



**March 13, 2026**

**Letter of Support – Lodging Tax Ordinance Amendment**

Dear Mayor and Members of the Northfield City Council,

On behalf of Northfield Tourism, I would like to express our support for the proposed amendments to the City's lodging tax ordinance.

The ability to partner with the Minnesota Department of Revenue to collect and administer the lodging tax represents a thoughtful and efficient enhancement of the current system. Centralized collection will help improve compliance, simplify reporting for lodging providers, and ensure that taxes are more consistently collected from accommodations intermediaries such as online booking platforms. These improvements will strengthen the effectiveness of the lodging tax program and help ensure that Northfield continues to benefit from visitor spending in our community.

Tourism remains an important contributor to Northfield's economic vitality. Visitors support our hotels, restaurants, retailers, arts organizations, and community events, and the lodging tax plays a critical role in allowing our community to invest in marketing and promotion that attracts those visitors and supports local businesses throughout the year.

We appreciate that the ordinance is being structured in alignment with Minnesota Statute 469.190, ensuring that the full 95% of lodging tax proceeds continues to be directed toward tourism promotion, with administrative costs remaining within the allowable limits.

As part of our continued commitment to strengthening Northfield's visitor economy, the CVB will begin actively promoting our community's third-party rental units on our tourism website. By increasing the visibility, storytelling, and appeal of these unique lodging options, we aim to better showcase the full range of experiences available in Northfield and support increased overnight stays.

I would also like to extend sincere thanks to City staff for their thoughtful work on this ordinance, particularly Emery John, whose efforts and collaboration have helped move this proposal forward. We appreciate the City's continued partnership and commitment to strengthening Northfield's visitor economy.

Thank you for your leadership and consideration.

Sincerely,

**Jane Bartho**

President & CEO

Northfield Area Chamber of Commerce & Tourism