

## HLU Committee

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**From:** Maui\_County Council\_mailbox  
**Sent:** Tuesday, November 4, 2025 7:23 AM  
**To:** HLU Committee  
**Subject:** FW: Bill 9  
**Attachments:** Terri\_Zager\_Bill9\_Testimony\_ONEPAGE.pdf

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From: terri zager <terrizager@gmail.com>  
Sent: Tuesday, November 4, 2025 4:17:59 AM (UTC-10:00) Hawaii  
To: Maui\_County Council\_mailbox; County Clerk; Alice L. Lee; Yukilei Sugimura; Tasha A. Kama; Thomas M. Cook; Gabe Johnson; Tamara A. Paltin; Keani N. Rawlins; Nohe M. Uu-Hodgins; Shane M. Sinenci  
Subject: Bill 9

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Mahalo,  
Terri Zager

**TO: Maui County Council Members**

**FROM: Terri Zager, Wailuku HI**

**SUBJECT: Vote NO on Bill 9 – Stop Maui’s Financial Bleeding**

**Aloha Councilmembers,**

Mahalo for your service and dedication to Bill 9. I urge you to **vote NO**—this bill is already inflicting serious harm on Maui’s economy and families.

### **1. County Revenue Losses**

The *threat* of Bill 9 has already chilled Maui’s condo market. Median condo prices are down ≈35% in the past year (Realtors Association of Maui). That decline alone cuts County property-tax revenue by **\$23 million annually**. Converting STRs to long-term or owner-occupied use drops the tax rate from \$12.50 to \$3.00 per \$1,000—another **\$35 million loss**. Combined: nearly **\$60 million per year** gone—costs that will fall on local homeowners.

### **2. No Affordable Housing Gain**

Even at lower prices, ownership costs for these older condos run **\$3,800–\$4,600 per month** (mortgage, HOA, tax, insurance). These are **hard, unmovable costs** that will only rise with inflation and aging infrastructure. Families would need **\$13,000–\$15,000 per month in income**, far above Maui’s median household income (U.S. Census 2024). Nearly half of these units already sit vacant 30 days or more when listed.

### **3. More Off-Island Buyers**

With values down and lower owner-occupied tax rates, mainland investors are moving fast. Over **50% of recent buyers list non-Maui addresses** (Maui MLS). Across real-estate and political circles, “**Maui is on Sale**” has become shorthand for **policy failure**—a symbol of leadership chasing headlines instead of solutions. Maui’s council is now viewed as an **embarrassment to the profession**—proof that emotion over evidence can cripple an island’s credibility.

### **4. Jobs & Business Impacts**

Each lost STR means lost work for trades, cleaners, managers, restaurants, and tour operators—triggering wider job losses and shrinking small-business income. Visitor lodging taxes from these units generate ≈**\$50 million annually** in GET and TAT revenues (County Finance Dept.).

### **In Summary:**

Bill 9 does not create affordable housing. It drains County revenue, destroys local jobs, and invites outside ownership—while tarnishing Maui’s reputation for responsible leadership. Please **vote NO and stop the bleeding before the damage becomes permanent**.

**Respectfully,**

Terri Zager

Wailuku