

## Hildebrandt, Tina

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**From:** Richard de Sam Lazaro (ELCA) s. 22(1) Personal and Confidential  
**Sent:** Thursday, October 26, 2017 5:41 PM  
**To:** Public Hearing  
**Cc:** Krishna, Kaye; Holm, Kathryn  
**Subject:** RE: Request to Present  
**Attachments:** FINAL - 102617 COV.pdf

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

Please find attached my submission on behalf of Expedia, Inc. for consideration at tonight's public hearing. Thank you very much for your understanding and assistance.

Richard de Sam Lazaro

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**From:** Richard de Sam Lazaro (ELCA)  
**Sent:** Thursday, October 26, 2017 11:30 AM  
**To:** 'Public Hearing' <PublicHearing@vancouver.ca>  
**Cc:** 'Krishna, Kaye' <Kaye.Krishna@vancouver.ca>; Holm, Kathryn <Kathryn.Holm@vancouver.ca>  
**Subject:** RE: Request to Present

Good morning,

Thank you so much for the opportunity to speak. I regret I have unavoidable scheduling conflicts this evening and must yield back the #50 space. In lieu of attending in person, I'll submit written testimony on behalf of Expedia, Inc. to the clerk's office this afternoon.

If possible, please express to the Mayor and Councillors my gratitude for the opportunity to address the Council and my apologies for being unable to join them tonight. I look forward to returning to Vancouver as soon as possible!

Yours,

Richard

Richard de Sam Lazaro  
s. 22(1) Personal and Confidential

The logo for Expedia Inc. features a stylized, handwritten-style 'E' in a dark grey color, followed by the text 'expedia inc.' in a lowercase, sans-serif font.

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**From:** Public Hearing [mailto:PublicHearing@vancouver.ca]  
**Sent:** Wednesday, October 18, 2017 8:58 AM  
**To:** Richard de Sam Lazaro (ELCA) s. 22(1) Personal and Confidential; Public Hearing <PublicHearing@vancouver.ca>  
**Subject:** RE: Request to Present

Your request to speak to Vancouver City Council has been received for the following meeting and agenda item:

**Meeting Type:** Public Hearing  
**Meeting Date:** October 24, 2017  
**Meeting Location:** Third Floor, Vancouver City Hall  
**Agenda Item:** 1 - Short Term Rentals: Policy Approach & By-laws

**You are Speaker Number: 50**

Your speaker number indicates your position to speak to Mayor and Council about the agenda item. Numbers are assigned in the order requests to speak are received.

Want to remove your name from the speaker's list? Email [publichearing@vancouver.ca](mailto:publichearing@vancouver.ca)


#### **At the Meeting**

For each agenda item, after staff and applicants make their presentations, the Chair of the meeting invites speakers to make their presentations. You will have five minutes to address City Council (eight if you speak on behalf of three or more people or group representatives that attend). State your name, organization (if applicable), position on the recommendation (in support or opposed), and rationale. After you finish, any member of Council has up to five minutes to ask you questions.

[Track your turn on the @VanCityClerk Twitter feed](#)

Thank you for your interest in speaking to your elected City Council.

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City Clerk's Office  
City of Vancouver  
[publichearing@vancouver.ca](mailto:publichearing@vancouver.ca) | 604-829-4238  
Twitter: [@VanCityClerk Twitter account](#)   
Website: [vancouver.ca/publichearings](http://vancouver.ca/publichearings)

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**From:** Richard de Sam Lazaro (ELCA) s. 22(1) Personal and Confidential  
**Sent:** Wednesday, October 18, 2017 4:38 AM  
**To:** Public Hearing  
**Subject:** Request to Present

To Whom It May Concern—

I would like to request an opportunity to speak at the Public Hearing on Tuesday, October 24 regarding proposed regulations on short-term rentals in Vancouver. Thank you!

Richard de Sam Lazaro  
s. 22(1) Personal and Confidential



expedia inc.



October 26, 2017

**Submission of Richard de Sam Lazaro, Expedia, Northwest Government Affairs Manager  
In Support of a Fair and Effective Short-term Rental Policy for the City of Vancouver**

On behalf of the Expedia family of brands that include vacation rental leaders HomeAway and Vacation Rental by Owner (or “VRBO”), I would like to thank you and city staff for considering fact-based policy that addresses affordable housing concerns while understanding that vacation rentals make up a critical part of Vancouver’s tourism, home ownership, and small business ecosystem. While I was grateful to attend this Tuesday’s public hearing in Council Chambers, I regret that I am unable to attend tonight’s supplemental hearing and ask instead that you accept my comments in writing. I look forward to meeting with each of you in person at your convenience.

HomeAway’s average traveler is a 50-year-old woman traveling with family, typically a group of four or more people, most commonly for vacations or special occasions and for an average stay of seven days. This is not a new market—vacation rentals have been part of Vancouver for decades and have allowed traveling families an authentic Vancouver experience: staying in neighborhoods other than the Downtown Core and patronizing small businesses outside of the traditional hotel and financial district.

Vacation rentals support much more than the tourism and hospitality sector. Many families traveling to Vancouver’s world-class medical community for treatment enjoy the option of staying in a whole-home rental together, and families supported by short-term employment in Vancouver can have a place to call home.

For many local homeowners, owning a vacation rental provides them with the flexibility to explore their passions while also providing for themselves and their families. In fact, more than half of HomeAway’s vacation rental homeowners can cover three quarters of their mortgage by renting their home to travelers.

All of these are reasons to welcome vacation rentals here in Vancouver.

Expedia is encouraged by the open and transparent process that the City is conducting and is grateful to provide input as you consider moving forward. We continue to have concerns about the proposal as written on the grounds that banning vacation rental activity in secondary suites and non-owner occupied second homes would have significant impact on compliance and enforceability while having a questionable impact on the City’s affordable housing crisis. Rentals listed across Expedia, Inc.’s brands total less than 0.22% of Vancouver’s total housing stock and banning whole-home vacation rental will not likely increase the city’s stock of affordable long-term rental property while having a significant negative impact on economic activity and household economies.

As the Council moves forward with this effort, we encourage you to consider three guiding principles:

First, that the most successful regulations are ones that include a registration process for vacation rental owners that is simple and affordable, to encourage compliance and empower local stakeholders. If compliance is not easily achieved, it is likely that the challenges the City is trying to address will persist.

Second, that we recognize the long-standing community of vacation rental owners who have worked tirelessly to welcome travelers to their properties. For generations, the vacation rental community has been a catalyst for small business growth. Indeed, many local family restaurants, coffee shops and boutiques rely upon foot traffic they receive from vacation rental travelers.

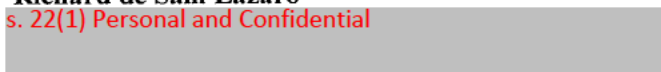
Finally, that we continue to recognize the unique demand filled by vacation rentals and keep them affordable for working families traveling to Vancouver who may not be able to afford comparable hotel accommodations.

Like Vancouver, the City of Seattle is in the throes of an affordable housing crisis. Expedia, Inc. has worked closely and collaboratively with Seattle's City Council and housing advocates to craft short-term rental policy that addresses the need for affordable housing inventory while taking a fact-based, forward thinking approach to regulating the vacation rental economy. I respectfully request the opportunity to discuss Seattle's progress with you and your staff, and how Vancouver may consider similar legislation given its similar policy imperatives.

I look forward to working with you, your colleagues, and City staff to continue to improve these regulations and keep Vancouver's housing market and economy moving forward.

**Richard de Sam Lazaro**

s. 22(1) Personal and Confidential



## Hildebrandt, Tina

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**From:** Johanna Bjarnadottir s. 22(1) Personal and Confidential  
**Sent:** Thursday, October 26, 2017 4:30 PM  
**To:** Public Hearing  
**Subject:** Airbnb and short term rentals.

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

Dear Council Members,

I attended the meeting last Tuesday night and i'm planning on being there again tonight.

In my opinion if the city bans or increases regulates on short term rentals in Vancouver, the outcome will be even worse shortage of rental units and increased rental prices/hotel prices.

I also think that if you own a property in a resident neighbourhood all the buildings on that property are your principal resident.

I think it's a huge misconception that Airbnb and other platforms have taken thousands of units out of the long term rental market I think the opposite is true. I think they have been able to bring into the rental market units that were previously not rented out.

It seems the head of Canada Mortgage and Housing Corp, feels that it also true.

" OTTAWA -- Canada's housing agency is looking to an unlikely ally in a bid to boost the stock of affordable rental housing: Airbnb.

The head of the Canada Mortgage and Housing Corporation, says he believes short-term rental companies like Airbnb and Vacation Rental By Owner (VRBO) could help increase the rental supply in the country and, in turn, possibly reduce rents.

The government's upcoming national housing strategy will have a heavy focus on increasing the supply of affordable housing options, including rental units. Airbnb alone offers the potential for tens of thousands of units "

I have also noticed that when I look at houses for sale in Vancouver, so many of them have vacant basement suites. Why do you think that is?

I think that Airbnb and platforms like them, have much better chance in bringing those unit out into the rental market in a short term or as long term rentals. What is so great about Airbnb and platforms like theres is they screen both the host and the guest, so people will have a easier time finding the right match for there rental property,  
which insures safety for both renters and owners.

I think Mr. Wachsmun hit the nail on the head in what he said to CTV News when he said:

" To keep those units in the rental market, governments have to create incentives where few currently exist, said said Wachsmuth, an assistant professor of urban planning."

Instead of banning short term rental and regulating them to much, why not try to work with Airbnb as they have such a good platform already. Ultimately I think they would be able to help the city to get lot of those empty basement suites and empty rooms in houses into the market.

So I ask all of you to say NO to this proposal!

Sincerely,  
Johanna Bjarnadottir

## Hildebrandt, Tina

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**From:** Raza Mirza s. 22(1) Personal and Confidential  
**Sent:** Thursday, October 26, 2017 4:16 PM  
**To:** Public Hearing  
**Subject:** I OPPOSE AirBnB in city of Vancouver and it should be completely shutdown immediately

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

Hi,

I oppose allowing AirBnB in city of Vancouver and it should be completely shutdown immediately.

The name AirBnB, itself makes it very clearly, it is a platform which is meant to connect guests with Bed & Breakfast operators and as added value lets operators manage bookings online. The City of Vancouver already has bylaws for Bed & Breakfast operators and those Bed & Breakfast bylaws should apply to anyone offering service on AirBnB.

If council doesn't know city's bylaws, it can read a summary here:  
<http://vancouver.ca/doing-b.../bed-and-breakfast-business.aspx>

- Bed & Breakfast bylaws limit operators to a maximum of:
  - Two bedrooms
  - Four guests
- Other requirements are
  - One additional parking space
  - Payment of a one-time Development and Building permit fee
  - An approved safety inspection from a City Inspector
  - City of Vancouver Business Licence

Even at a quick glance:

- There are at least 119 (actual number likely higher) in violation of maximum rooms limit
- There are at least 289 (actual number likely higher) in violation of maximum guests limit
- The platform makes it extremely hard to get the number of operators in violation of parking requirement
- And most current operators have neither paid Development and Building permit fees nor had they completed a safety inspection from a City Inspector

These operators offering home are in violation of City of Vancouver's Bed & Breakfast bylaws, and are putting the life of their guests and their neighbours at risk, and therefore should be shutdown immediately.

Thanks and regards,

-Raza Mirza  
s. 22(1) Personal and Confidential



## Hildebrandt, Tina

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**From:** Claire Knight s. 22(1) Personal and Confidential  
**Sent:** Thursday, October 26, 2017 4:07 PM  
**To:** Public Hearing  
**Cc:** Howard  
**Subject:** Proposed short term rental regulations

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

Mayor Robertson and Vancouver City Councillors,

Our names are Claire Knight and Howard Vornbrock. We have a secondary suite in the basement of our principle residence which is currently listed on Airbnb.

We are speaking in support of short term rentals in secondary suites and against this proposal as it would not allow us to rent our suite for short term.

These are our reasons:

- As retired homeowners, and both of us being cancer survivors, short term rentals allow us to be able to afford to remain in our home in Vancouver.
- Our taxes have gone up dramatically in the past few years, which has made it very difficult to continue to live in our home without the support of short term rental income.
- Short term rental allows us the flexibility of having our family and friends come to stay in our suite at different times of the year.
- Prior to short term renting, we had our daughter living in the suite and previous to her we had our mother living there. We would not consider renting the suite again to long term renters as we have had difficulties with previous long term renters damaging the suite and not paying rent consistently.
- Vancouver is a very expensive city and the cost of hotel accommodation is very high. Our rental makes it affordable for more tourists to visit Vancouver.
- We have had many guests from different cultures who have expressed their appreciation for being able to have a fully stocked kitchen and also being able to cook their own food and eat and stay together as a family.
- While staying in our neighbourhood, our guests are spending their tourist dollars on many small, local businesses. As hosts we supply our guests with products bought from local, small businesses in our neighbourhood. Instead of staying in the downtown core and spending tourist dollars there, this money is spread to many different neighbourhoods.
- We also believe that the responsibility for affordable rental housing lies with governments and policies and it should not be individual homeowners who shoulder the blame and burden for the lack of affordable rental housing.

Thank you,  
Claire Knight and Howard Vornbrock

Sent from my iPad