

Craig, Sondra

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To: ZZ Council Members
Subject: Short Term Rental

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I have been in the Airbnb business for 8 years and have the status of superhost which obligates me to be the best of the best to meet Airbnb standards. We have to have the best curb appeal and the cleanest homes so we can stay competitive!

My main goal was always to buy properties in distressed neighborhoods which are usually around Gundersen, Mayo, and bring them to the highest quality possible as well as attract sports tourists and young medical and university professionals which is the majority of my clients. While attracting Airbnb customers, I sold three properties to people who permanently moved to La Crosse and wanted to claim this city as their home. All of my real estate buyers were Airbnb customers.

The only concern I have from the amendment is two days minimum and 180 maximum. It's really hard to understand how it will improve Airbnb experiences and local neighbors. Most of my clients are coming to visit La Crosse for a day and if it's a couple who want to get away or just pass the town, attracting people for a short stay as little as one day could bring to the city hundreds of dollars. All my guests are eating out, going to the grocery store, and spending money on gas and shopping. At the same time, the daily tax portion costs the guest \$15 per night, and if we are really busy (25 nights per month), it's approximately \$375 per month in taxes or \$4500 additional taxes per year on top of my \$5000 per year per house! Total \$9500 per year per house in City taxes per property!

If you want me to share how the screening works (and how strict it is for example for guests to stay in my house, I would be happy to share the process!). I hosted hundreds of people and my first and foremost priority is safety, no parties, no damage, and no noise BECAUSE IT'S MY HOME. On top of that, we pay short-term rental insurance, Airbnb offers 1 million dollar coverage and THEY MAKE SURE THEY SCREEN GUESTS AND HOSTS and remove any suspicious activity. This is a very strictly regulated system and it is one of the safest ways to stay or to rent! I have never rented outside of the Airbnb even for as long as a year lease contract! It keeps us very accountable as guests and hosts.

Olena Belka