



**Rosedale on Robson
Suite Hotel**

City of Vancouver
453 West 12th Avenue
Vancouver, B.C.

October 20, 2017

VIA Email

Attention: Mr. Mayor and Councillors:

RE: Short-term Rental Industry

As a community member and Hotel General Manager in Vancouver, I am writing you to express my deep concern about the short-term rental industry and its potential effects on the community, Vancouver's hotel sector and its employees.

The Problem: Dramatic Rise in Underground Commercial Operators

Home sharing platforms, such as Airbnb, have grown tremendously in popularity. However, what started out as true home sharing – where the owner is present during the guest's stay – has expanded into a growing trend: people using these platforms to become commercial operators. "Commercial operators" is a term used to describe the phenomenon that is occurring in which multiple units or whole homes are being rented out on a consistent basis. Effectively, these operators are repurposing residential homes for commercial use and are running underground hotels.

In Vancouver, over the past 2-year period, revenue generated by multi-unit entire home hosts increased by 94%, totaling more than \$32 million. Additionally, 40% of Metro Vancouver's units were rented out for more than 90 days in the past 12 months, earning more than 80% of Airbnb's revenues. In Canada, almost one third of Airbnb's revenue is generated through actively managed businesses – ones that do not resemble the original concept of home-sharing.

Meaningful Jobs Are At Risk

This unregulated market and growth in commercial operations is concerning for many reasons. First, there are profound consequences for the good jobs created by the hotel industry, which functions as a key pillar of Vancouver's vibrant tourism sector. Metro Vancouver's hotel sector supports approximately 12,100 fulltime equivalent jobs, compared to approximately 230 supported by Airbnb. Many of these hotel jobs will be in jeopardy if the city continues to allow underground commercial operations to run through Airbnb. These are not just jobs, they are livelihoods. Hotels offer many Vancouverites and new Canadians an opportunity to enter into the job market, build skills through on-site training and launch meaningful careers. Any new regulation should take into account

the significant job creation that occurs through the hotel business model, and strive to protect these jobs.

Affordable Housing is At Risk:

Airbnb's operations have had a profound impact on affordable housing – an issue that had already reached a critical state in Vancouver. Given this reality, it should not be possible for commercial operators to repurpose residential homes for commercial use. Hotel employees working in Vancouver are struggling to find places to live, with many having to commute hours to work each day. The rights of Vancouverites to have meaningful work in Vancouver and a place to live should be of paramount importance to council. For this reason, I am strongly encouraging council to limit the use of platforms like Airbnb, to principal residences and to pass the regulations as they are currently written.

Lost Tax Revenue:

There is considerable tax loss occurring today. Currently, no GST or provincial sales taxes that are applied to the hotel sector are being paid by Airbnb or similar platforms. Marketing funds are being supported by hotels alone, and yet hosts are benefitting from these activities. Both hotels and Airbnb hosts are in the accommodation business and the rules should be applied evenly to both. It is estimated that hotel room sales generate \$177 million in consumer taxes and fees. Applying the same rates to Vancouver's Airbnb sector has the potential to generate an estimated \$15.5 million in consumer taxes and fees, and that number is growing daily.

Commercial operators who are running defacto hotels through Airbnb avoid having to pay commercial property tax because their businesses are located in the middle of residentially zoned areas. The property tax differential between commercial buildings and residential homes is vast, and the city is not realizing its tax revenue. The same rules should be applied to all players who offer accommodation to guests visiting our city.

Negative Impacts on Communities:

Finally, it is important to note that commercial operators, who do not offer security or supervision on the premise, are having an unfortunate impact on communities. Reports of nuisance, disruption and crime are increasing. People no longer know their neighbours, and guests are increasingly at risk since health and safety standards and inspections are not in place. This underground reality further underscores the need to limit the use of these platforms to one's primary residence.

Enforcement is Critical:

While Vancouver is moving in the right direction by proposing to limit short-term rentals to primary residences, it will be imperative to also ensure that this policy is truly enforceable. As it currently stands, the proposed regulatory framework is missing one critical element: Airbnb and similar platforms must be held accountable for the listings on their sites and follow the law. Without this piece, there is potential for regulatory failure.

I am strongly recommending that council make it mandatory for all hosts to have a license or permit in order to ensure that all units listed on the platform are legal, safe, and are indeed principal residences. In practice, this would mean that Airbnb and other similar platforms would have to take responsibility for the listings on their site, allowing only hosts in compliance with regulations to be listed. This is a reasonable request and it would prevent the further growth of unlawful listings. This approach is being considered by other cities such as Toronto and San Francisco, and I would like to encourage Vancouver to follow suit.

I am optimistic that Vancouver City Council will approve the regulations as they have been proposed, limiting the use of home-sharing platforms to principal residences, and I am asking the council to please include the enforcement mechanism, such as the one listed above, to ensure success.

On behalf of the hotel and our valued team members, I thank you for your important work on this critical issue.

Yours truly:
ROSEDALE ON ROBSON SUITE HOTEL INC.

s.22(1) Personal and Confidential



James D. Miller
General Manager

s.22(1) Personal and Confidential



Kennett, Bonnie

From: Christopher Correia s.22(1) Personal and Confidential
Sent: Sunday, October 22, 2017 3:57 PM
To: Public Hearing
Subject: TEXT AMENDMENT: Regulating Short-Term Rentals in Vancouver

I support increasing regulation for Short-Term Rentals in Vancouver in order to reduce the negative affect to the local supply of housing. At this time and until further study, Vancouver must not allow units other than a principle residence to be used for Short-Term Rental.

Thank you,

Christopher

Kennett, Bonnie

From: Q D s.22(1) Personal and Confidential
Sent: Sunday, October 22, 2017 8:28 PM
To: Public Hearing
Subject: Letter to City Council Regarding STRs
Attachments: Regulating Short Term Rentals - Letter from Q. Duong.pdf

Hello,

I am unable to attend the public hearing due to a work conference; however, I wrote a letter to discuss my support of STRs in principal residences, basement suites and laneway homes.

I have attached my letter and listed the contents below.

Thank you!

Q. Duong

Q. Duong
Vancouver, BC
s.22(1) Personal and Confidential

October 22, 2017

City of Vancouver
City Council

Dear City Council:

I would like to express my feedback and comments regarding the plan to regulate short term rentals. I strongly support the City Council's recommendation in allowing short term rentals in principal residences, legal basement suites and laneway homes.

My wife and I recently purchased a small house in the Commercial Drive area and we have a basement suite that we would be interested in listing on Airbnb. Due to the size of our main house, we cannot rent out the basement suite to long term tenants as our family regularly visits from Vietnam and Hong Kong. We would like to make some extra income when our family is not in town. I think it's important that homeowners get the option to have short term rentals as long as it's their primary residence and the basement suite is legal.

Any revenue that we would make from Airbnb would be fully reported to the CRA and we are more than happy to collect any federal, provincial or local (MRDT/hotel) taxes. Our basement suite was rented for a short period of time and we will be reporting the rental income. There is a lot of unreported rental income from illegal suites and even from legal suites. By allowing short term rentals, homeowners will be more liable for reporting income and this will help increase income tax revenue for the government.

I currently work as as Sales Manager of a recognized hotel brand in Richmond. The municipality recently banned short term rentals, which I feel is to the detriment of the city and obviously a huge benefit to the Richmond hotel industry. Richmond has the title as the highest hotel occupancy rate of all cities in North America for 4 consecutive years. It has a higher occupancy rate than major cities such as Vancouver, Toronto, San Francisco and New York.

A high occupancy rate in cities is great for accommodation providers, but bad for tourists and international events. Vancouver area hotels have experienced a boom for hotel rates and occupancy since 2015 and now the hotel rates are becoming an issue for tourists and conferences. International conferences are now using Airbnb as a platform for their delegates to find accommodation during their conference in Vancouver as the hotel rates are extremely high. Short term rental sites like Airbnb have partnered with many international conventions to help find accommodation for delegates. If there was no availability of hotel rooms, then delegates will not come to Vancouver.

In June 2015, Vancouver hosted one of the largest conventions to date. It was the World Congress on Dermatology and it brought over 12,000 delegates to the city, 10,000 of which needed hotel rooms. Downtown Vancouver and surrounding areas were completely sold out and hotel rates were in excess of \$800 per night. This event had a profound impact on other tourist sectors such as the cruise ship industry, Asian tour groups and even business travelers, to the point that a lot of groups cancelled trips or changed destinations. Ancillary revenue from tourists generates a lot of revenue for other hospitality sectors, such as air travel, car rentals, restaurants, taxis, public transportation and retail. A loss of tourists = loss of ancillary revenue.

In May 2018, Vancouver will be host to the OpenStack Summit that will bring 8,000 delegates to the city. Hotels are already anticipating the increase in demand and rates will be extremely high.

The ancillary revenue is also very important to Vancouver communities. Short term rentals bring in tourists and visitors to all neighbourhoods. This is especially important as most hotel accommodation in Vancouver is located in downtown Vancouver. I live in the Commercial Drive area and there are a lot of small business owners. Short term rentals will help attract more tourists and visitors to our area and increase the revenue for these small business owners, who all pay corporate tax to the government. This extra revenue is helpful for other businesses in less dense communities as well.

If Vancouver does not permit short term rentals, then surrounding municipalities with looser regulations, such as Burnaby, New Westminster and Surrey will benefit.

I strongly hope that City Council will allow short term rentals in legal basement suites.

Sincerely,

Q. Duong

Q. Duong

Vancouver, BC

5.22(1) Personal and Confidential



October 22, 2017

City of Vancouver

City Council

Dear City Council:

I would like to express my feedback and comments regarding the plan to regulate short term rentals. I strongly support the City Council's recommendation in allowing short term rentals in principal residences, legal basement suites and laneway homes.

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Any revenue that we would make from Airbnb would be fully reported to the CRA and we are more than happy to collect any federal, provincial or local (MRDT/hotel) taxes. Our basement suite was rented for a short period of time and we will be reporting the rental income. There is a lot of unreported rental income from illegal suites and even from legal suites. By allowing short term rentals, homeowners will be more liable for reporting income and this will help increase income tax revenue for the government.

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If Vancouver does not permit short term rentals, then surrounding municipalities with looser regulations, such as Burnaby, New Westminster and Surrey will benefit.

I strongly hope that City Council will allow short term rentals in legal basement suites.

Sincerely,

Q. Duong

Kennett, Bonnie

From: Davinder Parmar s.22(1) Personal and Confidential
Sent: Sunday, October 22, 2017 9:53 PM
To: Public Hearing
Subject: Short-term rentals

Good Day Mr. Mayor and council,

I am writing this letter after being aware through local news, in regards to voting n decision of short term rentals.

I want to make you and other officials aware, I am in support of Airbnb and any other short term rental programmes.

Reasons:

- Short term rentals are not meant to increase housing demand, but to help locals (which includes property owners and local businesses) to prosperous and visitors to visit our beautiful city. All hotels in Vancouver city are in downtown core, and in lack of short tern rentals, local businesses outside downtown core are losing their fair-share to serve and earn. Not to mention, hotels cost anywhere from \$300-700/night(only if available), and any middle income family cannot afford it, as I will not be able to afford either.
- There are hardly any hotels outside Downtown core, only three I can count are Holiday Inn Broadway; Park Plaza and Atrium Inn(Holiday Inn) at PNE. When I have to invite some guests to our city for any family function like wedding etc., they are just limited to stay downtown, 15Kms away from my house or venue, which is not right either.

I strongly suggest to make short term rentals a business licence requirement, and to run as a family secondary income.

For any reasons, I can be contacted at info given below.

Sincerely,
Davinder Parmar
s.22(1) Personal and Confidential
[Redacted]
Vancouver B.C.

Kennett, Bonnie

From: C Erica s.22(1) Personal and Confidential
Sent: Monday, October 23, 2017 4:09 AM
To: Public Hearing
Subject: public hearing on the proposed regulation for short-term rentals
Attachments: floorplan-Rolston.jpg

Importance: High

Hello,

My name is Erica Choi who is home owner in unit 1207 from Rolston condo in downtown. I believe The City of Vancouver is holding a public hearing on the proposed regulation for short-term rentals on October 24th, 2017 and I am hoping my suggestion with situation can be concerned.

First of all, I like the idea of new proposed regulation for short term rentals for the purpose that can increase vacancy of rentable homes for long term renters who need a place to live in Vancouver and prevent to increase of investors who prefers to hold their property for better income can earns by renting toward to short-term (Airbnb) that causes goes up more rental coast for people who need a place for long term as it is hard to find vacancy for them. However, there is a home owner who needs a roommate for long term it can be afford mortgage but in a hard situation to find a long-term roommate due to it's one bedroom unit and rent for living room is not attractive for long-term renters from my experience.

I did Airbnb before to have guest in my living room because of reasons:

1. **Finance reason**: I lost job that paid me well due to organization was sold business so needed to find the way for paying my mortgage fee in hurry
2. **Not suitable unit for long-term roommate**: was having difficulty to find a roommate as the floor plan how it designed. Living room is hard to find a roommate for long term and I need to across the living room due to my room door's location. (Please find attached floor plan). Previous roommate was complain about it and she didn't even pay rent fee so I had to do Airbnb instead.
3. I did not know if the Airbnb is not allowed until I got a letter from Manager of my building for paying fine for it. Now I am in even more difficult situation.

I hope the new regulation can have adjust or exception to allow for short-term rent for homeowner who lives in their property and it's not suitable unit have for long-term roommate due to the unit size, floor plan design so that the homeowner still be able to afford to pay mortgage by short-term rent

Please find attached my unit floor plan so you can see it is hard to find a roommate for long-term to rent my living room (I'm using a room). Thank you very much in advance your consideration.

Sincerely,
Erica Choi s.22(1) Personal and Confidential

s.22(1) Personal and Confidential

SUITE EDITION

INTERIOR (SQ. FT.)

BALCONY (SQ. FT.)

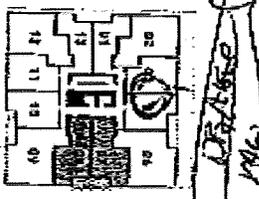
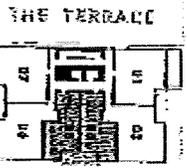
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#01, #02, #03, #07 - 588

#05, #08 - 589

Madison Hillway
Circle in Suites
507, 627, 707,
7, 1107, 1207,
1307, 1803, 1903,
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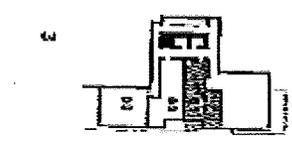
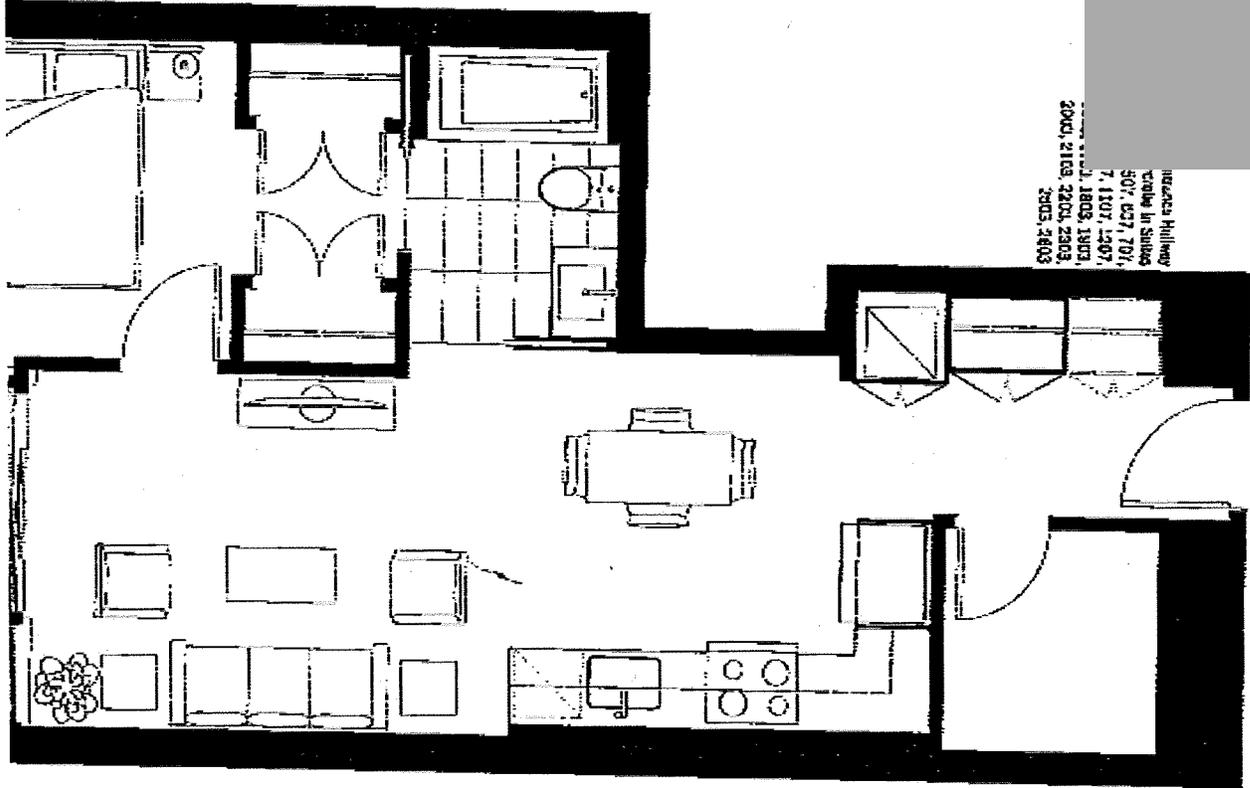


R-12

Cronwell

Bolton

Good
Good Data



3

Kennett, Bonnie

From: Alana Baker s.22(1) Personal and Confidential
Sent: Monday, October 23, 2017 6:54 AM
To: Public Hearing
Subject: Public Hearing - Regulating Short-Term Rentals in Vancouver

Good morning,

I am writing to express my deep concern about the short-term rental industry and its potential effects on the community, Vancouver's hotel sector, and its employees.

The Problem: Dramatic Rise in Underground Commercial Operators

Home sharing platforms, such as Airbnb, have grown tremendously in popularity. However, what started as true home sharing - where the owner is present during the guest's stay - has expanded into a growing trend: people using these platforms to become commercial operators. "Commercial operators" is a term used to describe the phenomenon that is occurring in which multiple-units or whole homes are being rented out on a consistent basis. Effectively, these operators are repurposing residential homes for commercial use and are running underground hotels.

In Vancouver over the past 2-year period, revenue generated by multi-unit entire-home hosts increased by 94%, totaling more than \$32 million. Additionally, 40% of Metro Vancouver's units were rented out for more than 90 days in the past 12 months, earning more than 80% of Airbnb's revenues. In Canada, almost one-third of Airbnb's revenue is generated through actively managed businesses - ones that do not resemble the original concept of home-sharing.

Meaningful Jobs Are At Risk

This unregulated market and growth in commercial operations is concerning for many reasons. First, there are profound consequences for the good jobs created in the hotel industry, which functions as a key pillar of Vancouver's vibrant tourism sector. Metro Vancouver's hotel sector supports approximately 12,100 full-time equivalent jobs, compared to approximately 230 supported by Airbnb. Many of these hotel jobs will be in jeopardy if the city continues to allow underground commercial operations to run through Airbnb. These are not just jobs, they are livelihoods. Hotels offer many Vancouverites and new Canadians an opportunity to enter into the job market, build skills through on-site training and launch meaningful careers. Any new regulation should take into account the significant job creation that occurs through the hotel business model, and strive to protect these jobs.

Affordable Housing Is At Risk

Airbnb's operations have had a profound impact on affordable housing - an issue that has already reached a critical state in Vancouver. Given this reality, it should not be possible for commercial operators to repurpose residential homes for commercial use. Hotel employees working in Vancouver are struggling to find places to live, with many having to commute hours to work each day. The rights of Vancouverites to have meaningful work in Vancouver and a place to live should be of paramount importance to council. For this reason, I am strongly encouraging council to limit the use of platforms, like Airbnb, to principal residences and to pass the regulations as they are currently written.

Lost Tax Revenue

There is considerable tax loss occurring today. Currently, no GST or provincial sales taxes that are applied to the hotel sector are being paid by Airbnb or similar platforms. Marketing funds are being supported by hotels alone, and yet hosts are benefiting from these activities. Both hotels and Airbnb hosts are in the accommodation business and the rules should be applied evenly to both. It is estimated that hotel room sales generate \$177 million in consumer taxes and fees. Applying the same rates to Vancouver's Airbnb sector has the potential to generate an estimated \$15.5 million in consumer taxes and fees, and that number is growing daily.

Commercial operators who are running defacto hotels through Airbnb avoid having to pay commercial property tax because their businesses are located in the middle of residentially-zoned areas. The property tax differential between

commercial buildings and residential homes is vast, and the city is not realizing this tax revenue. The same rules should be applied to all players who offer accommodation to guests visiting the city.

Negative Impacts on Communities

Finally, it is important to note that commercial operators, who do not offer security or supervision on the premise, are having an unfortunate impact on communities. Reports of nuisance, disruption and crime are increasing. People no longer know their neighbours, and guests are increasingly at risk since health and safety standards and inspections are not in place. This underground reality further underscores the need to limit the use of these platforms to one's primary residence.

Enforcement is Critical

While Vancouver is moving in the right direction by proposing to limit short-term rentals to primary residences, it will be imperative to also ensure that the policy is truly enforceable. As it currently stands, the proposed regulatory framework is missing one critical element: Airbnb and similar platforms must be held accountable for the listings on their sites and follow the law. Without this piece, there is potential for regulatory failure.

I am strongly recommending that council make it mandatory for all hosts to have a license or permit in order to ensure that all units listed on the platform are legal, safe and are indeed principal residences. In practice, this would mean that Airbnb and other similar platforms would have to take responsibility for the listings on their site, allowing only hosts in compliance with regulations to be listed. This is a reasonable request and it would prevent the further growth of unlawful listings. This approach is being considered by Toronto and San Francisco, and I would like to encourage Vancouver to follow suit.

I am optimistic that the Vancouver City Council will approve the regulations as they have been proposed, limiting use of home-sharing platforms to principal residences, and I am asking the council to please include an enforcement mechanism, such as the one listed above, to ensure its success.

Thank you for your important work on this critical issue.

Sincerely,

Alana Baker

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Kennett, Bonnie

From: Linda Rainaldi s.22(1) Personal and Confidential
Sent: Monday, October 23, 2017 9:48 AM
To: Public Hearing
Subject: Public hearing Oct 24 re short-term rentals

Dear Sirs:

Please accept this email in support of short-term housing rentals for one's primary residence. I write on behalf of senior women in Vancouver.

The fastest growing demographic for Airbnb hosts in Canada is single women over 60 years of age. Many women in this age group have found themselves unprepared for living as senior citizens, despite having been responsible and contributing members of the community. They have had careers, raised children, cared for ageing parents, been divorced, widowed, or chosen to live alone. Despite having planned for retirement, they are caught short financially in their senior years. It is very difficult to live alone, on one income, in Vancouver. Property taxes have increased, home-owner grants have been revoked, and the cost of living has risen astronomically. Short-term rental hosting provides this senior demographic with much-needed income for living in Vancouver.

To suggest that short-term rental hosts are 'greedy' is inaccurate. The extra income typically covers no more than the cost of annual home maintenance. To suggest that short-term rental hosting is 'easy' is not accurate. Renting one's primary residence means that the host has to impose on friends or family for accommodation while her home is rented out. To suggest that short-term rentals are the cause of Vancouver's rental crisis is simply not true, particularly for those who rent their primary residence. To prohibit short-term rentals would not result in any of these primary residences being available for rent.

In short, senior women resent being blamed for a housing crisis they did not cause. They resent the City's irresponsible use of their tax dollars for unnecessary, indulgent projects such as the Arbutus Greenway instead of addressing more pressing concerns, such as affordable housing.

Sincerely,

Linda Rainaldi

Kennett, Bonnie

From: Stephen Wong s.22(1) Personal and Confidential
Sent: Monday, October 23, 2017 10:43 AM
To: Public Hearing
Subject: airbnb host

Dear City Councillors,

My wife and I live in a townhouse in East Vancouver that we own and our strata by-laws allow us to home share. We Airbnb one room in our home periodically through the year to supplement our income. We report the income and pay our taxes. We have been hosts for almost 2 years.

I think Airbnb and similar home sharing platforms allow people of different socioeconomic statuses to visit our beautiful city. Some visitors might not be able to afford to visit Vancouver if they could only stay in a hotel and do not wish to stay in a hostel due to security and privacy reasons. Home sharing brings in revenue to local businesses, especially those outside of the downtown core. Another situation is when people are looking to immigrate to Vancouver. It is difficult for them to find a long-term rental because landlords would like to interview them and get references. Also, as you can imagine, if you were going to immigrate to a new city/country you would like to see the home you would be agreeing to for a 6 month or 1 year lease before you signed an agreement. Airbnb allows these people to find cheaper temporary housing until they are able to find jobs and a suitable long-term rental.

The income that hosts earn goes back into the local economy through taxes and increased spending. From our personal experience, we are purchasing items to decorate and furnish the space, food items, laundry supplies, bathroom necessities etc. The extra income allows us to stay in Vancouver and spend our money in Vancouver.

I agree with most of the proposal for STR. I agree hosts should not be operating several units in several different properties. However, for detached home owners who have legal/illegal suites. I feel these owners should be allowed to rent to long-term tenants or STR. I don't think it takes away from rental stock because the home owner is not obligated to rent the suite. They own the home and should have the choice to rent it how they see fit, STR or long-term tenant. I think the same should apply to lane way houses. People may build them to have their family/in-laws closer and when they are away, use STR for additional income. I think part of the problem lies in the landlord/tenant laws, where tenants have much more power in the relationship. I have heard plenty of horror stories of tenants not paying rent and occupying the suite for months until court action is required and acted upon. This is huge financial loss and risk for home owners. I understand this risk can be reduced by screening potential tenants thoroughly. However, tenants also have rights not be discriminated against. This can be a tricky situation to navigate that may turn off potential landlords.

I do not agree hosts should have to post their entire business licence on their listing for privacy and security issues. I think it would sufficient to put #BLxxxxx123. I work in mental health and I don't want patients to be able to find out where I live by accident. Additionally, for security, if thieves found high quality homes to steal from based on listing photos, they could search the business license and get the exact address.

In short, Airbnb is not the issue. I think it is good for the city and there are bigger issues contributing to the lack of long-term rentals and affordable housing.

Thank you for your time.

Ludwig, Nicole

From: Sylvia Nikolova 5.22(1) Personal and Confidential
Sent: Monday, October 23, 2017 9:03 PM
To: Public Hearing
Subject: Public hearing - short term rentals

Dear Mayor and City Council,

I fully support your consideration to restrict and regulate Airbnb suites. Hopefully, if your proposal is accepted it will also be enforced. As we all know, Airbnb suites are illegal in Vancouver, but contrary to that there are thousands of suites that are being rented out. There clearly isn't much enforcement or consequences to renting out suites illegally on Airbnb or similar sites, and I am really hoping that this will change soon.

As a long time resident of Vancouver, I am deeply saddened and disturbed as to what is happening with the housing market in Vancouver. It is ridiculously expensive to buy a property and rents now are becoming unaffordable for many people. We are a young family with a 6 month old that are currently renting an investment property and worry every day that the investor will decide to sell or renovate our apartment and we will be forced on the street. With nearly impossible to find affordable housing in Vancouver (and with a baby and a pet), we don't know what we will do and might be forced to leave Vancouver not at our will. Looking at the Westend where we live, there are hundreds of Airbnb rentals just in a few block radius. A lot of those listings are in rental buildings that greedy people are using to make money on the backs of everyone else. There is absolutely no doubt that Airbnb suites are taking down the long term rental stock in the city - it is extremely clear just by looking at the listings that are available year around.

By not regulating and enforcing Airbnb rules, the city is penalizing the citizens that can't afford to buy. You are penalizing young people and families, seniors and anybody that does not have a million dollars lying around. It should not be this hard to find housing and this is a right that every one in this city should have. Please protect us and put strict restrictions and enforce them on Airbnb units, so that we can find much needed housing in a city that is becoming increasing unaffordable for the working middle class.

Thanks,
Sylvia

Ludwig, Nicole

From: S.Black s.22(1) Personal and Confidential
Sent: Tuesday, October 24, 2017 3:04 AM
To: Public Hearing
Subject: Re: Airbnb regulations.

Dear Council Members,

I am writing to add my voice in support of new legislation to regulate STRs in Vancouver. I appreciate that Vancouver is faced with a serious housing shortage but do not think the crisis is solely the result of the increasing numbers of STRs.

Lumping all STRs together is a mistake as there are many differences amongst STR accommodations and I'm glad that City Council has made some differentiation between STRs. Many folks, like myself, may sometimes choose to rent out rooms short term, but for a number of reasons would not be renting these rooms out long-term in any case. Others are renting out multiple units purchased (or rented) solely for the purpose of income from STRs.

I have lived in my own small home for decades and have basement rooms that would not work out as long term rentals but this summer, I was able to host a number of short term guests in the space that worked out well for all parties involved. The rooms are small, not full height and not sound-proof from the rest of the house. I also have a room in the basement to accommodate the things people usually house in basements: furnace & water heater, a freezer, bicycles, paint & garden tools etc--I can continue to access this utility room every several days (between guests) and certainly could not do this if the place were rented long-term.

Acquaintances have looked at the space as potential places to live for a few months but told me that they could not see themselves living there for months. However, the coziness of the fully furnished rooms is perfect for visitors who only need the space for a few days (or a week) or a student /someone re-locating to Vancouver that needs time to look for longer term accommodation.

I have also accommodated numbers of friends and family who sometimes need a place while they are visiting in Vancouver and with STRs, can continue to do so when needed.

The modest rooms I rent out in my home are a far cry from the multi-room high-end suites with panoramic views that are also marketed as STRs on "home-sharing" sites. My reasons for renting out on Airbnb are not identical to that of owners of those suites. Being retired and trying to stay in my own home is a challenge with rising taxes, insurance and energy bills: the income I have made from the rentals has allowed me to make long-and-much-needed home repairs. Having the option to share my home at times with folks from

other countries--whether they are on vacation or attending a conference--has been a rewarding experience beyond being a financial aid.

I think my rentals have also benefited numbers of local businesses as most of my guests (on my recommendations) have spent a lot of their tourist dollars locally for food, drinks and entertainment rather than heading to our downtown area. Every one of those guests has appreciated being hosted locally and affordably-- some have told me they would not have come to Vancouver if they would have had to pay typical hotel rates. They have universally been very polite and friendly to my neighbors and none of my neighbors has been negatively impacted by my international guests.

I welcome the City's proposals to issue licenses to those who want to put their homes on STR sites although I think it will be a challenge to enforce.

I also agree with the City's proposals to not issue licenses to those who buy multiple condominiums in order to rent them out short term. These latter STR suites may well be contributing to shortages in available homes for Vancouver folks to purchase and to rent, although they are only one factor in a complex housing situation. (These suites also depart from the original Airbnb idea of international "home-sharing").

I appreciate that Council Members are working to develop these new STR regulations and also appreciative that in the process, Council has not painted all STRs with the same brush but are allowing homeowners and tenants an option to make living in Vancouver more affordable.

Thanks for reading.

Sincerely,
Sara Black

Ludwig, Nicole

From: joanne s. s.22(1) Personal and Confidential
Sent: Tuesday, October 24, 2017 6:15 AM
To: Public Hearing
Subject: Home Sharing

I believe there should be regulations on Airbnb. People should not take away a rental space from folks who want to LIVE in Vancouver. I know it is extremely expensive here, but a space could be rented to a student or worker.

I love Airbnb while traveling, hotels are outrageously priced, but if a city is in crisis for rentals then regulations need to apply.

Airbnb host I suspect are NOT paying taxes on their income either. It is for sure a help with your bills etc. perhaps people could help some who wants to live here and also host Airbnb part time.

Thank you

Sent from my iPhone

Ludwig, Nicole

From: Anne Vavrik s.22(1) Personal and Confidential
Sent: Monday, October 23, 2017 9:17 PM
To: Public Hearing
Subject: Writing in support of regulating short-term rentals

Hello,

I am writing in favour of regulating short-term rentals, such as those on AirBnb. I am considering this a support to the proposed legislation in that I think it needs to be restricted and the current "grey area" version is not doing this. I would also support an out-right ban but accept that the proposal is better than nothing.

I am sure you are aware of how difficult it is to find a rental in Vancouver. It is hugely disheartening to see how many suites are set aside for short-term rentals given the current lack of vacancy. We are already seeing the brain-drain and difficulty in staffing vacant positions in a variety of industries that is happening because people cannot find housing in Vancouver. Allowing thousands of suites to be taken away from residents is only adding to this.

I have also had the unfortunate experience of living under a suite used for these. It was like living 24/7 in a hostel. A constant parade of changing people, not sense of community and because they were all on vacation, they treated the space that way. Regular mid-week parties, not efforts to cooperate or take care of the space and so much garbage. I think landlords should be aware of this as the listing was done by other tenants. They rented the suite and never told the landlord what was happening. The landlord only found out when I let her know and pointed out the damage that was done by the guests.

Thank you.
Anne

I am concerned that this legislation will not be enforced. The current illegal listings do not seem to be or rely on neighbors of listings to do so



Mayor and Council Feedback

Case number: 101010323642

Case created: 2017-10-23, 03:12:00 PM

Incident Location

Address: , ,
Address2:
Location name:

Contact Details

Name: Lucinda ,
Address: ,
Address2:
Phone: Email: s.22(1) Personal and Confidential
Alt. Phone: Preferred contact method: Either

Request Details

1. Describe details (who, what, where, when, why):

Please, please, please bring ridesharing and short term rentals to Vancouver! It's already an expensive enough city, we need to encourage a free market economy, not block it!

For a city with the large amount of tech industry, it's surprising we are so behind with blocking technological applications. I wouldn't be surprised if not supporting these platforms influences other tech companies to not expand to Vancouver (including Amazon).

With respect to short term rentals I own a 2 bedroom townhome on my own. Renting out my 1 bedroom extremely helps with my inflated mortgage in this city.

We need less government control in day to day Vancouver life.

Best,
Lucinda kunkel, MD

2. Type of feedback:

3.	Department:	Mayor and Council
4.	Were any other cases or service requests created as a result of this feedback?	No
5.	If Yes, provide case number(s) or other relevant details:	
6.	(Don't ask, just record - did caller indicate they want a call back?):	No
7.	Select category:	Housing and Homelessness
8.	Select topic:	Short-term Rentals
9.	Specific area of concern:	Free Market Economy
10.	Neighbourhood:	City-wide
11.	Original Client:	
12.	Original Email address:	
13.	Original address:	

Additional Details

Map and Photo

- no picture -

EN

FYA to:

FYI to:

Kennett, Bonnie

From: Melissa Howey s.22(1) Personal and Confidential
Sent: Tuesday, October 24, 2017 12:29 PM
To: Public Hearing
Subject: Short Term Rentals

Dear Mayor and Council,

I've been a resident of Vancouver for 17 years. I love this amazing City but we have some problems. If we are to continue to be a world class city and the jewel in the Canadian crown we need to address our housing crisis. I applaud the City on the measures it is taking, but more needs to be done.

Thank you for addressing short term rentals. I would like to add my comments to the pile please. I will address only the short term rentals that are occurring in multi family buildings as they are the most damaging. These types short term rentals, the majority of which are in the downtown core, are an all out epidemic. They remove valuable rental inventory from an already critically low vacancy rate. They lead to property damage and excessive wear and tear on buildings. Perhaps most important, at least in my mind, they seriously erode the very fabric of our communities. I don't want to live in a revolving door motel but that is what my Yaletown building has become. There is a constant parade of weekend visitors through these buildings with little regard for the condition of the premises or the safety, health and well being of the residents. These short term renters are not interested in the long term health of the neighborhood they are temporarily visiting. They are not invested in our daily quality of life. They will not take the time to get to know the people who live there, look out for each other or contribute to our community. This is very worrisome. We know great communities are inhabited by the people who care for them.

I applaud staff's recommendations in the recent STR report. I would strongly encourage the City to be fully prepared to enforce the new rules. The recent report indicated that few people complain directly to the City about STRs. That is because we know that for years the City has chosen to do nothing to enforce its own bylaw. This absolutely needs to change. An initial period of heavy non compliance seems likely and the only way to get people on board is consistent enforcement of the new rules.

Kind regards,

Melissa Howey
s.22(1) Personal and Confidential

Vancouver

Kennett, Bonnie

From: s.22(1) Personal and Confidential
Sent: Tuesday, October 24, 2017 1:05 PM
To: Public Hearing
Subject: By law regarding Short Term Rentals in Vancouver, B.C.

Linda Gannon

s.22(1) Personal and Confidential

October 23, 2017

Dear Mayor Robertson and Council,

I was going to be a presenter at the October 24, 2017, evening council meeting, but when I found out that I was number 54 on the list, I thought I could possibly earn a few points by sending my presentation the day ahead and thus shorten tomorrow night's meeting by one speaker.

For me, short term rental allows me to maintain additional temporary living space by subsidizing the cost of maintaining a spare bedroom. I have lived in a 900 square foot townhouse since 1988. I do not have any spare room for guests, such as my son and his family, who now visit me for a month every summer. When an opportunity arose for me to purchase a one bedroom leasehold apartment, I jumped at the chance. Maintaining this extra apartment for my family's yearly visit is expensive. With the extra income I receive from participating in a short term rental, I am able to maintain this apartment as a temporary "spare bedroom" for my visiting grandchildren. My husband and I consider it as part of our principal residence. If I were not renting on a short term basis, I would not rent my suite out at all, as I use it quite often for myself and it is not available as a long term rental.

For guests to our City, visiting from all over the world, a short term rental provides a more genuine view of Vancouver as they stay in an individual's home rather than in a hotel. Short term rental rates are lower than the sometimes prohibitively high rates of staying at a downtown hotel, thus allowing visitors in a lower tax bracket to enjoy travel to Vancouver.

For the City, my short term rental allows me to be a volunteer ambassador representing the city I love, sharing my home and my favourite things about Vancouver with travellers from all over the world.

Owning a short term rental suite provides benefits for me, for the guests of the city, and for the City of Vancouver. It's a win, win, win situation.

Sincerely,

Linda Gannon

Kennett, Bonnie

From: Mike & Jennifer Davies s.22(1) Personal and Confidential
Sent: Tuesday, October 24, 2017 1:38 PM
To: Public Hearing
Subject: In support of Airbnb housing.

To the Honoured Mayor and City Councillors,

We support Home sharing and Airbnb. We have rented out rooms for many years, even before Airbnb. We find many excellent longer term tenants through Airbnb and enjoy the added security of going through this website.

Our rooms were empty for one summer when I know the Hotel occupancy rate was very high. Airbnb helped us fill these rooms last summer to excellent students and young people seeking to find longer term placement in the city.

My husband I and I happily work for a non-profit at a lower income than what we could acquire professionally, that supports many homeless shelters and organizations that seek to improve the lives of those that live in Vancouver. Renting on Airbnb has been very helpful to us to pay bills and support our dependent children so we can continue in our non-profit endeavours.

Thank you,

--

Jennifer

Kennett, Bonnie

From: Geoff Newton s.22(1) Personal and Confidential
Sent: Tuesday, October 24, 2017 1:42 PM
To: Public Hearing
Subject: Public Hearing on Short Term Rentals

Good Afternoon,

I am writing in response to the public hearing being conducted in order to clarify the position of short term rentals within the rental market of Vancouver.

After almost four years of participating in this form of rental I have the following observations:

- many of our guests who have stayed at our house have told me that they would not have either come to Vancouver or stayed as long if they did not have a more economical means to stay in Vancouver other than in the very costly avenue of staying in hotels,
- their presence in our neighbourhoods has contributed greatly to the businesses in the Fraser/Kingsway and Main Street areas,
- the money earned off of this rental by my family has enabled our family to stay in Vancouver as the extra money has augmented our already stretched budget
- due to our family needs over the last twenty years, our house never has or will become part of the rental market pool as it is used for various purposes throughout the year
- I feel that it is hypocritical that the federal, provincial, and municipal governments are passing the responsibility onto homeowners to create rental housing while they themselves have been woefully neglectful of this slow moving train wreck that is the housing crisis for the better part of two decades.

Do the right thing and let people rent their houses and apartments as they see fit and crackdown on the businesses that have turned this into the problem by renting multiple listings in our city.

Thank you for your time,

Geoff Newton

Kennett, Bonnie

From: Edward Dardis §.22(1) Personal and Confidential
Sent: Tuesday, October 24, 2017 1:47 PM
To: Public Hearing
Subject: Home Sharing / short-term rentals

Hi, I am unable to appear in person,
but have been a Airbnb host for 3 years (a "superhost" for good reviews!).
I rent my guest room in my 2 bedroom condo...
my Strata is aware and has no issues, as I'm always here!
I am retired and the extra income is very helpful!

This is a room that I don't want to rent on a long-term basis, as I don't really want a
room-mate!

Sincerely
Edward Dardis
§.22(1) Personal and Confidential

Ludwig, Nicole

From: Pamela White [REDACTED]
Sent: Monday, October 23, 2017 9:16 PM
To: Public Hearing
Subject: a plea for short-term rentals

Please consider this plea to allow short term rentals in Vancouver. Both home owners and tenants (with permission) should be allowed to rent out their own homes if they are temporarily not using them. This has nothing to do with competition for housing as it involves only people who are already housed and intend to continue in that housing. In our own case it allows us to afford vacations that we might not otherwise get. It is also great fun to host people from all over the world.

Thank you for your consideration.

Pam White

October 23, 2017

City Clerk's Office
Vancouver City Hall
453 W 12th Avenue
Vancouver, BC V5Y 1V4

RE: Short Term Rentals: Policy Approach & By-laws

To the members of the Vancouver City Council,

On behalf of the BC Tech Association and the BC Tech community, I am writing today to express our support for Home Sharing in regards to your consultation on Short Term Rentals: Policy Approach & By-laws.

The technology industry in Vancouver and BC has emerged as a significant contributor to the local and provincial economy, employing more than 100,000 people in the province and bolstering our reputation as a Global Top 15 Startup Ecosystem in the latest Startup Genome 2017 report.

Our goal is to firmly establish Vancouver as a top 10 player. Doing so will require us to not only support the tech companies that now call Vancouver home, but will also require us to embrace technology and innovation in how we operate as a city.

The new economy is increasingly shifting towards a sharing economy – one that is consistent with our world view of sustainability through new business models. Home sharing is both a technology and a sustainability solution – and an important resource for many Vancouverites who are looking for ways to help make life more affordable in the city.

Platforms like Airbnb represent the type of solution that consumers have come to expect from tech-savvy cities like Vancouver. In order to remain an economic leader, Vancouver needs to be at the forefront of innovation and clearly demonstrate that the city welcomes the opportunities that come with change.

We would advocate new approaches to regulation to address the changing ways in which citizens live, work and play. Ensuring a regulatory environment that

In considering the details of the new regulations, we encourage the city to preserve the much needed flexibility to embrace innovation rather than inadvertently stifling it.

Sincerely,



Bill Tam
President and CEO



Ludwig, Nicole

From: doris reyes [REDACTED]
Sent: Tuesday, October 24, 2017 1:10 AM
To: Public Hearing
Subject: In favour of Air BNB

Hello

I am in favour of Air BNB. We are in survival mode. Vancouver is a very expensive high taxed city. Air BNB is better, cleaner client than local renters. I had a bad experience with local renters. Local renters destroyed my property

Air BNB clients are the best as they are rated online publicly. It is an open, honest system.

Thank you for listening.

Dori Reyes

doris reyes
Title
Company

Ludwig, Nicole

From: Catherine Stonier [REDACTED]
Sent: Tuesday, October 24, 2017 7:32 AM
To: Public Hearing
Subject: Home Sharing in Vancouver

Dear councillors,

I am writing to express my support for home sharing in Vancouver.

Since Vancouver became a world class city, more and more people want to come here. In peak season we do not have enough hotels to accommodate all of these guests. AND we must be sensitive to the fact that not everyone wants to stay in a Hotel, some are looking for a more homey and sometimes more affordable experience.

By supporting home sharing so many benefit besides the hosts and the guests: restaurants, transportation, attractions, shops, the list goes on. These people spend a lot of extra money in our city and would not come here if it weren't for home sharing. Many come to stay for a month or two prior to settling in to a long term rentals (I'm happy to see you are starting to build more)

Guests who visit Vancouver from all over the world through platforms like AirBnB or VRBO are lovely people just like all of us. The media enjoys honing in on the extremely rare bad ones just to play on our fears. Let's hear more about the millions of great experiences people are having all over the world!

If you poll any group of Vancouverites (including yourselves) who have travelled to Hawaii or Europe, Asia, or Australia, the majority will have stayed in an AirBnB, VRBO or Homeaway. Let's not be hypocrites.

Vancouver is a progressive city in so many ways, times are changing and we need to change with them.

Sincerely,
Cathie Stonier

Sent from my iPad

Ludwig, Nicole

From: Alireza Hakimifard [REDACTED]
Sent: Tuesday, October 24, 2017 9:22 AM
To: Public Hearing
Subject: Please don't take this side income away (Airbnb)

Hi,

We are living in one of the most expensive cities in Canada and in the world. Where housing prices, rentals, gas prices, ICBC rates, tolls have skyrocketed in the past 3-5 years and is crippling the middle & low class. People are forced to move further and further and commute longer hours. We live in a city with lowest salaries and not that many jobs. For those people like me, who were raised here and don't have the option to move and are dealing with all this crisis, this little side income from renting part of my unit or the entire unit for a few days a month and staying with family for those days helps me make up 20-25% of my unit per month. Without it I have to go live hours away from work and commute 3-4hours a day. Rent increase allowance was raised to 4% so did will other costs of living. Everything here is just getting worse and worse and all government is doing is making harder like us who need this the most. Regulate it for those who own or have more than 1 rental property and are causing the rental costs get this high.

Thanks,
A fed up financially crippled citizens of city of Vancouver

National Office
205 Placer Court
Toronto, Ontario M2H 3H9



Bureau national
205 Placer Court
Toronto (Ontario) M2H 3H9

Jerry Dias
National President
Président national

Renaud Gagné
Quebec Director
Directeur québécois

Robert J. Orr
National Secretary-Treasurer
Secrétaire-trésorier national

October 24, 2017

Re: Written Submission to City Council -Short Term Rentals: Policy Approach & By-laws

Dear Mayor Gregor Robertson and members of Vancouver City Council,

Unifor is Canada's largest union in the private sector, representing more than 315,000 workers, including more than 10,000 women and men working in the hospitality sector across the country.

Airbnb and other digital platform enterprises have been the subject of intense scrutiny and debate at the municipal, provincial and federal level. While these platforms may make a service easier to access and/or more affordable, these types of businesses can often have disruptive consequences to more established business models. Sometimes these companies have unintentionally undermined existing government regulations, and can impact the housing market.

In the short-term rental market, companies like Airbnb have allowed ordinary families to benefit from sharing their homes and earn supplemental income and increased options for affordable travel. However, it is important to regulate short term rentals to ensure the positive influences of this are encouraged, while discouraging any negative consequences.

That is why I was pleased to see Airbnb lead the way in this sector with a number of important initiatives, such as pledging support for the \$15 minimum wage in the US, and advancing an economic empowerment agenda globally. In addition, we understand that Airbnb and a significant number of its hosts have agreed to open up their homes for free to assist refugees by partnering with a number of Canadian refugee settlement agencies.

Also, we were pleased to see that Airbnb in Canada has worked closely with the city of Vancouver to adopt new regulations. They are seeking a fair approach to regulate short-term rentals in the city which hopefully once adopted could be a model for other cities in Canada. Airbnb has also made it clear that they support paying hotel and tourist taxes. It is my hope that Vancouver City Council will ensure the final regulations strike the right balance.

Airbnb is setting an example for a path forward that couples the potential of the digital economy with the reality of working people across the country, and has demonstrated its willingness to operate in a manner consistent with the goals of broader society.

Because of Airbnb's progressive approach, Unifor is exploring ways to work together with them. We will continue to explore areas of mutual interest to improve the public good, and if possible work towards a national partnership.

Sincerely,



JERRY DIAS
NATIONAL PRESIDENT
JD\sd cope343

Kennett, Bonnie

From: Mohsen H. [REDACTED]
Sent: Tuesday, October 24, 2017 1:27 PM
To: Public Hearing
Subject: short-term rentals regulations - public hearing

Dear Sir/Madam

I'd like to reflect my point of view as a resident of Vancouver.

I live in Vancouver downtown and work in North Vancouver. I am 32 years old. I subletted a room in my 2 bdrm condo during the summer. It helped me to cover some of the costs associated with the expensive housing condition in Vancouver. So I'd like the city of Vancouver to also consider this point when making a decision on short-term rentals.

Regards,

Mohsen

Kennett, Bonnie

From: Anna Perry [REDACTED]
Sent: Saturday, October 21, 2017 10:26 PM
To: Public Hearing; Anna Perry
Subject: AIRBNB Meeting Oct 24th Commentary and Concerns for Council & Register to Speak

Importance: High

October 21, 2017

RE AIRBNB SHORT TERM STAY REGULATION HEARING OCT. 24TH

I need to make my voice heard as an Airbnb host in Vancouver. I am delivering my comments in writing via this email. ***I intend to attend the Hearing on Oct. 24th also*** but do not intend to speak unless I hear something that requires my input.

I have been a host since early September 2017. I have hosted 26 guest groups since September 4th to October 21st in 2017. All of my experience is positive. I work very hard to provide a 100% positive experience for my guests by being a real "hostess" on behalf of Vancouver. All of my guests are from outside Vancouver and most are from other countries like Spain, Brazil, USA, England, France.

AIRBNB is good for the province and for the City. Airbnb guests come to Vancouver via Airbnb who may not otherwise come here.

I. BENEFITS TO GUESTS

Guests can choose through Airbnb the accommodation that suits their needs, financially and physically, in terms of safety, security, amenities, type of housing experience. Often at significantly lower cost than non-Airbnb alternatives. It is my experience that students and seniors and young workers with lower wages book Airbnb accommodation for primarily affordability. If they could not afford to stay in Vancouver then they could not visit here. Secondly, my Airbnb guests ALL booked via Airbnb to have the unique experience of "homestay" with a local home owner as their in-home hostess. They wanted a Canadian host who would guide, advise, assist and house them. Share experiences in conversation over coffee. Discuss world affairs and travel tips. None of these attributes are available other than via Airbnb.

II. BENEFITS TO THE CITY AND MERCHANTS LOCALLY

- a. I BUY BC PRODUCE for the guests (food, water, wine, supplies)
- b. I BUY FOOD AND SUPPLIES AT SMALL LOCAL GROCERY RETAILERS LIKE "CHOICES" AND "WHOLE FOODS"
- c. I PROMOTE VANCOUVER, BC as a world's best place to live, vacation, do business and go to school
- d. I PROVIDE AFFORDABLE ACCOMODATION IN A SAFE, SECURE, HOME-STAY WITH HOME OWNER AS ON SITE HOST

III. BENEFITS TO HOSTS

I have benefitted personally by hosting: social and inter-cultural hosting experiences have been tremendously uplifting. I have made a modest income but that income is netted out close to NIL \$00 by the amount that I have spent in gasoline (I drive my guests places such as to the airport and on city tours); hydro, water and electricity charge increases; bedding and supplies; gardening and cleaning services and supplies; etc. ***Income is NOT my motivation as a host so I am likely a unique host for that reason.***

IV. DRAWBACKS AND CONCERNS

One guest arrived at my home very early in the morning, having contacted me to ask to make an immediate move from unsuitable accommodation to my home. This fellow was about 6' tall and healthy as a hiker should be. Yet he had a bad Airbnb experience. His experience with me was very positive so his tourist trip through Vancouver changed from poor to wonderful as he clearly enjoyed his stay here. But what if some harm had come to this fellow at the first place?

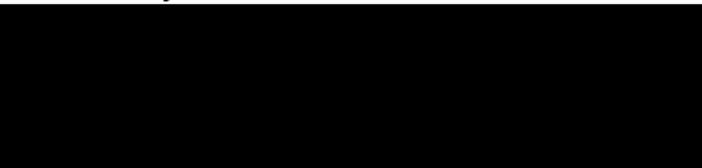
AirBNB should do a better job of policing its' hosts by specifying rules for hosts. Do not abide by the rules? Then no longer allowed on AirBNB. But we are not addressing Airbnb shortcomings.

Other concerns:

- a. A lack of medical and/or travellers' insurance to pay for medical treatment and losses caused by misfortunes.
- b. Impact on homeowners' insurance coverage for those who do not have "rental accommodation" coverage on their homeowners' insurance. An otherwise claim-covered loss may be not covered as voided insurance for a breached policy exclusion will not pay out.

These are my comments for the City Council to consider in its' deliberations on its' proposed Regulations.

Anna Perry



Sent from [Mail](#) for Windows 10



Monday Oct 23, 2017

Re: Home sharing, City of Vancouver

Dear Mayor and Members of Council,

I am writing today to express my support for home sharing in Vancouver. Companies like Airbnb are an important resource for many people in Vancouver who are facing high expenses and looking for ways to help make life more affordable in the city.

As the founder and CEO of a global financial technology firm, with rapidly growing offices in Vancouver, Toronto, Boston and London we depend heavily on companies like Airbnb. There are many cases where hotels are either inaccessible due to conferences, where our team could benefit from collaborating in a shared space like a home or apartment, or where we need longer term rental. These are the points where we need more than is offered from the traditional hotel market.

From our perspective, Vancouver must maintain and build upon its reputation as a global leader and a centre of innovation. Recognizing that the market for accommodations is changing and embracing home sharing will strengthen Vancouver's competitiveness in a dynamic world economy. It will empower entrepreneurs and provide flexible options that global talent now expect and demand.

Vancouver's reputation as a global destination has only grown over the past several years. And along with that has come an influx of tourists from every corner of the world. Many of these tourists are looking to experience our city like a local and get a true feel for its people and its culture.

We also see AirBnB as an important aspect of affordability for the City of Vancouver. Many of our workers would never be able to realize on their dreams of home ownership in such an expensive city were it not for AirBnB. To protect our workers we must protect the opportunities they have to supplement their incomes.

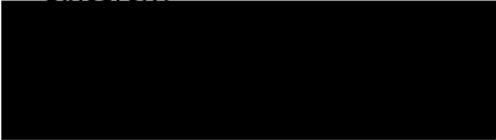
But there's more to home sharing than just tourism and home ownership. It also helps everyday people in our city. It helps hosts earn a little bit more money every month to pay the bills, or save for a rainy day. And it helps local business owners who benefit from visitors who want to eat at the neighbourhood restaurant or buy a souvenir from the shop down the street from where they're staying.



I understand the need for the city to create regulations around home sharing in Vancouver. It is only right that we look at ways to ensure that our laws keep up with the ever-evolving world we live in. That being said, the vast majority of Airbnb hosts share their primary residence just a few days a month in order to make a small, supplemental income.

I encourage you to ensure that the regulations set forth by the city take into consideration the important role that home sharing has played in providing support to our citizens and improving our local economy.

Sincerely,



Michael Gardner
CEO, Agreement Express
625 Howe Street, Suite 900
Vancouver, BC



Kennett, Bonnie

From: Animal Rescue Crusade [REDACTED]
Sent: Sunday, October 22, 2017 11:11 PM
To: Public Hearing
Subject: Yes to Airbnb

City of Vancouver

We need Airbnb in Vancouver. Vancouver is too expensive for the majority of people. Let people do what they can to survive here.

Airbnb is in all the major cities around the world.. just makes senses that Vancouver would be also. Home sharing and ride sharing is the way of the world these days.. let's not fall behind.

A.K

Kennett, Bonnie

From: Ann Thorsteinsson [REDACTED]
Sent: Monday, October 23, 2017 10:40 AM
To: Public Hearing
Subject: Airbnb and my home

I am an Airbnb host and have hosted for over three years now in my home in Vancouver. Hundreds of travellers have stayed as my guests over the years. I have a small older home that has a first (ground level) floor with a room , bathroom , living room and laundry room. I have no kitchen on this floor and I have a private entrance for my guests to enjoy their space. This area of my home could not be used for any other type of rental as I have no eating / cooking facilities.

I separated from my husband and have two young adults in my life. I grew up in Vancouver not far from my current home. In trying to hold on to my home so my son and daughter could have somewhere to live I had to figure out how to supplement my income so we could afford to stay in our home. I could not afford to renovate and add a kitchen to rent out my first floor. I heard about Airbnb and felt it was a great fit. Airbnb has allowed my family to stay in our home. We appreciate every guest who visits. My guests all eat almost every night in the various restaurants along Cambie that I have written about in their guest book. I have made every effort to help support my local community by directing guests to stores and restaurants nearby. These places have all been written up on my Airbnb site by the guests and are also talked about in the two guest books I have for them to leave comments and suggestions.

My son, daughter and myself value and honour this relationship between Airbnb, the guests and my community and we are able to live here because of this opportunity. Without this income I would have to sell my home. I have no other way to make the additional income I need as a single parent in my home and still continue my previous work.

I believe Airbnb , if not abused by the host , can enrich a community. I respect my neighbours and I make every effort to direct my guests to local places and also to the sights we are all so proud of in living here. I talk to my guests about Vancouver and help ensure they have a positive experience and wish to return. I hope is your " decision making " that Airbnb hosts like myself are heard. It is not just a business and way to make money for me. Yes, without is I would have to sell my home but I also value what it presents to our city and my neighbourhood. I have hosted many guests that might not have travelled to Vancouver without having choice of lower cost accommodation.

Please look at the benefits of this partnership. It is survival for some of us and in a positive beneficial way for our community. It has given many experiences and much learning for my family and brought the world to our little home. Please make my words count.

Ann Thorsteinsson
[REDACTED]

Sent from my iPad