From: Kay Schwarzrock [mailto:ashlandhousellc@gmail.com]
Sent: Wednesday, October 04, 2017 3:41 PM
To: Dadlez, Kady (CI-StPaul)
Subject: Short-Term Rental Ordinance Input

To the St. Paul City Council:

As an older homeowner (I'm 70), I'm able to stay in my home because I can rent half my duplex for short-term rentals.

I'm concerned about the proposed occupancy limit. That seems like an arbitrary ceiling. While I admit that smaller families are more the norm these days, to limit STRs to 4 people means that larger families cannot stay together when some units have the capacity to handle more people.

One possibility is to make the limit 2 people per bedroom + 2, as AirBnB proposed.

I had a family with 5 adults plus 1 child stay very comfortably in my rental space. Under the proposed occupancy limit, I would not have been able to have them stay even though my house can easily accommodate them.

Thank you for considering my proposal.

Warm regards,
Kay Schwarzrock
Ashland House, LLC
651.470.0014

From: sarina@chifamily.com [mailto:sarina@chifamily.com]
Sent: Wednesday, October 04, 2017 3:20 PM
To: Dadlez, Kady (CI-StPaul)
Subject: Home Sharing issues

My name is Sarina Stone and I have lived in the 55104 area of St. Paul for over 15 years.

I would like to begin by acknowledging my City Council and thank you for the work you do and affording me an opportunity to be heard.

I would like to share why I choose to open my life and my home to certain travelers via Home Sharing. The cultural exchange that has occurred as a result of Home Sharing, hosting and being hosted, has connected me to my global community in ways I never could have predicted. The memories and stories warm my heart as I share my beloved Saint Paul with new friends.

The nature of Home Sharing is personal and many of us hand select each guest - most of mine tend to be senior citizens or students on a budget. I've spent a fair portion of my life traveling

internationally and know how it feels to be in a foreign place. It is with pride I offer an affordable, safe haven here in Saint Paul for like minded travelers who prefer Home Sharing to other lodgings.

I also want to mention that without this opportunity, I do not know what would happen to me financially. I do know I could not maintain the income necessary to continuously update my home and property to keep it beautiful and safe. As a single woman in her 50's, I not only appreciate the security an additional steam of income affords, but I actually need it to maintain a healthy, low-stress life style.

The Planning Commission lacked certain information when it drafted the Ordinance-now we have more data. These items below could and should weigh in as important when making a decision for St. Paul citizens.

- We need to take into account that of approximately 200 Airbnb listings, only about 80 have 5 or more bookings a month.
- The overwhelming number of hosts are 65 or older.
- St. Paul Homesharing hasn't grown much since the first host.
- There was no impact study, though we know that every $100 that comes intrough an Airbnb guest represents dollars spent in our community. (We buy sheets, towels, toilet paper, and employ people to clean, plus our guests use public transport and taxi's to shop, dine and site see.)

In light of this new information, and this testimony, I ask you to return the Ordinance to the Commission and ask for a revision that embraces us, regular people, that embraces an economy that is bound to grow and feed our city.

The two ordinances I would like addressed/revised are:

SUGGESTED ALTERNATE LANGUAGE FOR SAINT PAUL REGULATIONS…
Regarding current proposal limits the number of units in a multi-unit building, rather than the number of units per host:
o To clarify, hosts who rent out separate bedrooms in one home would be understood to have one listing address and would need one permit.

Regarding current proposal for off-street parking requirements:
o There should be a combination of on-street parking directly bordering the property and off-street parking available to accommodate all owner and guest vehicles.

Thank you for your time,
Sarina Stone

From: Minnestay [mailto:management@minnestay.com]
Sent: Wednesday, October 04, 2017 2:57 PM

To: Dadlez, Kady (CI-StPaul)
Subject: Testimony for tonights public hearing -Short-Term Rentals

Hello Kady,

I would like to send you my testimony for the public hearing this evening on the short term rentals. I will be attending and hope to either speak or have you provide this to all the council members.

My main subject is in reference to

Ref. 379.2 Short-Term Rental Platform License Fee Of $7000

I am in strong protest to this sort of fee. I have spoken with MPLS regarding their platform fee and a quote from Mark Rumppe when asked about a fee being similar to St. Paul's proposal of $7000 was "By Law we cannot charge more than the average cost of doing business"

I am unaware of the laws and St. Paul may have different ones. I would however, like to point out that currently you have a

Solicitors License – for individuals who **accept payment** before final delivery of product or **service**. Which is $74 a year per person

Hotel / Motel license - A building or structure kept, used, maintained, **advertised** or held out to the public to be a place where sleeping or rooming accommodations are furnished. = $362 a year.

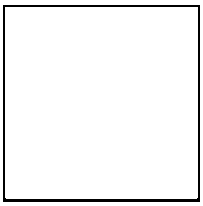
Now I am unaware of whether or not you have fees for such platforms that hotels utilize. Ex. Bookings.com, Tripping.com, Expedia.com, Trivago.com, Tripadvisor.com, and priceline.com to name a few. I feel as though the city is singling out the short-term rental market and placing extremely high fees on platforms that are used to advertise for home owners, which would be giving an unfair advantage to hotels. Not to mention these fees most likely will just be passed down to the properties owners in form of higher commissions to offset the cost of the license.

I am proposing a smaller fee for platforms that are based locally and set up for just the Minnesota markets. By proposing such a high fee, a local provider would be unable to operate in the city of St. Paul. and would only be able to offer properties in other cities, which would be a disadvantage to your own constituency.

Considering platforms are able to charge a mere 4 – 8% commission on bookings. A local provider would have to have over $140,000 in bookings on properties in St. Paul to be able to offset the $7,000 annual fee using a 5% commission as a base. Therefore, unless the platform that is starting had well over 50 or more properties to list, it would be in a losing proposition.

I for one have such a platform. We are listing properties and advertising in local media places like Minnesota visitor guides and Minneapolis / St. Paul visitor guides. Providing more exposure and more options for visitors coming to the state to choose from. Something the large platforms do not do for the State. But with a fee of $7,000 I would have to decline any properties in St. Paul that wanted to list. Sadly, I feel as though this puts the local property owners in St. Paul at an extreme disadvantage, only having the possibility to be able to list there property with the large National Brands, provided they have enough properties to justify the cost of the license. This would also prevent an owner from having there own website for their property to advertise and accept payments with a fee of $7,000.

Therefore, I am proposing that you offer a lower licensing fee for the local platforms.



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