



**NATIONAL BUSINESS
TRAVEL ASSOCIATION**

Connecting the Business Travel World

2010 Government Relations Agenda

The National Business Travel Association (NBTA) is the world's premier business travel and corporate meetings organization. NBTA and its regional affiliates—NBTA Asia Pacific, the Brazilian Business Travel Association (ABGEV), NBTA Canada, NBTA Europe, NBTA Mexico and NBTA USA—serve a network of more than 17,000 business travel professionals around the globe with industry-leading events, networking, education & professional development, research, news & information, and advocacy. NBTA members, numbering more than 5,000 in 30 nations, are corporate and government travel and meetings managers, as well as travel service providers. They collectively manage and direct more than \$340 billion of global business travel and meetings expenditures annually on behalf of more than 13 million business travelers within their companies. For nearly 40 years, the association has been dedicated to the professional development of its members and the advancement of the business travel management community through advocacy, education and training, and networking opportunities.

Business Travel is Essential to the U.S. and World Economy



- **About 1 in 30 U.S. workers owe their job to business travel**
- **Business travel contributes \$260 billion in economic impact in the U.S.**
- **Over \$920 billion was spent in international business travel**

NBTA recently released research found that businesses can realize more than \$15 in profit for every \$1 wisely invested in business travel. Accordingly, companies will potentially lose out on nearly \$200 billion of gross profits in this year alone because they are not fully realizing the strategic value of business travel.

In addition to the significant financial impact on individual companies, the study also highlighted the potential benefits business travel can provide to our nation's ailing economy. The study found that considerable investment in business travel could lead to the creation of 5.1 million new jobs and generate more than \$101 billion in tax revenue.

Policy, tax, and funding decisions made by Congress and the Obama Administration affecting business travel will have major impacts on the growth and success of the industry. NBTA's 2010 Government Relations Issue Platforms are the blueprint for the government to help build a stronger industry that will positively impact the world economy.



Issue Platforms



Value of Business Travel

A managed travel program has been proven in the corporate world to be an effective cost savings tool as well as important risk management tool. A managed travel program benefits not only the company but the individual traveler as well. Government not only needs to support and recognize the value of managed travel in the corporate world and, as the largest purchaser of travel in the world, should deploy cutting-edge techniques in the government travel sector.

NBTA supports:

- Bringing world class travel management to government travel marketplace
- Promoting the role of the travel management executive to Congress and the Administration
- Promoting the return on investment of business travel and meetings

NBTA Position: Administration should mandate the use of managed travel program to government agencies.

Health of the Travel Infrastructure

Business travel is dependent on a travel infrastructure that delivers its passengers safely and efficiently.

NBTA supports the proper investment in the future health of our industry's infrastructure including:

- Federal Aviation Administration funding for upgrading the nation's air traffic control system "Project NextGen"
- Non-aviation infrastructure including intermodal travel

NBTA Position: 111th Congress – Increase funding for NextGen projects, including equipage, to speed deployment

Passenger Efficiency and Safety

Global business travelers require a secure and effective transportation system that respects their time, privacy and rights.

NBTA supports a travel system that protects its users from threats and harm of terrorist acts, including:

- Common sense rules and regulations that respect a passenger's basic rights
- Trusted Traveler programs that contain security components and prescreen enrollees

NBTA Position: 111th Congress & Administration should fund the deployment additional imaging machines, re-instate Registered Travel with a security component, and enact FAST Redress legislation.

Fair Taxation and Fees

The business traveler is being taxed excessively to pay for projects and initiatives that are unrelated to transportation infrastructure and efficiency. Moreover, aviation security should be considered national security and funded as much as possible from general revenue sources.

NBTA recognizes that an effective transportation system requires sufficient funding from taxes and fees on the industry that are:

- Proportionate to the cost of the travel
- Applied consistently across the country
- Re-invested to improve and maintain travel infrastructure and not diverted to non-travel spending

NBTA believes collected taxes on the industry should not be diverted to pay for other non-related items.

NBTA Position: 111th Congress and Administration should abstain from raising taxes on the traveling public, including additional Passenger Facility Charges and air user fees.