

We ADVOCATE on Behalf of The Hotel Industry Across City And State Government.

LEGISLATIVE ADVOCACY EFFORTS

COMMUNITY ENGAGEMENT AND PARTNERSHIPS

HANYC is continuing its efforts to connect with local communities through partnerships and outreach to workers, business owners, community leaders, and local elected officials. As a model employer for a majority-immigrant workforce, HANYC continues to invest in the communities and families that help our industry and broader hospitality sector run while ensuring that we're reaching them through local press.

Some of these efforts have included:

- Celebrating Dominican New Yorkers by sponsoring a float at the Dominican Day Parade in the Bronx.
- Supporting students and families as the presenting sponsor of two community backpack and school-supply distribution events ahead of the new school year with local elected officials in Brooklyn and Manhattan.
- Honoring hotel, tourism, and neighborhood workers as sponsors of the NYC Community Hospitality Day in the Bronx.
- Participating in the Carnaval de la Cultura, a pan-Latino cultural festival in Queens.
- Standing up for Haitian New Yorkers impacted by the revocation of Haitian TPS by sponsoring and speaking at The Haitian Times' Haitian Leadership Breakfast with community leaders and elected officials.

ADVOCATING FOR A SUCCESSFUL WORLD CUP

As the backbone of the larger tourism economy in New York, HANYC led a sustained campaign to ensure New York's hotels were well-positioned for a successful World Cup despite significant headwinds. HANYC, working closely with strategists, was featured in dozens of articles leading up to World Cup, sounding the alarm on the lower-than-anticipated hotel bookings and the impacts a disappointing World Cup would have not only on the more than 40,000 workers hotels employ, but also on the broader hospitality sector and city economy. HANYC President and CEO Vijay Dandapani also testified at a City Council hearing on World Cup and authored an op-ed advocating for hotels ahead of the once-in-a-generation global tourism event.



Vijay Dandapani with Mayor Elect Zohran Mamdani

As the go-to source for New York's hotel industry, HANYC is its proactive voice on all matters pertaining to hospitality.

It advocates, educates, communicates and innovates to ensure the long term health and vitality of the industry.

VIJAY DANDAPANI,
PRESIDENT & CEO

We FACILITATE Interaction With Decision And Policy Makers That Affect The Industry.

EDUCATING CITY LEADERS, STAKEHOLDERS, AND NEW YORKERS ON THE HOTEL INDUSTRY

HANYC continues to engage in extensive outreach to City Council Members and senior staff from the Mayor's Administration to illustrate that the hotel industry has not yet fully recovered from the impact of the pandemic while emphasizing that the industry needs immediate support to offset mounting economic challenges. To illustrate, ADR and RevPAR were down last year compared to 2019 when adjusted for inflation. For 2026, occupancy remains below 2019 for every month except January.

After avoiding a union strike that would have been devastating for the city during World Cup and securing a precedent-setting contract with HTC, HANYC also positioned itself as a model employer to decisionmakers in government.



Vijay Dandapani at the Dominican Day Parade

LEGISLATION REGARDING HOSTELS

HANYC has lent its voice to advocates calling for hostels to be permitted in NYC, as that would benefit the hotel industry and is working towards hostels receiving their own classification in the city's building codes, which they never had before.

EDUCATING ELECTED OFFICIALS ON THE HOTEL INDUSTRY'S RECOVERY

HANYC continues to engage in extensive outreach to City Council Members and senior staff from the Mayor's Administration to illustrate that the Hotel Industry has not yet fully recovered from the impact of the pandemic. To illustrate: despite significant ADR growth real (adjusted for inflation), RevPar exceeded 2019 levels only in September and October of 2024.



HANYC Foundation Golf Outing



Vijay Dandapani with Council Member Farrah Louis



HANYC Foundation 2026 Scholarship Awards Recipients

Where MEMBERSHIP Has Its Benefits.



MEMBERSHIP BENEFITS HOTEL

To support the city's hotels, the Association utilizes outside professional counsel to complement its wide range of services without sacrificing in-depth knowledge and expertise.

The services provided include:

- Legal: HANYC has full time outside counsel for all labor matters (union and non-union). Additional areas covered include: Liquor License, Land-use, SRO Tenancy, ADA, Data-protection, Anti-trust & Landlord Tenant
- City/State Legislative Representation
- Fire Protection & Public Safety
- Association/National Involvement
- Access to City Hall
- Opportunity to Interface with City & State Representatives

In addition, the Association and the Foundation host mixers, annual events including a Red Carpet Gala, Golf Outing, Safety and Security Meetings, End of Summer Celebration, Big Apple Stars Awards, Annual Meeting and Cocktail Reception, scholarships for children of eligible hotel member employees, Human Trafficking Training and resources for all hotel member employees, and educational seminars throughout the year in a variety of operational areas with exclusive members-only content.

MEMBERSHIP BENEFITS ALLIED

Companies that provide services and products to the industry can become Allied Members. As an Allied Member, suppliers are afforded an excellent opportunity to meet and network with executives of major New York City hotels and to sponsor exclusive hotel member events.

Members are invited to various HANYC social functions throughout the year, including:

- Annual Golf Outing
- End of Summer Celebration
- Red Carpet Hospitality Gala
- Annual Meeting & Cocktail Reception



Vijay Dandapani with HANYC Foundation Chairperson Heather Davis, NYPD Commissioner Jessica Tisch and NYPD Foundation President and CEO Susan Birnbaum



We **EDUCATE**
via Seminars Across
A Range of Topics.

SEMINARS | EVENTS | WEBINARS

As in previous years, HANYC's team staged a number of presentations, seminars and events that spanned the gamut of operations, marketing and of course, labor relations. HANYC's exclusive partnership with Mastercard was showcased at the Annual General Meeting and at a private roundtable with both providing invaluable geo-specific marketing data for hotels. Similarly, HANYC's partnership with Expedia provided pointed insights into the NYC hotel market for members.

Other HANYC seminars included Identifying Cost Saving Opportunities, Conducting Investigations, Local Law 97, SRO and Hotel Conversions and Leadership Fatigue as well as presentations by DCWP Commissioner Samuel Levine, DOB Commissioner Ahmed Tigani City, Council Member Harvey Epstein, and City Council Member Virginia Maloney.



*Vijay Dandapani, Council Member Amanda Farias
and HANYC Chairperson Shane Cookman*



Vijay Dandapani with Council Member Rita Joseph

In a city that serves as a global center for entertainment, media, finance and culture, the hospitality industry plays a pivotal role. HANYC continues to anticipate the growing needs of its member hotels within New York City's ever-changing economic and political climate.



Serving the Hotel Industry since 1878, the Hotel Association of New York City is the oldest hotel association in the US and one of the oldest professional trade associations in the nation. Today the Hotel Association of NYC is an internationally recognized leader in New York City's \$5 billion tourism industry, representing nearly 300 of the finest hotels with over 80,000 rooms and approximately 50,000 employees.

The HANYC Foundation seeks to advance issues of importance to hotels such as economic viability, sustainability and corporate and social responsibility through educational and crisis relief initiatives.

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WE **ARE** NYC's
HOTEL INDUSTRY!

ADVOCATE | FACILITATE | EDUCATE
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