

**HB 984 - Mattress Stewardship Program - Establishment**  
Environment and Transportation Committee  
February 27, 2026  
**Position: FAVORABLE WITH AMENDMENT**

*MHLA is the sole statewide organization dedicated to advocacy on behalf of Maryland's lodging industry. Our industry is a powerful economic engine - **765 hotels** support more than **115,000 jobs** statewide, generate **\$7.2 billion in wages and salaries**, contribute **\$2.4 billion in state and local tax revenue**, and drive **\$10.6 billion in guest spending** that strengthens communities across Maryland.*

The Maryland Hotel Lodging Association (MHLA) appreciates the opportunity to provide testimony on House Bill 984. **MHLA supports the environmental objectives of the bill and respectfully requests targeted amendments to clarify producer responsibility and prevent unintended liability for hotel brands.**

Hotels will likely be classified as "commercial consumers" under HB 984. Beginning January 1, 2035, the prohibition on landfill or incinerator disposal of mattresses, except in cases of deep contamination as determined by the Department of the Environment, **reflects practices already widely adopted within the hospitality industry.** MHLA supports this provision.

Under the Mattress Stewardship Program, hotels would pay a Mattress Stewardship Assessment at the point of purchase. The intent of the legislation appears to shift mattress end-of-life management costs from disposal to the point of sale. While this framework provides predictability, it will increase upfront procurement costs for hotels, which replace mattresses on regular capital cycles and often purchase in significant volume.

The bill also contemplates "Premium Collection Service" options, which may apply to hotels due to the scale and scheduling needs associated with commercial mattress replacement. **Clarity regarding when premium services apply and how fees are structured will be important to ensure predictable budgeting.**

Cost oversight by the Mattress Stewardship Advisory Board will be critical. Unlike retailers that can immediately adjust product pricing, hotels operate in a highly competitive, price-sensitive environment. Room rates are frequently negotiated months or years in advance through corporate and group contracts, limiting the ability to pass through significant cost increases.

**Ensuring that assessments remain reasonable and administratively efficient will support successful implementation without unintended economic impacts.**

MHLA has submitted amendment language to clarify that hotel brands are not deemed “producers” solely by virtue of having a brand label on a mattress manufactured and distributed by a separate entity.

Hotels are end users of mattresses. They do not manufacture, import, or distribute mattresses into the Maryland marketplace. Without clarification, brand licensors could inadvertently be swept into producer obligations despite lacking manufacturing control.

If trademark language remains in HB 984, incorporating language allowing hotel brands to contractually assign responsibility to another entity ensures responsibility remains with true producers while still aligning with the bill’s end-of-life goals. The proposed language mirrors language adopted by the Maryland General Assembly in Extended Producer Responsibility legislation (SB 901, 2025), which states:

“A producer does not include an entity that has executed an agreement with another entity, under which the other entity has agreed to assume responsibility by written certification under a producer responsibility program for any packaging materials attributable to the first entity.”

**With the requested amendment regarding producer responsibility, and provided that program implementation avoids disproportionate cost or administrative burdens on commercial consumers, MHLA supports HB 984.**

We appreciate the sponsor’s leadership and stand ready to work collaboratively to ensure the bill achieves its environmental objectives while remaining workable for Maryland’s hospitality industry.

**For more information, please contact:**

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