



Sheraton Station Square Hotel

300 West Station Square Drive
Pittsburgh, Pennsylvania 15219

June 2, 2009

Dear PA House Tourism Committee,

The Sheraton Station Square hotel is a 399 room hotel located in the Station Square entertainment complex. Our 28 year old hotel is owned by Forest City, who also owns the Station Square complex, the Westin Pittsburgh Convention Center Hotel, Liberty Center, as well as the Mall at Robinson. The Sheraton Station Square is managed by Starwood Hotels and Resorts. Our hotel employs a total of 200 full time associates.

Our relationship with the Pittsburgh Film office and the film industry in Pittsburgh began in September, 2007 when our hotel hosted some of the cast and crew of Adventureland. In January 2008, we hosted the cast and crew for The Road, and today we are the host hotel for the crew from Warrior.

In our 18 month relationship with the film industry, we have hosted a total of 8500 room nights from our movie crew guests. (One room night=1 guest staying for one night)

The benefit of the local film industry reaches beyond a financial one. Of the 8500 room nights we have received from the three movie crews we housed in the last 18 months, roughly 7500 would have been otherwise unoccupied by other guests. What does this mean for a hotel and our employees? This industry means employment for our staff.

Our housekeepers only work if there are rooms that need to be cleaned. A full time housekeeper cleans an average of 16 rooms per day. The 7500 "new rooms" from the film industry over the last 18 months have provided the equivalent of 468 days of full time employment for our housekeepers alone. Or course, these guests also eat and drink and in essence, take up temporary residency in our city, so the collateral effects of their stay goes well beyond our hotel.

On one of the films we hosted, those effects extended beyond Pittsburgh and our hotel. The Road was looking to do part of their production in Erie and asked our hotel if we had a recommendation of where to stay. As timing would have it, a brand new Sheraton hotel was just about to open adjacent to the convention center in Erie. We contacted our colleagues at that hotel, and The Road booked their stay with them. They were actually the first "group" that the Sheraton Erie worked with. The Road produced 879 room nights for that hotel.

The timing of our entry into working with the Pittsburgh Film Office and the film industry is no coincidence. The first movie our hotel hosted came just one month after the film tax credit was enacted in July 2007. And it should be noted that from my perspective, the credit is needed to just be "in the game."

In 2008, we had spoken to a producer who was debating about placing the movie in Pittsburgh or somewhere in Louisiana, a state with similar incentives. We lost that film to Louisiana, but the same producer came back to us and presented us with Warrior at the end of last year. We were in competition with Montreal for Warrior (a city with similar financial benefits as our tax credits), but fortunately for our region and our hotel, Pittsburgh was selected for the shoot. If the tax credit were not in place today, I'm fairly confident that Warrior would most likely be filming in another location. Suffice it to say, we have hotel staff working this moment only because this movie is being filmed here, thanks to the tax credit.

Thank you for your time and the attention you are giving to this version of economic stimulus. We respectfully request you do your part to extend the Film Tax Credit for Pennsylvania, and help this segment of our economy continue to grow in our state.

Sincerely,

A handwritten signature in black ink, appearing to read "Andrew Sliben". The signature is fluid and cursive, with a prominent initial "A".

Andrew Sliben

Director of Sales and Marketing