, the assessment of progress in articulating key issues for policy makers.

So, very excited and deeply appreciate in advance to Brad and Fred respectively for stepping up to lead these subcommittees. If any board members have interest in participating in one or both of these sub committees, please reach out as soon as possible to Jennifer Aguinaga from the National Travel and Tourism Office and let her know. And Jennifer will coordinate getting you connected -- each with Fred -- excuse me -- Fred or Brad, excuse me.

So, with that -- and we want to be able to provide recommendations to the Commerce Department by May 22 -- so I ask each of these subcommittees to have direct recommendations ready about a month from today. With that, what I'd like to do now -- we have a limited time -- one, to open up for discussion among the members of the board and then second, to go to public

comment. Let me first open it up -- and I invite any members of the board who would like to pose any questions or offer any comments to now do so.

Jennifer Aguinaga: And I think that's press star 1 if you have a comment and the operator will put you in queue -- board members only.

Coordinator: Our first question comes from Brian Rothery. Your line is open.

Brian Rothery: Thank you. Actually, this was -- I think a question that was in queue from an earlier segment and so, not sure if it's opportune at this moment. But it relates back to the conversation on SBA as well as discussion of Treasury. I wanted to highlight the fact that, you know, a number of the folks on this call and a number of folks in the travel industry, broader, our airport concessionaires. And I've heard the phrase used a couple of times on this call -- "through no fault of your own."

And many of these companies like ours -- Enterprise Holdings -- which operates the Enterprise, Alamo, and National car rental brands -- you know, our -- (unintelligible) de-planed passengers at airports with a -- just a drastic reduction in overall volume -- which is fine. We're all, you know, sort of doing our part to react to this.

But there is a particular issue for concessionaires, and this is both for small businesses and large businesses alike. Many of the concession permits at the airports do have a minimum guarantee component to them. And so, notwithstanding the prices, the number of airports and concessionaires refused to be held to the (unintelligible) of sort of (unintelligible) to discuss on this call the \$10 billion that was allocated to the airport. And I know FAA issued a subsequent guidance on April 4 and two documents -- one a letter and the other some FAQs to help give some guidance.

But I wanted to highlight the notion that there is a mixed, you know, treatment -- I guess I should say as you look across the country -- of the ways in which airports are handling that money they've received. And in some cases, they're acknowledging the fact that it's appropriate to use grants for abatement of those minimum guarantees. And the concessionaires appreciate that. But it's not uniform throughout the country. And I just wanted to highlight this as a -- for both -- again -- big and small businesses.

And any additional clarity that this group or any of the members here could offer in terms of the appropriateness of using grants from the CARES Act for mag reduction or abatement of those sort of items will be appreciated because I think it's -- you know, we're not experiencing uniform level of treatment on this issue across the country.

And I would want to highlight DFW, who I believe is on the call or is at least a board member, from our perspective has handled the issue very well and wanted to highlight the -- and commend him for that. But just ask for additional guidance on this issue. So, that was the comment I had.

Wilbur Ross: This is Wilbur Ross. I think part of the reason you may be getting uneven reaction is some of the airports are pretty heavily indebted with revenue bonds. A portion of the revenue to support which comes from the concessionaires. So, in some cases they may be having their own financial difficulty if they were to waive payments because it presumably wouldn't be just payments minimum from car rental. It would also be from the shops and the restaurants and all the other concessions that are affected.

Kurt Ekert: And I suggest on the issue -- it's a very specific issue -- we're not going to be able to resolve that here today. We'd be happy to connect you with the right

people following the phone call to help with the advocacy. Do we have any more questions or comments from the board at this time?

Coordinator: Our next question comes from Tom Klein. Your line is open.

(Tom Klein): Thank you and it's Tom Klein. Question for Dr. Knight. And thank you everybody. I think this call has been extremely informative. Of course, as you know we are going through this unprecedented fluid situation, a lot of questions are coming up and we're starting to talk about strategy for reopening.

Is the CDC - I hear bits and pieces about guidelines for reopening and what that might look like -- naturally driving revenues at the business levels is going to be predicated on what these guidelines look like. Is there a timeline or can you provide some insight into the timing and what that might look like? Clearly, that's going to be an important function as we start to plan reopening whenever that might be. Thank you.

Nancy Knight: Thank you for your question. So, the process that you're talking about in terms of the discussions on reopening and what those guidelines will look like, that is all being done under the direction of the White House Coronavirus task force. And our role within that relates to the activities that we are doing that I mentioned around the national response coordination center where we and other HHS agencies are a part of that.

So, I don't know the specific timeline that you're asking for. CDC, along with other agencies, are, you know, we are bringing our expertise together to be able to think critically about that issue. And from our side, looking at that overall goal of limiting the human-to-human transmission and making sure that the health and the safety of American people are being kept as a top

priority while looking at where we are with the outbreak as it progresses forward over.

Kurt Ekert: Thank you Dr. Knight. Appreciate it. In the interest of the time constraint we have today, let's move now to the public comments section. And I would invite anybody not on the board or any members of the public to ask any questions or offer any comments that they would like. I ask if you do have questions or comments, to limit them to no more than two minutes.

Coordinator: Our next question comes from Olga Ramudo. Your line is open.

Olga Ramudo: Yes, good afternoon again. This question is for Allen Gutierrez from the SBA. And like you all say, the PPP and the SBA are the most popular letters in the alphabet in today's environment. I have a question that I know the American Society of Travel Advisors is working on.

There are very many independent contractors that are not incorporated -- do not have business accounts -- and banks are telling them that they cannot apply for PPP program unless they're incorporated and have a business account. Is there any plans in changing this? Any future comments on that?

Kurt Ekert: Let me ask that we take that offline and follow up. I think one of the key things to keep in mind here is the purpose of this board to be an advocacy group to promote travel and tourism. And so, we're not going to be able to address necessarily the individual business questions that people have. So, if you do have questions like that -- if you're a board member, I suggest we handle that outside of this meeting. Let me just ask if there are any public comments or public questions for non-board members, I invite them at this time.

Jennifer Aguinaga: And a reminder to press star 1 to signal the operator if you have a question.

Coordinator: Our next question comes from Tori Barnes. Your line is open.

Tori Barnes: Thank you so much. I wanted to thank you all so much for hosting this really important meeting. You know, Mr. Secretary and Deputy Assistant Secretary Lovas, this has been incredibly helpful. You know, I think it is so critical that as we think through not only the relief which we really need to get right -- in particular, and some of the constructs of the PPP program really don't work as well as they could for those of us who have had no customers, and therefore, no revenue for already -- or longer weeks.

So, we really urge you to all in this next really package to consider expanding the PPP in ways that can really focus on the importance of keeping the travel and tourism industry healthy because we are so important as we head into this recovery phase as you've indicated because, as you know, every month that we can shorten the recovery period means, you know, \$22 billion to the economy.

So, travel and tourism has got to be critical to the recovery. I think it sounds like you all know that very much and we really appreciate your leadership and we at U.S. Travel Association are here to help in any way that we can. So, thank you very much for all that you are doing.

Kurt Ekert: Great comment, thank you. I think we have time for one more question from the public, non-board members -- if there are any further questions or comments on the line.

Coordinator: The next caller did not record their name, but you can go ahead. Caller, your line is open. Caller, your line is open.

Jennifer Aguinaga: Is there another one in queue that we can go to?

Coordinator: I show no further questions in queue.

Kurt Ekert: Well, thank you very much. I'm going to turn the call now over to Under Secretary for International Trade Joe Semsar to provide closing comments -- or to Secretary Ross. Before we do that, I want to thank the Secretary, Deputy Assistant Secretary Lovas and everybody else that's taken the time to join us today and offer their invaluable insights and feedback.

Doing this virtually and electronically is very difficult and I appreciate everybody's patience in doing that. And I am excited about the working groups that we've formed to work on the key issues at stake here. Before I turn it over, board members, please remember to stay on because we're going to do a roll call at the conclusion of the call. Everyone be safe and good luck. Under Secretary Semsar or Secretary Ross, the floor is yours. Thank you.

Joe Semsar: Thank you vice chairman Ekert.

Wilbur Ross: Thanks everybody for participating and we look forward to getting your draft recommendations very quickly.

Joe Semsar: Thank you Mr. Secretary. Thank you Vice Chairman Ekert. On behalf of Secretary Ross, let me just say thank you members of the Travel and Tourism Advisory Board. I know that these are particularly challenging times for you, but your continuing dedication to this board on behalf of the travel and tourism industry is commendable. I would also like to express my

appreciation to the U.S. government speakers for being with us today. Thank you for all that you're doing to support American industry and the American public during this time.

The travel and tourism industry is an incredibly important economic sector for the United States. Travel and tourism accounts for 30% of all services exports and 10% of all of U.S. exports, goods and services alike. Here at the International Trade Administration and for the department at large, it's always important to hear your thoughts and concerns on how government can develop policies and programs to help American businesses.

Going forward, as the Secretary said, we seek the board's input as we work through this public health crisis. Deputy Assistant Secretary for Travel and Tourism Phil Lovas and the National Travel and Tourism Office are here to help. The Secretary very much looks forward to working with you on accelerating the recovery of the travel and tourism sector. Thank you all. Back to you Kurt.

Kurt Ekert: Thank you so much. Subject to any final questions or thoughts, I'm going to turn the call back to Jennifer Aguinaga who's going to close the meeting and then do a roll call. Thank you everybody so much for your time and be safe out there.

Jennifer Aguinaga: Thank you Kurt. Operator, if you could please open all lines so that I can do the roll call.

Coordinator: One moment please. All lines are open.

Jennifer Aguinaga: Thank you. Anyone who is not a board member, is welcome to drop off and/or mute your lines. Todd Davidson. No Todd Davidson. Brad Dean.



Brad Dean: Yes, Brad Dean is present.

Jennifer Aguinaga: Thanks Brad. Derek DeCross.

Derek DeCross: Present.

Jennifer Aguinaga: Thank you. Fred Dixon.

Fred Dixon: Present.

Jennifer Aguinaga: Sean Donohue. Jim Hagen.

Jim Hagen: I'm here.

Jennifer Aguinaga: Russ Hedge.

Russ Hedge: I'm here Jennifer.

Jennifer Aguinaga: Thank you. Pam Inman. Debbie Johnson.

Debbie Johnson: Present.

Jennifer Aguinaga: Tom Klein, I heard you.

Tom Klein: Yes, thank you.

Jennifer Aguinaga: Scott Lynn. Steve Morrissey.

Steve Morrissey: Here. And thank you for the informative call.

Jennifer Aguinaga: Thank you. Mary Motsenbocker.

Mary Motsenbocker: I'm present.

Jennifer Aguinaga: Sue Presby.

Sue Presby: I'm here.

Jennifer Aguinaga: Tricia Primrose.

Tricia Primrose: Present.

Jennifer Aguinaga: Olga Ramudo. I heard you.

Olga Ramudo: Thank you.

Jennifer Aguinaga: Stephen Revetria.

Stephen Revetria: Present.

Jennifer Aguinaga: Brian Rothery, I heard you. Adam Sacks, I heard you. Bryan Saltzburg.  
Caryn Seidman-Becker.

Howard Cass: Howard Cass is here from CLEAR.

Jennifer Aguinaga: Bill Talbert, heard you. Denise Thevenot.

Denise Thevenot: Here.

Jennifer Aguinaga: Rob Torres. And Ernie Wooden.

Ernie Wooden: Here, thank you.

Jennifer Aguinaga: Thank you. Okay, thank you all. I now officially close the meeting.  
Thank you everyone.

Kurt Ekert: Thank you Jennifer.

((Crosstalk))

END