

I am writing to provide a point of view with regards to the Short Term rental report and the requirement for licensing.

- With the growth of the Online Short-term rental platforms providing travelers with new options - it is imperative that no members of the lodging industry gain an unfair advantage by skirting taxes (including the impending MAT) and other legal/ health and safety requirements.
- By licensing these establishments it would support holding these operators to the established safety and security requirements – such as fire/smoke alarms, emergency plans, fire extinguishers
- With licensing – the ability to track income in this ever growing accommodation sector, ensuring appropriate taxes are being charged to guests staying and paid by the operator is a requirement. Without this ability to track –there is huge missed revenues for the city and of course unfair market conditions. Should the MAT tax be implemented later this year without the appropriate licensing then we would not be able to support an unfair tax.
- Back in 2019 – some google searches at the time suggested as many as 306 AirBNB options within the city limits. There are easily over 100 active rentals available within the city limits – a huge impact in the tourism sector and one that requires appropriate legislative mandates to ensure fair market conditions for all. Licensed business accommodation providers have suffered throughout the pandemic- We cannot drive positive growth back to our businesses while there is unfair competition
- Licensing of Short Term rentals is a requirement for a smooth and supported rollout of the Municipal Accommodation Tax. A 4% tax charged by ALL providers would generate significantly more revenues for the City to further its Strategic focus for Tourism Growth. Should this 4% tax levy not be applicable to Short Term rentals – then unfortunately this would further affect our operating business margins and force further closures in the City. Support exists for the MAT - based on a fair and equitable market rollout with the assumption the monies gained from the MAT are re-invested in new and enterprising tourism attractions for the city to assist in driving additional demand.

Thank you for your consideration

Jonathan

Jonathan Scott

General Manager

Delta Guelph Hotel and Conference Centre

50 Stone Road West
Guelph, ON N1G 0A9